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 Maryland 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 Maryland.

Trade Creates & Supports Jobs in Maryland

- **International trade, including exports and imports, supports 742,800 Maryland jobs – more than one in five.** These trade-related jobs grew 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 Maryland’s globally engaged firms. *(See Maryland Jobs Depend On Two-Way Trade)*

- **Maryland exported $9.2 billion in goods and $14.0 billion in services in 2017**, including forestry products, apparel accessories, furniture related products and travel services. Of Maryland's 6,235 exporters, 86 percent are small- and medium-sized companies with less than 500 workers. *(See Maryland Businesses Grow With Exports)*

- **Customers in 205 countries and territories buy Maryland-made goods and services**, including billions of dollars in annual exports to top markets like Canada, the United Kingdom and China. Maryland's exports have grown more than ten percent faster than state GDP since 2007. *(See Maryland Companies Export Throughout The World)*

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

- **Free trade agreements (FTAs) have helped fuel rapid export growth from Maryland to partner countries.** In 2017, $3.0 billion of Maryland's goods exports, or 32 percent, went to FTA partners. This represents an increase of 5.0 percent since 2007. *(See Maryland Needs Trade Agreements To Grow)*

- **Foreign-owned companies invest and build facilities and employ 118,300 workers in Maryland.** *(See Foreign Investment In Maryland 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 Maryland

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

742,800
Number of Jobs in Maryland Supported by Trade

Share of Jobs Tied to Trade
Increased 81 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>149,900</td>
</tr>
<tr>
<td>Prof., Scient. &amp; Tech. Services</td>
<td>142,900</td>
</tr>
<tr>
<td>Personal &amp; Rec. Services</td>
<td>54,400</td>
</tr>
<tr>
<td>Finance, Insurance</td>
<td>33,700</td>
</tr>
<tr>
<td>Construction</td>
<td>28,100</td>
</tr>
</tbody>
</table>

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

Maryland exported an estimated $9.2 billion in goods and $14.0 billion in services in 2017. Between 2007 and 2017, Maryland goods exports have increased by 7 percent and services exports by 79 percent. Large companies now account for 69 percent of the value of Maryland’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 Maryland Exports

- Maryland ranks among the top 15 state exporters in 15 industries, including third in forestry products ($27 million), eighth in apparel accessories ($12 million), ninth in furniture related products ($7.3 million), and ninth in metal ores ($128 million).
- Maryland is America’s 37th largest exporter of agricultural products. It is the 20th largest exporter of cattle, the 21st largest exporter of miscellaneous animal products, the 22nd largest exporter of sheep, goats & fine animal hair, and the 23rd largest exporter of vegetables & melons.
- One of Maryland’s fastest growing export categories is metal ores, which increased by 238 percent since 2007. In 2017, exports of these products reached $128 million.

By the Numbers

6,235
Number of Maryland Businesses that Exported in 2016

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

86%

Top Maryland Exports, 2017

**Goods**
- Aerospace Products & Parts $1.1 billion
- Pharmaceuticals & Medicines $862 million
- Basic Chemicals $588 million
- Motor Vehicles $554 million
- Navigational & Meas. Instruments $497 million

**Services**
- Travel $3.5 billion
- Mgmt. & Consulting Services $1.8 billion
- Mgmt. & Advisory Services $1.6 billion

Contact: Paul DeLaney, Business Roundtable: pdelaney@brt.org
www.brt.org/trade
In 2017, Maryland companies sold their products in 205 countries and territories.

Top export markets include:

- **Canada**
  - Goods Exports: $1.5 billion
  - Services Exports: $1.0 billion

- **Germany**
  - Goods Exports: $615 million
  - Services Exports: $606 million

- **China**
  - Goods Exports: $666 million
  - Services Exports: $900 million

- **Mexico**
  - Goods Exports: $386 million
  - Services Exports: $606 million

- **United Kingdom**
  - Goods Exports: $448 million
  - Services Exports: $1.2 billion

- **Japan**
  - Goods Exports: $391 million
  - Services Exports: $808 million

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

- Goods and services exports accounted for 5.8 percent of Maryland’s state GDP in 2017.
- Maryland’s exports have grown more than ten percent faster than state GDP since 2007. The average annual export growth during this period was 3.8 percent, while the average annual state GDP growth was 3.3 percent.
- Maryland’s top export markets for goods are Canada, China, and Germany. Its top market for services is the United Kingdom.
- Maryland’s goods exports to Saudi Arabia have grown by 15 percent per year since 2007, while Maryland’s services exports to Singapore have grown by 16 percent per year.

