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 Kansas 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 Kansas.

Trade Creates & Supports Jobs in Kansas

- **International trade, including exports and imports, supports 380,400 Kansas jobs – nearly one in five.** These trade-related jobs grew nearly five 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 Kansas’ globally engaged firms. *(See Kansas Jobs Depend On Two-Way Trade)*

- **Kansas exported $12.5 billion in goods and $3.7 billion in services in 2017,** including meat products, oilseeds & grains, animal foods and travel services. Of Kansas’ 3,190 exporters, 83 percent are small- and medium-sized companies with less than 500 workers. *(See Kansas Businesses Grow With Exports)*

- **Customers in 190 countries and territories buy Kansas-made goods and services,** including billions of dollars in annual exports to top markets like Canada, Mexico and China. Kansas’ exports have grown more than ten percent faster than state GDP since 2007. *(See Kansas Companies Export Throughout The World)*

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

- **Free trade agreements (FTAs) have helped fuel rapid export growth from Kansas to partner countries.** In 2017, $5.7 billion of Kansas’ goods exports, or 45 percent, went to FTA partners. This represents an increase of 29 percent since 2007. *(See Kansas Needs Trade Agreements To Grow)*

- **Foreign-owned companies invest and build facilities and employ 58,000 workers in Kansas.** *(See Foreign Investment In Kansas 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 Kansas

- Export growth increases jobs by generating new business for Kansas' manufacturers, service providers and farmers. Imports support jobs and keep costs low, helping Kansas businesses compete and saving Kansas families real dollars at the cash register.

- Nearly one in five Kansas jobs depends upon international trade.

- Kansas' trade-related employment grew nearly five 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

### Number of Jobs in Kansas Supported by Trade

<table>
<thead>
<tr>
<th>Sector</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade &amp; Distribution</td>
<td>80,200</td>
</tr>
<tr>
<td>Prof., Scient. &amp; Tech. Services</td>
<td>54,200</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>33,500</td>
</tr>
<tr>
<td>Agriculture</td>
<td>31,400</td>
</tr>
<tr>
<td>Finance, Insurance</td>
<td>20,900</td>
</tr>
</tbody>
</table>

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Overview

Kansas exported an estimated $12.5 billion in goods and $3.7 billion in services in 2017. Between 2007 and 2017, Kansas goods exports have increased by 21 percent and services exports by 44 percent. Large companies now account for 72 percent of the value of Kansas' 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 Kansas Exports

- Kansas ranks among the top half of state exporters in 23 industries, including third in meat products ($1.8 billion), third in oilseeds & grains ($3.3 billion), fourth in animal foods ($185 million), and fifth in leather & hide tanning ($73 million).

- Kansas is America's fifth largest exporter of agricultural products. It is the third largest exporter of oilseeds & grains, the 15th largest exporter of miscellaneous animal products, the 19th largest exporter of aquaculture, and the 22nd largest exporter of cattle.

- One of Kansas' fastest growing export categories is communications equipment, which increased by 117 percent since 2007. In 2017, exports of these products reached $134 million.

By the Numbers

3,190
Number of Kansas Businesses that Exported in 2016

83%
Share of Kansas Exporters that are Small- & Medium-Sized Businesses

Top Kansas Exports, 2017
Goods
- Oilseeds & Grains: $3.3 billion
- Aerospace Products & Parts: $2.7 billion
- Meat Products: $1.8 billion
- Ag. & Construction Machinery: $534 million
- Basic Chemicals: $436 million

Services
- Travel: $787 million
- Mgmt. & Consulting Services: $538 million
- R&D & Testing Services: $396 million

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In 2017, Kansas companies sold their products in 190 countries and territories.

Top export markets include:

**CANADA**
- Goods Exports: $2.5 billion
- Services Exports: $288 million

**GERMANY**
- Goods Exports: $440 million
- Services Exports: $155 million

**CHINA**
- Goods Exports: $1.5 billion
- Services Exports: $244 million

**MEXICO**
- Goods Exports: $1.9 billion
- Services Exports: $148 million

**UNITED KINGDOM**
- Goods Exports: $414 million
- Services Exports: $303 million

**JAPAN**
- Goods Exports: $1.2 billion
- Services Exports: $206 million

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

- Goods and services exports accounted for 10.2 percent of Kansas' state GDP in 2017.
- Kansas' exports have grown more than ten percent faster than state GDP since 2007. The average annual export growth during this period was 3.0 percent, while the average annual state GDP growth was 2.7 percent.
- Kansas' top export markets for goods are Canada, Mexico, and China. Its top market for services is the United Kingdom.
- Kansas' goods exports to China have grown by 16 percent per year since 2007, while Kansas' services exports to China have grown by 15 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 Kansas.

