



Trade Means Growth for Kansas

International trade—exports and imports of goods and services—supports 360,000 jobs in Kansas, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- The share of Kansas 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 3,400 Kansas 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.

Kansas companies exported \$21 billion in goods and services in 2023 to more than 190 markets around the world.

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

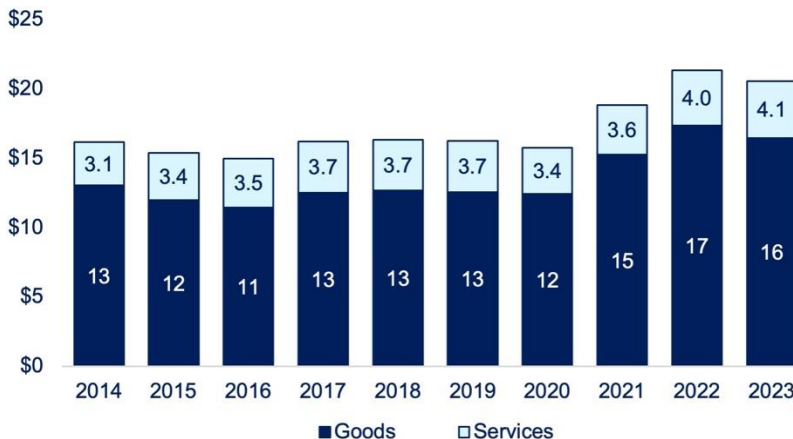
Country	Goods	Services	Total
Mexico	\$3,080	\$184	\$3,265
Canada	\$2,609	\$327	\$2,936
China	\$2,110	\$221	\$2,331
Japan	\$1,121	\$163	\$1,284
Germany	\$588	\$167	\$755
Other	\$6,977	\$3,057	\$10,034

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

Kansas' goods exports to Singapore were \$398 million in 2023, a nearly 150% increase since 2014.

Ireland was the top export market for services exports in 2023 at \$456 million.

Kansas Exports, 2014-2023 (billions of dollars)



Kansas' total goods and services exports increased by \$4.4 billion (27%) between 2014 and 2023.

In 2023, Kansas exported \$16 billion in goods and \$4.1 billion in services — a 10-year high for services.

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



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

Sector	Exports
Agricultural Products	4,011
Transportation Equipment	3,283
Food & Kindred Products	3,171
Business, Professional & Technical Services	1,898
Computers & Electronic Products	1,430
Chemicals	1,325
Other	5,487

Kansas' top agricultural product exports in 2023 were soybeans (\$1.3 billion) and wheat (\$1.0 billion).

Kansas' top transportation equipment exports in 2023 were aircrafts and parts (\$2.7 billion) and passenger vehicles (\$239 million).

Kansas' exports of digitally tradable services reached \$2.8 billion in 2023.

Foreign-headquartered companies directly employ 74,600 Kansas workers.

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

Sector	Jobs
Manufacturing	27,300
Wholesale Trade	13,100
Retail Trade	5,600
Finance and Insurance	3,800
Professional, Scientific, and Technical Services	1,600
Real Estate, Rental, and Leasing	100
Other	23,100

Canadian-owned companies employ the most Kansas workers (10,600), followed by German-owned companies (10,200).

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

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