

# Quebec-New York Connection



## The Economic Impact of Canada on Clinton County, New York 2004

A PROJECT OF THE QUEBEC-NEW YORK CORRIDOR COALITION

and the



[www.quebecnewyorkcorridor.com](http://www.quebecnewyorkcorridor.com)

# The Economic Impact of Canada on Clinton County



## TOTAL ECONOMIC IMPACT:

1994: \$784.5 MILLION	1996: \$1.27 BILLION	1998: \$1.32 BILLION
2000: \$1.33 BILLION	2002: \$1.39 BILLION	

**2004: \$1.53 BILLION**

**PLATTSBURGH =  
MONTREAL'S U.S. SUBURB**

# HIGHLIGHTS

## EXPORT SALES FROM CLINTON COUNTY

(To or through Canada)

Year	Export Sales
1987	\$ 71,877,000
1992	\$128,240,000
1994	\$187,724,000
1996	\$488,588,203
1998	\$526,144,744
2000	\$524,986,171
2002	\$566,186,616*
2004	\$518,060,754*

\*Actual data not available. These calculations are in line with manufacturing in Clinton County.

## EMPLOYMENT

Number of Employees of Canadian-owned Businesses, International Border Businesses & Border Agencies in Clinton County:

Employment	Percent of County Total:
1994: 2,483	7.5%
1996: 2,927	9.2%
1998: 3,588	11.6%
2000: 4,508	13.5%
2002: 4,646	14.2%
<b>2004: 4,540</b>	<b>14%</b>

Payroll of Canadian-owned Businesses, International Border Businesses & Border Businesses in Clinton County, plus their use of Clinton County based Temporary Employment Services:

**1994:** \$59,745,965   **1996:** \$77,489,913   **1998:** \$99,691,377   **2000:** \$132,942,602   **2002:** 152,706,428

**2004 \$160,271,729**

# HIGHLIGHTS

## BANKING IN CLINTON COUNTY

Client Type	Average Collected Balances					
	1994	1996	1998	2000	2002	2004
Canadian Individuals	\$185,611,450	\$98,290,775	\$30,104,533	\$42,420,000	\$40,712,581	\$36,489,306
Canadian-owned Businesses in Clinton County	\$8,427,473	\$13,836,130	\$9,198,017	\$7,740,076	\$7,267,200	\$4,462,714
Canadian-owned Businesses not in Clinton County	\$19,000,000	\$9,100,000	\$951,494	\$3,475,000	\$3,463,000	\$6,048,000
International Border Businesses	\$3,593,267	\$3,603,781	\$3,130,714	\$876,361	\$3,108,200	\$5,100,215
Public Border-related Agencies	\$13,099	\$45,198	\$30,000	\$50,000	\$802,948	\$60,000
<b>TOTAL</b>	<b>\$216,645,289</b>	<b>\$123,875,884</b>	<b>\$43,414,759</b>	<b>\$54,561,437</b>	<b>\$55,353,929</b>	<b>\$52,190,235</b>

## MACHINERY AND EQUIPMENT

Total reported value of machinery and equipment purchased by Canadian owned businesses and border agencies in Clinton County:

**1994:** \$5,504,150 **1996:** \$15,757,026 **1998:** \$11,284,239 **2000:** \$21,018,438 **2002:** 10,857,522

**2004: \$45,857,522**

# HIGHLIGHTS

## REAL ESTATE

Equalized assessed value and Property Tax contributions of Canadian-owned, International Border Business and Border Agency Commercial Property in Clinton County:

	1994	1996	1998	2000	2002	2004
VALUE:	\$50,209,640	\$243,862,321	\$275,736,334	\$285,518,359	\$268,753,57	\$295,689,006
TAXES:	\$570,707	\$3,258,753,289	\$2,516,554	\$3,967,75	\$4,238,307	\$5,040,136

Equalized assessed value and Property Tax contributions of Canadian-owned Residential Property in Clinton County:

	1994	1996	1998	2000	2002	2004
VALUE:	\$20,191,457	\$22,163,530	\$20,226,509	\$17,213,824	\$15,905,600	\$15,806,700
TAXES:	\$527,285	\$530,737	\$494,627	\$393,143	\$383,214	\$365,044

**2004 TOTAL PROPERTY TAXES (COMMERCIAL AND RESIDENTIAL): \$5,405,180**

Rental of Commercial Space by Canadians in Clinton County (Total Reported)

**1994:** \$1,077,670 **1996:** \$2,437,924 **1998:** \$3,342,648 **2000:** \$4,441,863

**2002: \$4,262,159**

## ENERGY

Value of Canadian Natural Gas used in Clinton County:

