

New York District Export Council

January 2023

Brief history of your DEC

The NYDEC was one of the 41 DECs established in 1974, with its footprint defined as stretching from Long Island (home of Grumman), through New York City and up eastern NY State to Plattsburgh, a key area for US-Canada trade.

What is the main focus/ industries in your area?

Within the broad geography of the NYDEC, the industries represent a wide range of industries in manufacturing, distribution and services, from Renewable Energy, Transportation Equipment, Aerospace, Semiconductors, Life Sciences and Healthcare Research, to Food & Beverage, Finance, and Fashion.

What are the main challenges you are seeing in your area?

The shift in international trade flows from the Pacific to the Atlantic has made the ports of New York and New Jersey busier than that of Los Angeles. In 2021, container volumes reached the levels anticipated to occur in 2026-2027. So, it has been a challenge to right-size the supply chain capacity, with labor, driver, and chassis availability, etc. representing a few examples of the many factors affecting the efficiency of the system and increasing the costs of companies engaged in international trade.

How does your DEC meet these challenges and support local companies?

Across the NYDEC region, supply chain and logistics have presented the main challenges during the pandemic – to help get information out to the exporting community, we decided in Summer 2022 to establish a NYDEC Logistics committee to highlight the expertise of our members in the logistics industry. Building on our World Trade Week awards breakfast which featured Beth Ann Rooney, Director of the NY/NJ Port Authority, NYDEC committee members are active in webinars and workshops that address supply chain issues and guidance on best practices in real time.

Please tell us about a recent achievement or innovation that you are proud of

World Trade Week is the "crown jewel" of the NYDEC initiatives, as our Treasurer and long-time former Chairman Joe Schoonmaker likes to say. The annual event, now in its 14th year, falls in May during what was historically Fleet Week in New York City, and serves to bring together over 70

representative organizations from across the international trade ecosystem, from industry associations and foreign consulates to businesses and academia. The WTW Committee also supports the next generation of business leaders by giving out scholarships to 4 deserving college students. The kick-off awards breakfast leads to a month-long schedule of workshops and seminars organized by the international community participants, all with the purpose of export outreach through education. This kind of success takes a great deal of planning, and we are fortunate to have a dedicated World Trade Week committee led by Lene Skou and Carmela Mammas that starts their work 6 months ahead of the World Trade kick-off to define themes, strategies and assignments. With their leadership, NYDEC didn't skip a beat during the pandemic, as we moved to a virtual environment, and adopted a hybrid offering in 2022.

NYDEC's Legislative Committee has also sponsored events with Administration officials, including the Assistant United States Trade Representative, and the district congresswoman to promote women and minority entrepreneurs / exporters in New York. The group has also spearheaded NYDEC's letters to Presidents Trump and Biden about the effects tariffs have had on small- to medium-sized businesses.

What are your DEC's main priorities for the future, and why are they important?

Looking ahead, the main priority continues to be to leverage the experience and expertise of our NYDEC members.

In addition to establishing the Logistics Committee, we undertook a second initiative with a new Mentoring Committee, comprised of NYDEC exporter members who will work closely with USEAC clients looking to expand their export markets.

Further, The Legislative Committee plans to involve nontraditional areas, such as the US Department of Transportation, into the conversation to broaden the understanding of the tangible effects of US trade policy on the profitability, growth, and job creation of SMEs.

Our NYDEC members bring valuable insights and ideas to the mission, which helps us to remain relevant to the times.