Overview

With more than 95 percent of the world’s population and 80 percent of the world’s purchasing power outside the United States, future economic growth and jobs for Georgia and America increasingly depend on expanding U.S. trade and investment opportunities in the global marketplace.

The following pages feature key facts and figures drawn from new Business Roundtable research, U.S. government data, and other data sources that demonstrate the benefits of international trade and investment to economic growth and jobs in Georgia.

Trade Creates & Supports Jobs in Georgia

- **International trade, including exports and imports, supports 1,222,400 Georgia jobs – more than one in five.** These trade-related jobs grew nearly four times faster than total employment from 1992 to 2017 and are at large and small companies, on farms, in factories, and at the headquarters of Georgia’s globally engaged firms. (See Georgia Jobs Depend On Two-Way Trade)

- **Georgia exported $36.2 billion in goods and $22.3 billion in services in 2017,** including nonmetallic minerals, pulp & paperboard mill products, textile furnishings and passenger fares. Of Georgia's 14,068 exporters, 88 percent are small- and medium-sized companies with less than 500 workers. (See Georgia Businesses Grow With Exports)

- **Customers in 214 countries and territories buy Georgia-made goods and services,** including billions of dollars in annual exports to top markets like Canada, Mexico and China. Georgia’s exports have grown nearly 70 percent faster than state GDP since 2007. (See Georgia Companies Export Throughout The World)

- **Imports lower prices and increase choices for Georgia companies and families.** Lower raw material and input costs help Georgia companies stay competitive in global markets, while families can stretch paychecks further as trade agreements reduce the cost of products by eliminating costly barriers to trade. (See Georgia Companies Use Imports to Make Competitive Products)

- **Free trade agreements (FTAs) have helped fuel rapid export growth from Georgia to partner countries.** In 2017, $15.1 billion of Georgia’s goods exports, or 42 percent, went to FTA partners. This represents an increase of 73 percent since 2007. (See Georgia Needs Trade Agreements To Grow)

- **Foreign-owned companies invest and build facilities and employ 239,200 workers in Georgia.** (See Foreign Investment In Georgia Creates Jobs)
Overview

Creating and preserving quality U.S. jobs is a goal shared by all Americans. With more than 95 percent of the world’s population and 80 percent of the world’s purchasing power outside of the United States, future American economic growth and job creation depend on open markets abroad.

Trade Supports Jobs in Georgia

- Export growth increases jobs by generating new business for Georgia’s manufacturers, service providers and farmers. Imports support jobs and keep costs low, helping Georgia businesses compete and saving Georgia families real dollars at the cash register.
- More than one in five Georgia jobs depends upon international trade.
- Georgia’s trade-related employment grew nearly four times faster than total employment from 1992 to 2017.
- Jobs in export-dependent industries pay about 16 percent more than jobs in less export-intensive industries.
- U.S. exporting plants increase employment 2 to 4 percent faster annually than plants that do not export. Exporting plants also are less likely to go out of business.
- Trade-supported jobs are not just at companies that export and import. Trade supports higher wages for workers and lower costs for companies and consumers, providing them with more money to spend on other things. This spending supports additional jobs throughout the U.S. economy in sectors like entertainment, education and construction.

By the Numbers

**1,222,400**

Number of Jobs in Georgia Supported by Trade

**Share of Jobs Tied to Trade**

*Increased 105 percent from 1992 to 2017*

**Jobs Tied to Trade**

Top Sectors, 2017

<table>
<thead>
<tr>
<th>Sector</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade &amp; Distribution</td>
<td>282,200</td>
</tr>
<tr>
<td>Prof., Scient. &amp; Tech. Services</td>
<td>217,300</td>
</tr>
<tr>
<td>Personal &amp; Rec. Services</td>
<td>86,100</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>60,400</td>
</tr>
<tr>
<td>Finance, Insurance</td>
<td>58,500</td>
</tr>
</tbody>
</table>

Contact: Paul DeLaney, Business Roundtable: pdelaney@brt.org
www.brt.org/trade
Overview

Georgia exported an estimated $36.2 billion in goods and $22.3 billion in services in 2017. Between 2007 and 2017, Georgia goods exports have increased by 57 percent and services exports by 66 percent. Large companies now account for 74 percent of the value of Georgia’s goods exports, with the rest provided by small- and medium-sized enterprises (SMEs).

Small & Large Employers Partner to Export

In addition to exporting directly themselves, thousands of American SMEs export indirectly when they sell goods and services to large U.S. exporters. Based on their direct and indirect export activity combined, SMEs represent more than 40 percent of the value of U.S. exports.

Top Georgia Exports

- Georgia ranks among the top 5 state exporters in 17 industries, including first in nonmetallic minerals ($572 million), first in pulp & paperboard mill products ($2.8 billion), first in textile furnishings ($477 million), and second in fibers, yarns & threads ($203 million).
- Georgia is America’s 15th largest exporter of agricultural products. It is the second largest exporter of poultry & eggs, the third largest exporter of miscellaneous crops, the fourth largest exporter of fruits & tree nuts, and the 11th largest exporter of vegetables & melons.
- One of Georgia’s fastest growing export categories is motor vehicle parts, which increased by 140 percent since 2007. In 2017, exports of these products reached $666 million.

