



Regional Response Plan to the Economic Impacts of U.S. Tariffs

Presented to
Committee of the Whole

Presented by
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Presented on
April 10, 2025



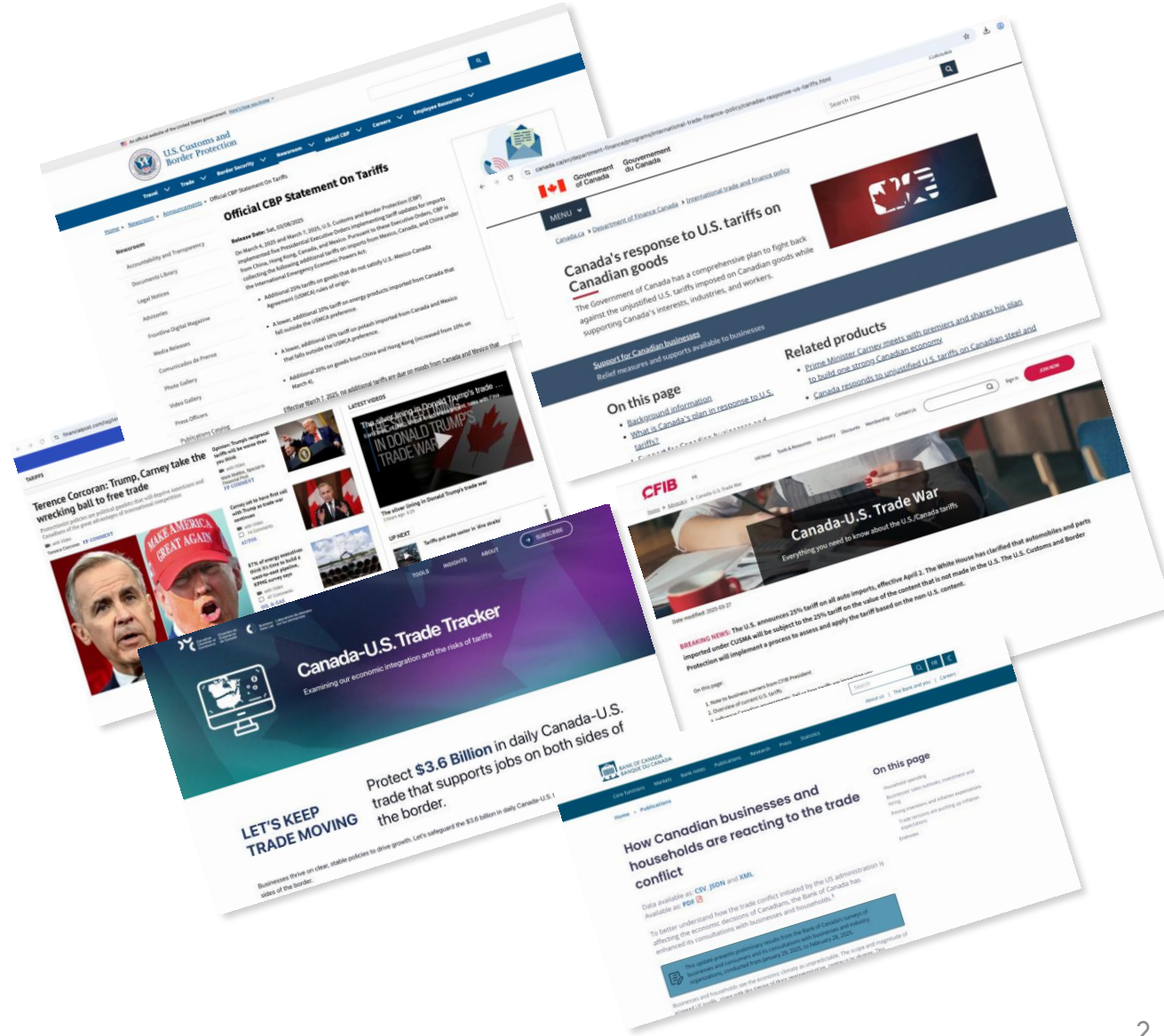
CURRENT STATUS

- Tariffs announced by the US
- Canada responds
- Potential impacts on Canadian economy
 - 2.6% reduction in GDP
 - Negative impact on trade in key sectors



