PACIFIC PARTNERS 2017:

Japan's Economic Importance to the United States

USJBC US•JAPAN BUSINESS COUNCIL

About Us

The U.S. Japan Business Council, or USJBC, is a Washington, D.C.-based association whose mission is to support U.S. business interests in Japan, and to promote stronger economic ties between the two countries. Collectively, the member companies of the USJBC, which is administered by the U.S. Chamber of Commerce, account for a substantial share of overall U.S. economic activity with Japan.

The U.S. Chamber of Commerce is the world's largest business federation representing the interests of more than 3 million businesses of all sizes, sectors, and regions, as well as state and local chambers and industry associations. Its International Affairs division includes more than 70 regional and policy experts and 25 country- and region-specific business councils and initiatives. The U.S. Chamber also works closely with 117 American Chambers of Commerce abroad.

Note: The following document uses data from the most recently available period. Statistics for the trade in services lag those of the goods trade by a year. All statistics were provided by the U.S. government unless otherwise noted.

The USJBC thanks The Trade Partnership for its support in compiling statistics.

Pacific Partners 2017:
Japan's Economic Importance to the United States

To understand the growing ties between the U.S. and Japan, consider the Toyota Highlander, a car model commonly found on the roads of Australia. The sport utility vehicle is quite popular among Aussies. But chances are a Highlander found down under comes from an unlikely point of origin:

Princeton, Indiana.

The vast majority of what Toyota Motor Corp. manufactures in America, it sells in America. But Japan's largest automaker, which has been making cars in the U.S. since the 1980s, increasingly sees the U.S. as an export platform. With 10 U.S. production facilities, Toyota's U.S. operations now ship nearly 140,000 U.S.-made vehicles to destinations in Australia and some 40 other countries – each car "Made in the U.S.A."

Other Japanese producers are also growing their U.S. export platforms. Real time date is hard to find, but the most recently available 2014 statistics show the total U.S. manufacturing base of Japanese affiliates exported $78 billion worth of goods, leading the U.S. affiliates of all other countries including the U.K., Germany, South Korea and France.

Top Countries in Goods Exports by Foreign Affiliates in the U.S., 2014

Total	$425 Billion
Japan	**$78 Billion**
United Kingdom	$73 Billion
Germany	$45 Billion
South Korea	$25 Billion
France	$23 Billion

This document, Pacific Partners 2017, is the third update on the ties between the U.S. and Japan, and is compiled by the U.S.-Japan Business Council. For this update, the growing exports of Japanese owned U.S. plants is but one of the highlights worth noting.

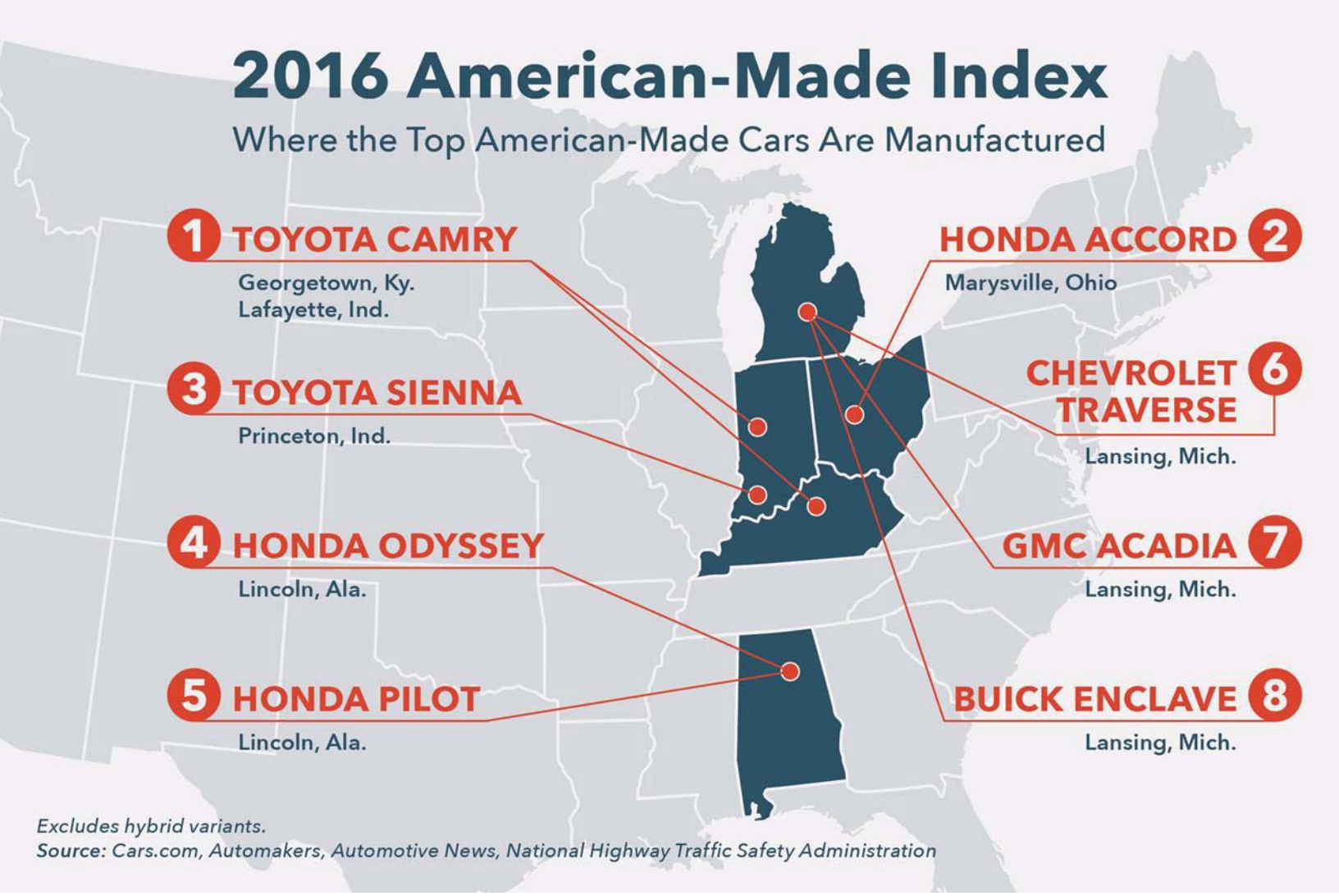
Japan is the 4th largest trading relationship for the U.S. behind the NAFTA countries and China, with U.S. companies and agricultural producers exporting more than $100 billion in goods ($63 billion in 2016) and services ($44 billion in 2015) to Japan annually.

For many U.S. companies, including USJBC members, Japan is the most important market outside of North America. Japanese consumers often manage health risks with U.S.-branded pharmaceuticals, medical devices or insurance products. U.S. pork, beef and grain producers ship from the American heartland to Japan every day. Japanese multinationals manage huge global operations with the help of U.S.-made software. The Japanese government, meanwhile, is a big buyer of U.S. weaponry and other hardware for its national defense. Today, any given Japanese corporation seeking advice on cross-border mergers or capital markets will turn to Wall Street as often as a Japanese bank.

In short, the economic relationship with Japan today is far less contentious than it has been in the past. This is in part because so many Americans are now employed by Japanese companies. Japan's cumulative investment of $411 billion in the U.S. has resulted in direct employment of roughly 840,000 high quality jobs, paying average compensation of more than $80,000.

Trade deficits are coming under scrutiny, and as such, it is natural to examine the U.S. deficit with Japan. Overall, the U.S. deficit is driven by the goods trade, the bulk of which is from manufactured goods. More than half the U.S. goods deficit stems from vehicles, or the auto parts Japan ships to supply its web of production facilities across the U.S.; Japanese car makers in 2016 assembled 3.9 million vehicles in the U.S., up from 300,000 in 1985. Of the Japanese branded cars sold in the U.S., roughly 75% are produced in North America, according to the Japanese government.

Yet the U.S. also accumulated large surpluses with Japan in services ($15 billion in 2015) and in agriculture ($11 billion in 2016). Meantime, the U.S. goods deficit is not growing, in part because Japanese auto makers increasingly supply U.S. production locally. Cars.com, a popular auto marketing website, placed five Japanese branded vehicles at the top of its annual American-Made Index for 2016, a measure of local content.



Many U.S. corporations have robust production and strategic relationships with Japanese partners -- from supply chain arrangements to joint ventures to co-production to R&D and distribution -- even as they compete with each other in global markets. Materials supplier Toray Industries broke ground in South Carolina last year for a production facility that will supply the production of Boeing jetliners.

The Japanese market can still pose challenges, including the high tariffs on U.S. agricultural exports, or the non-tariff measures that affect some industrial and technology exports as well as services. But Japan has grown steadily more open, transparent, and business friendly since the trade friction of the 1980s and early 1990s. Japan recently passed a law allowing for integrated resorts built around Las Vegas style entertainment facilities, which is expected to lure billions in U.S. investment to Japan.

Note: For Cars.com methodology, see: https://www.cars.com/articles/the-2016-carscom-american-made-index-1420684865874/

Japan's increasingly receptive stance toward American business is likely to continue under the leadership of Prime Minister Shinzo Abe. When Mr. Abe met with U.S. President Donald Trump during February 2017, tensions on the Korean Peninsula underscored the powerful security ties between Japan and the U.S. Yet it is the robust level of trade and investment between Japan and the U.S. that cements the relationship between the Pacific Partners.

What follows is a statistical representation of Japan's contribution to the U.S economy. First, we look at the national level contribution through Japanese investment in the U.S., through overall U.S. exports to Japan, and through sales of services in Japan through U.S. affiliates. We then follow with a measure of Japan's importance to each individual state in the union.

On behalf of the members of the U.S. Japan Business Council, we hope this document will shed light on one of the world's most important bilateral economic relationships.

Sincerely,

Jay Sapsford
President
U.S.-Japan Business Council

Pacific Partners 2017:
Overview

Japan: Key Destination for U.S. Goods and Services - In 2016, U.S. companies exported over $60 billion in goods to Japan – $12.6 billion of which was agricultural. In 2015, the U.S. recorded $44 billion in services exports to Japan, a $15 billion surplus in services. Combined, Japan was America's 5th largest overseas market in 2015.

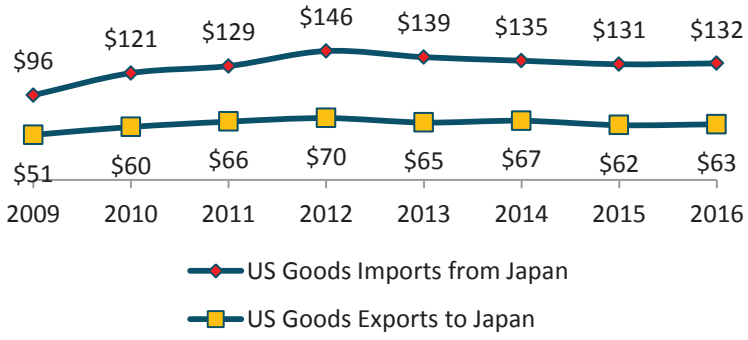
Top Countries in U.S. Goods & Services Exports 2015

Total	$2.1 Trillion
Canada	$327 Billion
Mexico	$259 Billion
China	$161 Billion
United Kingdom	$117 Billion
Japan	**$105 Billion**
Germany	$77 Billion
South Korea	$62 Billion
Brazil	$59 Billion
Netherlands	$56 Billion

Trade in Goods

Manufactured Goods Exports - Japan is the 4th largest market for exports of U.S. manufactured goods behind that of Canada, Mexico, and China, with total exports of $63 billion in 2016. Doing particularly well in Japan are higher value-added products manufactured by highly competitive U.S. companies in the aerospace, chemical, pharmaceutical, medical device, information and communications equipment industries. Indeed, for many companies, Japan is the largest market outside of the United States. The United States accumulates trade deficits with Japan in manufactured goods primarily due to the deficit in the trade of vehicles and vehicle parts.

U.S. Merchandise Trade with Japan ($billions)

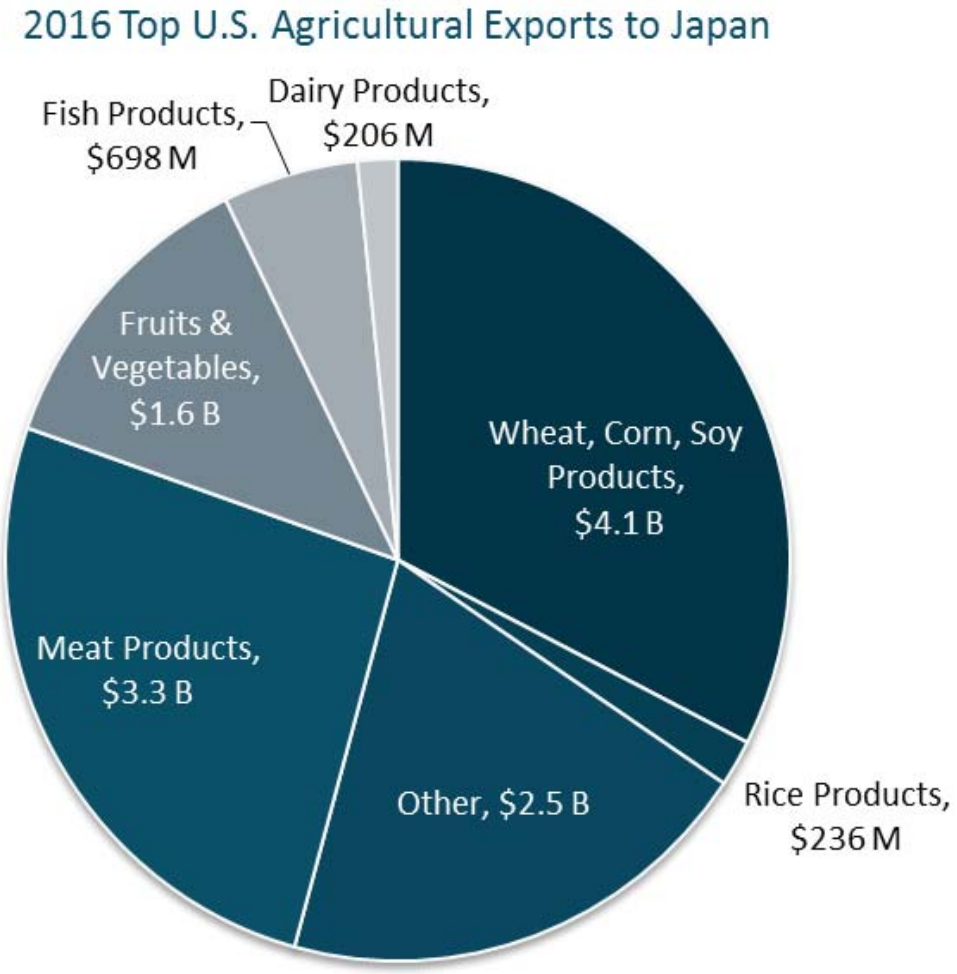


State-by-State Exports to Japan - For individual states, Japan is a major destination for exports of both agricultural and manufactured goods.

Agricultural Exports - At more than $12 billion in 2016, Japan ranks as one the top markets for U.S. exports of agricultural goods. Commodity items such as beef, pork, poultry, corn, wheat, and soybeans account for the largest share of U.S. agricultural exports to Japan. Pork producers sell over $2 billion annually in Japan despite challenges at customs. Japan, meanwhile, exported roughly $900 million to the United States in 2016. This created a U.S. surplus in agricultural trade with Japan.

Top States in U.S. Merchandise Exports to Japan, 2016

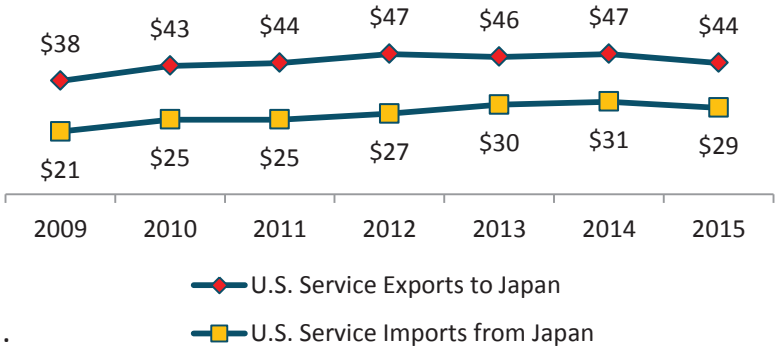
CA	$11 Billion
TX	$6.2 Billion
WA	$5.6 Billion
IL	$2.5 Billion
IN	$1.9 Billion



Trade in Services

Services Exports - Japan is among the largest markets for U.S. services. Combined, U.S. service companies exported $44 billion in services to Japan in 2015, led by tourism, financial services, accounting, media, software, information services, and intellectual property licensing. Japan exported $29 billion in such services to the U.S. in 2015, resulting in a large U.S. surplus of $15 billion.

U.S. Services Trade with Japan ($billions)



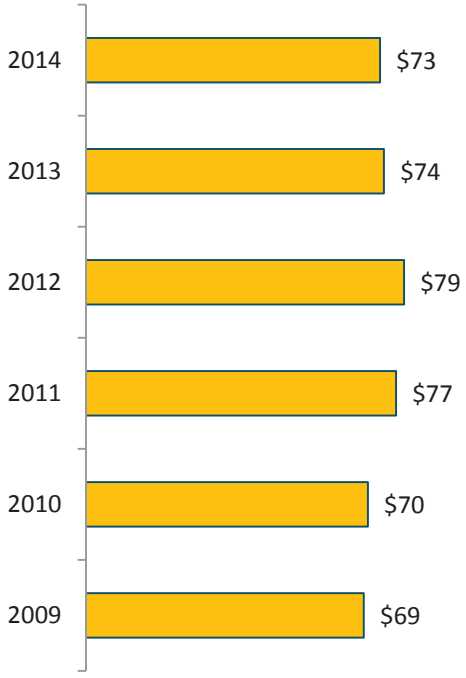
.

Japan Is a Leading Market for Services Supplied Through Affiliates of U.S. Companies - While U.S. services exports to Japan are one principal measure of the robust economic ties between our two countries, most U.S. services sold in Japan are not supplied as cross-border exports. Instead, more are sold by majority-owned U.S. affiliates in Japan, since proximity to the local market is an important factor when selling services abroad. Japan is the fourth largest market for such U.S. service affiliates, accounting for $73 billion in services supplied by overseas affiliates of U.S. companies worldwide in 2014.

Top Countries in Services Supplied Through Foreign Affiliates of U.S. Companies, 2014

Total	$1.7 Trillion
United Kingdom	$249 Billion
Canada	$144 Billion
Germany	$77 Billion
Japan	**$73 Billion**
China	$59 Billion

Services Supplied Through Foreign Affiliates of U.S. Companies in Japan ($billions)



➔ Japanese companies and institutions are the second largest source of Foreign Direct Investment and second largest foreign supplier of jobs in the United States.

➔ Cumulative Japanese FDI, as of 2015, totaled $411 billion and supported $840,000 direct jobs, while Japanese enterprises paid an average salary of more than $80,000.

➔ Japanese multinationals, more than rivals from any other country, increasingly see the U.S. as an export platform.

Japan's U.S. Investment

Japanese Investment and U.S. Employment - Of the 6.3 million total U.S. jobs created by subsidiaries of foreign companies, Japanese investment was responsible for nearly 840,000 jobs, or 15% of the total. Only British affiliates employed more American workers.

Japanese investment is particularly important in critical value-added manufacturing sectors. Many well-known Japanese companies have facilities in the United States, including Toyota, Nissan, Honda, Mitsubishi Heavy Industries, Canon, Sony, Subaru, Panasonic, Hitachi, among many others across manufacturing, technology, life sciences, and financial services. The Japan Automobile Manufacturers' Association estimates that when indirect employment is included, Japanese auto makers employ as many as 1.5 million Americans.

