### Trade Means Growth for Indiana

International trade—exports and imports of goods and services—supports 750,000 jobs in Indiana, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- The share of Indiana 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 8,500 Indiana 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.

# Indiana companies exported \$68 billion in goods and services in 2023 to more than 190 markets around the world.

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

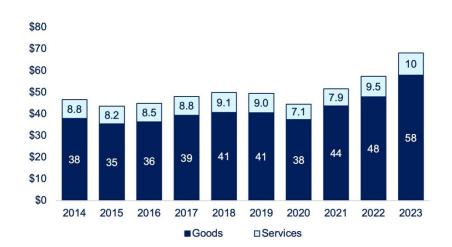
Country	Goods	Services	Total
Canada	\$14,845	\$715	\$15,560
Mexico	\$7,675	\$451	\$8,126
China	\$6,148	\$690	\$6,838
Germany	\$3,964	\$358	\$4,322
Italy	\$3,311	\$85	\$3,397
Other	\$22,068	\$7,947	\$30,015

America's FTA partners account for just 6% of the world's population but purchased 46% of Indiana's goods exports in 2023.

Indiana's goods exports to Germany were \$4.0 billion in 2023, a nearly 150% increase since 2014.

Ireland was the top export market for services exports in 2023 at \$1.2 billion.

Indiana Exports, 2014-2023 (billions of dollars)



Indiana's total goods and services exports increased by \$22 billion (46%) between 2014 and 2023.

In 2023, Indiana exported \$58 billion in goods and \$10 billion in services — a 10-year high for each.

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

## Trade Means Growth for Indiana

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

Sector	Exports
Chemicals	20,541
Transportation Equipment	12,568
Machinery	5,512
Travel Services	3,013
Miscellaneous Manufacturing	2,970
Business, Professional & Technical Services	2,775
Other	20,878

Indiana's top chemical exports in 2023 were medications (\$6.5 billion) and hormones (\$4.4 billion).

Indiana's top agricultural exports in 2023 were soybeans (\$1.7 billion) and corn (\$773 million).

Indiana's exports of digitally tradable services reached \$6.6 billion in 2023.

### Foreign-headquartered companies directly employ 209,100 Indiana workers.

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

Sector	Jobs
Manufacturing	115,200
Retail Trade	16,800
Wholesale Trade	10,100
Information	4,800
Finance and Insurance	3,200
Professional, Scientific, and Technical Services	3,000
Other	56,000

Japanese-owned companies employ the most Indiana workers (60,900), followed by French-owned companies (30,900).

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**

Indiana 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>.

Indiana 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>.

**Indiana 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>.

Indiana 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>.