



Trade Means Growth for Hawaii

International trade—exports and imports of goods and services—supports 200,000 jobs in Hawaii, or about 2 in 9 total jobs in the state.

Key facts about trade and jobs:

- The share of Hawaii 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 700 Hawaii 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.

Hawaii companies exported \$4.1 billion in goods and services in 2023 to more than 100 markets around the world.

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

Country	Goods	Services	Total
Canada	\$14	\$372	\$386
Mexico	\$2.51	\$316	\$319
United Kingdom	\$3.12	\$307	\$310
Japan	\$126	\$181	\$307
Australia	\$71	\$194	\$264
Other	\$322	\$2,203	\$2,526

America's FTA partners account for just 6% of the world's population but purchased 21% of Hawaii's goods exports in 2023.

Hawaii's goods exports to India were \$30 million in 2023, a nearly 4,000% increase since 2014.

Canada was the top export market for services exports in 2023 at \$372 million.

Hawaii Exports, 2014-2023 (billions of dollars)



Hawaii's total goods and services exports decreased by \$1.1 billion (-21%) between 2014 and 2023.

In 2023, Hawaii exported \$539 million in goods and \$3.6 billion in services.

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



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

Sector	Exports
Travel Services	1,811
Transportation Services	1,022
Business, Professional & Technical Services	231
Transportation Equipment	225
Professional & Consulting Services	143
Royalties & License Fees	117
Other	562

Hawaii's top travel services exports in 2023 were personal travel (\$1.2 billion) and business travel (\$454 million).

Hawaii's top goods export in 2023 was aircraft and parts (\$205 million) and its top marine export was crustaceans (\$12 million).

Hawaii's exports of digitally tradable services reached \$638 million in 2023.

Foreign-headquartered companies directly employ 40,300 Hawaii workers.

Hawaii Workers Employed at Foreign-Owned Companies by Sector, 2021

Sector	Jobs
Retail Trade	6,500
Wholesale Trade	3,300
Manufacturing	2,800
Real Estate, Rental, and Leasing	1,800
Finance and Insurance	900
Information	500
Other	24,500

Japanese-owned companies employ the most Hawaii workers (21,300), followed by French-owned companies (3,300).

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

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