### Trade Means Growth for Alabama

International trade—exports and imports of goods and services—supports 530,000 jobs in Alabama, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- · The share of Alabama jobs supported by trade has more than doubled since the early 1990s.
- · Jobs in export-intensive industries offer compensation that averages about 16 percent higher than other jobs.
- · Imports let American families stretch their budgets and help U.S. manufacturers keep costs down and competitiveness up.
- Over 4,200 Alabama companies exported in 2022. Nationally, 97% of trading firms are small-and medium sized enterprises.
- · Since 2008, companies that import or export goods have accounted for 3 out of 5 new American jobs.

# Alabama companies exported \$33 billion in goods and services in 2023 to nearly 190 markets around the world.

Top Markets for Alabama Exports, 2023 (millions of dollars)

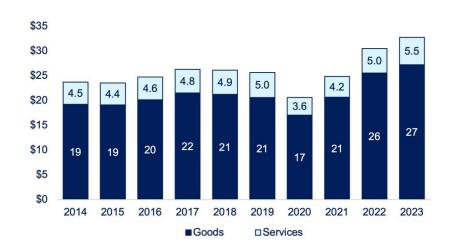
Country	Goods	Services	Total
Germany	\$5,067	\$271	\$5,338
Canada	\$3,891	\$479	\$4,370
China	\$3,688	\$327	\$4,015
Mexico	\$3,186	\$330	\$3,516
Korea	\$1,191	\$160	\$1,350
Other	\$10,257	\$3,932	\$14,189

America's FTA partners account for just 6% of the world's population but purchased 37% of Alabama's goods exports in 2023.

Alabama's goods exports to Poland were \$523 million in 2023, a nearly 1,500% increase since 2014.

The United Kingdom was the top export market for services exports in 2023 at \$517 million

Alabama Exports, 2014-2023 (billions of dollars)



Alabama's total goods and services exports increased by \$9.0 billion (38%) between 2014 and 2023.

In 2023, Alabama exported \$27 billion in goods and \$5.5 billion in services — a 10-year high for each.

Most services export growth has been driven by digital trade, which is allowing more Alabama companies to reach customers abroad more easily.

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#### Top Goods and Services Exports from Alabama, 2023 (millions of dollars)

Sector	Exports
Transportation Equipment	14,808
Minerals & Ores	2,211
Chemicals	2,160
Primary Metals	1,762
Travel Services	1,409
Financial Services	1,401
Other	9,030

Alabama's top transportation equipment exports in 2023 were cars and vehicles (\$11.3 billion) and aircrafts and parts (\$1.7 billion).

Alabama's top agricultural exports in 2023 were frozen poultry (\$337 million) and live chickens (\$128 million).

Alabama's exports of digitally tradable services reached \$3.4 billion in 2023.

### Foreign-headquartered companies directly employ 120,000 Alabama workers.

#### Alabama Workers Employed at Foreign-Owned Companies by Sector, 2021

Sector	Jobs
Manufacturing	65,800
Retail Trade	12,200
Wholesale Trade	11,100
Professional, Scientific, and Technical Services	3,100
Finance and Insurance	2,800
Information	1,900
Other	23,100

Japanese-owned companies employ the most Alabama workers (21,500), followed by German-owned companies (15,900).

Each job at a foreign-owned company typically supports three other U.S. jobs indirectly.

In 2021, U.S. affiliates of foreign-owned companies employed 8 million Americans, exported \$412 billion in goods, and spent \$78 billion on R&D.

#### **Data Sources**

Alabama jobs supported by trade: Trade Partnership Worldwide for Business Roundtable, <a href="https://s3.amazonaws.com/brt.org/Business-Roundtable-TradeandAmericanJobs2022.pdf">https://s3.amazonaws.com/brt.org/Business-Roundtable-TradeandAmericanJobs2022.pdf</a>.

**Trade-supported jobs compensation**: Riker, David, "Export-Intensive Industries Pay More on Average: An Update," <a href="https://www.usitc.gov/publications/332/ec201504a.pdf">https://www.usitc.gov/publications/332/ec201504a.pdf</a>.

**Alabama exporting companies**: U.S. Census Bureau, "Profile of U.S. Importing and Exporting Companies," <a href="https://www.census.gov/foreign-trade/Press-Release/edb/edbrel2022.pdf">https://www.census.gov/foreign-trade/Press-Release/edb/edbrel2022.pdf</a>.

**Goods traders job creation**: Kamal, Fariha, Ouyang, Wei, Handley, Kyle, "The rise of exporters and importers in US job growth: Insights from newly released data," <a href="https://cepr.org/voxeu/columns/rise-exporters-and-importers-us-job-growth-insights-newly-released-data">https://cepr.org/voxeu/columns/rise-exporters-and-importers-us-job-growth-insights-newly-released-data</a>.

**Alabama goods and services export data**: Trade Partnership Worldwide's *CDxports* database, <a href="https://tradepartnership.com/data/cdxports-and-cdxjobs/">https://tradepartnership.com/data/cdxports-and-cdxjobs/</a>.

**Alabama FDI data**: U.S. Bureau of Economic Analysis, "Activities of U.S. Affiliates of Foreign Multinational Enterprises"; <a href="https://www.bea.gov/international/di1fdiop">https://www.bea.gov/international/di1fdiop</a>.