



INTERNATIONAL  
**TRADE**  
ADMINISTRATION

# Jobs Supported by State Exports 2013

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September 2014

*NOTE: UNDER EMBARGO UNTIL DATA RELEASE  
ON SEPTEMBER 2, 2014 AT 14:00 EST*

# Executive Summary

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In 2013, exports of goods and services directly and indirectly supported an estimated 11.3 million U.S. jobs. Goods exports which consist of manufactured products, agricultural products, natural resources, and used/ second hand products supported 7.1 million jobs while the export of services accounted for the remaining 4.2 million jobs supported nationally. For the first time we present estimates of jobs supported by state exports of all types of goods in addition to jobs supported only by state exports of manufactured products. We find that goods exports from the states of Texas, California, Washington, Illinois, and New York supported an estimated 3.0 million jobs in 2013. This figure represents almost 43 percent of all U.S. jobs supported by goods exports. We also find that the export of manufactured products supported 6.2 million jobs in 2013, with the same five states also accounting for almost 43 percent of all U.S. jobs supported by manufactured exports.

**Please direct questions to:**

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# Introduction

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This paper breaks down national jobs supported by goods exports into jobs supported by goods exports from the 50 individual states.<sup>1</sup> Because data on exports of services by state is unavailable, the break down is limited to the 7.1 million jobs supported nationally by goods exports.<sup>2</sup> The first step of the decomposition by state distributes the total number of jobs supported by goods exports by export sector. In performing this distribution it is assumed that the sector shares of jobs supported in 2013 are unchanged from 2012. Estimated 2013 jobs supported by sector are then distributed to the individual states based on each state's share of total U.S. exports of that sector. The state sector results are then summed to obtain the total number of jobs supported by goods exports for each state. The complete set of results for jobs supported by goods exports from all 50 states can be found at <http://trade.gov/mas/ian/employment/index.asp>.

## State Export Data

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The state goods export data employed in the break out is the Origin of Movement (OM) series produced by the United States Census Bureau. The OM series generally provides export data based on the state from which the export began its journey to the port of export. However, in some cases, the origin of movement data does not reflect the state from which the export was initially transported. For example, when shipments are consolidated, the OM data will reflect the consolidation point of the shipment as opposed to the transportation origin. The effect of consolidation on the data is particularly noticeable for agricultural exports that are shipped down the Mississippi River to New Orleans. For these products, Louisiana is identified as the state of origin in the data and not the states where the commodities were produced and originally shipped.<sup>3</sup>

A similar problem can arise when looking at exports of other non-manufactured goods when those goods are stored and then exported by central offices or intermediaries: exports from the state in which the consolidation occurs will be overstated.<sup>4</sup>

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<sup>1</sup> For the national figures see Johnson & Rasmussen, February 24, 2014, "Jobs Supported by Exports 2013: An Update." U.S. Department of Commerce, International Trade Administration, Washington, DC. <http://www.trade.gov/mas/ian/employment/index.asp>

<sup>2</sup> Goods exports consist of manufactured exports (NAICS 31-33), agricultural and natural resource and mining exports (NAICS 11 and NAICS 21) and scrap/second hand goods.

<sup>3</sup> For a discussion of the OM data series see the Foreign Trade Division's State Data series page located at <https://www.census.gov/foreign-trade/aip/elom.html>.

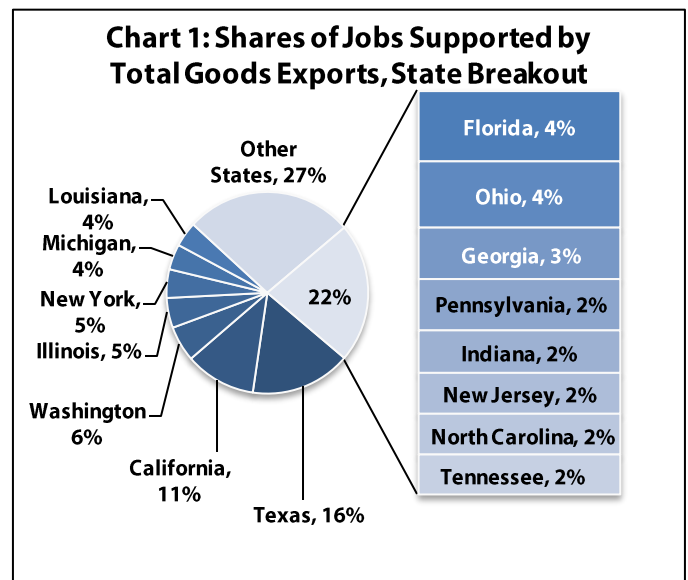
<sup>4</sup> Ibid.

