



Trade Means Growth for Michigan

International trade—exports and imports of goods and services—supports 1.1 million jobs in Michigan, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- The share of Michigan 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 14,300 Michigan 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.

Michigan companies exported \$81 billion in goods and services in 2023 to nearly 200 markets around the world.

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

Country	Goods	Services	Total
Canada	\$27,420	\$2,341	\$29,761
Mexico	\$14,928	\$774	\$15,702
China	\$2,810	\$947	\$3,757
Germany	\$2,010	\$580	\$2,590
Japan	\$1,650	\$537	\$2,187
Other	\$16,526	\$10,009	\$26,535

America's FTA partners account for just 6% of the world's population but purchased 71% of Michigan's goods exports in 2023.

Michigan's goods exports to Thailand were \$1.0 billion in 2023, a nearly 200% increase since 2014.

Canada was the top export market for services exports in 2023 at \$2.3 billion.

Michigan Exports, 2014-2023 (billions of dollars)



Michigan's total goods and services exports increased by \$9.6 billion (14%) between 2014 and 2023.

In 2023, Michigan exported \$65 billion in goods and \$15 billion in services — a 10-year high for each.

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



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

Sector	Exports
Transportation Equipment	30,575
Machinery	5,440
Chemicals	5,434
Business, Professional & Technical Services	3,988
Travel Services	3,796
Electrical Equipment	3,511
Other	27,786

Michigan's top transportation equipment exports in 2023 were motor vehicles (\$16.1 billion) and motor vehicle parts (\$10.1 billion).

Michigan's top agricultural exports in 2023 were soybeans (\$616 million) and corn (\$231 million).

Michigan's exports of digitally tradable services reached \$7.9 billion in 2023.

Foreign-headquartered companies directly employ 321,900 Michigan workers.

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

Sector	Jobs
Manufacturing	206,600
Retail Trade	15,600
Professional, Scientific, and Technical Services	15,000
Wholesale Trade	15,000
Information	9,600
Finance and Insurance	6,800
Other	53,300

German-owned companies employ the most Michigan workers (54,400), followed by Japanese-owned companies (38,200).

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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