



Trade Means Growth for Connecticut

International trade—exports and imports of goods and services—supports 480,000 jobs in Connecticut, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- The share of Connecticut 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 5,400 Connecticut companies exported in 2022. Nationally, 97% of trading firms are small-and medium sized enterprises.
- Since 2008, goods traders companies that import or export goods have accounted for 3 out of 5 new American jobs.

Connecticut companies exported \$30 billion in goods and services in 2023 to nearly 180 markets around the world.

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

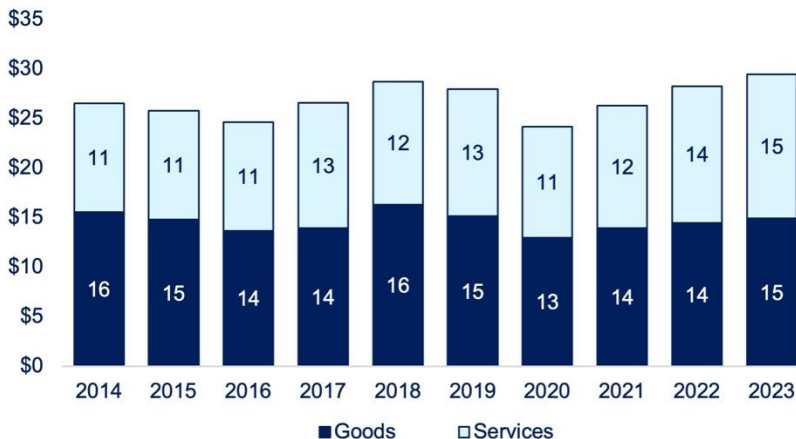
Country	Goods	Services	Total
Canada	\$1,975	\$1,137	\$3,112
UK Caribbean Islands	\$3.80	\$2,696	\$2,700
Germany	\$2,049	\$400	\$2,449
United Kingdom	\$1,061	\$1,379	\$2,441
China	\$954	\$568	\$1,523
Other	\$8,902	\$8,408	\$17,310

America's FTA partners account for just 6% of the world's population but purchased 32% of Connecticut's goods exports in 2023.

Connecticut's goods exports to the Netherlands were \$1.1 billion in 2023, a 124% increase since 2014.

The UK-Caribbean region was the top export market for services exports in 2023 at \$2.7 billion.

Connecticut Exports, 2014-2023 (billions of dollars)



Connecticut's total goods and services exports increased by \$3.0 billion (11%) between 2014 and 2023.

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

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



Trade Means Growth for Connecticut

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

Sector	Exports
Financial Services	5,594
Transportation Equipment	5,377
Business, Professional & Technical Services	3,192
Machinery	3,097
Travel Services	2,259
Royalties & License Fees	1,255
Other	8,758

Connecticut's top financial service exports in 2023 were management and advisory services (\$4.6 billion) and securities transactions (\$367 million).

Connecticut's top transportation exports in 2023 were civilian aircrafts and parts (\$4.4 billion) and jet engine parts (\$475 million).

Connecticut's exports of digitally tradable services reached \$12 billion in 2023.

Foreign-headquartered companies directly employ 112,100 Connecticut workers.

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

Sector	Jobs
Manufacturing	34,400
Retail Trade	23,200
Finance and Insurance	9,100
Wholesale Trade	7,500
Professional, Scientific, and Technical Services	6,100
Information	2,500
Other	29,300

British-owned companies employ the most Connecticut workers (22,400), followed by Dutch-owned companies (19,100).

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

Connecticut jobs supported by trade: Trade Partnership Worldwide for Business Roundtable, https://s3.amazonaws.com/bpt.org/Business-Roundtable_TradeandAmericanJobs2022.pdf.

Trade-supported jobs compensation: Riker, David, "Export-Intensive Industries Pay More on Average: An Update," <https://www.usitc.gov/publications/332/ec201504a.pdf>.

Connecticut 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>.

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

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