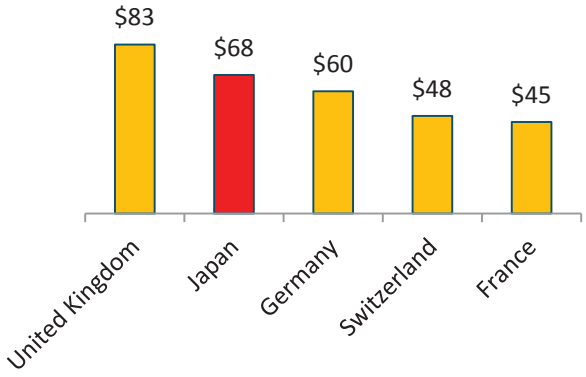
Japanese affiliates support American jobs in every single state and are among the top five sources of foreign-affiliated jobs in nearly all 50 states. Japanese investment in the United States is diverse, ranging from wholesale trade and financial services to information, real estate, and retail trade.

Well-Paying American Jobs Backed by Japanese Affiliates - Japanese-affiliated investment supports high-paying jobs across the U.S. economy. Japanese affiliates generated an aggregated payroll in the United States of $68 billion in 2014, with average compensation (wages and benefits) per U.S. worker totaling more than $80,000 in 2014.

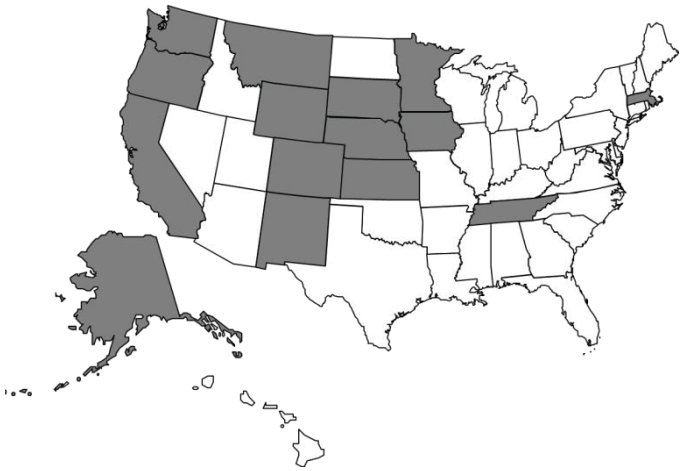
Top Countries in Employment by Foreign Affiliates in the U.S., 2014

Total	6,370,900
United Kingdom	1,098,900
Japan	**839,400**
Germany	672,400
Canada	621,400
France	574,300

Overall Compensation Paid by Foreign Affiliates in the U.S., 2014 ($billions)

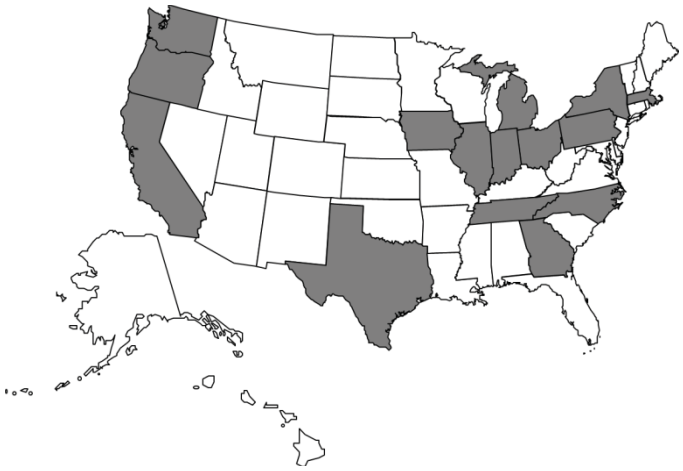


Top 15 States in Merchandise Exports to Japan as Percentage of U.S. Total, 2016



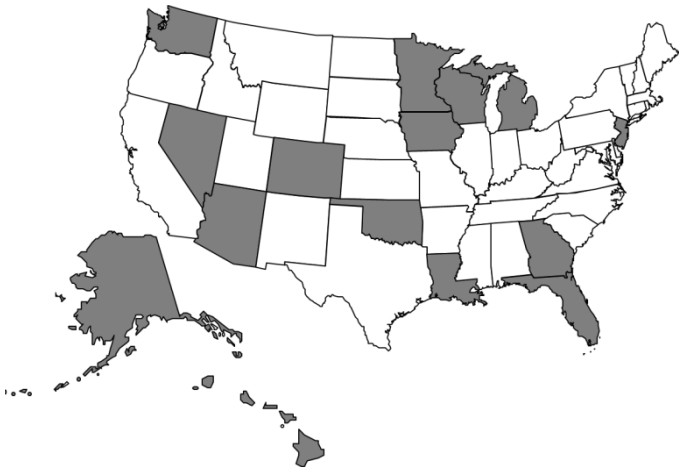
AK	18.6%	NM	6.8%
NE	11.8%	CO	6.5%
KS	9.5%	OR	6.1%
IA	9.1%	MN	5.8%
WA	7.9%	TN	5.6%
SD	7.8%	WY	5.5%
CA	7.1%	MA	5.4%
MT	6.9%		

Top 15 States by U.S. Merchandise Exports to Japan by Volume, 2016



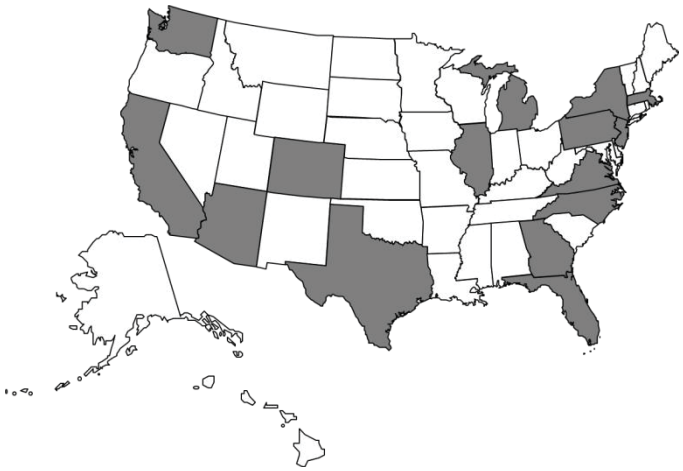
CA	$11.4 B	NC	$1.6 B
TX	$6.2 B	MI	$1.6 B
WA	$5.6 B	PA	$1.5 B
IL	$2.5 B	GA	$1.4 B
IN	$1.9 B	IA	$1.4 B
TN	$1.8 B	MA	$1.4 B
NY	$1.7 B	OR	$1.3 B
OH	$1.6 B		

Top 15 States in Services Exports to Japan as Percentage of U.S. Total, 2015



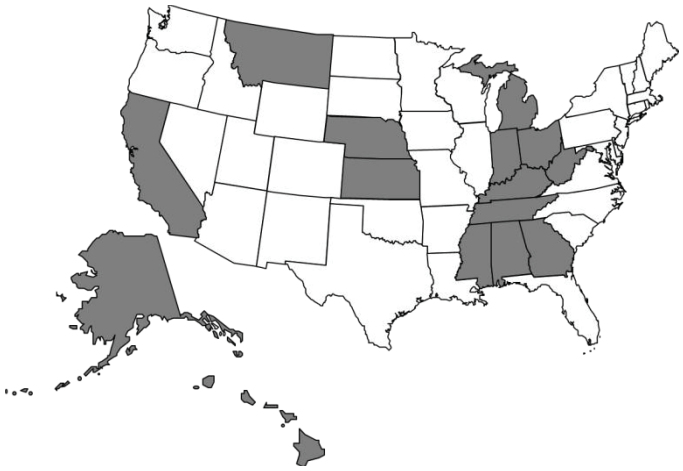
AK	8.7%	OK	7.0%
HI	8.5%	MI	7.0%
LA	7.8%	AZ	6.9%
FL	7.4%	WI	6.8%
WA	7.4%	NJ	6.8%
GA	7.1%	IA	6.6%
MN	7.1%	CO	6.5%
NV	7.1%		

Top 15 States by Services Exports to Japan by Volume, 2015



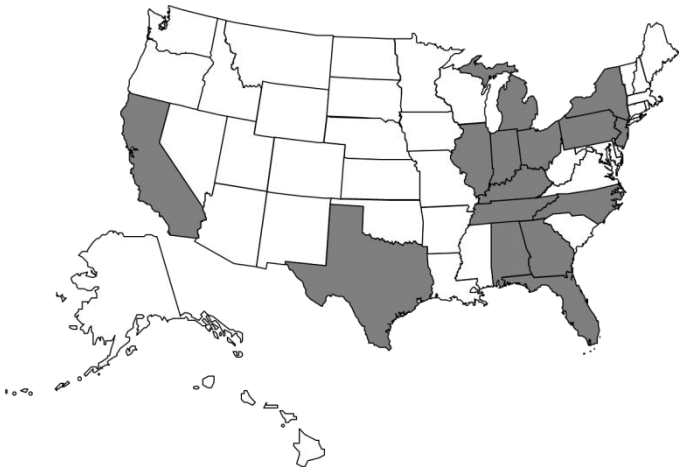
CA	$7.4 B	NJ	$1.5 B
NY	$4.2 B	PA	$1.2 B
TX	$3.5 B	VA	$1.1 B
FL	$3.0 B	NC	$1.0 B
IL	$1.9 B	CO	$951 M
WA	$1.9 B	AZ	$846 M
MA	$1.6 B	MI	$842 M
GA	$1.5 B		

Top 15 States in Jobs by U.S. Affiliates of Japanese Companies by Percentage of Total, 2014



HI	46.2%	AK	17.1%
KY	37.2%	WV	15.5%
TN	28.8%	KS	15.2%
IN	27.8%	NE	15.1%
MS	25.6%	MT	14.5%
OH	24.9%	MI	14.4%
AL	19.3%	GA	14.3%
CA	18.1%		

Top 15 States by Employment by U.S. Affiliates of Japanese Companies, 2014



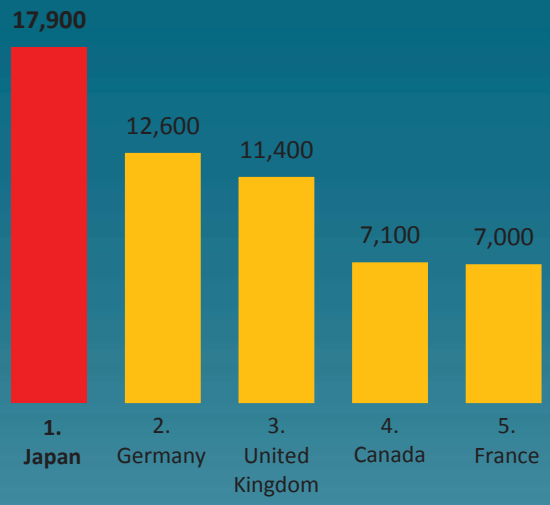
CA	120,500	MI	31,200
OH	63,000	GA	31,000
TX	47,900	NJ	27,700
IN	47,400	PA	25,700
IL	41,300	FL	24,200
TN	40,100	NC	23,500
KY	40,000	AL	17,900
NY	36,700		

ALABAMA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

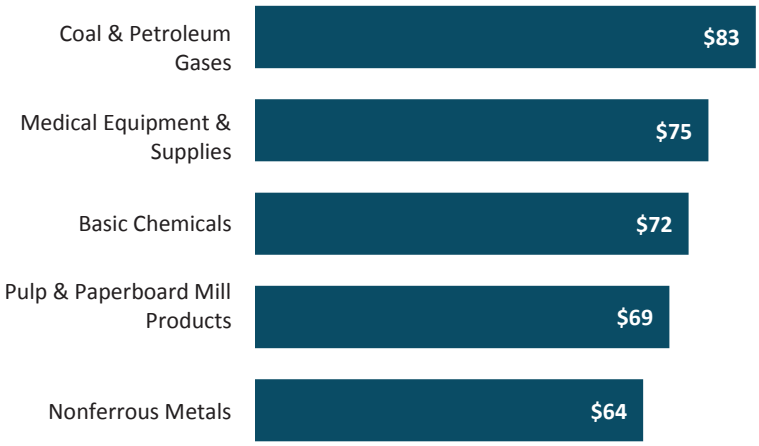
- The **17,900 Alabama jobs** at Japanese-owned firms accounted for 19.3% of Alabama's total employment at foreign-owned affiliates in 2014.
- At **$541 million,** Japan accounted for 2.6% of Alabama's goods exports in 2016. Coal and petroleum gases were Alabama's top goods export to Japan.
- At **$287 million**, Japan accounted for 6.3% of Alabama's services exports in 2015. Travel and tourism were Alabama's top services export to Japan.

Alabama Jobs at Foreign-Owned Affiliates, 2014



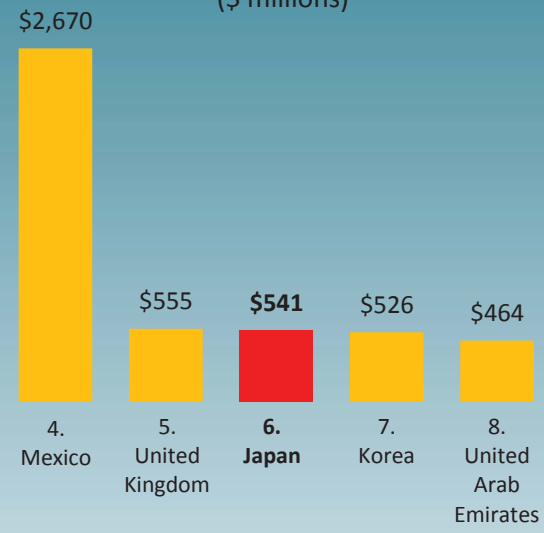
Top Alabama Goods Exports to Japan, 2016

($ millions)



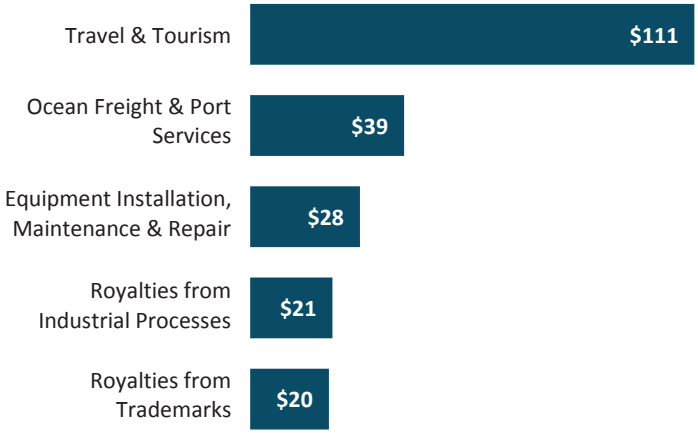
Alabama Goods Export Destinations, 2016

($ millions)



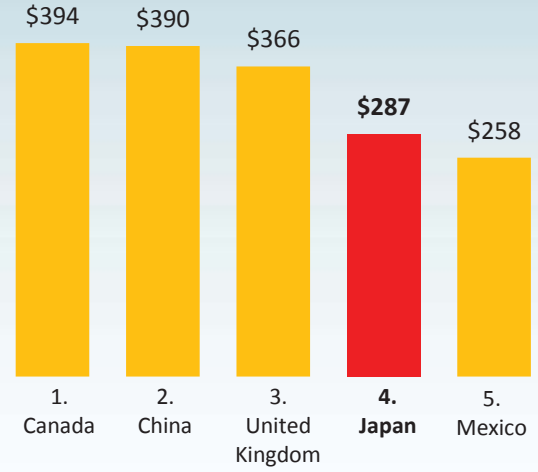
Top Alabama Services Exports to Japan, 2015

($ millions)



Alabama Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

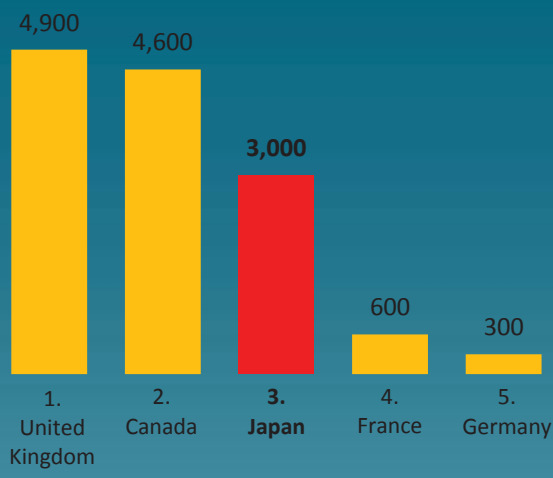
US JBC US-JAPAN BUSINESS COUNCIL

ALASKA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

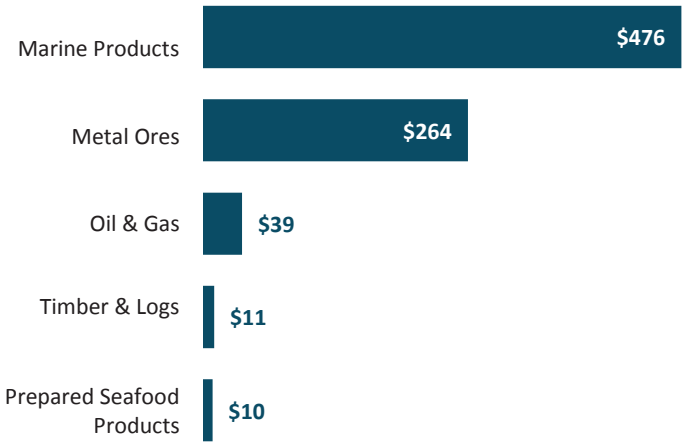
- The **3,000 Alaska jobs** at Japanese-owned firms accounted for 17.1% of Alaska's total employment at foreign-owned affiliates in 2014.
- At **$812 million,** Japan accounted for 18.6% of Alaska's goods exports in 2016. Marine products were Alaska's top goods export to Japan.
- At **$182 million**, Japan accounted for 8.7% of Alaska's services exports in 2015. Passenger fares were Alaska's top services export to Japan.