By the Numbers

14,068
Number of Georgia Businesses that Exported in 2016

88%
Share of Georgia Exporters that are Small- & Medium-Sized Businesses

Top Georgia Exports, 2017

<table>
<thead>
<tr>
<th>Goods</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerospace Products &amp; Parts</td>
<td>$7.2 billion</td>
</tr>
<tr>
<td>Pulp &amp; Paperboard Mill Products</td>
<td>$2.8 billion</td>
</tr>
<tr>
<td>Engines &amp; Turbines</td>
<td>$1.7 billion</td>
</tr>
<tr>
<td>Motor Vehicles</td>
<td>$1.5 billion</td>
</tr>
<tr>
<td>Medical Equipment &amp; Supplies</td>
<td>$1.3 billion</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Services</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passenger Fares</td>
<td>$3.6 billion</td>
</tr>
<tr>
<td>Travel</td>
<td>$3.1 billion</td>
</tr>
<tr>
<td>Air Freight &amp; Port Services</td>
<td>$1.9 billion</td>
</tr>
</tbody>
</table>

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In 2017, Georgia companies sold their products in 214 countries and territories.

### Fast Facts: How Exports Help the Georgia Economy Grow

- Goods and services exports accounted for 10.4 percent of Georgia’s state GDP in 2017.
- Georgia's exports have grown nearly 70 percent faster than state GDP since 2007. The average annual export growth during this period was 5.2 percent, while the average annual state GDP growth was 3.1 percent.
- Georgia’s top export markets for goods are Canada, Mexico, and China. Its top market for services is United Kingdom.
- Georgia's goods exports to India have grown by 23 percent per year since 2007, while Georgia's services exports to China have grown by 15 percent per year.

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<table>
<thead>
<tr>
<th>Country</th>
<th>Goods Exports</th>
<th>Services Exports</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>$6.2 billion</td>
<td>$1.8 billion</td>
</tr>
<tr>
<td>Germany</td>
<td>$1.8 billion</td>
<td>$1.0 billion</td>
</tr>
<tr>
<td>China</td>
<td>$2.8 billion</td>
<td>$1.3 billion</td>
</tr>
<tr>
<td>Mexico</td>
<td>$3.6 billion</td>
<td>$957 million</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>$1.2 billion</td>
<td>$1.2 billion</td>
</tr>
<tr>
<td>Japan</td>
<td>$1.4 billion</td>
<td>$1.5 billion</td>
</tr>
</tbody>
</table>
GEORGIA COMPANIES USE IMPORTS TO MAKE COMPETITIVE PRODUCTS

Overview

In 2017, 58 percent ($1.3 trillion) of the products imported into the United States were inputs and components used by American producers. Lower cost inputs keep U.S. manufacturing competitive in international markets. Imports frequently contain components (like cotton or semiconductors) and services inputs (like design) provided by U.S. companies and farmers, including companies and farmers in Georgia.

- Services, especially transportation from Georgia’s ports, finance and insurance, marketing and legal services are needed to bring imported goods to American manufacturers and households.
- In 2016, about 75 percent of identified U.S. importers were very small businesses with less than 20 employees.
- Trade and investment liberalization policies save the average Georgia family of four more than $10,000 per year.
- Imports help keep prices down for Georgia families while increasing their choices for goods and services. Prices for imported consumer goods tend to drop year after year.

In 2016, about 211,000 U.S. companies (including 12,983 in Georgia) imported products...

And roughly three-quarters of U.S. importers were very small businesses with less than 20 employees.

<table>
<thead>
<tr>
<th>Imports Decrease Prices</th>
<th>Imports Increase Choices</th>
</tr>
</thead>
<tbody>
<tr>
<td>-87.9%</td>
<td>Decrease in the Price of Televisions Between 2007 and 2017.</td>
</tr>
<tr>
<td>-63.3%</td>
<td>Decrease in the Price of Computers Between 2007 and 2017.</td>
</tr>
<tr>
<td>-44.7%</td>
<td>Decrease in the Price of Toys Between 2007 and 2017.</td>
</tr>
</tbody>
</table>

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www.brt.org/trade
Overview

Trade with our free trade agreement (FTA) partner countries supports millions of American jobs. Trade agreements level the playing field by lowering other nations’ trade barriers, opening up foreign markets to U.S. exports and setting strong, enforceable rules for trade between the United States and those other countries.