**Contact:** Paul DeLaney, Business Roundtable: pdelaney@brt.org  
www.brt.org/trade
MARYLAND 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 Maryland.

- Services, especially transportation from Maryland’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 Maryland family of four more than $10,000 per year.
- Imports help keep prices down for Maryland 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

Contact: Paul DeLaney, Business Roundtable: pdelaney@brt.org
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, $3.0 billion of Maryland's goods exports, or 32 percent, went to FTA partners.
- Since 2007, Maryland’s goods exports to countries with FTAs in effect with the United States in 2017 have increased by 5.0 percent.
- Maryland's goods exports to Canada and Mexico have increased by $718 million (62 percent) since NAFTA went into effect in 1994.
- Maryland's goods exports to Morocco have increased by 814 percent since the FTA took effect in 2005.
- Maryland's exports to Singapore of pharmaceuticals & medicines have increased from $2.9 million to $58 million since the FTA went into effect in 2004.
- Colombia bought 55 percent of Maryland's exports of grain & oilseed milling products in 2017.
- In 2017, $3.4 billion of Maryland's services exports, or 24 percent, went to FTA partners.
- Maryland's exports to Australia of computer & data services have increased from $11 million to $45 million, or by 313 percent, since 2006 (earliest year available).

By the Numbers

5.0%

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

Per Capita Purchases of Maryland Goods, 2017

<table>
<thead>
<tr>
<th></th>
<th>Non-FTA Countries</th>
<th>FTA Partner Countries*</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$0.93</td>
<td>$6.42</td>
</tr>
</tbody>
</table>

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

In 2017, FTA partners purchased 6.9 times more goods per capita from Maryland than non-FTA partners.

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

Foreign-owned companies invest significant amounts of capital to open or expand facilities in Maryland every year. Foreign-owned companies from around the world employed more than 110,000 workers in Maryland, including:

- 25,600 workers employed by companies based in the United Kingdom;
- 24,500 workers employed by companies based in the Netherlands;
- 14,000 workers employed by companies based in Canada;
- 9,500 workers employed by companies based in France;
- 8,000 workers employed by companies based in Germany.

Selected Foreign-Owned Companies Employing Workers in Maryland

<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>BAE Systems Inc.</td>
<td>Defense/Security/Aerospace Services</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>CGI Group</td>
<td>Business Services</td>
<td>Canada</td>
</tr>
<tr>
<td>Evonik Corp.</td>
<td>Chemical Manufacturing</td>
<td>Germany</td>
</tr>
<tr>
<td>Giant of Maryland</td>
<td>Food Retailing</td>
<td>Netherlands</td>
</tr>
<tr>
<td>Infinite Computer Solutions</td>
<td>IT Services</td>
<td>India</td>
</tr>
<tr>
<td>KPMG LLP</td>
<td>Accounting Services</td>
<td>Netherlands</td>
</tr>
<tr>
<td>Pet Valu International</td>
<td>Retailing</td>
<td>Canada</td>
</tr>
<tr>
<td>Rexel Inc.</td>
<td>Electronic Components Manufacturing</td>
<td>France</td>
</tr>
<tr>
<td>Rohde &amp; Schwarz, Inc.</td>
<td>Electronic Components Manufacturing</td>
<td>Germany</td>
</tr>
<tr>
<td>Solvay Chemicals</td>
<td>Chemicals Manufacturing</td>
<td>Belgium</td>
</tr>
<tr>
<td>Thales Communications Inc.</td>
<td>Aerospace/Defense/ICT Products</td>
<td>France</td>
</tr>
</tbody>
</table>

Contact: Paul DeLaney, Business Roundtable: pdelaney@brt.org  
www.brt.org/trade
MARYLAND JOBS DEPEND ON TWO-WAY TRADE


MARYLAND BUSINESSES GROW WITH EXPORTS


MARYLAND COMPANIES EXPORT THROUGHOUT THE WORLD


MARYLAND 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/]

MARYLAND NEEDS TRADE AGREEMENTS TO GROW


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

FOREIGN INVESTMENT IN MARYLAND CREATES JOBS

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


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