Alaska Jobs at Foreign-Owned Affiliates, 2014



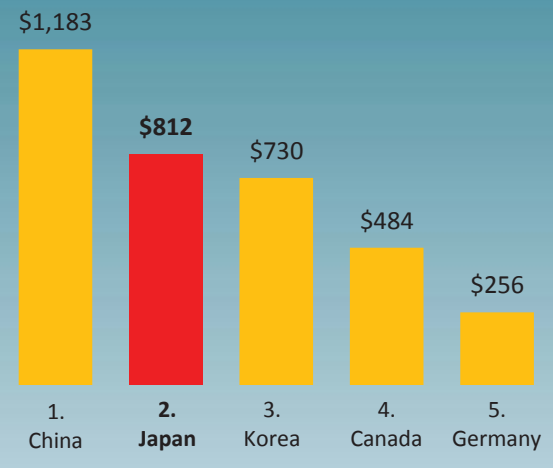
Top Alaska Goods Exports to Japan, 2016

($ millions)



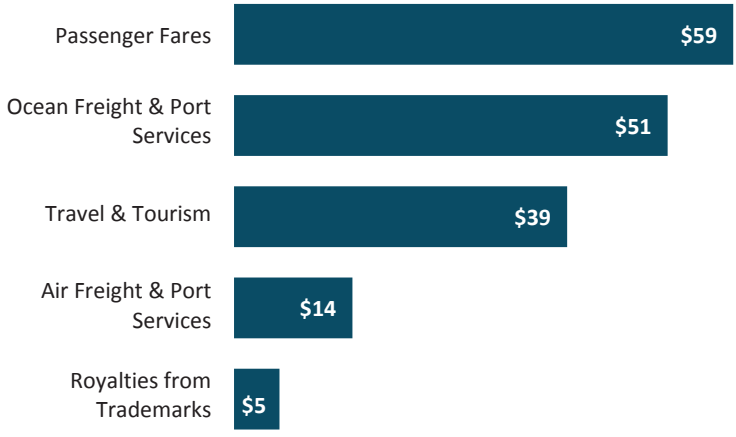
Alaska Goods Export Destinations, 2016

($ millions)



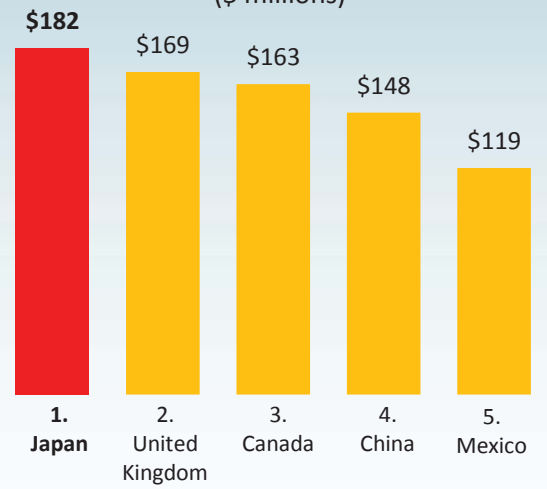
Top Alaska Services Exports to Japan, 2015

($ millions)



Alaska Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

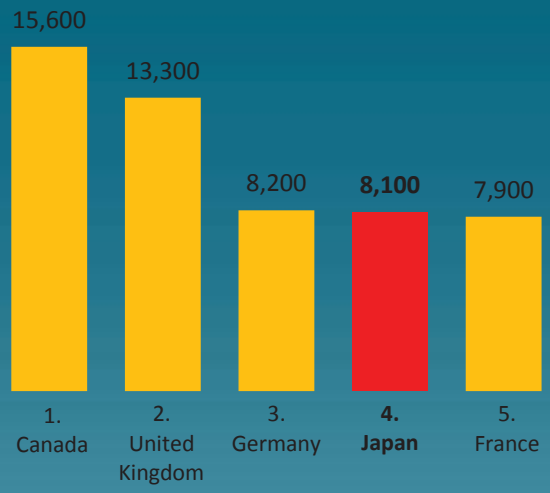
US JBC US-JAPAN BUSINESS COUNCIL

ARIZONA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

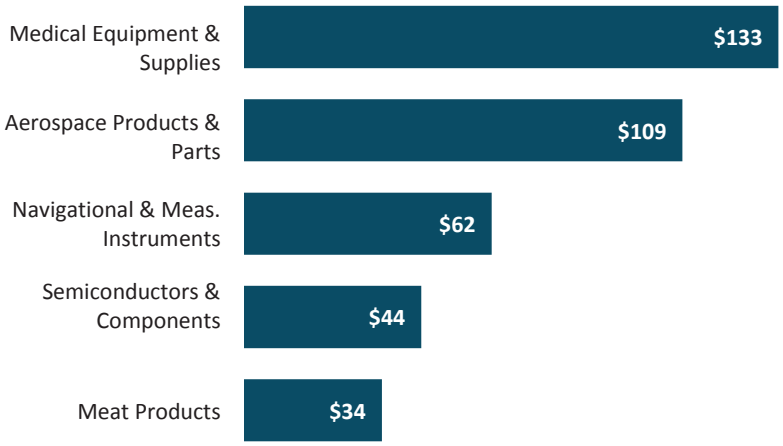
- The **8,100 Arizona jobs** at Japanese-owned firms accounted for 9.1% of Arizona's total employment at foreign-owned affiliates in 2014.
- At **$649 million,** Japan accounted for 3.0% of Arizona's goods exports in 2016. Medical equipment and supplies were Arizona's top goods export to Japan.
- At **$846 million**, Japan accounted for 6.9% of Arizona's services exports in 2015. Travel and tourism were Arizona's top services export to Japan.

Arizona Jobs at Foreign-Owned Affiliates, 2014



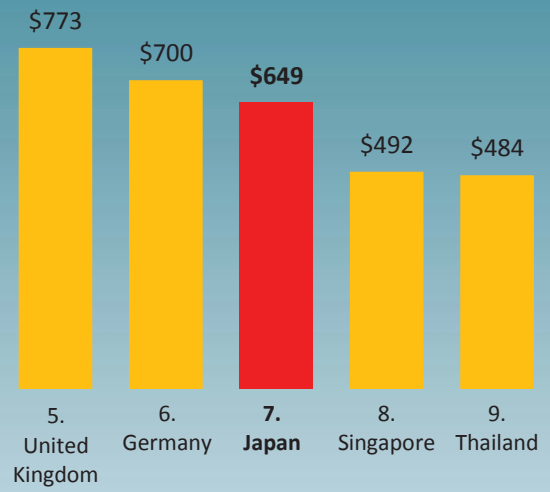
Top Arizona Goods Exports to Japan, 2016

($ millions)



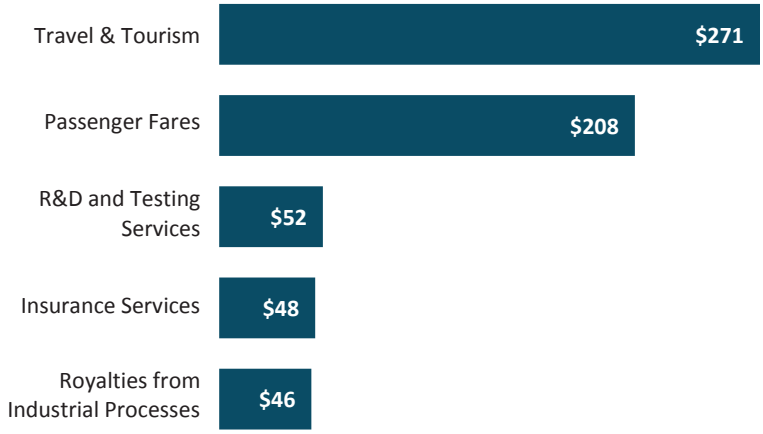
Arizona Goods Export Destinations, 2016

($ millions)



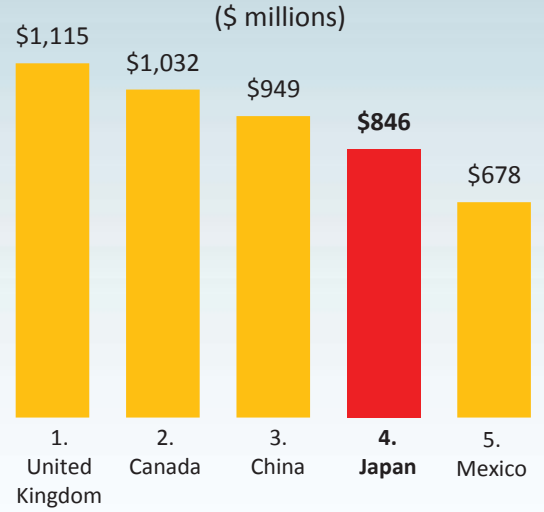
Top Arizona Services Exports to Japan, 2015

($ millions)



Arizona Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

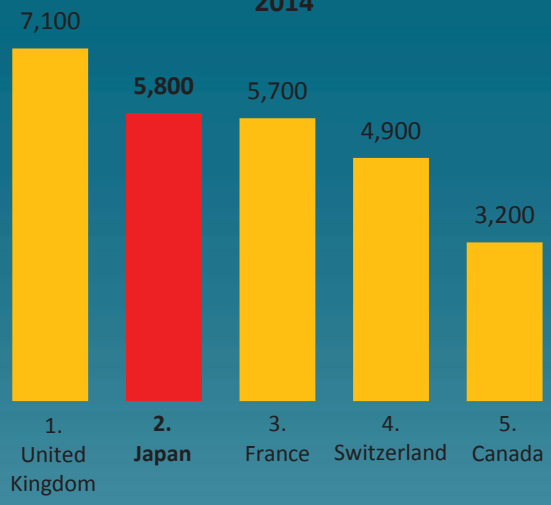
US JBC US-JAPAN BUSINESS COUNCIL

ARKANSAS

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

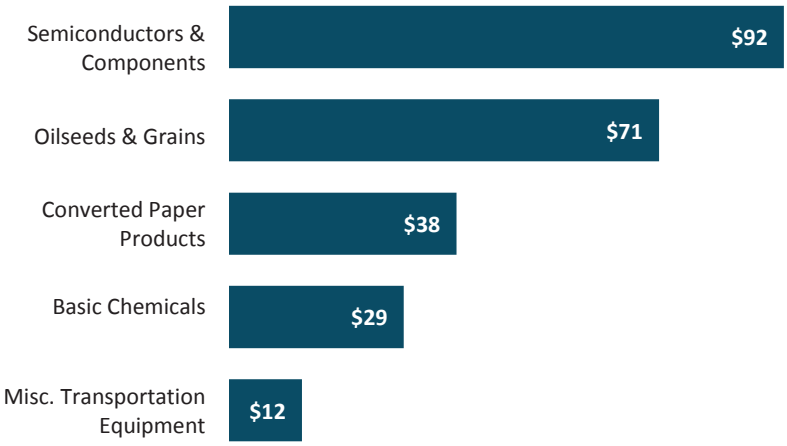
- The **5,800 Arkansas jobs** at Japanese-owned firms accounted for 12.5% of Arkansas' total employment at foreign-owned affiliates in 2014.
- At **$321 million,** Japan accounted for 4.7% of Arkansas' goods exports in 2016. Semiconductors and components were Arkansas' top goods export to Japan.
- At **$96 million**, Japan accounted for 5.4% of Arkansas' services exports in 2015. Travel and tourism were Arkansas' top services export to Japan.

Arkansas Jobs at Foreign-Owned Affiliates, 2014



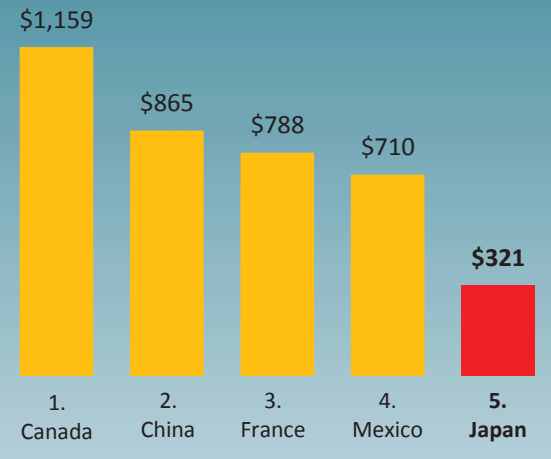
Top Arkansas Goods Exports to Japan, 2016

($ millions)



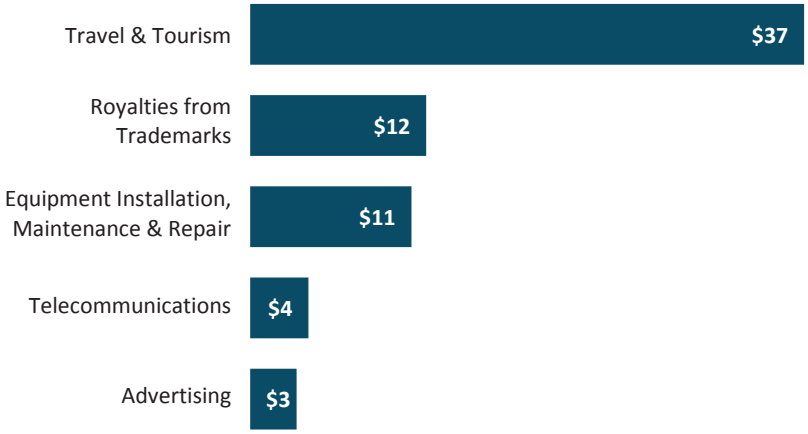
Arkansas Goods Export Destinations, 2016

($ millions)



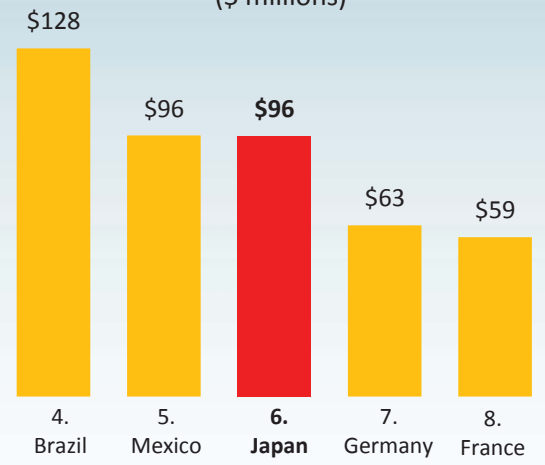
Top Arkansas Services Exports to Japan, 2015

($ millions)



Arkansas Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

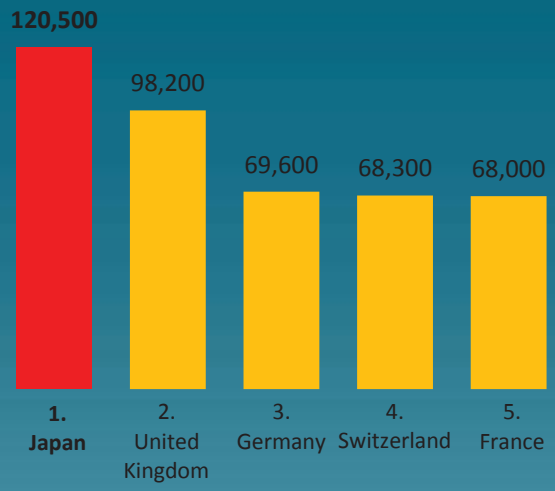
US JBC US-JAPAN BUSINESS COUNCIL

CALIFORNIA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

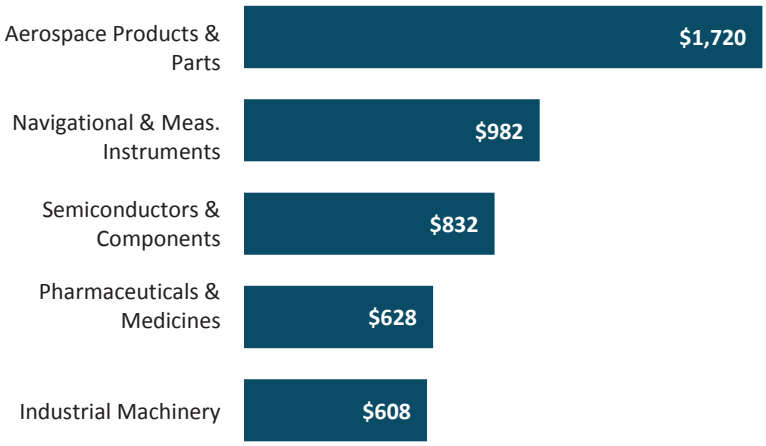
- The **120,500 California jobs** at Japanese-owned firms accounted for 18.1% of California's total employment at foreign-owned affiliates in 2014.
- At **$11 billion,** Japan accounted for 7.1% of California's goods exports in 2016. Aerospace products and parts were California's top goods export to Japan.
- At **$7.4 billion**, Japan accounted for 6.0% of California's services exports in 2015. Travel and tourism were California's top services export to Japan.

California Jobs at Foreign-Owned Affiliates, 2014



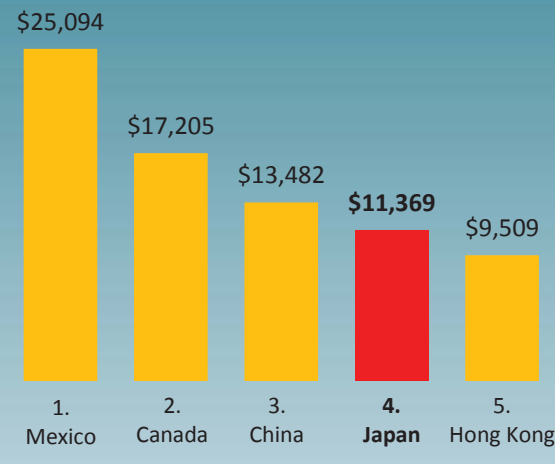
Top California Goods Exports to Japan, 2016

($ millions)



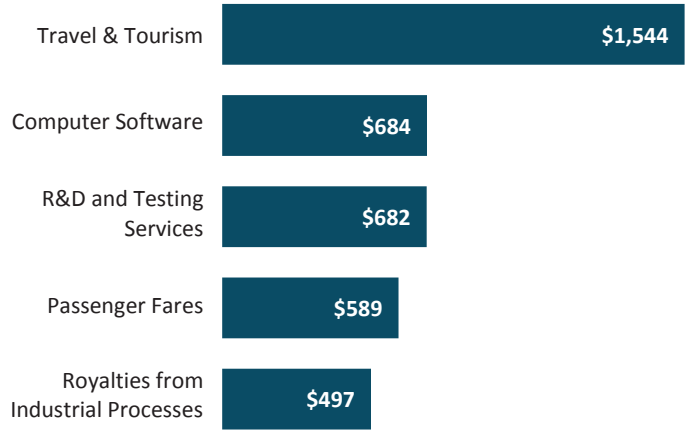
California Goods Export Destinations, 2016

($ millions)



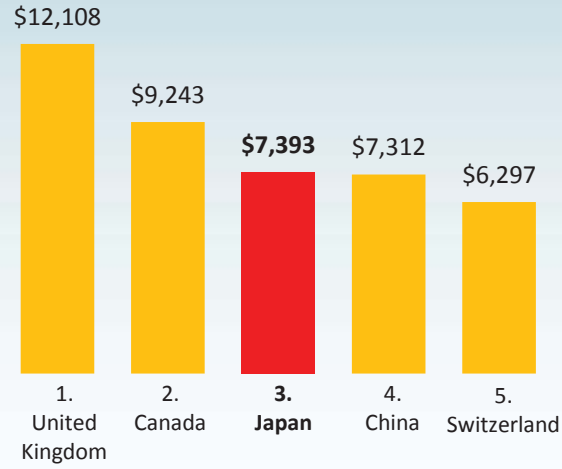
Top California Services Exports to Japan, 2015

($ millions)



California Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

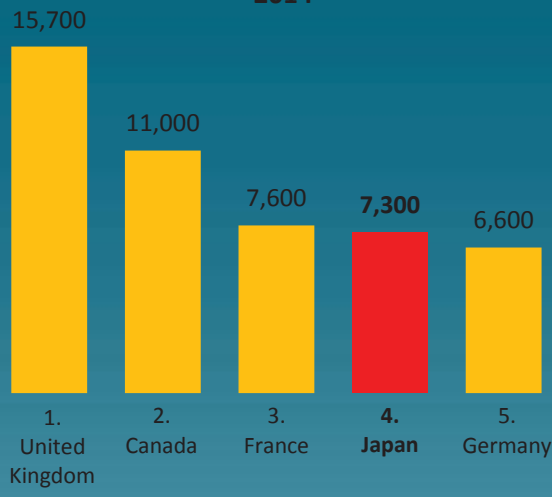
US JBC US-JAPAN BUSINESS COUNCIL

COLORADO

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

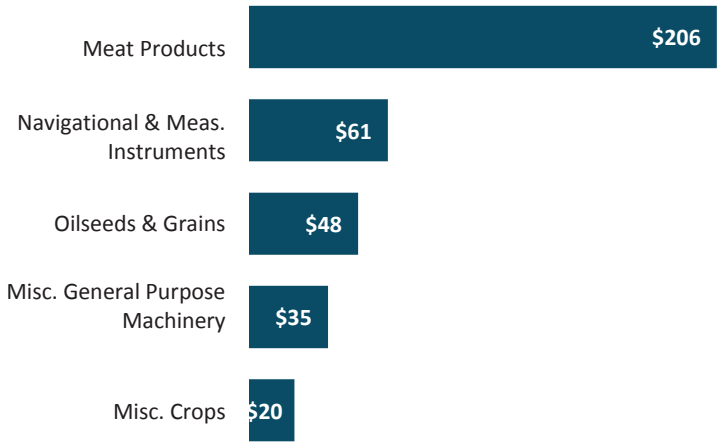
- The **7,300 Colorado jobs** at Japanese-owned firms accounted for 8.0% of Colorado's total employment at foreign-owned affiliates in 2014.
- At **$512 million,** Japan accounted for 6.5% of Colorado's goods exports in 2016. Meat products were Colorado's top goods export to Japan.
- At **$951 million**, Japan accounted for 6.5% of Colorado's services exports in 2015. Management and advisory services were Colorado's top services export to Japan.

