



Trade Means Growth for North Dakota

International trade—exports and imports of goods and services—supports 110,000 jobs in North Dakota, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- The share of North Dakota 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 1,600 North Dakota 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.

North Dakota companies exported \$11 billion in goods and services in 2023 to more than 150 markets around the world.

Top Markets for North Dakota Exports, 2023 (millions of dollars)

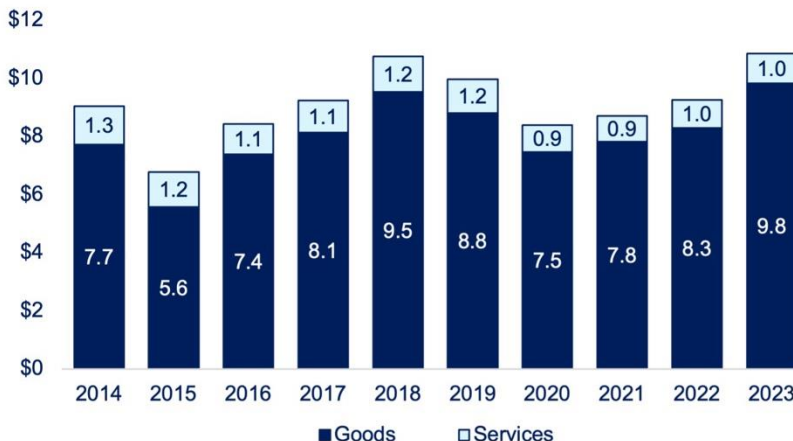
Country	Goods	Services	Total
Canada	\$5,890	\$307	\$6,198
China	\$905	\$47	\$952
Mexico	\$660	\$43	\$703
Japan	\$278	\$33	\$311
Australia	\$215	\$20	\$235
Other	\$1,886	\$569	\$2,454

America's FTA partners account for just 6% of the world's population but purchased 73% of North Dakota's goods exports in 2023.

North Dakota's goods exports to Germany were \$148 million in 2023, an increase of over 100% since 2014.

Canada was the top export market for services exports in 2023 at \$307 million.

North Dakota Exports, 2014-2023 (billions of dollars)



North Dakota's total goods and services exports increased by \$1.8 billion (20%) between 2014 and 2023.

In 2023, North Dakota exported \$10 billion in goods and \$1.0 billion in services — a 10-year high for goods.

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



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

Sector	Exports
Agricultural Products	3,323
Petroleum & Coal Products	3,026
Machinery	1,195
Oil & Gas	731
Chemicals	665
Transportation Services	277
Other	1,636

North Dakota's top agricultural product exports in 2023 were soybeans (\$1.3 billion) and wheat (\$1.1 billion).

North Dakota's top petroleum and coal export in 2023 was non-crude oil (\$3.0 billion) and its top machinery export was tractors (\$466 million).

North Dakota's exports of digitally tradable services reached \$394 million in 2023.

Foreign-headquartered companies directly employ 16,400 North Dakota workers.

North Dakota Workers Employed at Foreign-Owned Companies by Sector, 2021

Sector	Jobs
Manufacturing	6,400
Wholesale Trade	2,400
Retail Trade	1,300
Professional, Scientific, and Technical Services	800
Finance and Insurance	500
Real Estate, Rental, and Leasing	300
Other	4,700

Canadian-owned companies employ the most North Dakota workers (4,000), followed by British-owned companies (1,600).

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

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