**HOW NEVADA'S ECONOMY BENEFITS FROM TRADE & INVESTMENT**

**Overview**

With more than 96 percent of the world’s population and 75 percent of its purchasing power outside the United States, economic recovery, jobs, and future growth for Nevada and America will depend on trade and investment. That includes reaching those customers with American goods and services through exports and expanding buying power and options for American companies and families with imports.

New Business Roundtable research, U.S. government data, and other data sources demonstrate the benefits of international trade and investment to jobs and the economy in Nevada. As the United States and the world continue efforts to defeat the COVID-19 pandemic and create jobs and economic opportunity – restoring trade and supporting trade-dependent jobs can help Nevada recover as well.

**Trade Creates & Supports Jobs in Nevada**

- **International trade, including exports and imports, supported 417,500 Nevada jobs – more than one in five in 2019.** These trade-related jobs grew three times faster than total employment from 1992 to 2019 and are at large and small companies, on farms, in factories, and at the headquarters of Nevada's globally engaged firms. A rebound in trade will help restore trade-related jobs lost during the pandemic in Nevada. *(See Nevada Jobs Depend On Two-Way Trade)*

- **Nevada exported $8.9 billion in goods and $9.7 billion in services in 2019,** including nonferrous metal products, miscellaneous manufactured commodities, semiconductors and components and personal travel and tourism services. Of Nevada's 3,493 exporters, 86 percent are small- and medium-sized companies with less than 500 workers. *(See Nevada Businesses Grow With Exports)*

- **Customers in 190 countries and territories buy Nevada-made goods and services,** including billions of dollars in annual exports to top markets like Canada, India and Switzerland. Nevada's exports have grown 1.0 percent per year since 2010. Policies that help Nevada businesses, workers, and farmers once again reach the growing number of customers around the world can help lead an economic and jobs recovery. *(See Nevada Companies Export Throughout The World)*

- **Imports lower prices and increase choices for Nevada companies and families.** Lower raw material and input costs help Nevada 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 Nevada Companies and Families Benefit from Imports)*

- **Free trade agreements (FTAs) have helped fuel rapid export growth from Nevada to partner countries.** In 2019, $2.8 billion of Nevada's goods exports, or 31 percent, went to FTA partners. This represents an increase of 68 percent since 2010. *(See Nevada Needs Trade Agreements To Grow)*

- **Foreign-owned companies invest and build facilities and employ 57,500 workers in Nevada.** *(See Foreign Investment In Nevada 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 96 percent of the world’s population and 75 percent of the world’s purchasing power outside of the United States, future American economic growth and job creation depend on open markets abroad. At the beginning of 2020, the COVID-19 global pandemic dramatically decreased trade, disrupted communities and economies, and ended millions of jobs across America, including in Nevada. As the U.S. economy recovers and more Americans seek opportunities to work, policies that expand trade can create new jobs in Nevada and help it recover faster.

Trade Creates & Supports Jobs in Nevada

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

- More than one in five Nevada jobs depends upon international trade.

- Nevada’s trade-related employment grew three times faster than total employment from 1992 to 2019.

- 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 supports more than 28 million U.S. jobs that provide middle class incomes.

About Trade & Jobs

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 not typically associated with “exports and imports.”

By the Numbers

<table>
<thead>
<tr>
<th>417,500</th>
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</thead>
<tbody>
<tr>
<td>Number of Jobs in Nevada Supported by Trade</td>
</tr>
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</table>

Share of Jobs Tied to Trade

Increased 90 percent from 1992 to 2019

<table>
<thead>
<tr>
<th>1992</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>11.5%</td>
<td>22.0%</td>
</tr>
</tbody>
</table>

Jobs Tied to Trade

Top Sectors, 2019

<table>
<thead>
<tr>
<th>Sector</th>
<th>Jobs Tied to Trade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal and recreational services</td>
<td>126,500</td>
</tr>
<tr>
<td>Business and professional services</td>
<td>85,800</td>
</tr>
<tr>
<td>Wholesale and retail trade</td>
<td>46,400</td>
</tr>
<tr>
<td>Education and health services</td>
<td>37,800</td>
</tr>
<tr>
<td>Transportation and utilities</td>
<td>30,200</td>
</tr>
</tbody>
</table>

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Overview

Nevada exported an estimated $8.9 billion in goods and $9.7 billion in services in 2019. Between 2010 and 2019, Nevada goods exports have increased by 52 percent and services exports by 28 percent. Large companies now account for 76 percent of the value of Nevada’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 Nevada Exports

