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 Idaho 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 Idaho.

Trade Creates & Supports Jobs in Idaho

- **International trade, including exports and imports, supports 205,200 Idaho jobs – more than one in five.** These trade-related jobs grew three 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 Idaho’s globally engaged firms. *(See Idaho Jobs Depend On Two-Way Trade)*

- **Idaho exported $4.0 billion in goods and $1.6 billion in services in 2017, including cattle, dairy products, vegetables & melons and travel services.** Of Idaho’s 1,534 exporters, 85 percent are small- and medium-sized companies with less than 500 workers. *(See Idaho Businesses Grow With Exports)*

- **Customers in 168 countries and territories buy Idaho-made goods and services, including billions of dollars in annual exports to top markets like Canada, Taiwan and China.** Idaho’s exports have grown at an annual rate of 1.0 percent since 2007. *(See Idaho Companies Export Throughout The World)*

- **Imports lower prices and increase choices for Idaho companies and families.** Lower raw material and input costs help Idaho 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 Idaho Companies Use Imports to Make Competitive Products)*

- **Free trade agreements (FTAs) have helped fuel rapid export growth from Idaho to partner countries.** In 2017, $1.9 billion of Idaho’s goods exports, or 47 percent, went to FTA partners. *(See Idaho Needs Trade Agreements To Grow)*

- **Foreign-owned companies invest and build facilities and employ 15,400 workers in Idaho.** *(See Foreign Investment In Idaho Creates Jobs)*

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

- Export growth increases jobs by generating new business for Idaho’s manufacturers, service providers and farmers. Imports support jobs and keep costs low, helping Idaho businesses compete and saving Idaho families real dollars at the cash register.
- More than one in five Idaho jobs depends upon international trade.
- Idaho’s trade-related employment grew three 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

- **205,200**
  
  Number of Jobs in Idaho Supported by Trade

- **Share of Jobs Tied to Trade**
  
  Increased 85 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>46,000</td>
</tr>
<tr>
<td>Prof., Scient. &amp; Tech. Services</td>
<td>30,800</td>
</tr>
<tr>
<td>Agriculture</td>
<td>23,400</td>
</tr>
<tr>
<td>Personal &amp; Rec. Services</td>
<td>12,100</td>
</tr>
<tr>
<td>Finance, Insurance</td>
<td>8,500</td>
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Overview

Idaho exported an estimated $4.0 billion in goods and $1.6 billion in services in 2017. Between 2007 and 2017, Idaho goods exports have declined by 14 percent, but services exports increased by 63 percent. Large companies now account for 81 percent of the value of Idaho'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 Idaho Exports

- Idaho ranks among the top 15 state exporters in 10 industries, including seventh in cattle ($17 million), seventh in dairy products ($251 million), eighth in vegetables & melons ($98 million), and ninth in magnetic & optical media ($107 million).

- Idaho is America's 30th largest exporter of agricultural products. It is the seventh largest exporter of cattle, the eighth largest exporter of vegetables & melons, the 11th largest exporter of aquaculture, and the 13th largest exporter of greenhouse & nursery products.

- One of Idaho's fastest growing export categories is magnetic & optical media, which increased by 42,727 percent since 2007. In 2017, exports of these products reached $107 million.

By the Numbers

<table>
<thead>
<tr>
<th>Number of Idaho Businesses that Exported in 2016</th>
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<tr>
<td>1,534</td>
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<table>
<thead>
<tr>
<th>Share of Idaho Exporters that are Small- &amp; Medium-Sized Businesses</th>
</tr>
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<tbody>
<tr>
<td>85%</td>
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<table>
<thead>
<tr>
<th>Top Idaho Exports, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goods</td>
</tr>
<tr>
<td>Semiconductors &amp; Components</td>
</tr>
<tr>
<td>Oilseeds &amp; Grains</td>
</tr>
<tr>
<td>Computer Equipment</td>
</tr>
<tr>
<td>Navigational &amp; Meas. Instruments</td>
</tr>
<tr>
<td>Dairy Products</td>
</tr>
</tbody>
</table>

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<tr>
<th>Services</th>
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<tbody>
<tr>
<td>Travel</td>
</tr>
<tr>
<td>Royalties from Industrial Processes</td>
</tr>
<tr>
<td>R&amp;D &amp; Testing Services</td>
</tr>
</tbody>
</table>

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In 2017, Idaho companies sold their products in 168 countries and territories.

Top export markets include:

- **Canada**
  - Goods Exports: $840 million
  - Services Exports: $121 million

- **China**
  - Goods Exports: $362 million
  - Services Exports: $127 million

- **Japan**
  - Goods Exports: $199 million
  - Services Exports: $90 million

- **Mexico**
  - Goods Exports: $530 million
  - Services Exports: $16 million

- **Singapore**
  - Goods Exports: $418 million
  - Services Exports: $54 million

- **Taiwan**
  - Goods Exports: $250 million
  - Services Exports: $81 million

**Fast Facts: How Exports Help the Idaho Economy Grow**

- Goods and services exports accounted for 7.8 percent of Idaho's state GDP in 2017.
- Idaho's exports have grown at an annual rate of 1.0 percent since 2007.
- Idaho's top export markets for goods are Canada, Taiwan, and Singapore. Its top market for services is China.
- Idaho's goods exports to Malaysia have grown by 14 percent per year since 2007, while Idaho's services exports to China have grown by 18 percent per year.