Increased costs on households

Significant uncertainty



GOVERNMENT HAS RESPONDED

DOMESTIC



- Exploring removal of interprovincial trade barriers
- New \$5 billion trade support program launched
- Encouraging businesses to leverage existing programs
- Reminding businesses of the existing free trade agreements with 51 countries

INTERNATIONAL



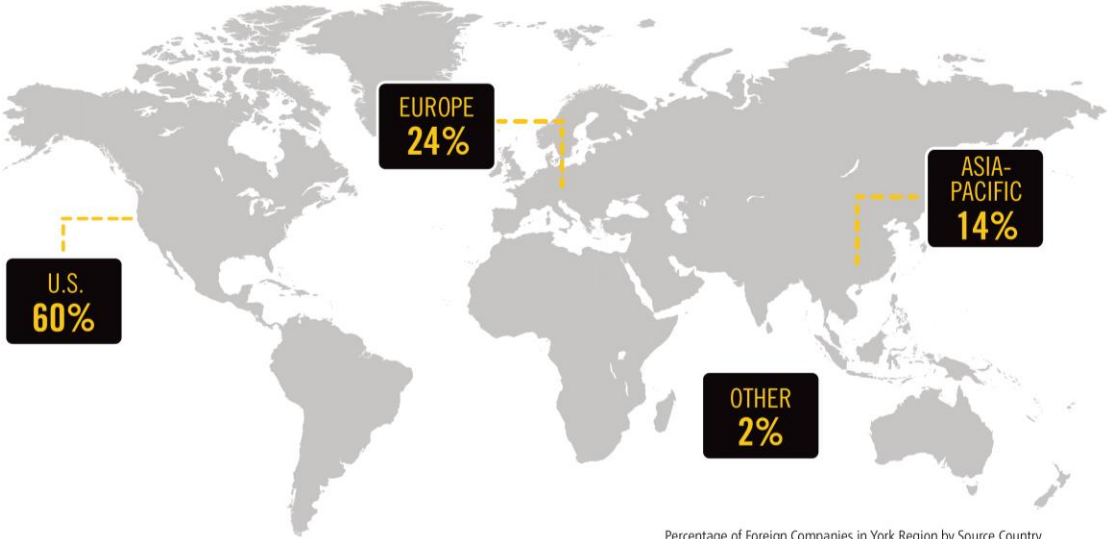
- Diplomatic channels
 - negotiating with U.S. officials
 - working with European leaders
- Counter tariffs

Governments are exploring both domestic and international solutions

WHAT DOES THIS MEAN FOR YORK REGION?

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600 Foreign Companies
Have Operations
in York Region