- Nevada ranks among the top 20 state exporters in 12 industries, including fourth in nonferrous metal products ($2.8 billion), fifth in miscellaneous manufactured commodities ($1.5 billion) and metal ores ($479 million), and eighth in magnetic and optical media ($105 million).
- Nevada ranks among the top 15 state exporters in multiple services sectors, including fifth personal travel and tourism ($4.6 billion) and business travel ($1.6 billion), 10th in operational leasing ($242 million), and 15th passenger fares ($1.0 billion).
- One of Nevada’s fastest growing export categories is paints, coatings and adhesives, which increased by 289 percent since 2010. In 2019, exports of these products reached $42 million.

By the Numbers

3,493
Number of Nevada Businesses that Exported in 2018

86%
Share of Nevada Exporters that Are Small- & Medium-Sized Businesses

<table>
<thead>
<tr>
<th>Top Nevada Exports, 2019</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goods</td>
<td></td>
</tr>
<tr>
<td>Nonferrous Metal Products</td>
<td>$2.8 billion</td>
</tr>
<tr>
<td>Misc. Manufactured Commodities</td>
<td>$1.5 billion</td>
</tr>
<tr>
<td>Semiconductors &amp; Components</td>
<td>$1.1 billion</td>
</tr>
<tr>
<td>Metal Ores</td>
<td>$479 million</td>
</tr>
<tr>
<td>Computer Equipment</td>
<td>$354 million</td>
</tr>
<tr>
<td>Services</td>
<td></td>
</tr>
<tr>
<td>Personal Travel &amp; Tourism</td>
<td>$4.6 billion</td>
</tr>
<tr>
<td>Business Travel</td>
<td>$1.6 billion</td>
</tr>
<tr>
<td>Passenger Fares</td>
<td>$1.0 billion</td>
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</tbody>
</table>

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NEVADA COMPANIES EXPORT THROUGHOUT THE WORLD

In 2019, Nevada companies sold their products in 190 countries and territories.

Top export markets include:

- **Canada**
  - Goods Exports: $1.1 billion
  - Services Exports: $966 million

- **United Kingdom**
  - Goods Exports: $204 million
  - Services Exports: $830 million

- **China**
  - Goods Exports: $514 million
  - Services Exports: $777 million

- **Mexico**
  - Goods Exports: $770 million
  - Services Exports: $758 million

- **Switzerland**
  - Goods Exports: $1.3 billion
  - Services Exports: $180 million

- **India**
  - Goods Exports: $1.5 billion
  - Services Exports: $314 million

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

- Goods and services exports accounted for 10.4 percent of Nevada's state GDP in 2019.
- Nevada's annual exports grew 1.0 percent per year since 2010.
- Nevada's top export markets for goods are India, Switzerland, and Canada. Its top market for services is Canada.
- Nevada's goods exports to Spain have grown by 36 percent per year since 2010, while Nevada's services exports to Vietnam have grown by 10 percent per year.
- Restoring trade can help lead a jobs recovery when supported by policies that help Nevada businesses, workers, and farmers reach the growing number of customers around the world.

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Overview

Imports provide a variety of benefit for Nevada companies and families. Imported consumer goods help keep prices down for Nevada families while increasing choices for foods and other products that are not available locally. Imported inputs help Nevada manufacturers compete in both the United States and international markets, while exported goods (e.g., components) and services (e.g., design) often return to the United States as imports. To best meet the COVID-19 challenges, trade policies should ensure that American families and businesses retain access to both domestic and international inputs, supplies and services they need at prices they can afford.

Nevada Families Benefit from Imports

- In 2019, 35 percent of Nevada's imports were consumer goods. Prices for imported consumer goods tend to drop year after year, leaving Nevada families more money to spend on locally provided goods and services, such as housing, education, and health care.
- Trade and investment liberalization policies save the average Nevada family of four more than $10,000 per year through lower prices and increased specialization.

Most Importers are Small Businesses

- In 2019, 4,530 Nevada companies imported goods from 156 countries around the world.
- Nationally, 77 percent of importers were very small businesses with less than 20 employees, while less than 3 percent had over 500 employees.

Nevada Exports and Imports are Linked Through Global Value Chains

- In 2019, 65 percent of Nevada goods imports were raw materials, components and parts that are used by U.S. manufacturers to stay competitive.
- Many of Nevada's top imports are critical components for Nevada exports. Conversely, Nevada exports of raw materials and parts may return to the United States in imported finished goods.

