



Trade Means Growth for Illinois

International trade—exports and imports of goods and services—supports 1.6 million jobs in Illinois, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- The share of Illinois 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.
- Over 22,700 Illinois 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.

Illinois companies exported \$128 billion in goods and services in 2023 to more than 210 markets around the world.

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

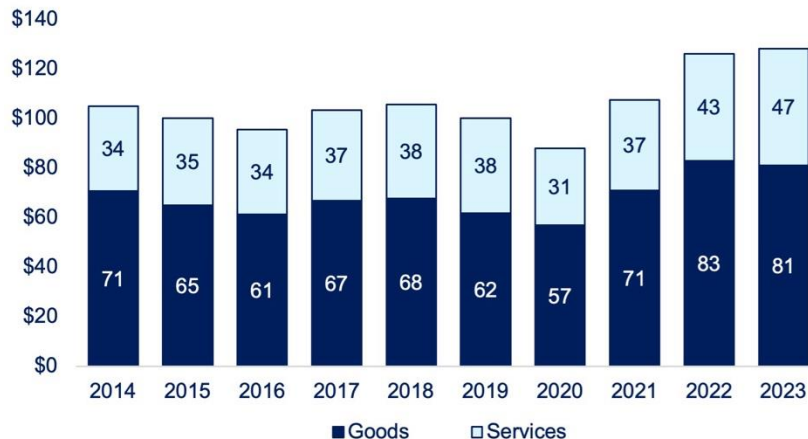
Country	Goods	Services	Total
Canada	\$20,445	\$3,997	\$24,442
Mexico	\$12,996	\$1,921	\$14,917
China	\$5,937	\$2,691	\$8,628
Germany	\$4,683	\$2,432	\$7,115
United Kingdom	\$2,628	\$4,227	\$6,855
Other	\$34,535	\$31,883	\$66,419

America's FTA partners account for just 6% of the world's population but purchased 55% of Illinois' goods exports in 2023.

Illinois' goods exports to India were \$1.4 billion in 2023, an increase of over 100% since 2014.

The United Kingdom was the top export market for services exports in 2023 at \$4.2 billion.

Illinois Exports, 2014-2023 (billions of dollars)



Illinois' total goods and services exports increased by \$23 billion (22%) between 2014 and 2023.

In 2023, Illinois exported \$81 billion in goods and \$47 billion in services — a 10-year high for services.

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



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

Sector	Exports
Chemicals	15,663
Business, Professional & Technical Services	13,571
Machinery	13,520
Computers & Electronic Products	9,671
Travel Services	8,737
Financial Services	7,757
Other	59,457

Illinois' top chemical exports in 2023 were medications (\$3.7 billion) and antisera (\$3.3 billion).

Illinois' top agricultural exports in 2023 were soybeans (\$4.2 billion) and corn (\$3.2 billion).

Illinois' exports of digitally tradable services reached \$30 billion in 2023.

Foreign-headquartered companies directly employ 376,700 Illinois workers.

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

Sector	Jobs
Manufacturing	135,900
Retail Trade	37,900
Professional, Scientific, and Technical Services	32,700
Wholesale Trade	28,000
Finance and Insurance	26,400
Information	11,500
Other	104,300

Japanese-owned companies employ the most Illinois workers (58,500), followed by British-owned companies (57,000).

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

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