



F.Y.I.

FYI 44
October 27, 1994

TRADE FIGURES HIGHLIGHT IMPORTANCE OF EXPORTS TO ASIA FOR U.S. JOBS

By John T. Dori
Research Assistant

Nearly 2.8 million Americans in 1993—or one out of every fifty American workers—were employed as a result of U.S. exports to the countries of Asia and the Pacific Rim.¹ In fact, more than one-sixth of all U.S. jobs created between 1989 and 1993 can be attributed to trade with this region. California alone benefitted to the tune of over 692,000 jobs as a result of its exports to Asia in 1993. Illinois, Louisiana, New York, Texas, and Washington also did very well.

Many states have seized on the tremendous opportunities offered by the dynamic and increasingly prosperous markets of Asia and the Pacific Rim. Texas, for instance, has set up a “sister state” relationship with the Chinese province of Shandong, resulting in the establishment of a Chinese silk production facility near Houston. This arrangement benefits Texas by facilitating trade with Shandong province and by attracting new industries—and thus new jobs—to the Lone Star State.

California, not surprisingly, maintains an aggressive export promotion program targeted toward Asia and the Pacific Rim. The state’s Export Development Office already has branches in Japan and Hong Kong and is setting up a new branch in the Republic of China on Taiwan. These offices sponsor “buyer delegations,” which are visits to California by Asian trade and business officials in which California products are showcased. They also coordinate trips to the region by California manufacturers looking to increase sales abroad. Through such measures California companies are working to get a foothold in the potentially lucrative Vietnam market.

These are just a few examples of individual state efforts to increase their share of a growing Asian export market, worth almost \$140 billion in 1993. The following chart demonstrates the growth in that market by state since 1989, in addition to the number of jobs in each state supported by exports to Asia. The Clinton Administration should be aware of these figures as the November 15 meeting of the Asia-Pacific Economic Cooperation (APEC) forum in Indonesia draws near. The President should use the meeting as an opportunity to push for liberalized trade among APEC members. Freer trade means more American exports to Asia and, as the following figures indicate, more exports translate into more American jobs and a higher U.S. standard of living.

FYI#44 10/94

1 Labor force statistic provided by the U.S. Department of Labor, Bureau of Labor Statistics.

U.S. Exports to Asia and Jobs Supported: A State-by-State Analysis

Exports in Millions of Current Dollars	1989	1990	1991	1992	1993	Jobs Supported in 1993
Alabama	\$1,176	\$957	\$1,167	\$1,187	\$1,179	23,580
Alaska	2,388	2,489	2,892	3,182	2,517	50,340
Arizona	1,479	1,748	2,189	2,282	2,938	58,760
Arkansas	239	325	384	450	475	9,500
California	26,190	27,506	27,463	31,804	34,605	692,100
Colorado	901	867	924	1,012	1,196	23,920
Connecticut	1,433	1,126	1,482	1,428	1,491	29,820
Delaware	94	83	95	96	116	2,320
Florida	2,690	2,583	2,861	2,509	2,350	47,000
Georgia	1,699	1,842	2,022	2,346	2,031	40,620
Hawaii	242	245	205	238	293	5,860
Idaho	463	542	539	653	594	11,880
Illinois	3,900	4,121	4,157	4,431	5,358	107,160
Indiana	1,546	1,670	1,707	1,431	1,506	30,120
Iowa	806	792	668	882	893	17,860
Kansas	663	797	744	802	957	19,140
Kentucky	683	782	886	1,117	1,454	29,080
Louisiana	5,496	5,431	5,291	5,211	5,232	104,640
Maine	294	332	343	288	437	8,740
Maryland	549	566	651	773	1,005	20,100
Massachusetts	3,332	3,226	3,471	3,228	3,319	66,380
Michigan	1,844	1,748	1,843	1,872	2,213	44,260
Minnesota	1,735	1,853	1,948	2,284	2,466	49,320
Mississippi	416	469	497	555	461	9,220
Missouri	612	532	610	661	734	14,680
Montana	120	74	117	58	62	1,240
Nebraska	315	357	463	649	756	15,120
Nevada	44	68	101	115	111	2,220
New Hampshire	316	270	301	228	224	4,480
New Jersey	2,002	2,285	2,221	2,165	2,407	48,140
New Mexico	51	100	149	185	212	4,240
New York	7,896	8,406	8,311	7,212	7,709	154,180
North Carolina	2,648	2,722	2,552	2,875	2,828	56,560
North Dakota	28	37	37	38	35	700
Ohio	3,230	3,062	3,495	3,821	4,099	81,980
Oklahoma	368	467	480	530	547	10,940
Oregon	3,128	2,985	2,954	3,202	3,460	69,200
Pennsylvania	2,229	2,586	2,800	2,842	2,994	59,880
Rhode Island	176	174	160	232	229	4,580
South Carolina	1,237	1,020	1,175	1,339	1,374	27,480
South Dakota	38	48	36	45	55	1,100
Tennessee	947	1,146	1,245	1,320	1,429	28,580
Texas	9,322	9,641	10,584	9,951	10,346	206,920
Utah	636	768	863	1,614	1,270	25,400
Vermont	95	77	146	150	224	4,480
Virginia	2,052	2,432	2,482	2,580	2,654	53,080
Washington	12,278	15,165	14,998	17,053	17,986	359,720
West Virginia	273	400	422	416	424	8,480
Wisconsin	1,142	1,241	1,356	1,485	1,524	30,480
Wyoming	153	164	174	180	189	3,780

Note on Source and Methodology: This Heritage Foundation study was based upon data collected by the Massachusetts Institute for Social and Economic Research (MISER) and available through the Department of Commerce's National Trade Data Base (NTDB). MISER reported the dollar amount of merchandise exports between the fifty U.S. states and each of their trading partners. Heritage then tabulated the dollar amount of merchandise trade exported by each state to the countries of East and South Asia, the Pacific Rim, and the Pacific Islands, calculating in the process the number of jobs in each state supported by this trade with Asia. The calculation of the number of jobs in each state supported by trade with Asia was performed on the basis of the Commerce Department's estimate that each one billion dollars in exports results in the creation of approximately 20,000 jobs.