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

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Imports Decrease Prices

- **-87.9%**

- **-63.3%**

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

Imports Increase Choices
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, $5.7 billion of Kansas’ goods exports, or 45 percent, went to FTA partners.

- Since 2007, Kansas’ goods exports to countries with FTAs in effect with the United States in 2017 have increased by 29 percent.

- Kansas’ goods exports to Canada and Mexico have increased by $3.5 billion (397 percent) since NAFTA went into effect in 1994.

- Kansas’ goods exports to Chile have increased by 249 percent since the FTA took effect in 2004.

- Kansas’ exports to Singapore of aerospace products & parts have increased from $90 million to $190 million since the FTA went into effect in 2004.

- Canada bought 97 percent of Kansas’ exports of preserves & specialty foods in 2017.

- In 2017, $893 million of Kansas’ services exports, or 24 percent, went to FTA partners.

- Kansas’ exports to Singapore of management & consulting services have increased from $3.7 million to $25 million, or by 581 percent, since 2006 (earliest year available).

By the Numbers

29%

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

Per Capita Purchases of Kansas Goods, 2017

$12.23

$1.02

Non-FTA Countries

FTA Partner Countries*

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

In 2017, FTA partners purchased 12.0 times more goods per capita from Kansas than non-FTA partners.

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FOREIGN INVESTMENT IN KANSAS CREATES JOBS

Overview

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

- 9,600 workers employed by companies based in Japan;
- 7,500 workers employed by companies based in the United Kingdom;
- 6,800 workers employed by companies based in Canada;
- 6,800 workers employed by companies based in Switzerland;
- 5,900 workers employed by companies based in Germany.

Foreign-Owned Companies Employed 58,000 Kansas Workers Across Many Industries, 2016

<table>
<thead>
<tr>
<th>Industry</th>
<th>Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>20,100</td>
</tr>
<tr>
<td>Other</td>
<td>12,900</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>9,500</td>
</tr>
<tr>
<td>Information</td>
<td>8,100</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>3,800</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>2,000</td>
</tr>
<tr>
<td>Prof., Sci. &amp; Tech. Services</td>
<td>1,700</td>
</tr>
</tbody>
</table>

Selected Foreign-Owned Companies Employing Workers in Kansas

<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABB Inc.</td>
<td>Power Distribution Equipment Mfg.</td>
<td>Switzerland</td>
</tr>
<tr>
<td>Adecco Staffing</td>
<td>Employment Services</td>
<td>Switzerland</td>
</tr>
<tr>
<td>Airbus Americas Engineering</td>
<td>Aerospace Products Manufacturing</td>
<td>France</td>
</tr>
<tr>
<td>Bombardier Aerospace</td>
<td>Aircraft Manufacturing</td>
<td>Canada</td>
</tr>
<tr>
<td>Evonik Corp.</td>
<td>Chemical Manufacturing</td>
<td>Germany</td>
</tr>
<tr>
<td>Great Western Bank</td>
<td>Banking Services</td>
<td>Australia</td>
</tr>
<tr>
<td>Holiday Inn</td>
<td>Hotel Services</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Marel Inc.</td>
<td>Food Equipment Manufacturing</td>
<td>Iceland</td>
</tr>
<tr>
<td>Schneider Electric</td>
<td>Power Distribution Equipment Mfg.</td>
<td>France</td>
</tr>
<tr>
<td>Siemens Energy &amp; Automation</td>
<td>Electronics and Electrical Engineering</td>
<td>Germany</td>
</tr>
<tr>
<td>Trimac Transportation</td>
<td>Transportation Services</td>
<td>Canada</td>
</tr>
<tr>
<td>Willis North America</td>
<td>Insurance Services</td>
<td>United Kingdom</td>
</tr>
</tbody>
</table>

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KANSAS JOBS DEPEND ON TWO-WAY TRADE


KANSAS BUSINESSES GROW WITH EXPORTS


KANSAS COMPANIES EXPORT THROUGHOUT THE WORLD


KANSAS 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/](http://www.bls.gov/cpi/))

KANSAS NEEDS TRADE AGREEMENTS TO GROW

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

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

FOREIGN INVESTMENT IN KANSAS 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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