Colorado Jobs at Foreign-Owned Affiliates, 2014



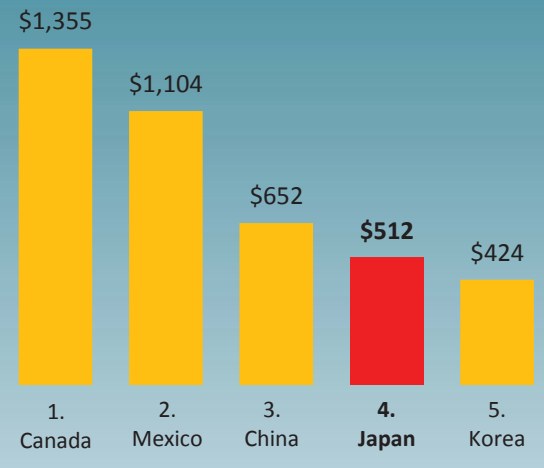
Top Colorado Goods Exports to Japan, 2016

($ millions)



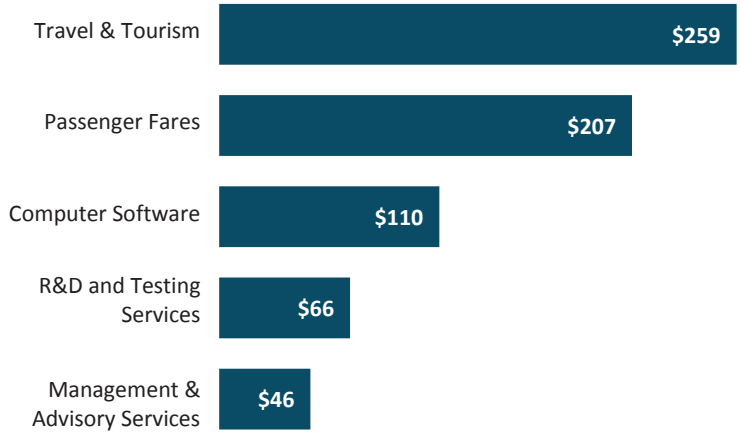
Colorado Goods Export Destinations, 2016

($ millions)



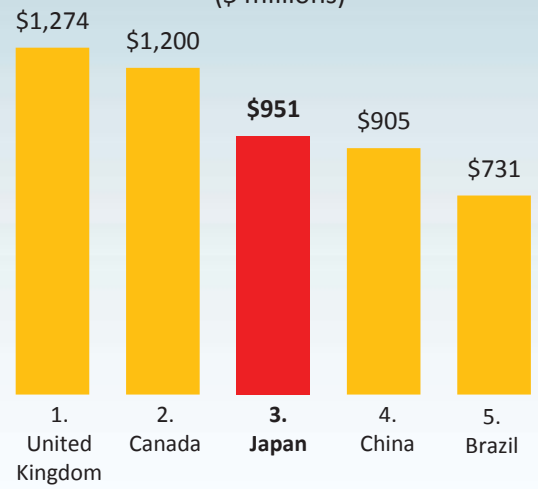
Top Colorado Services Exports to Japan, 2015

($ millions)



Colorado Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

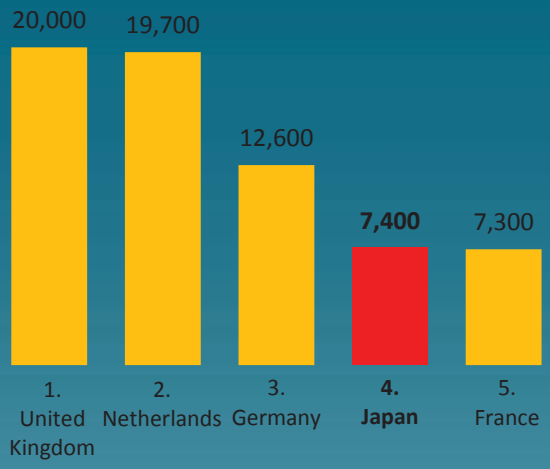
USJBC US-JAPAN BUSINESS COUNCIL

CONNECTICUT

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

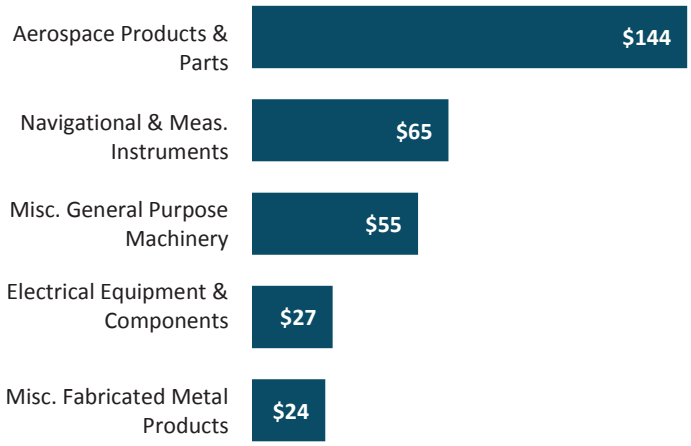
- The **7,400 Connecticut jobs** at Japanese-owned firms accounted for 7.4% of Connecticut's total employment at foreign-owned affiliates in 2014.
- At **$463 million,** Japan accounted for 3.4% of Connecticut's goods exports in 2016. Aerospace products and parts were Connecticut's top goods export to Japan.
- At **$533 million**, Japan accounted for 5.4% of Connecticut's services exports in 2015. Management and advisory services were Connecticut's top services export to Japan.

Connecticut Jobs at Foreign-Owned Affiliates, 2014



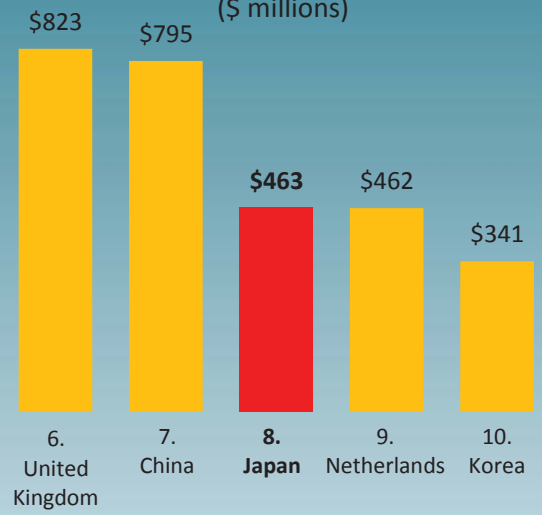
Top Connecticut Goods Exports to Japan, 2016

($ millions)



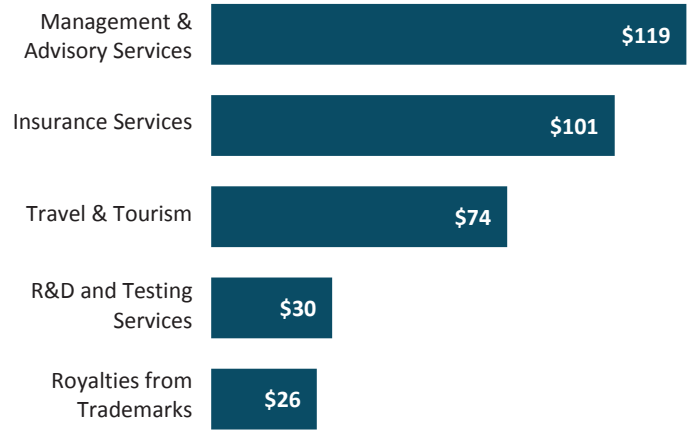
Connecticut Goods Export Destinations, 2016

($ millions)



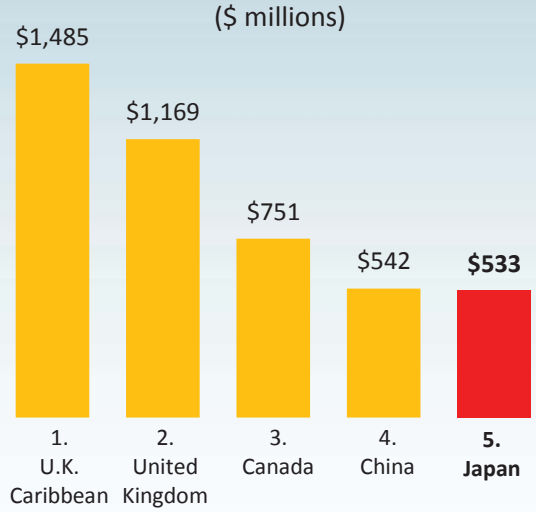
Top Connecticut Services Exports to Japan, 2015

($ millions)



Connecticut Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

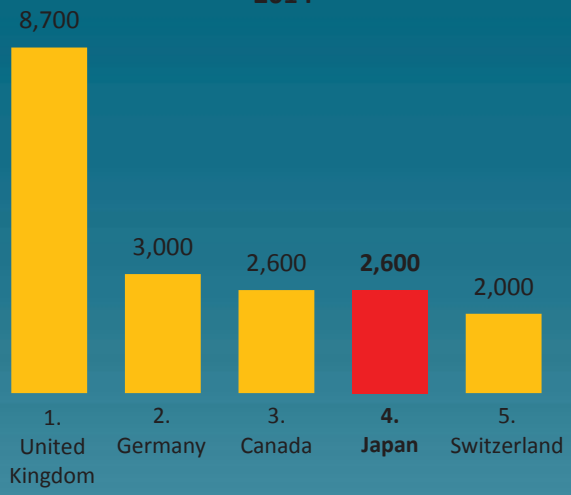
US JBC US-JAPAN BUSINESS COUNCIL

DELAWARE

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

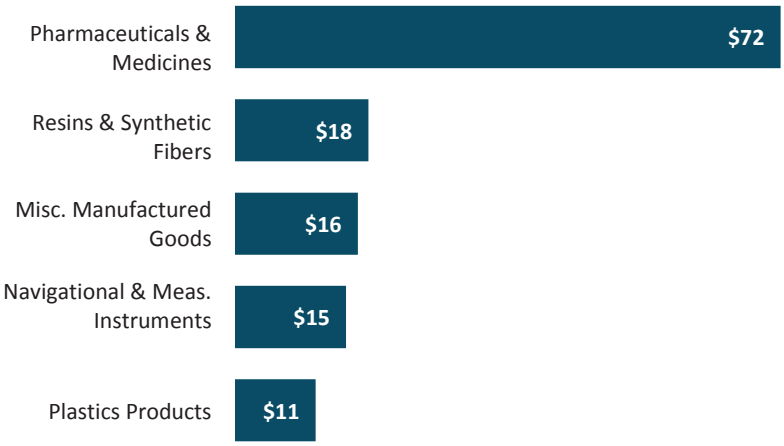
- The **2,600 Delaware jobs** at Japanese-owned firms accounted for 9.2% of Delaware's total employment at foreign-owned affiliates in 2014.
- At **$172 million,** Japan accounted for 4.0% of Delaware's goods exports in 2016. Pharmaceuticals and medicines were Delaware's top goods export to Japan.
- At **$159 million**, Japan accounted for 5.1% of Delaware's services exports in 2015. Credit-related services were Delaware's top services export to Japan.

Delaware Jobs at Foreign-Owned Affiliates, 2014



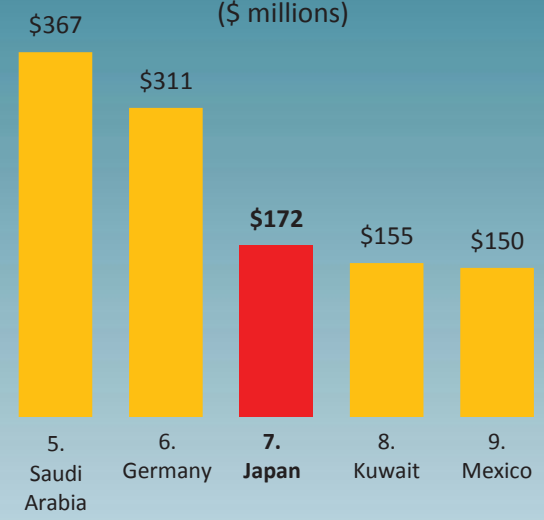
Top Delaware Goods Exports to Japan, 2016

($ millions)



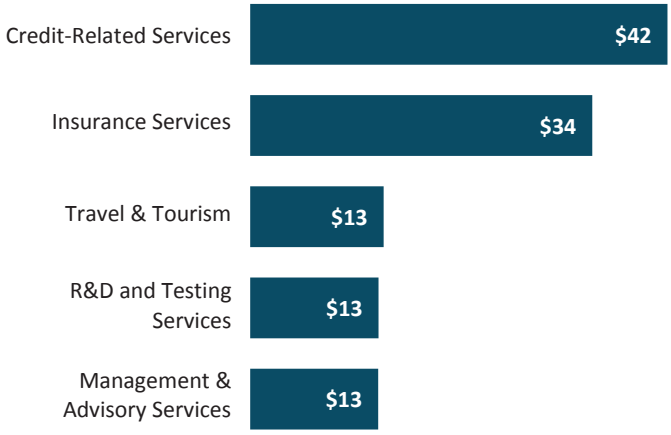
Delaware Goods Export Destinations, 2016

($ millions)



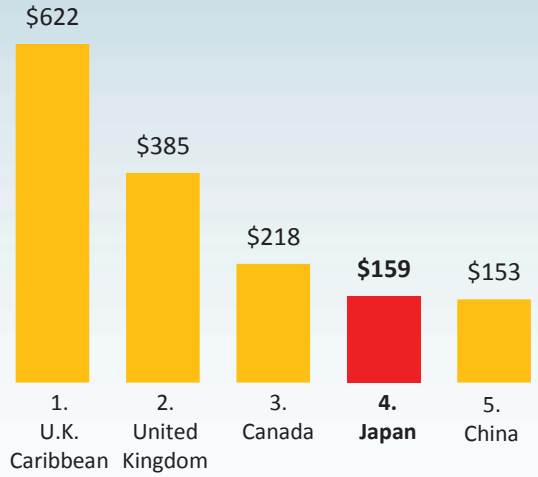
Top Delaware Services Exports to Japan, 2015

($ millions)



Delaware Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

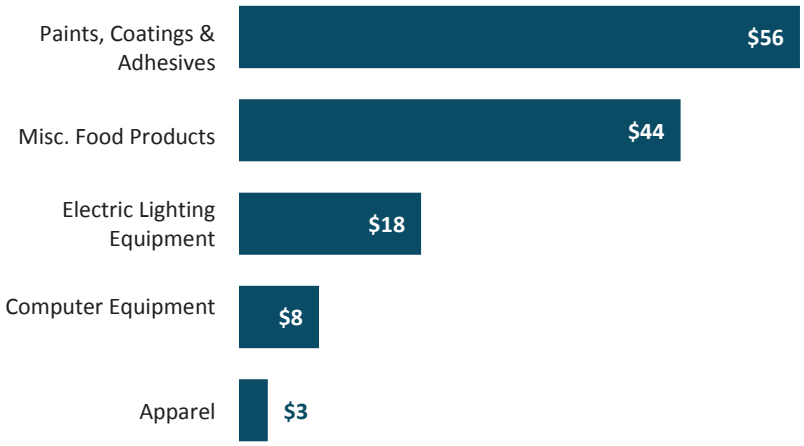
USJBC US-JAPAN BUSINESS COUNCIL

DISTRICT OF COLUMBIA

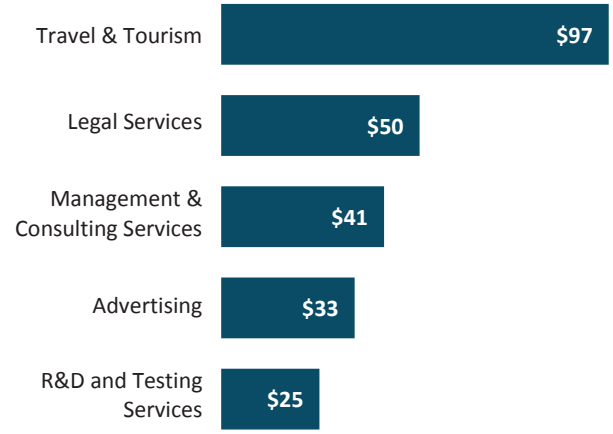
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **900 District of Columbia jobs** at Japanese-owned firms accounted for 3.8% of District of Columbia's total employment at foreign-owned affiliates in 2014.
- At **$129,000** , Japan accounted for 0.1% of District of Columbia's goods exports in 2016. Paints, coatings and adhesives were District of Columbia's top goods export to Japan.
- At **$317 million**, Japan accounted for 6.0% of District of Columbia's services exports in 2015. Travel and tourism were District of Columbia's top services export to Japan.

Top District of Columbia Goods Exports to Japan, 2016
($ thousands)

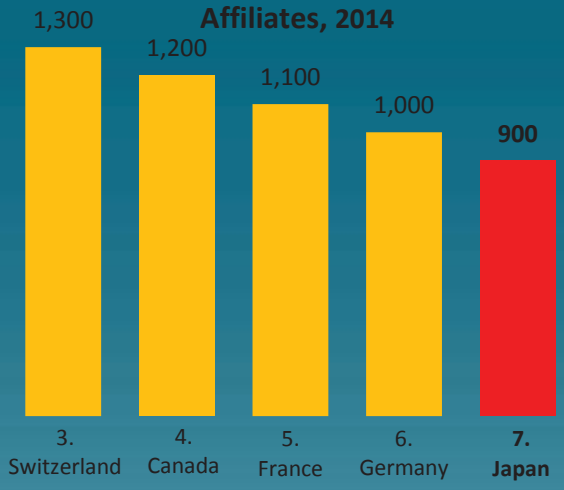


Top District of Columbia Services Exports to Japan, 2015
($ millions)

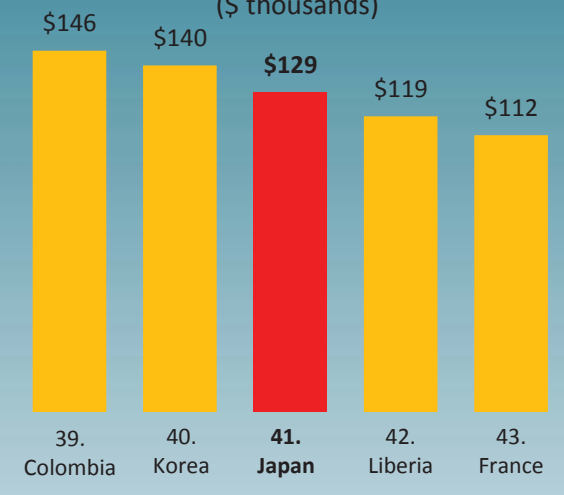


Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

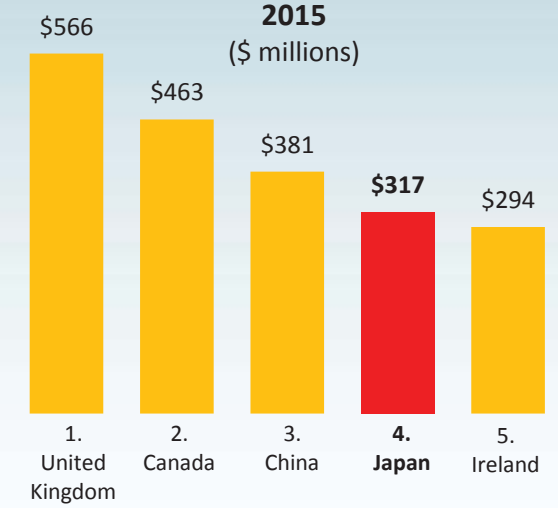
District of Columbia Jobs at Foreign-Owned Affiliates, 2014



District of Columbia Goods Export Destinations, 2016
($ thousands)



District of Columbia Services Export Destinations, 2015
($ millions)



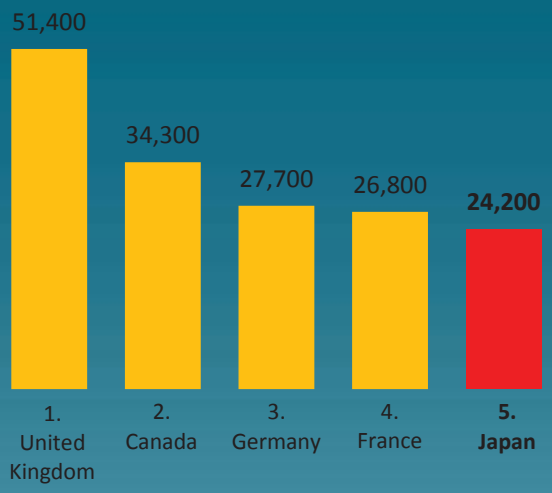
US JBC US-JAPAN BUSINESS COUNCIL

FLORIDA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

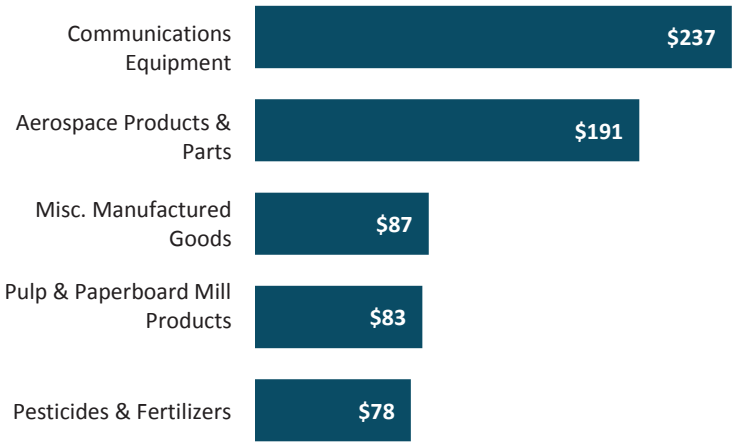
- The **24,200 Florida jobs** at Japanese-owned firms accounted for 9.1% of Florida's total employment at foreign-owned affiliates in 2014.
- At **$1.3 billion,** Japan accounted for 2.5% of Florida's goods exports in 2016. Communications equipment were Florida's top goods export to Japan.
- At **$3.0 billion**, Japan accounted for 7.4% of Florida's services exports in 2015. Travel and tourism were Florida's top services export to Japan.

