



# Trade Means Growth for Oklahoma

**International trade—exports and imports of goods and services—supports 440,000 jobs in Oklahoma, or about 1 in 5 total jobs in the state.**

Key facts about trade and jobs:

- The share of Oklahoma 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 3,000 Oklahoma 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.

**Oklahoma companies exported \$11 billion in goods and services in 2023 to more than 170 markets around the world.**

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

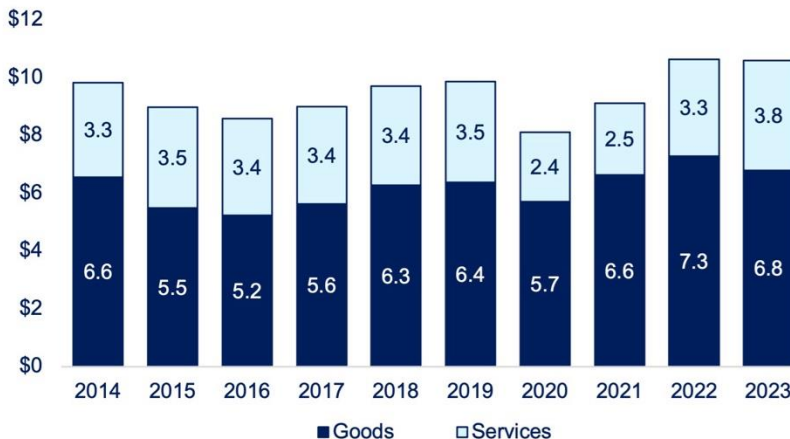
Country	Goods	Services	Total
Canada	\$1,832	\$411	\$2,243
Mexico	\$631	\$299	\$930
Germany	\$599	\$137	\$736
China	\$346	\$222	\$568
United Kingdom	\$206	\$317	\$523
Other	\$3,185	\$2,406	\$5,591

America's FTA partners account for just 6% of the world's population but purchased 49% of Oklahoma's goods exports in 2023.

Oklahoma's goods exports to the Netherlands were \$322 million in 2023, an increase of over 100% since 2014.

Canada was the top export market for services exports in 2023 at \$411 million.

Oklahoma Exports, 2014-2023 (billions of dollars)



Oklahoma's total goods and services exports increased by \$761 million (7.7%) between 2014 and 2023.

In 2023, Oklahoma exported \$6.8 billion in goods and \$3.8 billion in services — a 10-year high for services.

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



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

Sector	Exports
Travel Services	1,722
Transportation Equipment	1,432
Machinery	1,094
Chemicals	779
Computers & Electronic Products	770
Business, Professional & Technical Services	637
Other	4,157

Oklahoma's top travel services exports in 2023 were personal travel (\$1.0 billion) and business travel (\$400 million).

Oklahoma's top agricultural exports in 2023 were wheat (\$292 million) and pork (\$118 million).

Oklahoma's exports of digitally tradable services reached \$1.2 billion in 2023.

## Foreign-headquartered companies directly employ 64,200 Oklahoma workers.

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

Sector	Jobs
Manufacturing	26,900
Retail Trade	7,400
Wholesale Trade	3,800
Professional, Scientific, and Technical Services	2,800
Information	1,900
Finance and Insurance	800
Other	20,600

British-owned companies employ the most Oklahoma workers (9,700), followed by French-owned companies (8,400).

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

**Oklahoma jobs supported by trade:** Trade Partnership Worldwide for Business Roundtable, [https://s3.amazonaws.com/brt.org/Business-Roundtable\\_TradeandAmericanJobs2022.pdf](https://s3.amazonaws.com/brt.org/Business-Roundtable_TradeandAmericanJobs2022.pdf).

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**Oklahoma exporting companies:** U.S. Census Bureau, "Profile of U.S. Importing and Exporting Companies," <https://www.census.gov/foreign-trade/Press-Release/edb/edbrel2022.pdf>.

**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," <https://cepr.org/voxeu/columns/rise-exporters-and-importers-us-job-growth-insights-newly-released-data>.

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

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