



# Trade Means Growth for Arizona

**International trade—exports and imports of goods and services—supports 830,000 jobs in Arizona, or about 1 in 5 total jobs in the state.**

Key facts about trade and jobs:

- The share of Arizona jobs supported by trade has nearly 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.
- Nearly 7,400 Arizona 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.

**Arizona companies exported \$45 billion in goods and services in 2023 to more than 190 markets around the world.**

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

Country	Goods	Services	Total
Mexico	\$7,936	\$890	\$8,826
Canada	\$2,689	\$1,394	\$4,084
United Kingdom	\$1,297	\$1,357	\$2,655
China	\$1,551	\$912	\$2,462
Netherlands	\$1,643	\$709	\$2,353
Other	\$12,978	\$11,251	\$24,229

America's FTA partners account for just 6% of the world's population but purchased 48% of Arizona's goods exports in 2023.

Arizona's goods exports to the Netherlands were \$1.6 billion in 2023, an over 400% increase since 2014.

Canada was the top export market for services exports in 2023 at \$1.4 billion.

Arizona Exports, 2014-2023 (billions of dollars)



Arizona's total goods and services exports increased by \$12 billion (38%) between 2014 and 2023.

In 2023, Arizona exported \$28 billion in goods and \$17 billion in services — a 10-year high for each.

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



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

Sector	Exports
Computers & Electronic Products	7,473
Transportation Equipment	6,782
Travel Services	4,374
Business, Professional & Technical Services	4,187
Financial Services	2,585
Royalties & License Fees	2,318
Other	16,889

Arizona's top computers and electronic exports in 2023 were semiconductors (\$2.4 billion) and photosensitive semiconductor devices (\$892 million).

Arizona's top agricultural exports in 2023 were hay (\$162 million) and fresh vegetables such as peppers and gourds (\$135 million).

Arizona's exports of digitally tradable services reached \$10 billion in 2023.

## Foreign-headquartered companies directly employ 140,600 Arizona workers.

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

Sector	Jobs
Manufacturing	29,100
Retail Trade	22,900
Wholesale Trade	10,000
Finance and Insurance	8,600
Professional, Scientific, and Technical Services	6,000
Information	4,100
Other	59,900

British-owned companies employ the most Arizona workers (29,900), followed by Canadian-owned companies (22,300).

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

**Arizona jobs supported by trade:** Trade Partnership Worldwide for Business Roundtable, [https://s3.amazonaws.com/brt.org/Business-Roundtable\\_TradeandAmericanJobs2022.pdf](https://s3.amazonaws.com/brt.org/Business-Roundtable_TradeandAmericanJobs2022.pdf).

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

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

**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," <https://cepr.org/voxeu/columns/rise-exporters-and-importers-us-job-growth-insights-newly-released-data>.

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

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