



# Trade Means Growth for Missouri

**International trade—exports and imports of goods and services—supports 760,000 jobs in Missouri, or about 1 in 5 total jobs in the state.**

Key facts about trade and jobs:

- The share of Missouri jobs supported by trade has 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 6,000 Missouri 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.

**Missouri companies exported \$31 billion in goods and services in 2023 to more than 190 markets around the world.**

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

Country	Goods	Services	Total
Canada	\$6,348	\$1,182	\$7,530
Mexico	\$3,983	\$623	\$4,605
China	\$1,615	\$702	\$2,317
United Kingdom	\$301	\$1,130	\$1,431
Germany	\$779	\$422	\$1,202
Other	\$6,139	\$7,933	\$14,072

America's FTA partners account for just 6% of the world's population but purchased 62% of Missouri's goods exports in 2023.

Missouri's goods exports to Germany were \$779 million in 2023, a nearly 80% increase since 2014.

Canada was the top export market for services exports in 2023 at \$1.2 billion.

Missouri Exports, 2014-2023 (billions of dollars)



Missouri's total goods and services exports increased by \$6.3 billion (25%) between 2014 and 2023.

In 2023, Missouri exported \$19 billion in goods and \$12 billion in services — a 10-year high for each.

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



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

Sector	Exports
Transportation Equipment	4,427
Travel Services	3,488
Chemicals	3,402
Agricultural Products	3,082
Financial Services	2,834
Business, Professional & Technical Services	2,178
Other	11,746

Missouri's top transportation equipment exports in 2023 were trucks (\$3.2 billion) and motor vehicle parts (\$361 million).

Missouri's top agricultural exports in 2023 were soybeans (\$2.1 billion) and corn (\$702 million).

Missouri's exports of digitally tradable services reached \$8.0 billion in 2023.

## Foreign-headquartered companies directly employ 148,800 Missouri workers.

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

Sector	Jobs
Manufacturing	63,100
Retail Trade	13,600
Wholesale Trade	5,900
Information	5,400
Finance and Insurance	5,000
Professional, Scientific, and Technical Services	2,800
Other	53,000

Canadian-owned companies employ the most Missouri workers (23,700), followed by German-owned companies (21,900).

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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**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>.

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

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