Ontario's 3rd Largest Business Centre

57,000+ Employer Business Establishments



4,900+ ICT Companies

One of Canada's Top Tech Jurisdictions



Canada's Largest Independent Auto Parts and Electronics Manufacturing Cluster

250+ Core Sector Companies



Ontario's 3rd Largest Manufacturing Hub

5th Largest in Canada with 2,600 Local Manufacturers



Ontario's 2nd Largest Food and Beverage Processing Sector

4th Largest in Canada



3 of the top 5 Corporate R&D Spenders

in the Greater Toronto Area

York Region has a strong and diversified economy, but there is exposure

EXPORT AND IMPORT DATA

YORK REGION EXPORT DATA


EXPORTS

 **2,892** Total Exporting Companies

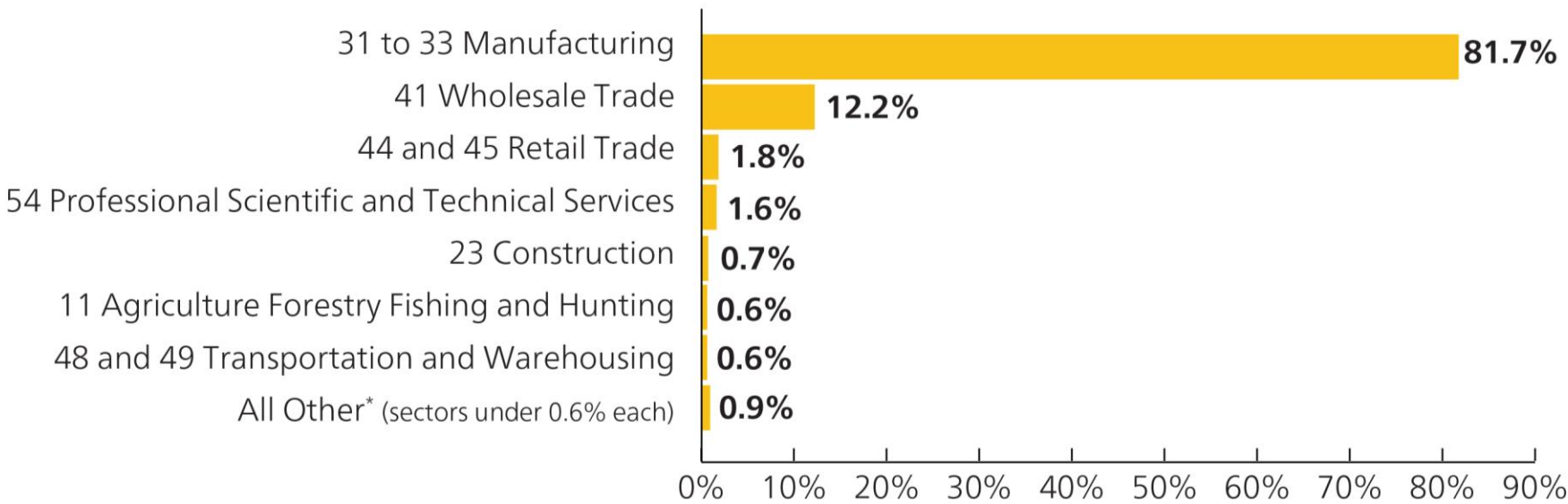
Share of Export Destination Country



81%  Exports to US
19%  Exports to Non-US

}  **\$11.8 B** Exports to US

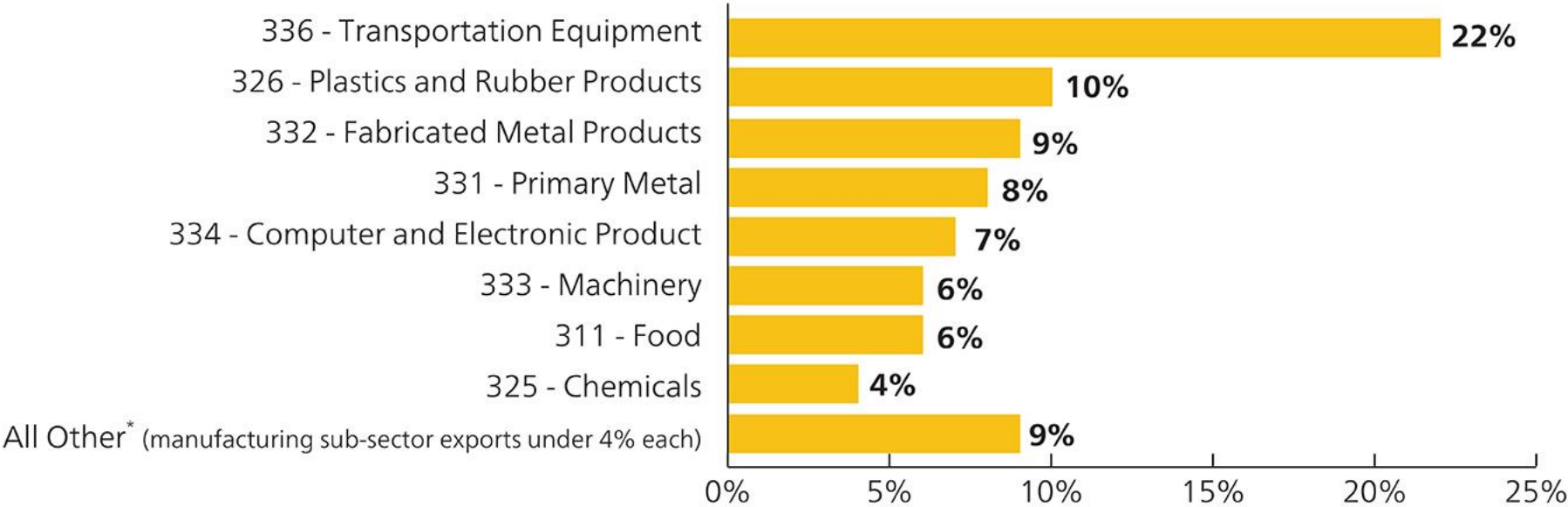
Share of York Region’s Export Value by Primary Sector, 2023