Florida Jobs at Foreign-Owned Affiliates, 2014



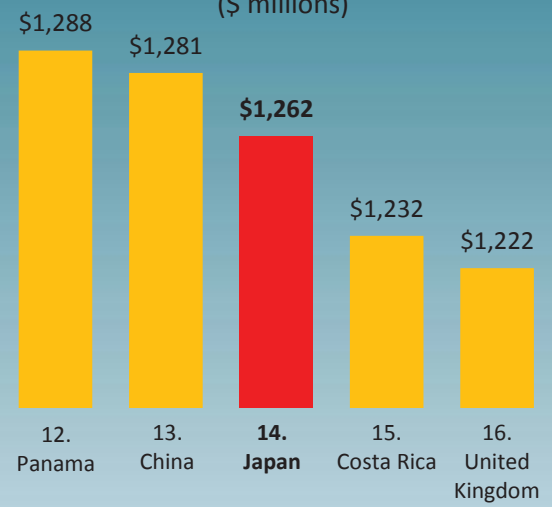
Top Florida Goods Exports to Japan, 2016

($ millions)



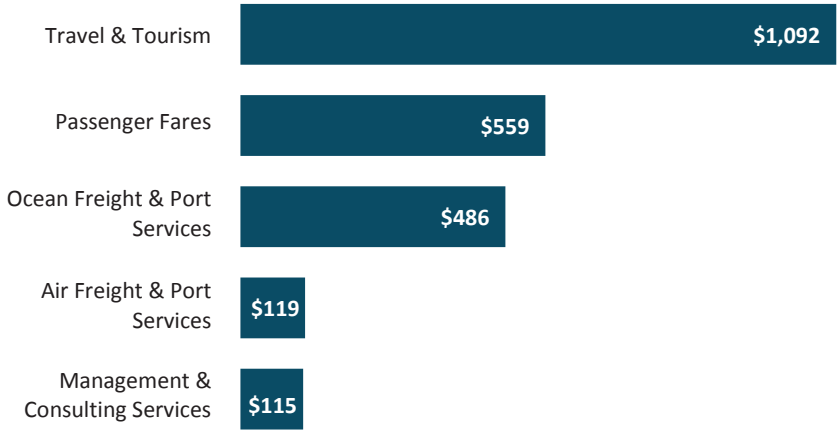
Florida Goods Export Destinations, 2016

($ millions)



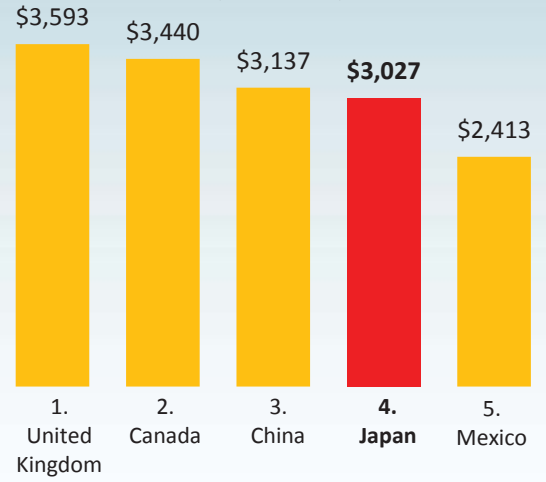
Top Florida Services Exports to Japan, 2015

($ millions)



Florida Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

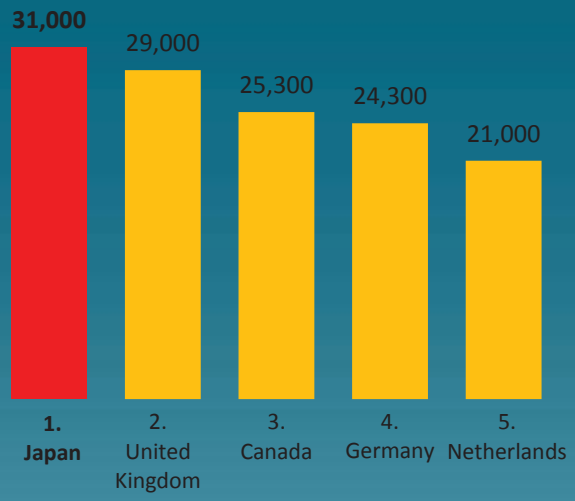
US JBC US-JAPAN BUSINESS COUNCIL

GEORGIA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

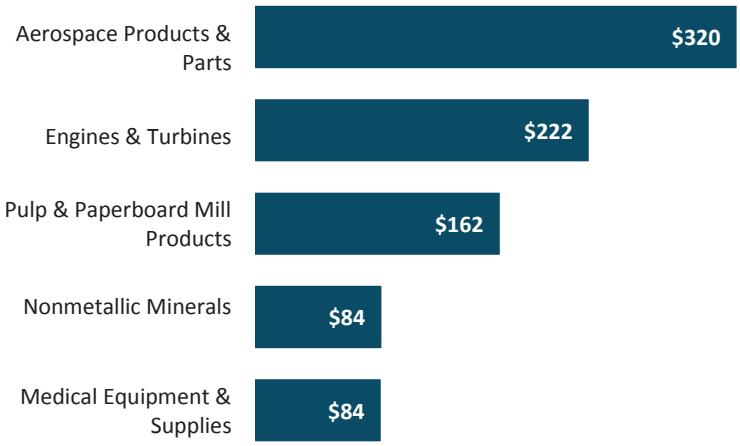
- The **31,000 Georgia jobs** at Japanese-owned firms accounted for 14.3% of Georgia's total employment at foreign-owned affiliates in 2014.
- At **$1.4 billion,** Japan accounted for 4.1% of Georgia's goods exports in 2016. Aerospace products and parts were Georgia's top goods export to Japan.
- At **$1.5 billion**, Japan accounted for 7.1% of Georgia's services exports in 2015. Passenger fares were Georgia's top services export to Japan.

Georgia Jobs at Foreign-Owned Affiliates, 2014



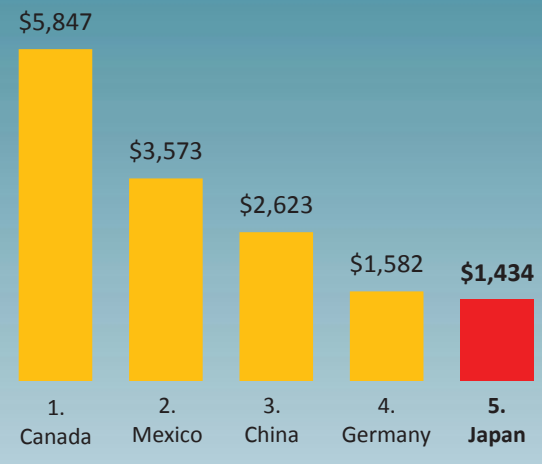
Top Georgia Goods Exports to Japan, 2016

($ millions)



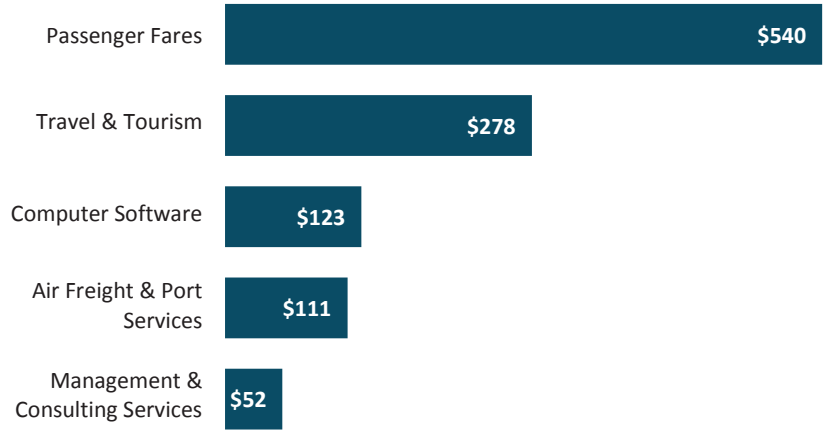
Georgia Goods Export Destinations, 2016

($ millions)



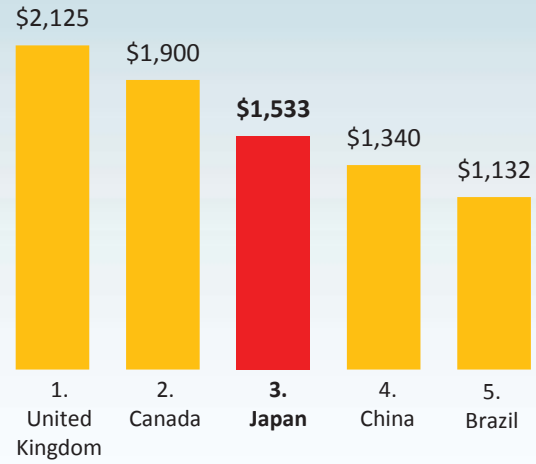
Top Georgia Services Exports to Japan, 2015

($ millions)



Georgia Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

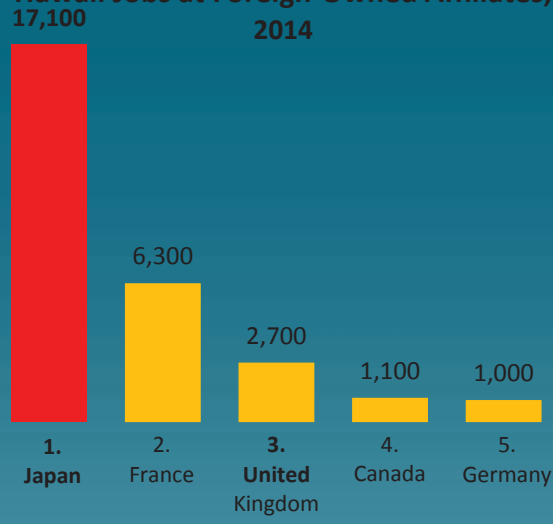
USJBC US-JAPAN BUSINESS COUNCIL

HAWAII

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

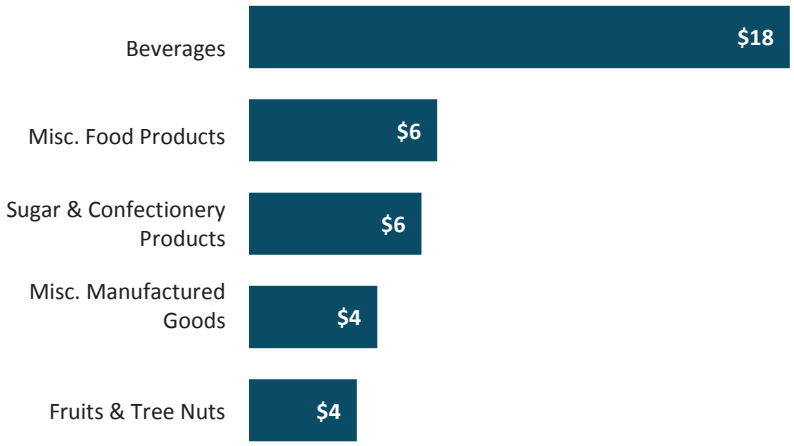
- The **17,100 Hawaii jobs** at Japanese-owned firms accounted for 46.2% of Hawaii's total employment at foreign-owned affiliates in 2014.
- At **$56 million,** Japan accounted for 4.5% of Hawaii's goods exports in 2016. Beverages were Hawaii's top goods export to Japan.
- At **$391 million**, Japan accounted for 8.5% of Hawaii's services exports in 2015. Travel and tourism were Hawaii's top services export to Japan.

Hawaii Jobs at Foreign-Owned Affiliates, 2014



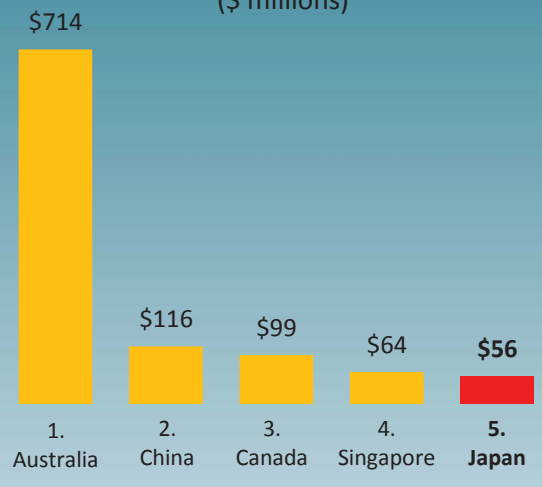
Top Hawaii Goods Exports to Japan, 2016

($ millions)



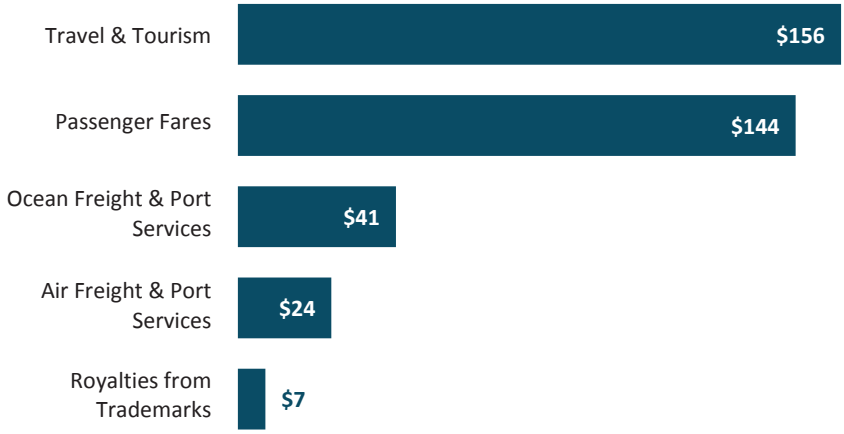
Hawaii Goods Export Destinations, 2016

($ millions)



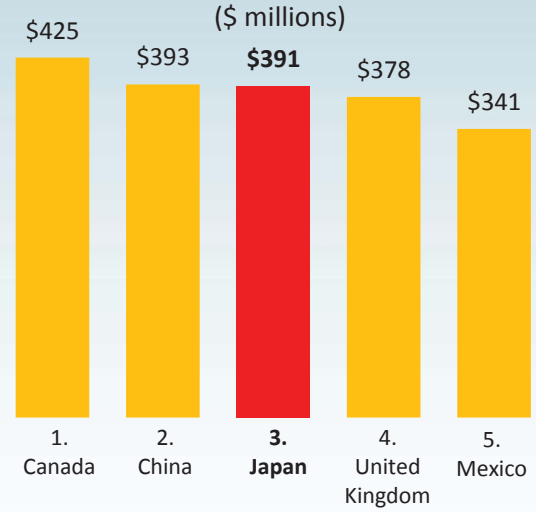
Top Hawaii Services Exports to Japan, 2015

($ millions)



Hawaii Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

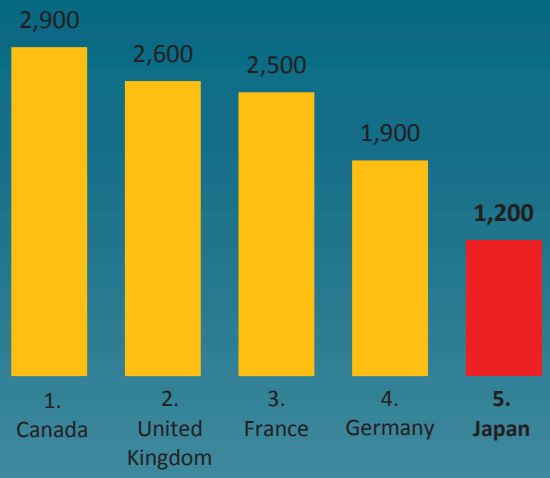
US JBC US-JAPAN BUSINESS COUNCIL

IDAHO

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

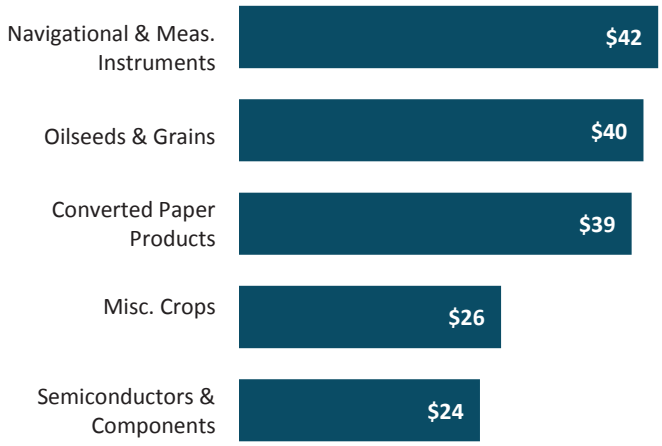
- The **1,200 Idaho jobs** at Japanese-owned firms accounted for 7.5% of Idaho's total employment at foreign-owned affiliates in 2014.
- At **$235 million,** Japan accounted for 4.4% of Idaho's goods exports in 2016. Navigational and measuring instruments were Idaho's top goods export to Japan.
- At **$92 million**, Japan accounted for 6.1% of Idaho's services exports in 2015. Travel and tourism were Idaho's top services export to Japan.

