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 Illinois 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 Illinois.

Trade Creates & Supports Jobs in Illinois

- **International trade, including exports and imports, supports 1,566,800 Illinois jobs – nearly one in five.** These trade-related jobs grew nearly six 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 Illinois’ globally engaged firms.  
  *(See Illinois Jobs Depend On Two-Way Trade)*

- **Illinois exported $66.8 billion in goods and $33.5 billion in services in 2017,** including ag. & construction machinery, oilseeds & grains, railroad rolling stock and travel services. Of Illinois’ 22,551 exporters, 90 percent are small- and medium-sized companies with less than 500 workers.  
  *(See Illinois Businesses Grow With Exports)*

- **Customers in 214 countries and territories buy Illinois-made goods and services,** including billions of dollars in annual exports to top markets like Canada, Mexico and China. Illinois’ exports have grown more than 80 percent faster than state GDP since 2007.  
  *(See Illinois Companies Export Throughout The World)*

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

- **Free trade agreements (FTAs) have helped fuel rapid export growth from Illinois to partner countries.** In 2017, $35.7 billion of Illinois’ goods exports, or 53 percent, went to FTA partners. This represents an increase of 52 percent since 2007.  
  *(See Illinois Needs Trade Agreements To Grow)*

- **Foreign-owned companies invest and build facilities and employ 340,500 workers in Illinois.**  
  *(See Foreign Investment In Illinois Creates Jobs)*

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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 Illinois

- Export growth increases jobs by generating new business for Illinois' manufacturers, service providers and farmers. Imports support jobs and keep costs low, helping Illinois businesses compete and saving Illinois families real dollars at the cash register.
- Nearly one in five Illinois jobs depends upon international trade.
- Illinois' trade-related employment grew nearly six 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

1,566,800
Number of Jobs in Illinois Supported by Trade

Share of Jobs Tied to Trade
Increased 87 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>344,000</td>
</tr>
<tr>
<td>Prof., Scient. &amp; Tech. Services</td>
<td>271,900</td>
</tr>
<tr>
<td>Personal &amp; Rec. Services</td>
<td>104,500</td>
</tr>
<tr>
<td>Finance, Insurance</td>
<td>100,500</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>85,800</td>
</tr>
</tbody>
</table>

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Overview

Illinois exported an estimated $66.8 billion in goods and $33.5 billion in services in 2017. Between 2007 and 2017, Illinois goods exports have increased by 34 percent and services exports by 70 percent. Large companies now account for 75 percent of the value of Illinois' 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 Illinois Exports

- Illinois ranks among the top 5 state exporters in 38 industries, including first in agricultural & construction machinery ($5.3 billion), first in oilseeds & grains ($5.0 billion), first in railroad rolling stock ($687 million), and second in bakery & tortilla products ($170 million).
- Illinois is America's third largest exporter of agricultural products. It is the largest exporter of oilseeds & grains, the third largest exporter of swine, the fourth largest exporter of sheep, goats & fine animal hair, and the fifth largest exporter of greenhouse & nursery products.
- One of Illinois' fastest growing export categories is communications equipment, which increased by 227 percent since 2007. In 2017, exports of these products reached $3.5 billion.

By the Numbers

22,551

Number of Illinois Businesses that Exported in 2016

Share of Illinois Exporters that are Small- & Medium-Sized Businesses

89%

Top Illinois Exports, 2017

Goods
- Ag. & Construction Machinery: $5.3 billion
- Oilseeds & Grains: $5.0 billion
- Motor Vehicle Parts: $3.7 billion
- Communications Equipment: $3.5 billion
- Petroleum & Coal Products: $3.3 billion

Services
- Travel: $6.1 billion
- Mgmt. & Consulting Services: $3.5 billion
- Mgmt. & Advisory Services: $3.1 billion

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

**Top export markets include:**

- **Canada**
  - Goods Exports: $17.6 billion
  - Services Exports: $2.8 billion

- **Germany**
  - Goods Exports: $3.5 billion
  - Services Exports: $1.4 billion

- **China**
  - Goods Exports: $5.6 billion
  - Services Exports: $2.1 billion

- **Mexico**
  - Goods Exports: $10.0 billion
  - Services Exports: $1.4 billion

- **United Kingdom**
  - Goods Exports: $1.7 billion
  - Services Exports: $3.3 billion

- **Japan**
  - Goods Exports: $2.4 billion
  - Services Exports: $2.1 billion

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

- Illinois' exports have grown more than 80 percent faster than state GDP since 2007. The average annual export growth during this period was 4.4 percent, while the average annual state GDP growth was 2.4 percent.
- Illinois' top export markets for goods are Canada, Mexico, and China. Its top market for services is the United Kingdom.
- Illinois' goods exports to China have grown by 13 percent per year since 2007, while Illinois' services exports to China have grown by 17 percent per year.