**1994:** \$31,425,499 **1996:** \$57,290,469 **1998:** \$64,396,166 **2000:** \$81,714,379 **2002:** \$82,257,053  
**2004:** \$88,392,031

# HIGHLIGHTS

## ACCOUNTING, LEGAL AND INSURANCE SERVICES

Value of business conducted in Clinton County with Canadians, Canadian-owned Businesses, International Border Businesses and Border Agencies (Totals reported):

**1994:** \$3,284,485      **1996:** \$3,423,993      **1998:** \$13,926,384      **2000:** \$10,495,281  
**2002:** \$33,437,393

## CANADIAN VISITOR SPENDING-TOURISM AND RETAIL

**1995:** \$193,934,533   **1996:** \$224,694,634   **1998:** \$253,992,701   **2000:** \$193,711,356   **2002:** \$292,594,740  
**2004:** \$310,150,424\*

County Sales Tax Generated (3%):

**1995:** \$5,809,757   **1996:** \$6,740,839   **1998:** \$7,619,781   **2000:** \$5,811,340   **2002:** \$8,777,842  
**2004:** \$9,304,500

Average spending by Canadian Visitors Per Trip in Clinton County:

**1995:** \$156.42      **1996:** \$168.89      **1998:** \$266.78      **2000:** \$213.70      **2002:** \$283.82  
**2004:** \$284.98

\*Based on surveys indicating a 6% increase.

## MEDIA, EDUCATION AND CULTURE

Value of Canadian connected advertising and sponsorships received by Television, Radio and Magazine Media in Clinton County, plus Tuition and Non-Tax Receipts by public and private schools, and charitable contributions:

**1994:** \$4,549,645   **1996:** \$4,576,251   **1998:** \$2,958,348   **2000:** \$1,500,209   **2002:** \$1,616,472  
**2004:** \$1,578,165



# QUEBEC-NEW YORK

"One region...one future"

AN HISTORIC OPPORTUNITY



North America is in the midst of an economic realignment of historic proportions - and the Quebec- New York Corridor has become one of the key connections and beneficiaries of the shift.

From the days of European settlement, both the U.S. and Canada have been dominated by economic development strategies along an east-west axis. Each worked for two centuries to open up the interiors, developing roads, canals and trans-continental railways to tap raw materials and feed coastal industrial centers and ports.

But now the emphasis is shifting to a new north-south axis as the U.S. and Canadian economies integrate, with Mexico following as well. And one of the results is the emergence of a handful of north-south trade corridors which possess the critical transportation links between Canada and the U.S and which are becoming more than growing commercial routes - they are now NEW, BI-NATIONAL ECONOMIC REGIONS.

## OUR CORRIDOR REGION

One of the most important such corridors is the QUEBEC-NEW YORK CORRIDOR which at its core exists from Montreal to Albany, with connections throughout both Quebec and New York State.

For the Plattsburgh-Champlain gateway area in Clinton County, New York, this means:

- We are now a GLOBALLY SIGNIFICANT GATEWAY to and from the WORLD'S RICHEST MARKET.
- We are now MONTREAL'S U.S. SUBURB, tied directly to that region's amazing assets and opportunities, ranging from its port and logistical advantages to all of its cutting edge industries of tomorrow.
- We are a HIGHLY SPECIALIZED SERVICE CENTER, uniquely qualified to support all aspects of Canadian-U.S. interaction wherever they occur.

This updated assessment is a mere snapshot of the impact of this two-way phenomenon on just the U.S. gateway county, demonstrating that something enormously significant and very positive is in fact occurring between New York and Quebec.

EXCITEMENT IS BUILDING AND ECONOMIC INTERESTS OF ALL KINDS ARE COMING TOGETHER WITHIN THE QUEBEC-NEW YORK CORRIDOR REGION. We are collectively recognizing and pursuing the rich opportunities now at our doorstep.

The QUEBEC-NEW YORK CORRIDOR COALITION of the Plattsburgh-North Country Chamber of Commerce has been a leader in revealing these opportunities and building crossborder business of all kinds. It provides a link to hundreds of private and public interests throughout the bi-national Corridor region.

WE INVITE YOU TO CONTACT US FOR MORE INFORMATION, AND TO EXPLORE ALL OF THE WAYS YOU MIGHT BECOME A PART OF ONE OF NORTH AMERICA'S MOST STRATEGIC, DYNAMIC AND FORWARD LOOKING REGIONS!

**PLATTSBURGH-NORTH COUNTRY CHAMBER OF COMMERCE**  
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