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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. Nevada businesses, workers and farmers benefit from market-opening agreements, and would be harmed from new barriers to trade that limit exports, competitiveness, and jobs in Nevada and United States.

- In 2019, $2.8 billion of Nevada’s goods exports, or 31 percent, went to FTA partners.
- Since 2010, Nevada’s goods exports to countries with FTAs in effect with the United States in 2019 have increased by 68 percent.
- Nevada’s exports to Canada and Mexico have increased by $1.8 billion (1,131 percent) since NAFTA went into effect in 1994.
- Nevada’s exports to Costa Rica have increased by 679 percent – from $2.8 million to $22 million – since the FTA with Costa Rica took effect in 2009.
- Nevada’s exports to Korea of miscellaneous foods have increased from $208,000 to $51 million since the FTA with Korea went into effect in 2012.
- In 2019, $3.1 billion of Nevada’s services exports, or 32 percent, went to FTA partners.
- Nevada’s exports to Chile of personal travel have increased from $7.8 million to $40 million, or by 411 percent, since 2006 (earliest year available).

By the Numbers

68%
Increase in Nevada Goods Exports to FTA Partners Between 2010 and 2019

Per Capita Purchases of Nevada Goods, 2019

<table>
<thead>
<tr>
<th>Non-FTA Countries</th>
<th>FTA Partner Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.90</td>
<td>$5.92</td>
</tr>
</tbody>
</table>

* U.S. FTAs in effect with countries in 2019.

In 2019, FTA partners purchased 6.6 times more goods per capita from Nevada than non-FTA partners.

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Overview

Foreign-owned companies help grow the U.S. economy and jobs. In 2019, foreign-owned companies added over $1 trillion to U.S. GDP, including goods exports of $380 billion and R&D spending of over $60 billion. They employed 7.4 million workers in the United States, including 2 million workers – or 1 out of every 6 – in the manufacturing sector.

Nevada is no exception. Foreign-owned companies make significant investments in Nevada to open or expand facilities every year and are important customers for local goods and services providers. Subsidiaries of foreign-owned companies alone employed tens of thousands of workers in Nevada in 2019, including:

- 10,300 workers employed by companies based in Canada;
- 8,700 workers employed by companies based in France;
- 8,700 workers employed by companies based in the United Kingdom;
- 7,100 workers employed by companies based in Japan;
- 3,900 workers employed by companies based in Germany.

Foreign-Owned Companies Employed 57,500 Nevada Workers Across Many Industries, 2019

<table>
<thead>
<tr>
<th>Industry</th>
<th>Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>11,800</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>6,900</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>3,100</td>
</tr>
<tr>
<td>Information</td>
<td>2,300</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>1,800</td>
</tr>
<tr>
<td>Prof., Sci. &amp; Tech. Services</td>
<td>800</td>
</tr>
<tr>
<td>Other</td>
<td>31,000</td>
</tr>
</tbody>
</table>

Selected Foreign-Owned Companies Employing Workers in Nevada

<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bridgestone Americas</td>
<td>Metal products manufacturing</td>
<td>Japan</td>
</tr>
<tr>
<td>Cirque du Soleil</td>
<td>Amusement services</td>
<td>Canada</td>
</tr>
<tr>
<td>Clinical Pathology Laboratories</td>
<td>Gold mining</td>
<td>Australia</td>
</tr>
<tr>
<td>Corvus Gold Nevada, Inc.</td>
<td>Building products manufacturing</td>
<td>Canada</td>
</tr>
<tr>
<td>James Hardie Building Products Inc.</td>
<td>Artificial turf manufacturing</td>
<td>Ireland</td>
</tr>
<tr>
<td>TEWS Technologies LLC</td>
<td>Health care services</td>
<td>Germany</td>
</tr>
<tr>
<td>TigerTurf USA</td>
<td>Electronic equipment parts manufacturing</td>
<td>Netherlands</td>
</tr>
<tr>
<td>Trivium Packaging</td>
<td>Steel/aluminum food packaging manufacturing</td>
<td>Netherlands</td>
</tr>
</tbody>
</table>
NEVADA JOBS DEPEND ON TWO-WAY TRADE

Population and Purchasing Power: Derived from World Bank population and GDP estimates

NEVADA 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)

NEVADA COMPANIES EXPORT THROUGHOUT THE WORLD


NEVADA 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/)

NEVADA NEEDS TRADE AGREEMENTS TO GROW

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

FOREIGN INVESTMENT IN NEVADA 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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