Idaho Jobs at Foreign-Owned Affiliates, 2014



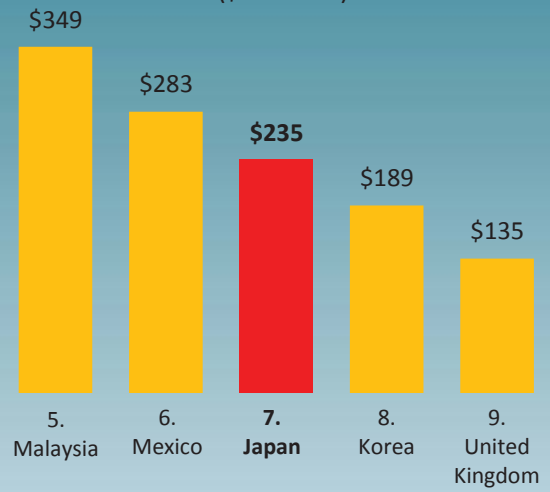
Top Idaho Goods Exports to Japan, 2016

($ millions)



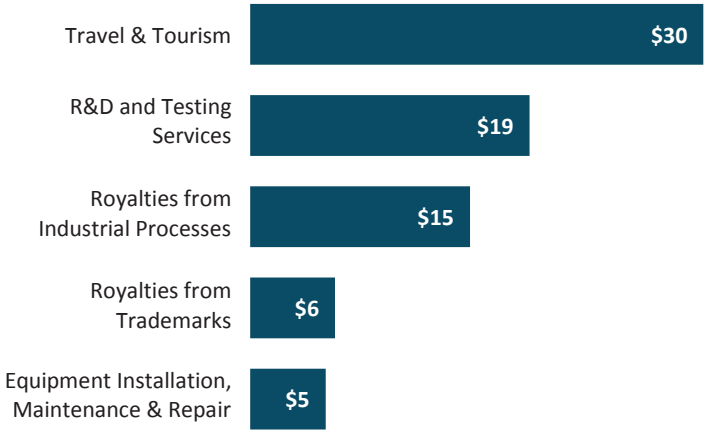
Idaho Goods Export Destinations, 2016

($ millions)



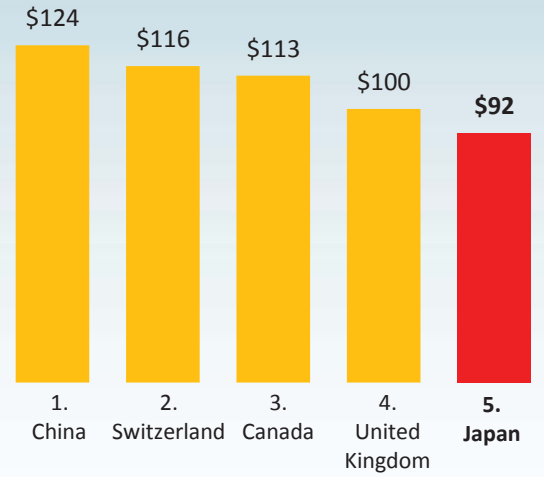
Top Idaho Services Exports to Japan, 2015

($ millions)



Idaho Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

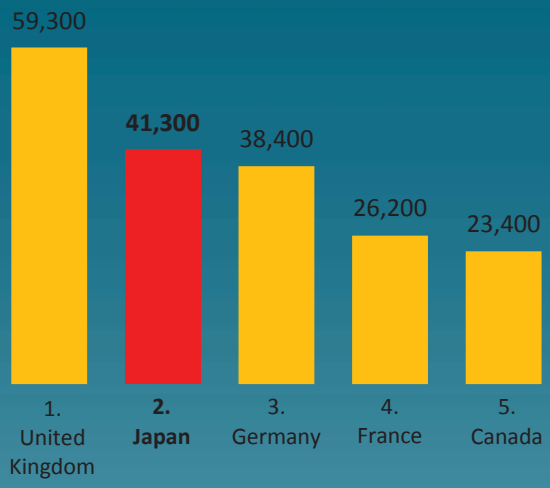
US JBC US-JAPAN BUSINESS COUNCIL

ILLINOIS

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

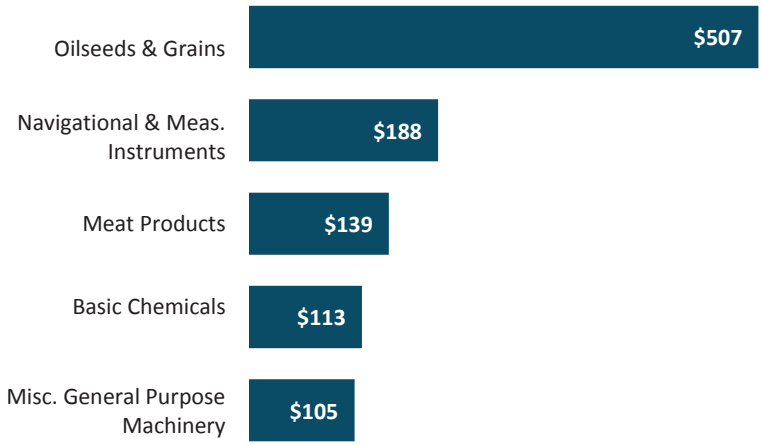
- The **41,300 Illinois jobs** at Japanese-owned firms accounted for 14.1% of Illinois's total employment at foreign-owned affiliates in 2014.
- At **$2.5 billion,** Japan accounted for 4.0% of Illinois' goods exports in 2016. Oilseeds and grains were Illinois' top goods export to Japan.
- At **$1.9 billion**, Japan accounted for 6.5% of Illinois' services exports in 2015. Passenger fares were Illinois' top services export to Japan.

Illinois Jobs at Foreign-Owned Affiliates, 2014



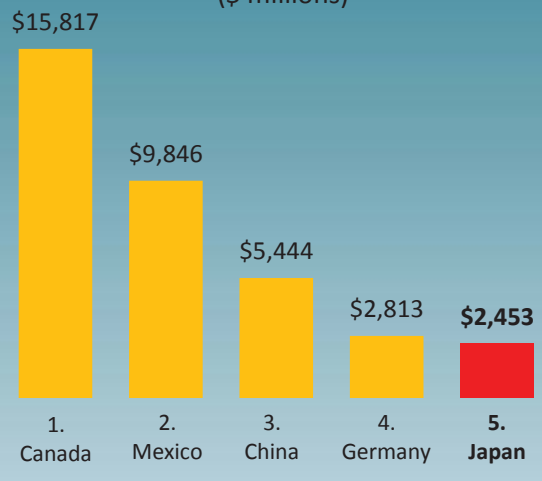
Top Illinois Goods Exports to Japan, 2016

($ millions)



Illinois Goods Export Destinations, 2016

($ millions)

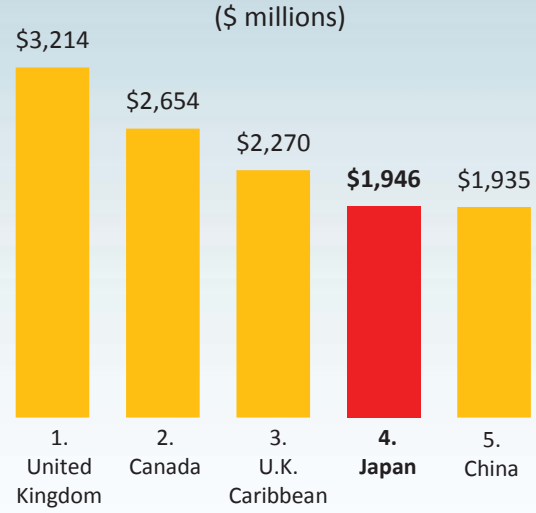


Top Illinois Services Exports to Japan, 2015

($ millions)

Illinois Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

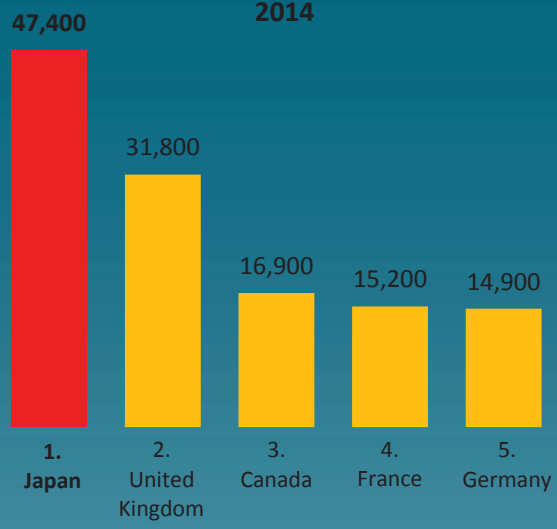
US JBC US-JAPAN BUSINESS COUNCIL

INDIANA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

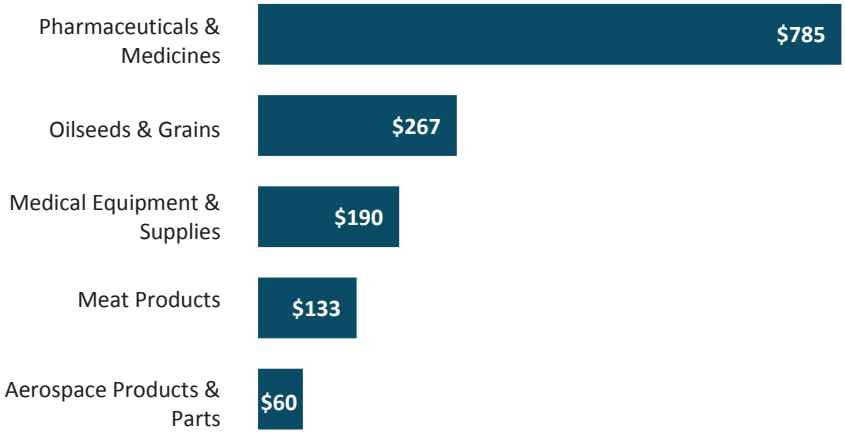
- The **47,400 Indiana jobs** at Japanese-owned firms accounted for 27.8% of Indiana's total employment at foreign-owned affiliates in 2014.
- At **$1.9 billion,** Japan accounted for 5.1% of Indiana's goods exports in 2016. Pharmaceuticals and medicines were Indiana's top goods export to Japan.
- At **$502 million**, Japan accounted for 6.3% of Indiana's services exports in 2015. Travel and tourism were Indiana's top services export to Japan.

Indiana Jobs at Foreign-Owned Affiliates, 2014



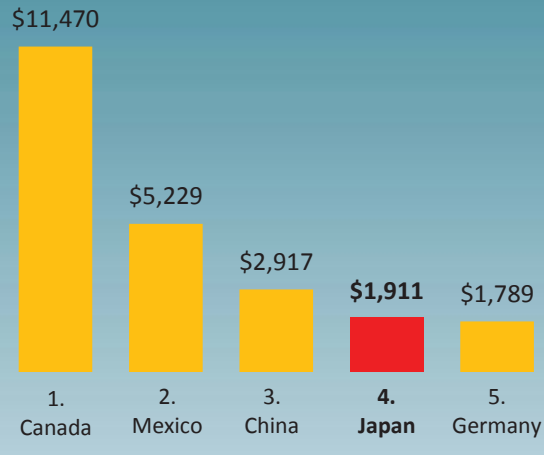
Top Indiana Goods Exports to Japan, 2016

($ millions)



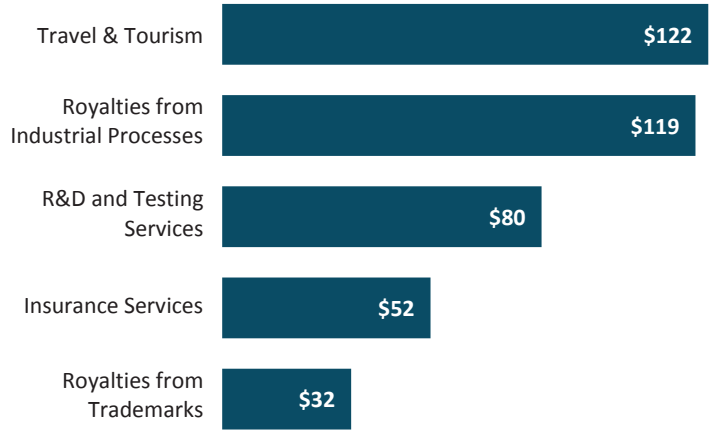
Indiana Goods Export Destinations, 2016

($ millions)



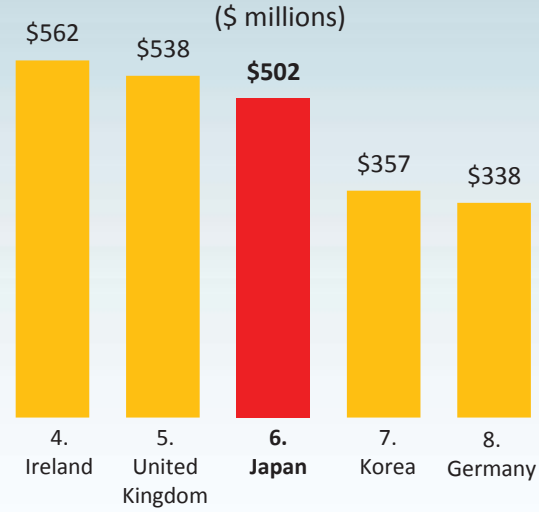
Top Indiana Services Exports to Japan, 2015

($ millions)



Indiana Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

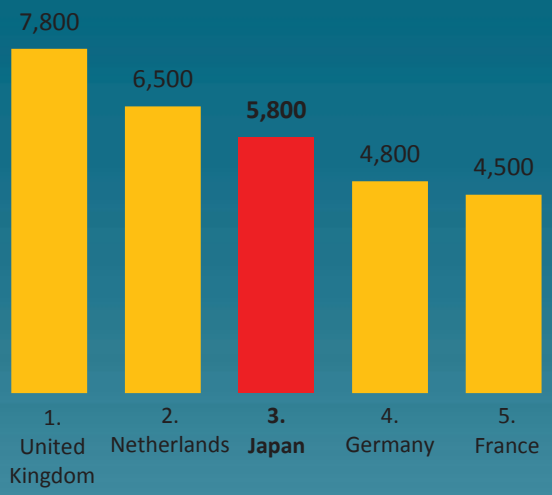
USJBC US-JAPAN BUSINESS COUNCIL

Iowa

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

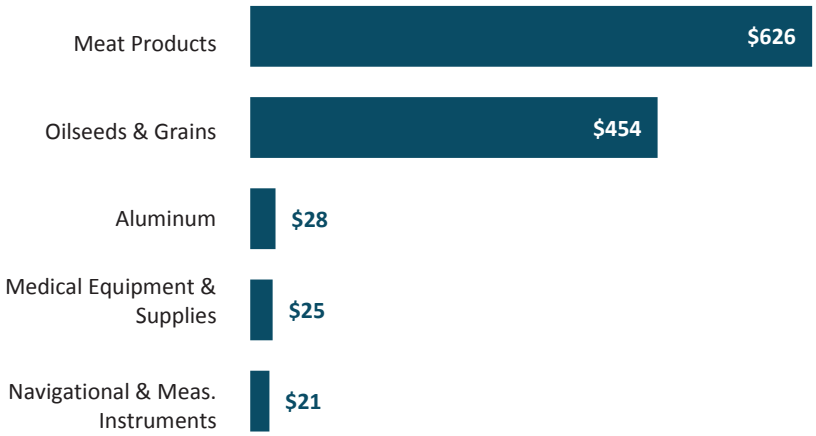
- The **5,800 Iowa jobs** at Japanese-owned firms accounted for 10.4% of Iowa's total employment at foreign-owned affiliates in 2014.
- At **$1.4 billion,** Japan accounted for 9.1% of Iowa's goods exports in 2016. Meat products were Iowa's top goods export to Japan.
- At **$212 million**, Japan accounted for 6.6% of Iowa's services exports in 2015. Insurance services were Iowa's top services export to Japan.

Iowa Jobs at Foreign-Owned Affiliates, 2014



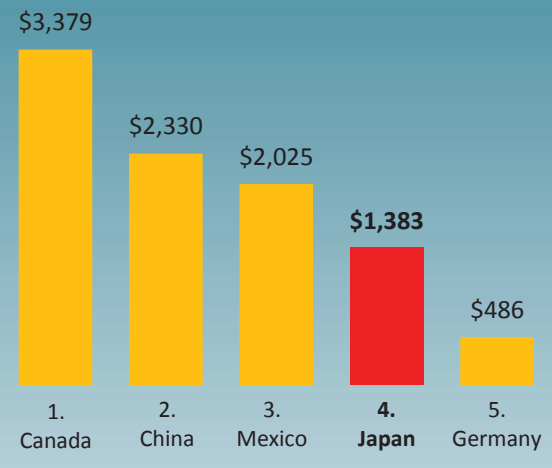
Top Iowa Goods Exports to Japan, 2016

($ millions)



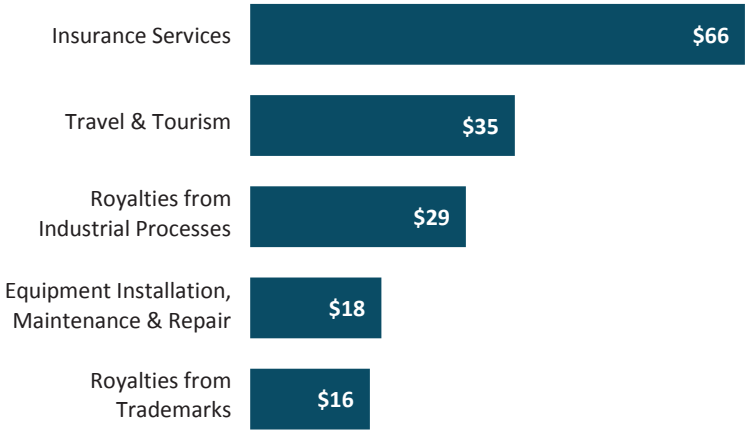
Iowa Goods Export Destinations, 2016

($ millions)



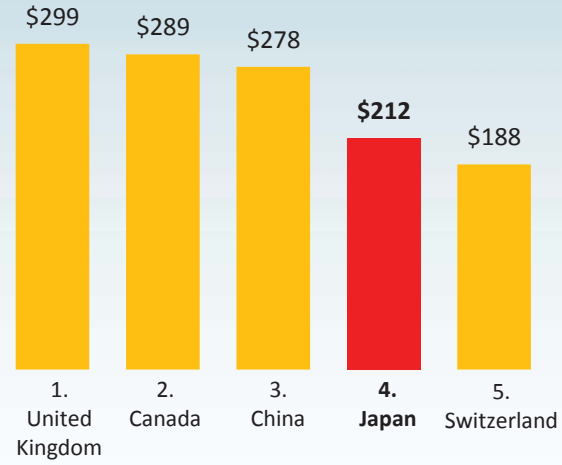
Top Iowa Services Exports to Japan, 2015

($ millions)



Iowa Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

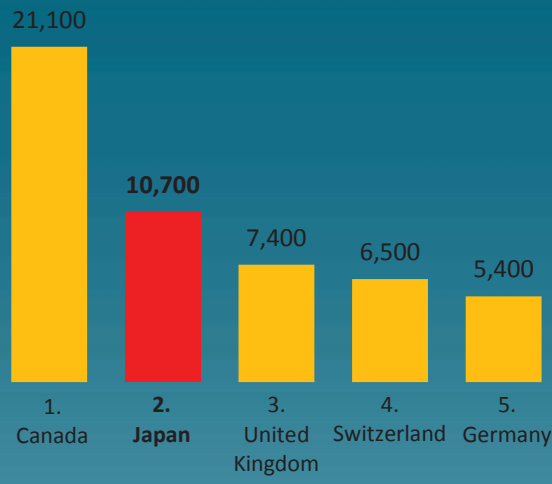
US JBC US-JAPAN BUSINESS COUNCIL

KANSAS

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

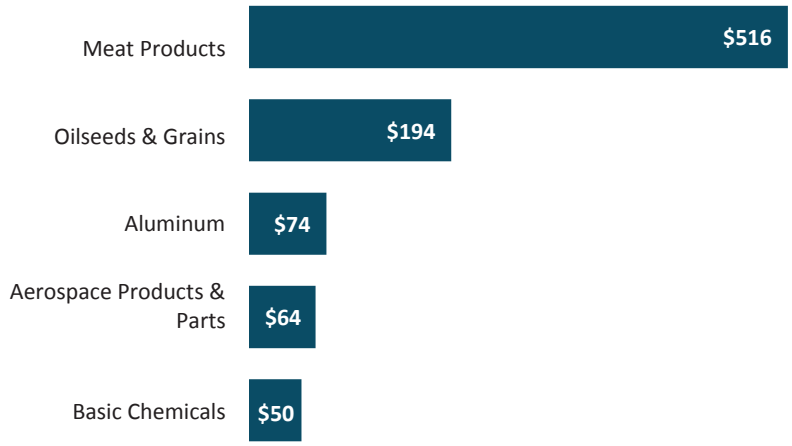
- The **10,700 Kansas jobs** at Japanese-owned firms accounted for 15.2% of Kansas' total employment at foreign-owned affiliates in 2014.
- At **$993 million,** Japan accounted for 9.5% of Kansas' goods exports in 2016. Meat products were Kansas' top goods export to Japan.
- At **$190 million**, Japan accounted for 5.6% of Kansas' services exports in 2015. Travel and tourism were Kansas' top services export to Japan.