# Interpretation of the Results

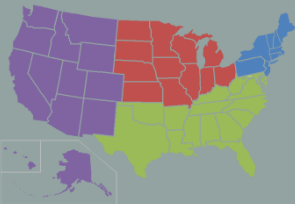
Given the data used in the state break out, care should be taken in the interpretation of the results. The jobs supported figures presented in this paper should be best be thought of as representing the number of jobs supported by the exports *from* a state as opposed to the number of jobs supported by exports *within* a state. As calculated, exports from a particular state are not necessarily produced in that state and, therefore, not all the labor embodied in the production of the export will be located in the state.

## Jobs Supported by Goods Exports from Individual States

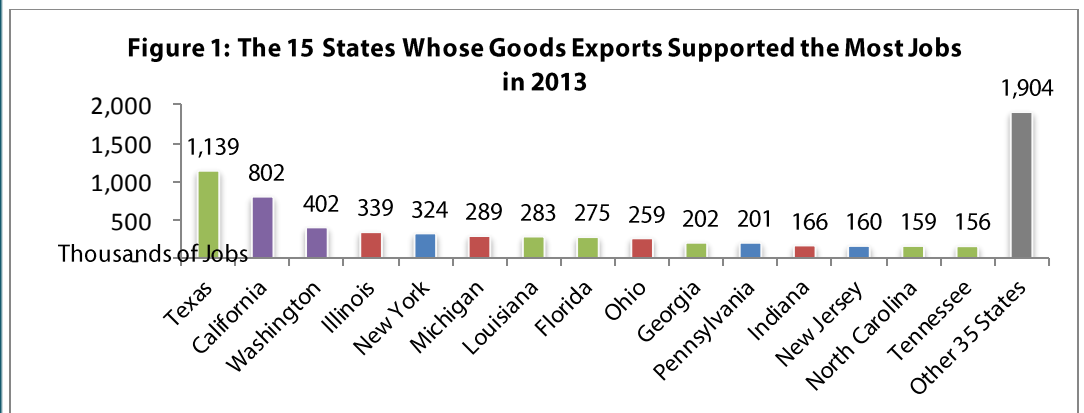
The break out of jobs supported by goods exports is presented in Figure 1 and Chart 1. Goods exports from the 15 states with the most jobs accounted for almost 5.2 million jobs supported (73 percent of total jobs supported by goods exports), with exports from the states of Texas and California supporting one out of every four jobs supported by exports nationally. Exports from the remaining 35 states accounted for approximately 27 percent of all jobs supported by goods exports.



7.1 Million Jobs Supported by Total Goods Exports



The Top 5 States, Ranked by Jobs Supported by Goods Exports Estimates in 2013, are located in all four U.S. regions

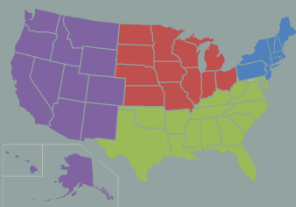


# Jobs Supported by Manufactured Exports

Since manufacturing plays a large role in the economies of individual states, this paper also breaks out jobs supported by manufactured exports. Manufacturing exports account for almost 88 percent of all jobs supported by the export of goods, and almost 55 percent of all jobs supported by both goods and services exports. Nationally we estimate that exports of manufactured products supported approximately 6.2 million jobs in 2013. Jobs supported by manufactured exports broken down by state are presented in Figure 2.

