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 Ohio 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 Ohio.

Trade Creates & Supports Jobs in Ohio

- **International trade, including exports and imports, supports 1,387,800 Ohio jobs – nearly one in five.** These trade-related jobs grew seven 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 Ohio’s globally engaged firms. *(See Ohio Jobs Depend On Two-Way Trade)*

- **Ohio exported $49.1 billion in goods and $14.5 billion in services in 2017**, including crowns, closures & seals, tobacco products, apparel and travel services. Of Ohio’s 15,729 exporters, 89 percent are small- and medium-sized companies with less than 500 workers. *(See Ohio Businesses Grow With Exports)*

- **Customers in 212 countries and territories buy Ohio-made goods and services**, including billions of dollars in annual exports to top markets like Canada, Mexico and China. Ohio’s exports have grown at an average annual rate of 2.6 percent since 2007. *(See Ohio Companies Export Throughout The World)*

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

- **Free trade agreements (FTAs) have helped fuel rapid export growth from Ohio to partner countries.** In 2017, $28.8 billion of Ohio’s goods exports, or 59 percent, went to FTA partners. This represents an increase of 12 percent since 2007. *(See Ohio Needs Trade Agreements To Grow)*

- **Foreign-owned companies invest and build facilities and employ 267,500 workers in Ohio.** *(See Foreign Investment In Ohio Creates Jobs)*
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 Ohio

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

1,387,800
Number of Jobs in Ohio Supported by Trade

Share of Jobs Tied to Trade
Increased 89 percent from 1992 to 2017

1992 2017
10.5% 19.8%

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>314,100</td>
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<tr>
<td>Prof., Scient. &amp; Tech. Services</td>
<td>216,700</td>
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<tr>
<td>Manufacturing</td>
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<tr>
<td>Personal &amp; Rec. Services</td>
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<tr>
<td>Finance, Insurance</td>
<td>70,300</td>
</tr>
</tbody>
</table>

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

Ohio exported an estimated $49.1 billion in goods and $14.5 billion in services in 2017. Between 2007 and 2017, Ohio goods exports have increased by 16 percent and services exports by 56 percent. Large companies now account for 77 percent of the value of Ohio'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 Ohio Exports

- Ohio ranks among the top 5 state exporters in 32 industries, including first in crowns, closures & seals ($238 million), first in tobacco products ($611 million), second in apparel ($387 million), and second in cattle ($65 million).
- Ohio is America’s 12th largest exporter of agricultural products. It is the second largest exporter of cattle, the fourth largest exporter of poultry & eggs, the seventh largest exporter of greenhouse & nursery products, and the ninth largest exporter of oilseeds & grains.
- One of Ohio's fastest growing export categories is plastics products, which increased by 98 percent since 2007. In 2017, exports of these products reached $1.5 billion.

By the Numbers

15,729
Number of Ohio Businesses that Exported in 2016

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

89%

Top Ohio Exports, 2017

Goods
- Aerospace Products & Parts $5.1 billion
- Motor Vehicle Parts $5.1 billion
- Motor Vehicles $3.6 billion
- Misc. General Purpose Machinery $1.9 billion
- Soaps, Cleaning Agents & Toiletries $1.8 billion

Services
- Travel $2.8 billion
- Royalties from Industrial Processes $1.6 billion
- Misc. Financial Services $1.4 billion

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In 2017, Ohio companies sold their products in 212 countries and territories.

Top export markets include:

- **Canada**: Goods Exports: $18.9 billion, Services Exports: $1.1 billion
- **Germany**: Goods Exports: $1.3 billion, Services Exports: $529 million
- **China**: Goods Exports: $3.9 billion, Services Exports: $1.1 billion
- **Mexico**: Goods Exports: $6.2 billion, Services Exports: $563 million
- **United Kingdom**: Goods Exports: $1.9 billion, Services Exports: $828 million
- **Japan**: Goods Exports: $1.5 billion, Services Exports: $828 million

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

- Ohio's exports have grown at an average annual rate of 2.6 percent since 2007.
- Ohio's top export markets for goods are Canada, Mexico, and China. Its top market for services is the United Kingdom.
- Ohio's goods exports to France have grown by 11 percent per year since 2007, while Ohio's services exports to China have grown by 17 percent per year.