YORK REGION EXPORT DATA

EXPORTS

Share of York Region’s Manufacturing Sub-Sector Exports by Overall Value, 2023




YORK REGION IMPORT DATA

IMPORTS

Share of Import
Destination Country



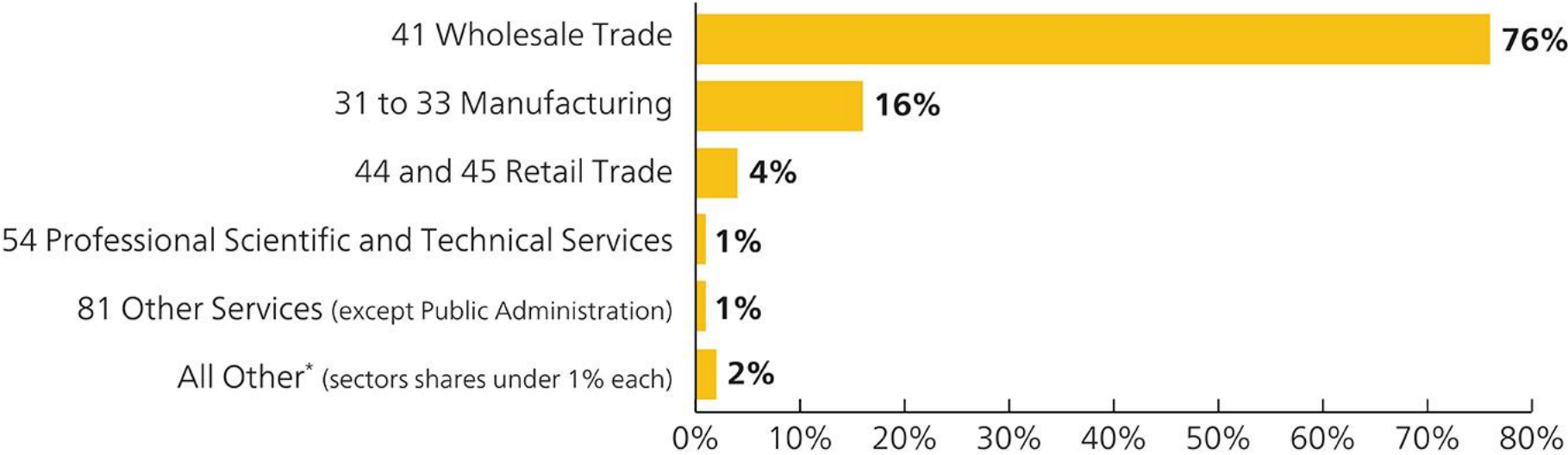
38%  Imports from US

62%  Imports from Non-US



\$17.3 B Imports from US

Share of York Region’s Import Value by Primary Sector, 2023



WHAT HAS BEEN DONE

BUSINESS RECOVERY SUPPORT PARTNERSHIP



SO WHAT NOW — WHAT WE ARE DOING

TARIFF RESPONSE PLAN

Actions are being developed with a short, medium and long-term lens. Initiatives are also being grouped into three categories, research, business advisory and communication.



**Regional Tariff
Impact Research
and Analysis**



**Regional
Business Advisory
Support**



**Regional
Business
Communications**

SHORT-TERM ACTION

TARIFF RESEARCH & ANALYSIS

Understanding Impacts of Tariffs

- Sourcing, analyzing, and sharing of economic and industry insight and key updates
 - Statistics Canada
 - York Region Employment survey
 - Local municipal business surveys
 - Local Chambers/ Boards of Trade surveys
 - Conference Board of Canada
 - 1-on-1 business consultations
 - Calls with senior levels of government
 - Meetings with GTHA municipalities
 - Canadian Chamber

BACKGROUND: POTENTIAL IMPACT OF US TARIFFS ON YORK REGION'S AUTOMOTIVE INDUSTRY SECTOR



YORK LINK

INVEST & GROW + KEY SECTORS + TALENT + DATA & RESOURCES CONTACT TRADE SUPPORT

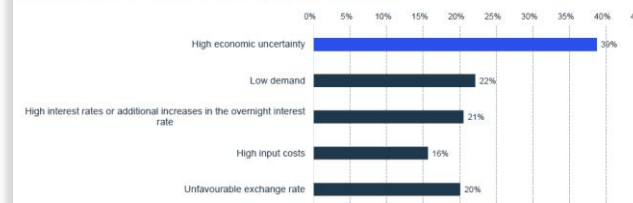
Trade & Tariff Support Events

The events below are specifically focused on Canada-US tariffs, if you wish to view all business events please visit the [full business events calendar](#).