Kansas Jobs at Foreign-Owned Affiliates, 2014



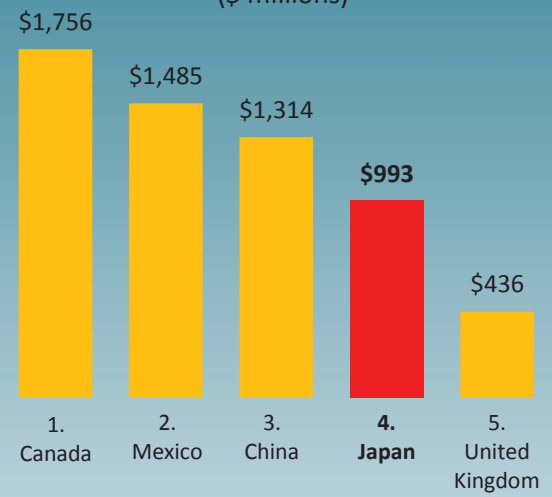
Top Kansas Goods Exports to Japan, 2016

($ millions)



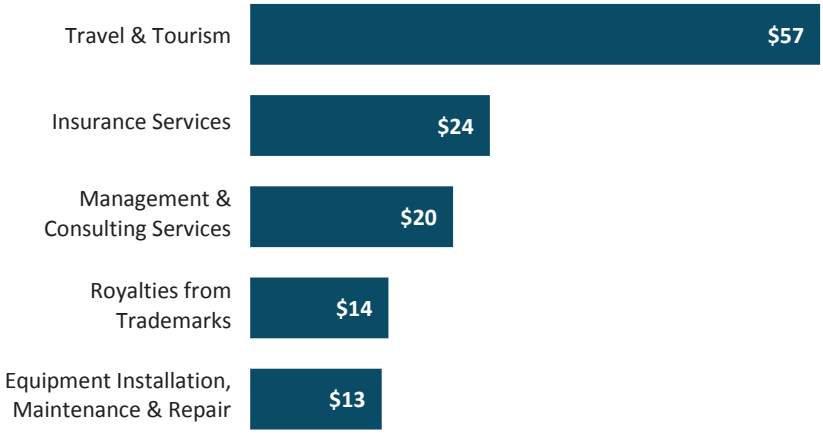
Kansas Goods Export Destinations, 2016

($ millions)



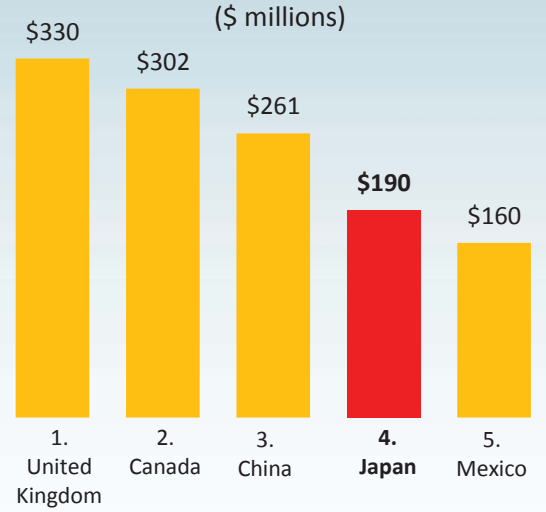
Top Kansas Services Exports to Japan, 2015

($ millions)



Kansas Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

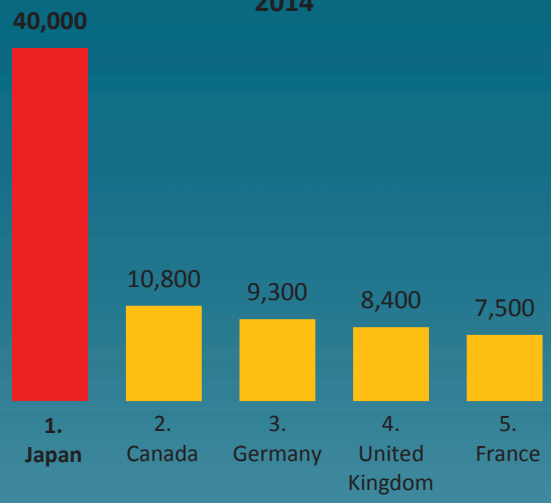
US JBC US-JAPAN BUSINESS COUNCIL

KENTUCKY

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

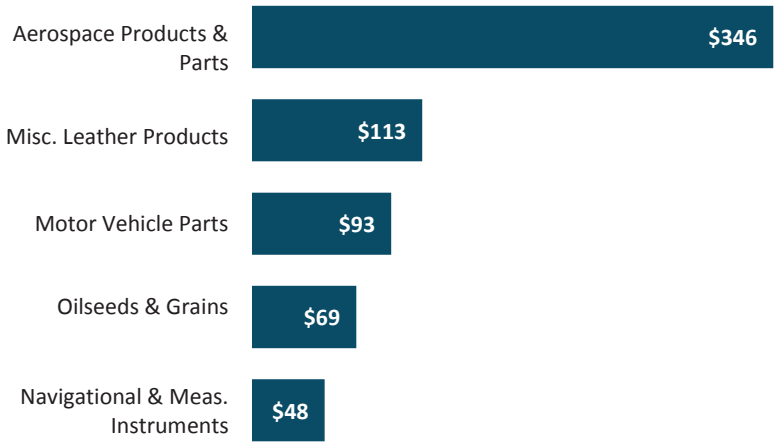
- The **40,000 Kentucky jobs** at Japanese-owned firms accounted for 37.2% of Kentucky total employment at foreign-owned affiliates in 2014.
- At **$1.1 billion,** Japan accounted for 3.6% of Kentucky's goods exports in 2016. Aerospace products and parts were Kentucky's top goods export to Japan.
- At **$321 million**, Japan accounted for 6.5% of Kentucky's services exports in 2015. Travel and tourism were Kentucky's top services export to Japan.

Kentucky Jobs at Foreign-Owned Affiliates, 2014



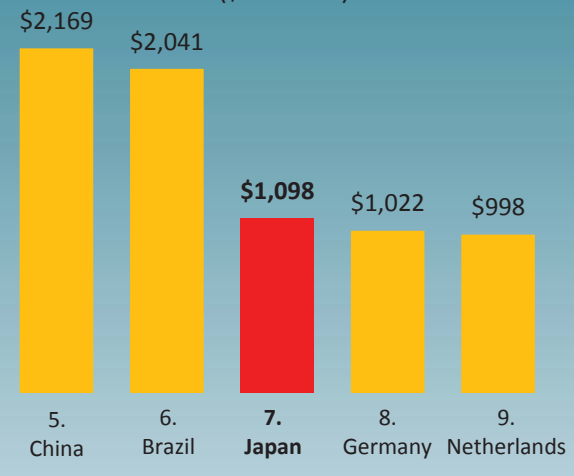
Top Kentucky Goods Exports to Japan, 2016

($ millions)



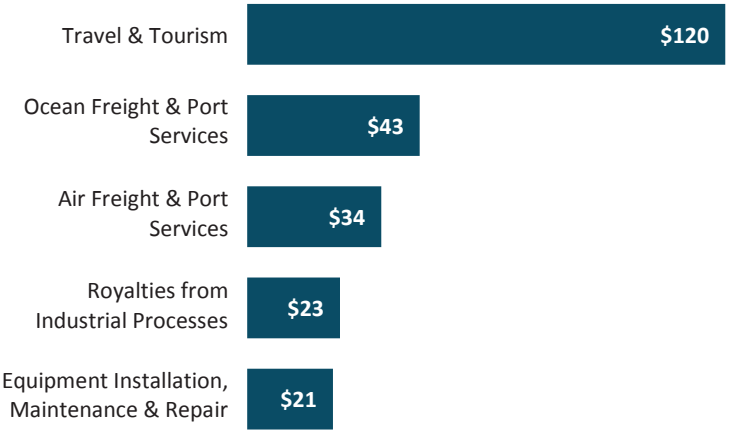
Kentucky Goods Export Destinations, 2016

($ millions)



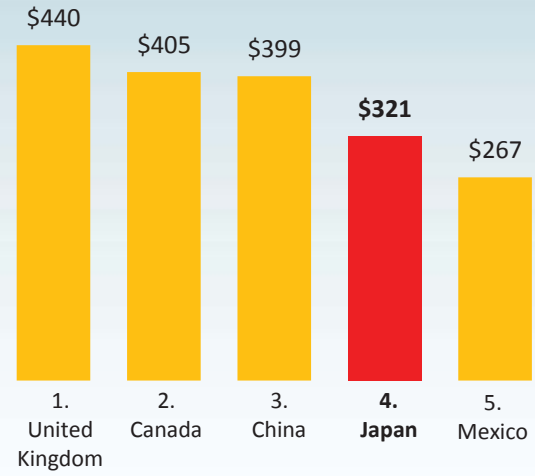
Top Kentucky Services Exports to Japan, 2015

($ millions)



Kentucky Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

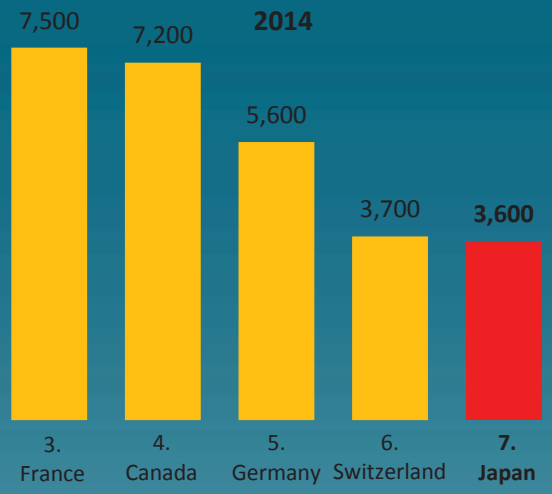
US JBC US-JAPAN BUSINESS COUNCIL

LOUISIANA

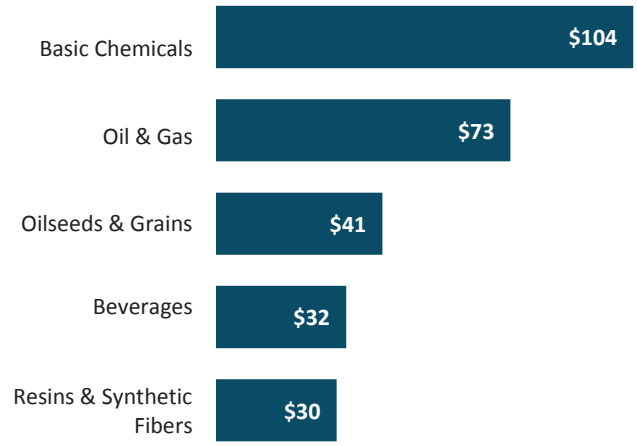
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **3,600 Louisiana jobs** at Japanese-owned firms accounted for 4.8% of Louisiana's total employment at foreign-owned affiliates in 2014.
- At **$435 million,** Japan accounted for 1.3% of Louisiana's goods exports in 2016. Basic chemicals were Louisiana's top goods export to Japan.
- At **$827 million**, Japan accounted for 7.8% of Louisiana's services exports in 2015. Ocean freight and port services were Louisiana's top services export to Japan.

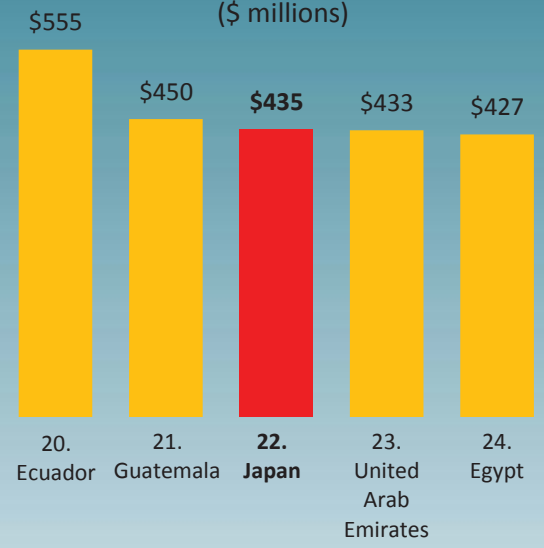
Louisiana Jobs at Foreign-Owned Affiliates, 2014



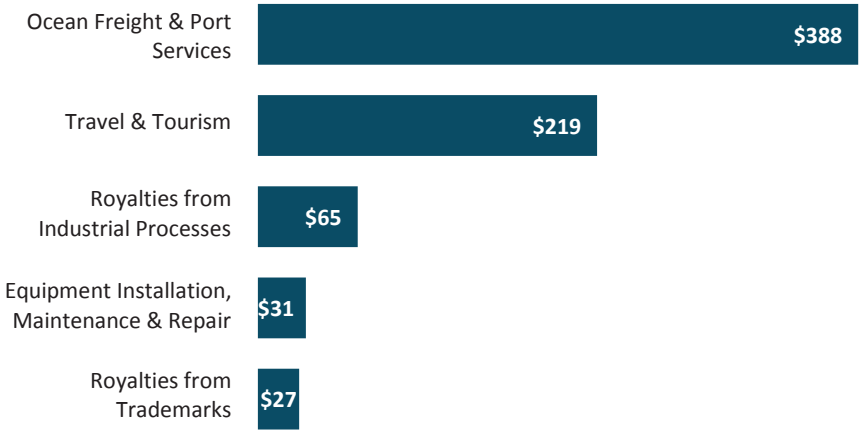
Top Louisiana Goods Exports to Japan, 2016
($ millions)



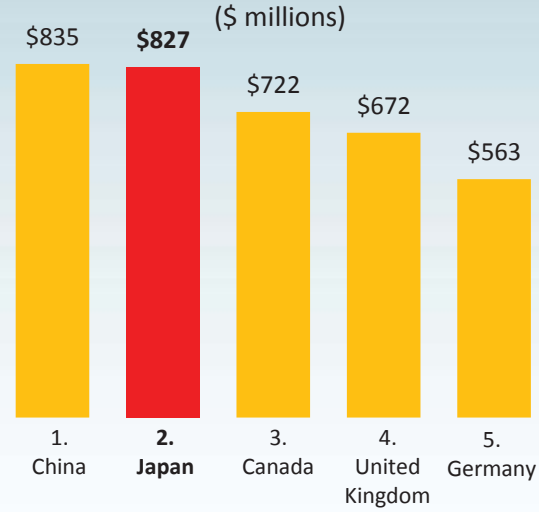
Louisiana Goods Export Destinations, 2016
($ millions)



Top Louisiana Services Exports to Japan, 2015
($ millions)



Louisiana Services Export Destinations, 2015
($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

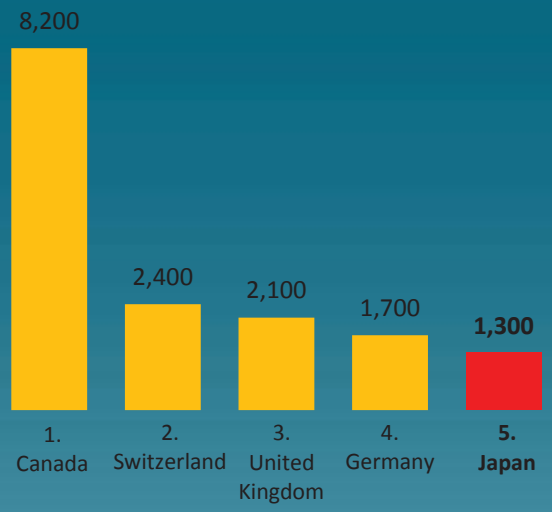
US JBC US-JAPAN BUSINESS COUNCIL

MAINE

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

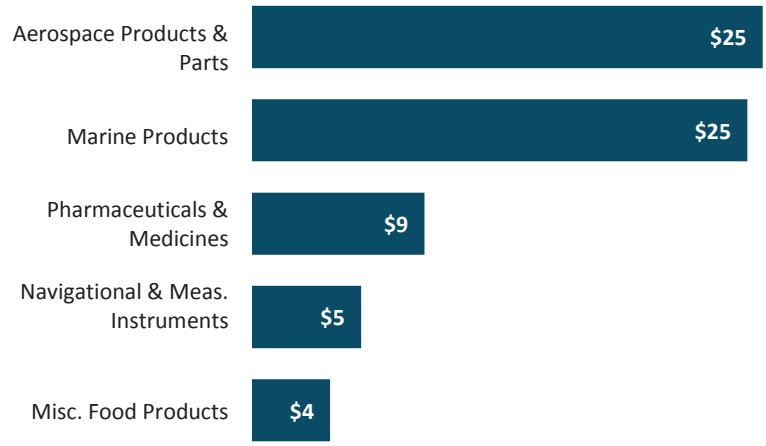
- The **1,300 Maine jobs** at Japanese-owned firms accounted for 4.0% of Maine's total employment at foreign-owned affiliates in 2014.
- At **$88 million,** Japan accounted for 3.3% of Maine's goods exports in 2016. Aerospace products and parts were Maine's top goods export to Japan.
- At **$92 million**, Japan accounted for 6.1% of Maine's services exports in 2015. Travel and tourism were Maine's top services export to Japan.