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OHIO 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 Ohio.

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

In 2016, about 211,000 U.S. companies (including 10,919 in Ohio) imported products...

And roughly three-quarters of U.S. importers were very small businesses with less than 20 employees.

Imports Decrease Prices

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

-63.3% Decrease in the Price of Computers 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, $28.8 billion of Ohio's goods exports, or 59 percent, went to FTA partners.

- Since 2007, Ohio's goods exports to countries with FTAs in effect with the United States in 2017 have increased by 12 percent.

- Ohio's goods exports to Canada and Mexico have increased by $16.4 billion (189 percent) since NAFTA went into effect in 1994.

- Ohio's goods exports to Peru have increased by 127 percent since the FTA took effect in 2009.

- Ohio's exports to Korea of motor vehicles have increased from $26 million to $224 million since the FTA went into effect in 2012.


- In 2017, $3.5 billion of Ohio's services exports, or 24 percent, went to FTA partners.

- Ohio's exports to Singapore of royalties from industrial processes have increased from $19 million to $76 million, or by 302 percent, since 2006 (earliest year available).

By the Numbers

12%

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

Per Capita Purchases of Ohio Goods, 2017

$61.82

$3.01

Non-FTA Countries  FTA Partner Countries*

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

In 2017, FTA partners purchased 20.5 times more goods per capita from Ohio than non-FTA partners.

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Overview

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

- 62,800 workers employed by companies based in Japan;
- 45,900 workers employed by companies based in the United Kingdom;
- 31,900 workers employed by companies based in Germany;
- 24,700 workers employed by companies based in Canada;
- 19,700 workers employed by companies based in Switzerland.

Foreign-Owned Companies Employed 267,500 Ohio Workers Across Many Industries, 2016

<table>
<thead>
<tr>
<th>Industry</th>
<th>Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>144,000</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>19,900</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>18,000</td>
</tr>
<tr>
<td>Prof., Sci. &amp; Tech. Services</td>
<td>12,500</td>
</tr>
<tr>
<td>Information</td>
<td>7,000</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>5,600</td>
</tr>
<tr>
<td>Other</td>
<td>60,600</td>
</tr>
</tbody>
</table>

Selected Foreign-Owned Companies Employing Workers in Ohio

Company: ABB Inc.  
Akzo Nobel Coatings Inc.  
Allied Building Products  
Amcor Rigid Plastics  
Charter One Bank  
Ernst & Young  
Fauericia Emissions Control  
Honda Manufacturing  
Husky Energy Inc.  
Lee Hecht Harrison  
Siemens Energy & Automation
Trader Joe's  

Industry: Power Distribution Services & Equip.  
Chemicals Manufacturing  
Building Products Manufacturing  
Packaging Products Manufacturing  
Financial Services  
Accounting Services  
Motor Vehicle Parts Manufacturer  
Automotive Manufacturing  
Energy Production  
Employment Services  
Electronics and Engineering Services  
Food Retailing

Country: Switzerland  
Netherlands  
Ireland  
Australia  
Scotland  
United Kingdom  
France  
Japan  
Canada  
Switzerland  
Germany

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OHIO JOBS DEPEND ON TWO-WAY TRADE


OHIO BUSINESSES GROW WITH EXPORTS


OHIO COMPANIES EXPORT THROUGHOUT THE WORLD


OHIO COMPANIES USE IMPORTS TO MAKE COMPETITIVE PRODUCTS


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


OHIO NEEDS TRADE AGREEMENTS TO GROW


**Per Capita Purchases of Ohio 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 OHIO 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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