Date	Time	Topic
08 - 09 APR	8:30 am - 9:30 am	RISK MANAGEMENT IN UNCERTAIN TIMES TECHCONNEX
08 APR	10:00 am - 11:00 am	CUSTOMS BROKER TO ADDRESS KEY QUESTIONS EMC
09 APR	11:00 am - 12:00 pm	TARIFF DISRUPTION: RESPONDING WITH RESILIENCE KPMG
09 APR	2:30 pm - 3:15 pm	THE EFFECTS OF STEEL TARIFFS ON OIL WELL DRILLING: HOW A SENIOR ECONOMIC POLICY ADVISOR USES IMPLAN TO ADVOCATE AT THE STATE AND CONGRESSIONAL DISTRICT LEVEL IMPLAN
10 APR	1:30 pm - 3:00 pm	US TARIFFS: IMPLICATIONS FOR YOUR BUSINESS IN IMPORTING & EXPORTING CITY OF MARKHAM

Uncertainty is weighing on businesses in Ontario

Survey question: Whether you plan to invest or not, in the next 12 months, what could limit your investments in the current context?



Source: IFO January 2025, BDC

29

Shared with local municipalities

SHORT-TERM ACTION

DIGITAL INITIATIVES - COMMUNICATION

York Link Trade Support Portal

yorklink.ca/trade

- Launched in January 2025, providing valuable resources, events and more

The Tariff Impact Podcast

yorklink.ca/podcasts

- Insights on support programs and tariff mitigation strategies
- Four podcasts featuring C-suite guests released



ASK: Council amplify these posts



46,171 Followers and subscribers across all York Link social media channels and e-newsletters*

*As of March 28, 2025

SHORT-TERM ACTION

DIGITAL INITIATIVES - COMMUNICATION

#MadeInYR Social Media Campaign

yorklink.ca/madeinyr

- Launched February 2025
- Highlighting companies manufacturing consumer and business products at scale
- Six companies profiled to date with more to be featured
- Local municipalities are providing companies to be considered

Support Local Campaign

york.ca/supportlocal

- There's No place Like Local



ASK: Council amplify these posts



"TRADE DIVERSIFICATION IS EASIER TO SPELL THAN
TO DO... IT TAKES TIME AND PARTNERS"

- *Jakob Erik Schmidt,
Canadian Trade Commissioner to Denmark*

SHORT-TERM ACTION

TRADE DIVERSIFICATION SUPPORT

Agri-Food Buyers Mission and Masterclass | April 1

- Opportunities for York Region food and beverage companies to expand into the Danish market
- Collaboration with the Canadian Trade Commissioner to Denmark and Vaughan Economic Development
- Local municipalities assisted in securing 11 companies



SHORT-TERM ACTION

TRADE DIVERSIFICATION SUPPORT

Hannover Messe | March 31 – April 4

- World's largest advanced manufacturing conference
- Canada was the partner country for 2025
- York Region led a delegation of eight companies plus municipal and innovation partners
- Markham, Richmond Hill and Vaughan
- Richmond Hill Mayor West introduced three panel discussions



SHORT-TERM ACTION

ADVOCACY OPPORTUNITY

Automotive Parts Manufacturers Association Canada Automotive Summit | June 10

- Taking place in Vaughan
- Opportunity for auto parts manufacturers
- Co-hosting with Vaughan Economic Development



Council attend and invite business leaders to attend on June 10



MEDIUM TO LONG-TERM ACTIVITIES

- Business recovery support partnership (BRSP) to develop medium and long-term actions for consideration
- Explore more trade diversification support
- Continued research to inform actions
- Continue to share information related to support programs via York Link channels
- Continue joint business consultations with economic development teams

Council is committed to supporting our business community

BUSINESS RECOVERY SUPPORT PARTNERSHIP

