



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



The President's Trade Negotiating Authority is critical to America's competitiveness. 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 56,000 California companies that exported goods in 2004 were small and medium-sized enterprises with fewer than 500 employees.

Trade supports jobs in California:

- In 2005, global demand for \$117 billion in 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 4th busiest container-port in the U.S.
- Total annual trade through the Port of San Francisco was \$72 billion in 2002.



California Chambers Support Trade Agreements

- California Chamber of Commerce
- Antelope Valley Chambers of Commerce
- Irvine Chamber of Commerce
- Los Angeles Area Chamber of Commerce
- Long Beach Chamber of Commerce
- Rancho Cordova Chamber of Commerce
- Rancho Cucamonga Chamber of Commerce

To add your Chamber to our list of trade supporters, contact Liz Reilly at TradeRoots:

“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 implementation of a trade agreement:

North American Free Trade Agreement—262% increase since its 1994 implementation

U.S.-Chile Free Trade Agreement—283% increase since its 2004 implementation

U.S.-Singapore Free Trade Agreement—137% increase since its 2004 implementation

U.S.-Australia Free Trade Agreement—125% increase since its 2005 implementation

U.S.-Morocco Free Trade Agreement—201% increase since its 2006 implementation

Top Exported Products from California in 2006

**Value in Thousands of 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 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 America Inc.
Air Liquide	GKN America Corp	Saint Gobain
Alcatel	GlaxoSmithKline	Sanofi-Aventis
Alcon	Honda	SAP
Allianz	HSBC	Schering Berlin, Inc.
AMEC	Huhtamaki	Shell Oil Company
APL	Infineon	Siemens
AREVA, Inc.	John Hancock	Smart & Final Inc.
BAE Systems, Inc.	Maersk Inc.	Smith & Nephew, Inc.
Barclays	McCain	Sodexo
BASF	Miller Brewing Co.	Sony
Bayer	Mitsubishi Electric	Square D
Boehringer Ingelheim	Nestlé USA, Inc.	Thales
BP	Nokia	Toyota
Bridgestone Americas	Novartis	Tyco
BT	Oldcastle Inc.	Unilever
Cadbury Schweppes	Panasonic	Zausner Foods Corp.
DaimlerChrysler	Pernod Ricard USA	Zurich North America
Denso US	Philips	
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