- In 2017, $15.1 billion of Georgia's goods exports, or 42 percent, went to FTA partners.
- Since 2007, Georgia's goods exports to countries with FTAs in effect with the United States in 2017 have increased by 73 percent.
- Georgia's goods exports to Canada and Mexico have increased by $7.9 billion (414 percent) since NAFTA went into effect in 1994.
- Georgia's goods exports to Chile have increased by 346 percent since the FTA took effect in 2004.
- Georgia's exports to Singapore of aerospace products & parts have increased from $33 million to $916 million since the FTA went into effect in 2004.
- Honduras bought 44 percent of Georgia's exports of fibers, yarns & threads in 2017.
- In 2017, $5.3 billion of Georgia's services exports, or 24 percent, went to FTA partners.
- Georgia's exports to Australia of computer & data services have increased from $11 million to $43 million, or by 293 percent, since 2006 (earliest year available).

By the Numbers

73%
Increase in Georgia Goods Exports to FTA Partners Between 2007 and 2017

Per Capita Purchases of Georgia Goods, 2017

<table>
<thead>
<tr>
<th></th>
<th>Non-FTA Countries</th>
<th>FTA Partner Countries*</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3.14</td>
<td>$32.34</td>
<td></td>
</tr>
</tbody>
</table>

* U.S. FTAs in effect with countries in 2017.

In 2017, FTA partners purchased 10.3 times more goods per capita from Georgia than non-FTA partners.

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Foreign-owned companies invest significant amounts of capital to open or expand facilities in Georgia every year. Foreign-owned companies from around the world employed hundreds of thousands of workers in Georgia, including:

- 33,700 workers employed by companies based in the United Kingdom;
- 30,900 workers employed by companies based in Japan;
- 25,600 workers employed by companies based in Canada;
- 25,000 workers employed by companies based in Germany;
- 22,000 workers employed by companies based in France.

Selected Foreign-Owned Companies Employing Workers in Georgia

<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANDRITZ</td>
<td>Industrial Equipment Manufacturing</td>
<td>Austria</td>
</tr>
<tr>
<td>Bekaert Corporation</td>
<td>Steel Manufacturing</td>
<td>Belgium</td>
</tr>
<tr>
<td>Bimbo Bakeries</td>
<td>Food Manufacturing</td>
<td>Mexico</td>
</tr>
<tr>
<td>ERM Group</td>
<td>Environmental Consulting Services</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Gerdau Ameristeel</td>
<td>Steel Manufacturing</td>
<td>Brazil</td>
</tr>
<tr>
<td>Imerys USA</td>
<td>Mineral Mining</td>
<td>France</td>
</tr>
<tr>
<td>Kia Motors Manufacturing</td>
<td>Heavy Machinery Manufacturing</td>
<td>South Korea</td>
</tr>
<tr>
<td>Kubota Industrial Equipment</td>
<td>Automotive Manufacturing</td>
<td>Japan</td>
</tr>
<tr>
<td>Mercedes-Benz</td>
<td>Business Software Development</td>
<td>Germany</td>
</tr>
<tr>
<td>SAP America</td>
<td>Software and Services</td>
<td>Israel</td>
</tr>
<tr>
<td>Tescom USA</td>
<td>Electrical Equipment Manufacturing</td>
<td>Brazil</td>
</tr>
<tr>
<td>WEG Electric</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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GEORGIA JOBS DEPEND ON TWO-WAY TRADE


GEORGIA BUSINESSES GROW WITH EXPORTS

**Small and Large Firms Partnering to Export** (for 2006, the most recent year for which data were available): U.S. International Trade Commission, *Small and Medium-Sized Enterprises: Characteristics and Performance*, November 2010, [http://www.usitc.gov/publications/332/pub4189.pdf]

**Exports, Rankings, and Trends:** The Trade Partnership, derived from U.S. Census Bureau (“Census”) data [http://tradepartnership.com/data/cdxports-and-cdxjobs]


GEORGIA COMPANIES EXPORT THROUGHOUT THE WORLD

**Exports, Rankings, and Trends:** The Trade Partnership [http://tradepartnership.com/data/cdxports-and-cdxjobs]

**Export vs. GDP Growth:** Derived from Census export data and U.S. Bureau of Economic Analysis (BEA) “GDP by State” database [http://bea.gov/regional/index.htm]

GEORGIA COMPANIES USE IMPORTS TO MAKE COMPETITIVE PRODUCTS


**Imports as Components:** Derived from Census end-use import data [http://www.piie.com/publications/papers/2iie3802.pdf]


**Price Changes:** Derived from BLS Consumer Price Index database [http://www.bls.gov/cpi/]

GEORGIA NEEDS TRADE AGREEMENTS TO GROW

**Exports and Trends:** The Trade Partnership [http://tradepartnership.com/data/cdxports-and-cdxjobs]

**Per Capita Purchases of Georgia Goods:** Derived from The Trade Partnership [http://tradepartnership.com/data/cdxports-and-cdxjobs] and World Bank population estimates

FOREIGN INVESTMENT IN GEORGIA CREATES JOBS

**Employment Data:** BEA “Direct Investment & Multinational Companies” database [http://bea.gov/iTable/index_MNC.cfm]

**Foreign Investors:** Uniworld BP database of “Foreign Firms Operating in the United States” [http://www.uniworldbp.com]

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[www.brt.org/trade]