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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 Idaho.

- Services such as transportation, 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 Idaho family of four more than $10,000 per year.
- Imports help keep prices down for Idaho families while increasing their choices for goods and services. Prices for imported consumer goods tend to drop year after year.

Imports Decrease Prices

- **-87.9%** Decrease in the Price of Televisions Between 2007 and 2017.
- **-44.7%** Decrease in the Price of Toys Between 2007 and 2017.

Imports Increase Choices

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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, $1.9 billion of Idaho's goods exports, or 47 percent, went to FTA partners.
- Since 2007, Idaho's goods exports to countries with FTAs in effect with the United States in 2017 have dropped by 11 percent.
- But Idaho's goods exports to Canada and Mexico have increased by $891 million (445 percent) since NAFTA went into effect in 1994.
- Idaho's goods exports to Chile have increased by 409 percent since the FTA took effect in 2004.
- Idaho's exports to Korea of dairy products have increased from $14 million to $51 million since the FTA went into effect in 2012.
- Singapore bought 75 percent of Idaho's exports of aerospace products & parts in 2017.
- In 2017, $415 million of Idaho's services exports, or 26 percent, went to FTA partners.
- Idaho's exports to Australia of travel services have increased from $7.0 million to $24 million, or by 248 percent, since 2006 (earliest year available).

By the Numbers

-11%
Change in Idaho Goods Exports to FTA Partners Between 2007 and 2017

Per Capita Purchases of Idaho Goods, 2017

<table>
<thead>
<tr>
<th></th>
<th>Non-FTA Countries</th>
<th>FTA Partner Countries*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>$0.32</td>
<td>$4.02</td>
</tr>
</tbody>
</table>

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

In 2017, FTA partners purchased 12.8 times more goods per capita from Idaho than non-FTA partners.

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Overview

Foreign-owned companies invest significant amounts of capital to open or expand facilities in Idaho every year. Foreign-owned companies from around the world employed more than 15,000 workers in Idaho, including:

- 2,800 workers employed by companies based in Canada;
- 2,400 workers employed by companies based in France;
- 2,400 workers employed by companies based in the United Kingdom;
- 1,800 workers employed by companies based in Germany;
- 900 workers employed by companies based in Switzerland.

**Selected Foreign-Owned Companies Employing Workers in Idaho**

<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adecco Staffing</td>
<td>Employment Services</td>
<td>Switzerland</td>
</tr>
<tr>
<td>ASML Boise</td>
<td>Semiconductor Processing Equipment</td>
<td>Netherlands</td>
</tr>
<tr>
<td>Biomat USA</td>
<td>Medical Products Manufacturer</td>
<td>Spain</td>
</tr>
<tr>
<td>Glanbia Foods Inc.</td>
<td>Dairy/Cheese Products</td>
<td>Ireland</td>
</tr>
<tr>
<td>Golder Associates</td>
<td>Engineering Services</td>
<td>Canada</td>
</tr>
<tr>
<td>Great Western Malting Co.</td>
<td>Wheat/Barley Supplier</td>
<td>Australia</td>
</tr>
<tr>
<td>Holiday Inn</td>
<td>Hotel Services</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>McCain Foods USA</td>
<td>Potato Product Manufacturing</td>
<td>Canada</td>
</tr>
<tr>
<td>Platt Electric Supply</td>
<td>Electrical Equipment Distributor</td>
<td>France</td>
</tr>
<tr>
<td>Schneider Electric</td>
<td>Power Distribution Equipment Mfg.</td>
<td>France</td>
</tr>
<tr>
<td>Stantec, Inc.</td>
<td>Architecture &amp; Engineering Services</td>
<td>Canada</td>
</tr>
<tr>
<td>UBS Financial Services</td>
<td>Banking Services</td>
<td>Switzerland</td>
</tr>
</tbody>
</table>

**Foreign-Owned Companies Employed 15,400 Idaho Workers Across Many Industries, 2016**

- Manufacturing: 6,300 workers
- Other: 5,100 workers
- Information: 1,300 workers
- Wholesale Trade: 1,100 workers
- Retail Trade: 1,000 workers
- Prof., Sci. & Tech. Services: 500 workers
- Finance & Insurance: 200 workers

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IDAHO JOBS DEPEND ON TWO-WAY TRADE


IDAHO 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)


IDAHO COMPANIES EXPORT THROUGHOUT THE WORLD


IDAHO COMPANIES USE IMPORTS TO MAKE COMPETITIVE PRODUCTS


Imports as Components: Derived from Census end-use import data


Price Changes: Derived from BLS Consumer Price Index database (http://www.bls.gov/cpi/)

IDAHO NEEDS TRADE AGREEMENTS TO GROW


Per Capita Purchases of Idaho Goods: Derived from The Trade Partnership (http://tradepartnership.com/data/cdxports-and-cdxjobs) and World Bank population estimates

FOREIGN INVESTMENT IN IDAHO 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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