



United States Chamber of Commerce
**TRADE MEANS
JOBS & OPPORTUNITY FOR
CALIFORNIA**



Trade agreements and increased exports are vital to U.S. businesses, workers and farmers, as 96 percent of the world's consumers live outside the United States. Through expanded trade the United States will create new opportunities to sell products and services abroad, and consumers will benefit from lower prices and greater choices here at home.

What Trade Means To California

- California exported \$128 billion in manufactured goods to the world in 2006.

Trade benefits small businesses in California:

- 95% of the nearly 52,000 California companies that exported goods in 2005 were small and medium-sized enterprises with fewer than 500 employees.

Trade supports jobs in California:

- In 2005, California-produced manufactured goods generated more than 730,000 jobs for workers in California.
- There are 547,000 California workers employed by foreign companies.

Trade benefits California agriculture:

- In 2005, California's agricultural exports were estimated at \$10 billion, totaling 32% of agricultural revenue.
- Agricultural exports support nearly 135,340 jobs both on and off the farm in food processing, storage, and transportation.

Trade benefits California ports:

- The Port of Long Beach supports nearly 30,000 jobs, about 1 of every 8 jobs in the city.
- The Port of Oakland loads and discharges more than 99% of the containerized goods moving through Northern California, making it the fourth busiest container-port in the U.S.
- Total annual trade through the Port of San Francisco was \$72 billion in 2002.



“The case for trade is clear and compelling. The long term cost of protectionism—for us and the rest of the world—is lost jobs and lost opportunity.”

-Henry Paulson, Secretary of the U.S. Treasury

““There are so many opportunities for California business with free trade agreements and they help stabilize our own economies—so it is good for both sides”

-Governor Arnold Schwarzenegger ””

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Trade Agreements Have Benefited California

Exports from California to FTA countries have increased since the year of the FTA implementation:

North American Free Trade Agreement—128.4% increase since 1994

U.S.-Chile Free Trade Agreement—157% increase since 2004

U.S.-Singapore Free Trade Agreement—10.7% increase since 2004

U.S.-Australia Free Trade Agreement—14% increase since 2005

U.S.-Morocco Free Trade Agreement—101% increase since 2006

Top Exported Products from California in 2006

**Value in Thousands of US Dollars*

• Computers & Electronic Prod.	\$44,546,956
• Machinery Manufactures	\$14,865,268
• Transportation Equipment	\$13,497,909
• Chemical Manufactures	\$8,689,320
• Misc. Manufactures	\$7,381,004

Top Export Markets from California 2006

**Value in Thousands of US Dollars*

• Mexico	\$19,632,985
• Canada	\$14,194,028
• Japan	\$13,983,523
• China	\$9,972,919
• South Korea	\$7,046,016

U.S. subsidiaries support

547,000 manufacturing jobs in California.

Manufacturing companies tend to have a strong "multiplier" effect on the economy—stimulating a substantial amount of activity and jobs in other sectors through their demand for inputs from other suppliers.

Siemens Transportation Systems (STS), a U.S. subsidiary of German-based Siemens AG, is investing \$6.5 million to expand its current rail-car assembly plant in Sacramento. The expansion will allow the company to build metal outer shells for the vehicles. STS plans to add 75 workers to its current operation. The company employs approximately 4000 people throughout the state. Siemens is the number one supplier of light rail vehicles in North America, with more than 750 light-rail vehicles in operation in the U.S. and Canada.

U.S. Subsidiaries: Significant Employers in California

ACE Group	EADS North America	Rexam
AEGON USA/	Festo Corporation	Roche
Transamerica	Fuji Photo Film Inc.	Rolls-Royce North
Air Liquide	GKN America Corp	America Inc.
Alcatel	GlaxoSmithKline	Saint Gobain
Alcon	Honda	Sanofi-Aventis
Allianz	HSBC	SAP
AMEC	Huhtamaki	Schering Berlin, Inc.
APL	Infineon	Shell Oil Company
AREVA, Inc.	John Hancock	Siemens
BAE Systems, Inc.	Maersk Inc.	Smart & Final Inc.
Barclays	McCain	Smith & Nephew, Inc.
BASF	Miller Brewing Co.	Sodexo
Bayer	Mitsubishi Electric	Sony
Boehringer Ingelheim	Nestlé USA, Inc.	Square D
BP	Nokia	Thales
Bridgestone Americas	Novartis	Toyota
BT	Oldcastle Inc.	Tyco
Cadbury Schweppes	Panasonic	Unilever
DaimlerChrysler	Pernod Ricard USA	Zausner Foods Corp.
Denso US	Philips	Zurich North America
Deutsche Telekom	Reed Elsevier	

Trade Facts You Should Know:

- 96% of the world's consumers live outside of the United States.
- Jobs related to exports pay 13%-18% more than non-exporting.
- International trade gives the average American family \$9,000 more a year in purchasing power.
- If the Doha Round of WTO Negotiations succeeds, it would mean an additional \$4,500 per year for American families in purchasing power.
- 97% of U.S. exports are from small to medium-sized businesses.
- The passage of NAFTA gave U.S. consumers \$1,300 - \$2,000 per year in purchasing power.
- More than two-thirds of U.S. exporters have fewer than 20 employees.
- One in three acres of U.S. agriculture production is exported.

Contact the U.S. Chamber of Commerce

For additional information or to join the Trade For America Coalition, please contact:

TradeRoots:

www.TradeRoots.org

202-463-5511

Sources: International Trade Administration, Office of Industry and Trade Information; United States Department of Agriculture; and Organization for International Investment