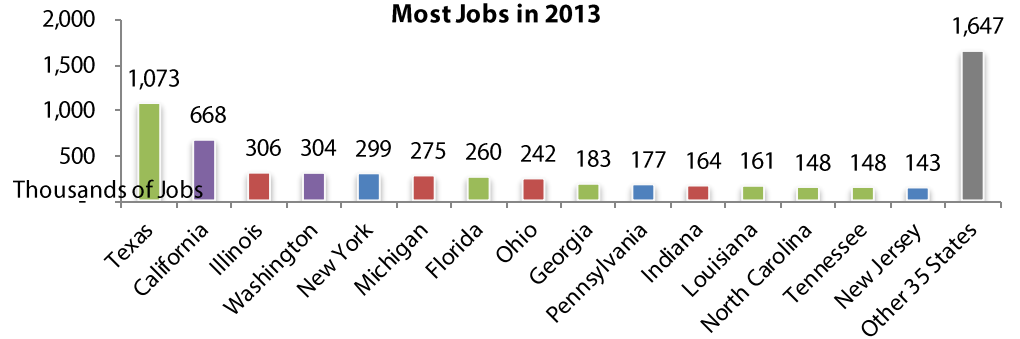
Reflecting the predominance of manufactured exports in the composition of all goods exports, the 15 states whose manufactured exports supported the greatest number of jobs are the same 15 states whose goods exports supported the greatest number of jobs. However, the order of the states is somewhat changed when looking only at the jobs supported by manufactured exports.

6.2 Million Jobs Supported by Manufacturing Exports



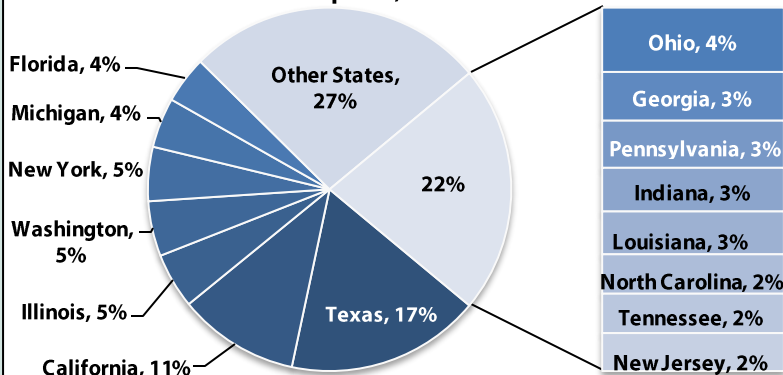
The Top 5 States, Ranked by Jobs Supported by Manufacturing Exports Estimates in 2013, are located in all four U.S. regions

Figure 2: The 15 States Whose Manufactured Exports Supported the Most Jobs in 2013



While Texas and California remain at the top of the list, Washington and Illinois switch positions in the ranking reflecting the greater amount of agricultural and extraction industry exports whose OM is Washington as opposed to the greater share of manufactured exports among exports whose OM is Illinois. The greatest change in ranked position is for Louisiana whose higher ranking for total goods exports resulted from the consolidation of agricultural exports discussed in the State Export Data Section above.

Chart 2: Shares of Jobs Supported by Manufacturing Exports, State Breakout



Turning to percentages, Chart 2 reports the shares of jobs supported by manufactured goods exports from the individual states are seen to be very similar to the shares for all goods exports. Overall, the 15 states whose manufactured exports supported the most jobs accounted for 73 percent of jobs supported by the export of manufactured products.

# ***Conclusion***

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In 2013, goods exports from the states of Texas, California, Washington, Illinois, and New York supported an estimated 3.0 million or 43 percent of all U.S. jobs supported by goods exports. If we restrict our attention to state exports of manufactured products only, manufactured exports from the same five states supported 2.6 million U.S. jobs.

***For more information on ITA's Jobs Supported by Exports Products, including additional methodological research, infographics with FAQs and raw excel data, visit***

<http://www.trade.gov/mas/ian/employment/index.asp>

***Please direct questions and comments to:***

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