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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 Illinois.

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

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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, $35.7 billion of Illinois' goods exports, or 53 percent, went to FTA partners.
- Since 2007, Illinois' goods exports to countries with FTAs in effect with the United States in 2017 have increased by 52 percent.
- Illinois' goods exports to Canada and Mexico have increased by $21.3 billion (335 percent) since NAFTA went into effect in 1994.
- Illinois' goods exports to Honduras have increased by 222 percent since DR-CAFTA went into effect for Honduras in 2006.
- Illinois' exports to Australia of pharmaceuticals & medicines have increased from $25 million to $283 million since the FTA went into effect in 2005.
- In 2017, $8.1 billion of Illinois' services exports, or 24 percent, went to FTA partners.
- Illinois' exports to Singapore of royalties from industrial processes have increased from $14 million to $91 million, or by 543 percent, since 2006 (earliest year available).

By the Numbers

52%

Increase in Illinois Goods Exports to FTA Partners Between 2007 and 2017

Per Capita Purchases of Illinois Goods, 2017

$76.64

$4.62

Non-FTA Countries
FTA Partner Countries*

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

In 2017, FTA partners purchased 16.6 times more goods per capita from Illinois than non-FTA partners.

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

- 79,400 workers employed by companies based in the United Kingdom;
- 42,400 workers employed by companies based in Japan;
- 40,400 workers employed by companies based in Germany;
- 36,400 workers employed by companies based in France;
- 27,900 workers employed by companies based in Canada.

**Foreign-Owned Companies Employed 340,500 Illinois Workers Across Many Industries, 2016**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>126,000</td>
</tr>
<tr>
<td>Other</td>
<td>91,900</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>29,900</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>29,300</td>
</tr>
<tr>
<td>Prof., Sci. &amp; Tech. Services</td>
<td>26,000</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>23,900</td>
</tr>
<tr>
<td>Information</td>
<td>13,500</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABB Inc.</td>
<td>Electrical Equipment Manufacturing</td>
<td>Switzerland</td>
</tr>
<tr>
<td>CNH North America</td>
<td>Agricultural/Construction Equip. Mfg.</td>
<td>Netherlands</td>
</tr>
<tr>
<td>Epson Electronics America, Inc.</td>
<td>Electronic Components Manufacturing</td>
<td>Japan</td>
</tr>
<tr>
<td>Gate Gourmet</td>
<td>Food Catering Services</td>
<td>Switzerland</td>
</tr>
<tr>
<td>Lee Hecht Harrison</td>
<td>Employment Services</td>
<td>Switzerland</td>
</tr>
<tr>
<td>McCain Foods USA</td>
<td>Food Product Manufacturing</td>
<td>Canada</td>
</tr>
<tr>
<td>Oriental Motor USA Corp.</td>
<td>Electronic Components Manufacturing</td>
<td>Japan</td>
</tr>
<tr>
<td>RSM McGladrey</td>
<td>Accounting Services</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Saint-Gobain Abrasives</td>
<td>Construction Materials Manufacturing</td>
<td>France</td>
</tr>
<tr>
<td>Schneider Electric</td>
<td>Power Distribution Equipment Mfg.</td>
<td>France</td>
</tr>
<tr>
<td>Siemens PLM Software</td>
<td>Electronics and Electrical Engineering</td>
<td>Germany</td>
</tr>
<tr>
<td>Trader Joe's</td>
<td>Food Retailing</td>
<td>Germany</td>
</tr>
</tbody>
</table>

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ILLINOIS JOBS DEPEND ON TWO-WAY TRADE


ILLINOIS 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](http://www.usitc.gov/publications/332/pub4189.pdf))


ILLINOIS COMPANIES EXPORT THROUGHOUT THE WORLD


ILLINOIS COMPANIES USE IMPORTS TO MAKE COMPETITIVE PRODUCTS


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


ILLINOIS NEEDS TRADE AGREEMENTS TO GROW


FOREIGN INVESTMENT IN ILLINOIS CREATES JOBS

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

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

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