Maine Jobs at Foreign-Owned Affiliates, 2014



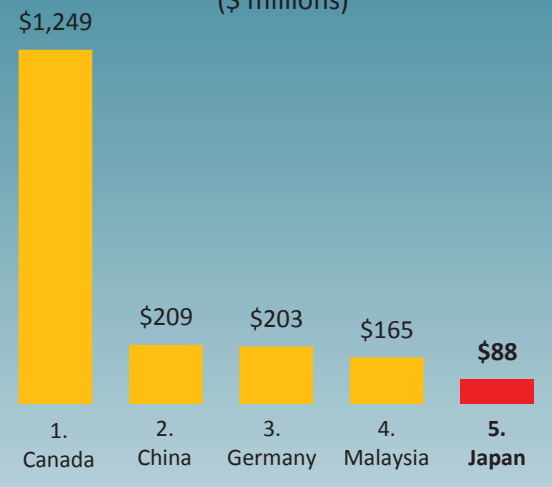
Top Maine Goods Exports to Japan, 2016

($ millions)



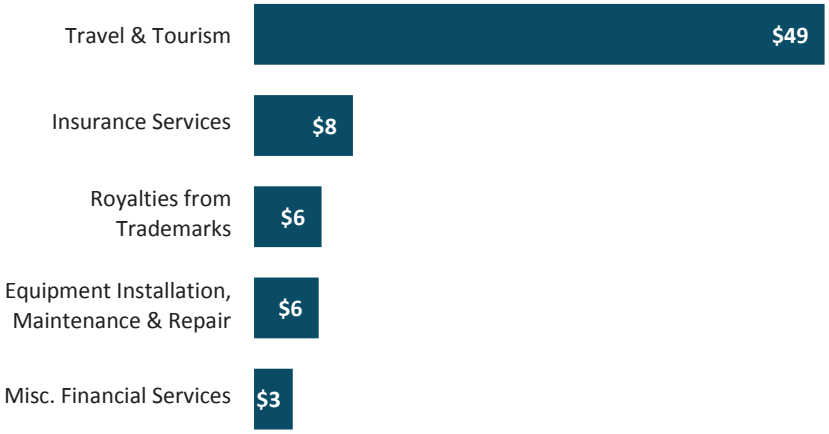
Maine Goods Export Destinations, 2016

($ millions)



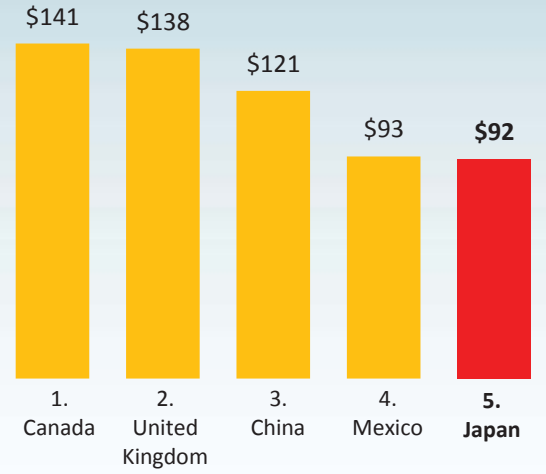
Top Maine Services Exports to Japan, 2015

($ millions)



Maine Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

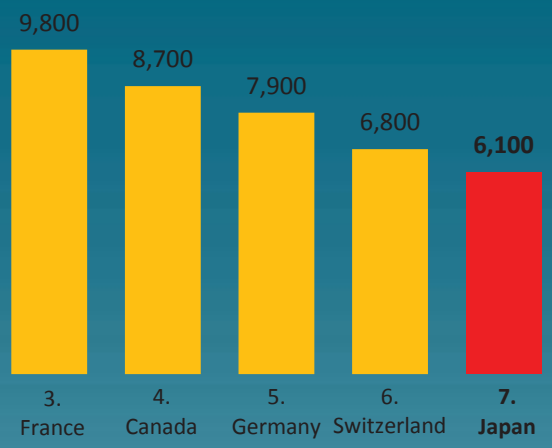
US JBC US-JAPAN BUSINESS COUNCIL

MARYLAND

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

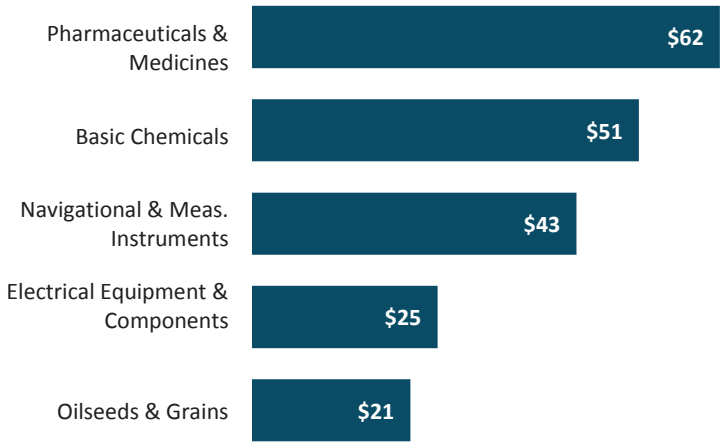
- The **6,100 Maryland jobs** at Japanese-owned firms accounted for 5.9% of Maryland's total employment at foreign-owned affiliates in 2014.
- At **$374 million,** Japan accounted for 4.0% of Maryland's goods exports in 2016. Pharmaceuticals and medicines were Maryland's top goods export to Japan.
- At **$742 million**, Japan accounted for 5.8% of Maryland's services exports in 2015. Travel and tourism were Maryland's top services export to Japan.

Maryland Jobs at Foreign-Owned Affiliates, 2014



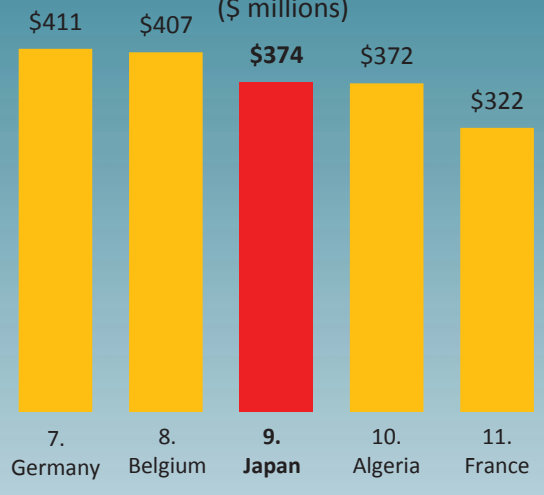
Top Maryland Goods Exports to Japan, 2016

($ millions)



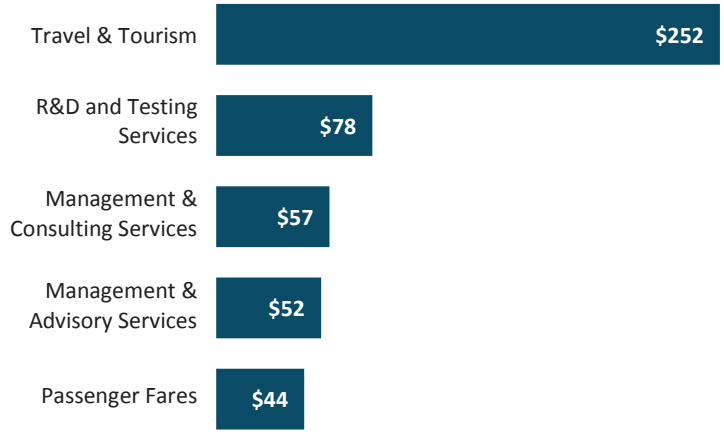
Maryland Goods Export Destinations, 2016

($ millions)



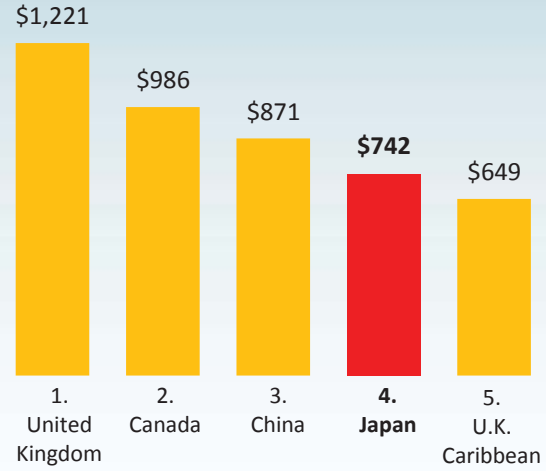
Top Maryland Services Exports to Japan, 2015

($ millions)



Maryland Services Export Destinations, 2015

($ millions)



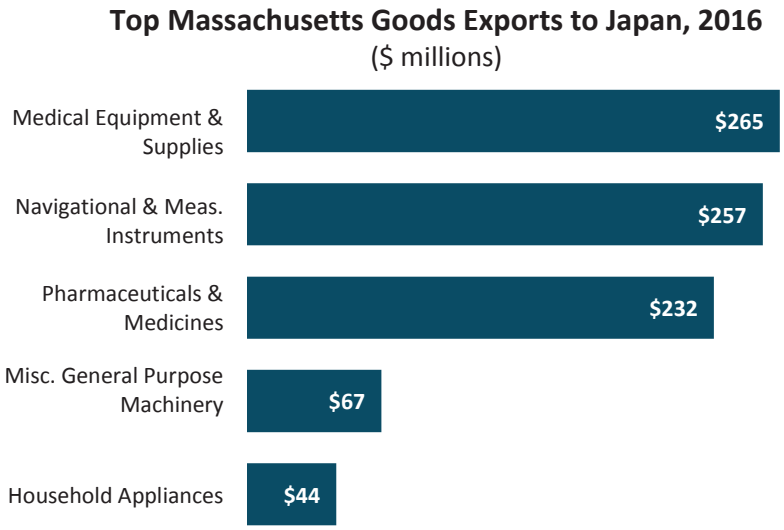
Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

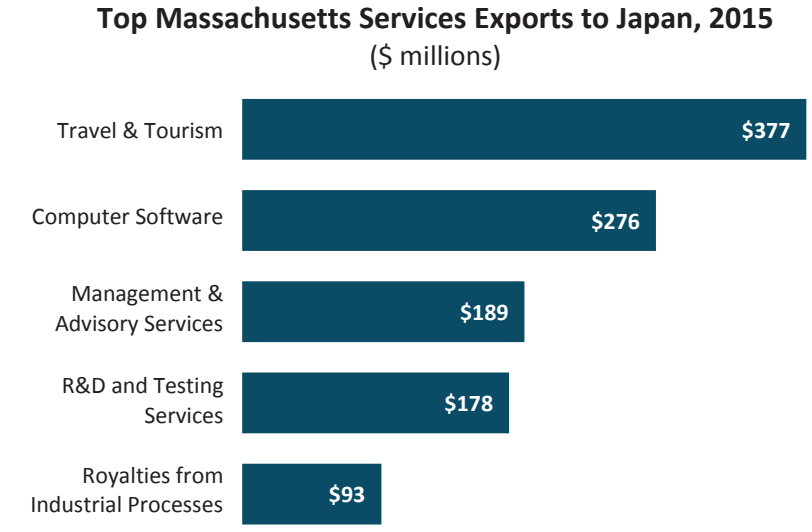
US JBC US-JAPAN BUSINESS COUNCIL

MASSACHUSETTS

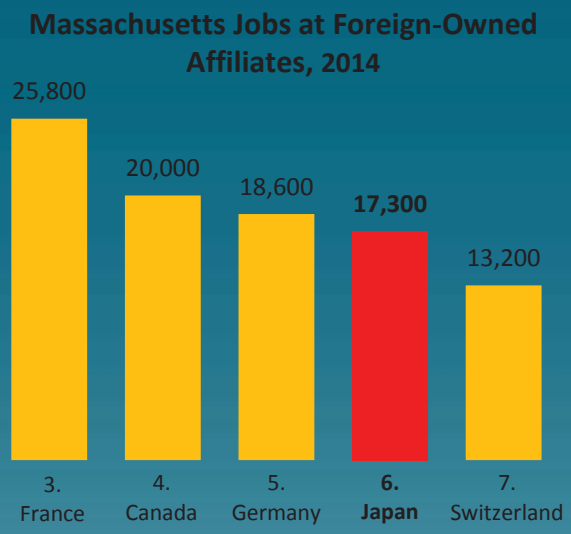
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

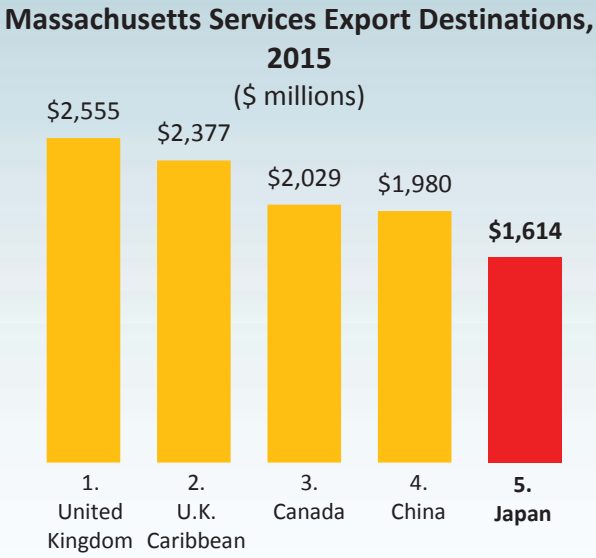
- The **17,300 Massachusetts jobs** at Japanese-owned firms accounted for 8.0% of Massachusetts's total employment at foreign-owned affiliates in 2014.
- At **$1.4 billion,** Japan accounted for 5.4% of Massachusetts' goods exports in 2016. Medical equipment and supplies were Massachusetts' top goods export to Japan.
- At **$1.6 billion**, Japan accounted for 5.8% of Massachusetts' services exports in 2015. Travel and tourism were Massachusetts' top services export to Japan.





Sources: The Trade Partnership, U.S. Bureau of Economic Analysis





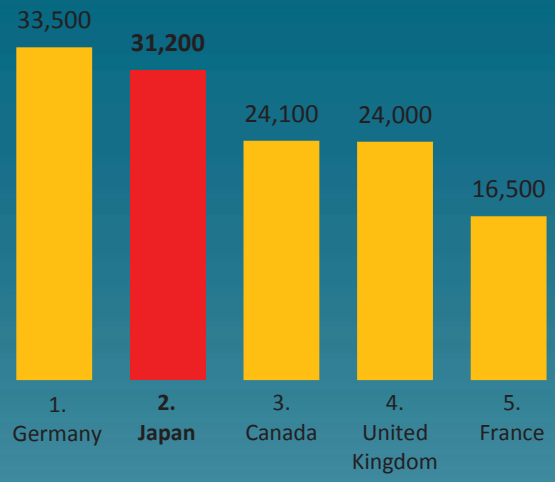
US-JBC US-JAPAN BUSINESS COUNCIL

MICHIGAN

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

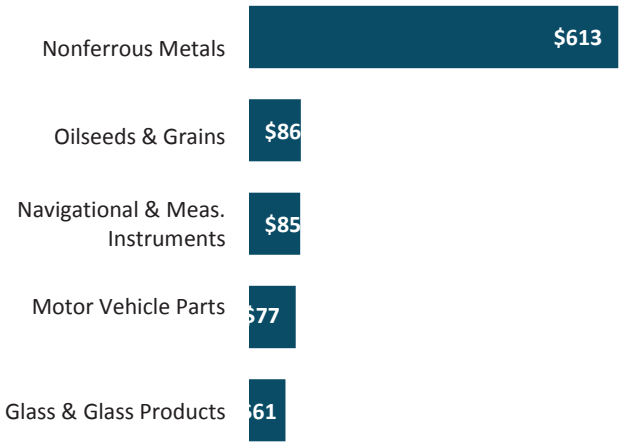
- The **31,200 Michigan jobs** at Japanese-owned firms accounted for 14.4% of Michigan's total employment at foreign-owned affiliates in 2014.
- At **$1.6 billion,** Japan accounted for 2.9% of Michigan's goods exports in 2016. Nonferrous metals were Michigan's top goods export to Japan.
- At **$842 million**, Japan accounted for 7.0% of Michigan's services exports in 2015. Travel and tourism were Michigan's top services export to Japan.

Michigan Jobs at Foreign-Owned Affiliates, 2014



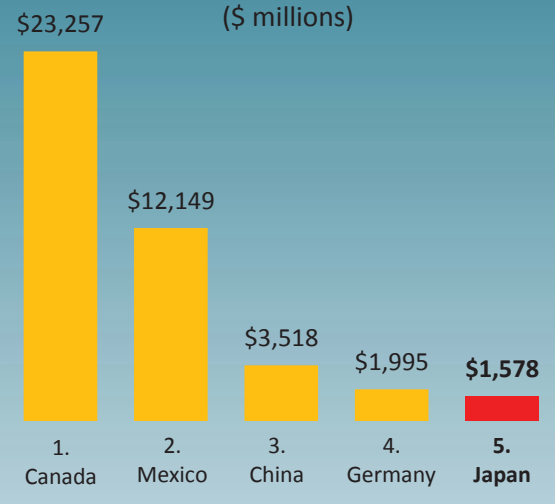
Top Michigan Goods Exports to Japan, 2016

($ millions)



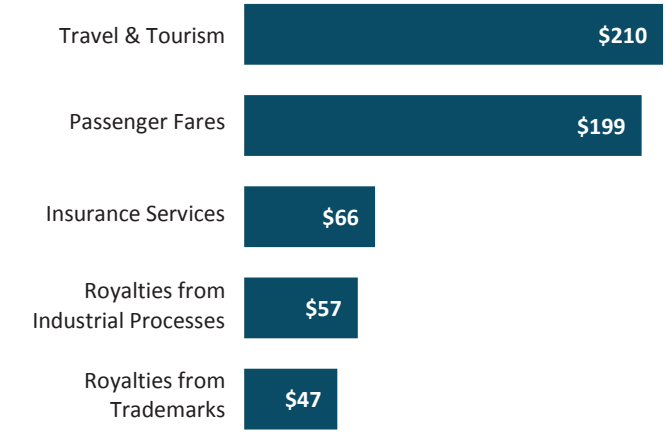
Michigan Goods Export Destinations, 2016

($ millions)



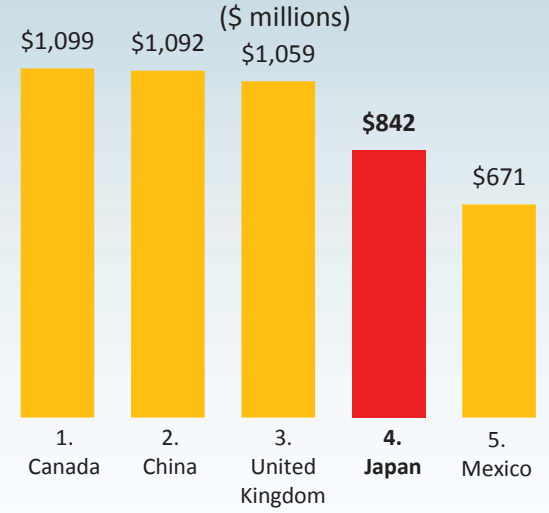
Top Michigan Services Exports to Japan, 2015

($ millions)



Michigan Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

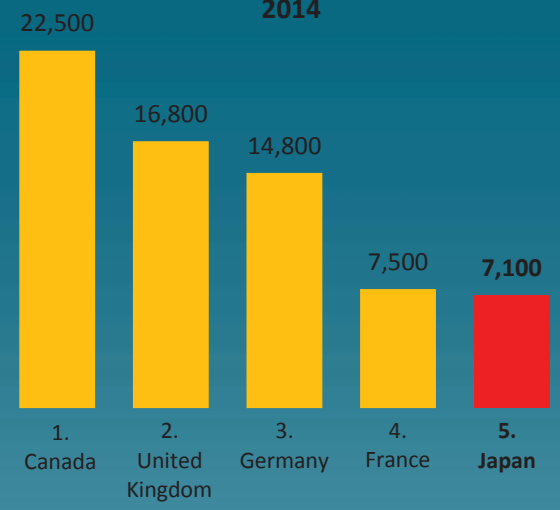
USJBC US-JAPAN BUSINESS COUNCIL

MINNESOTA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

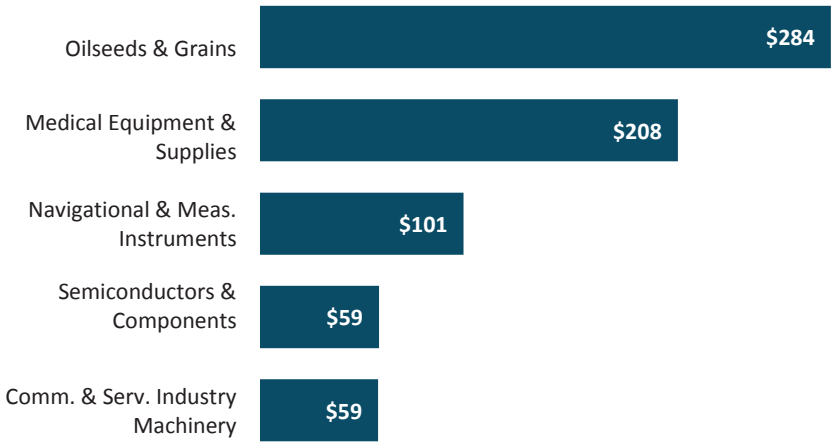
- The **7,100 Minnesota jobs** at Japanese-owned firms accounted for 6.7% of Minnesota's total employment at foreign-owned affiliates in 2014.
- At **$1.3 billion,** Japan accounted for 5.8% of Minnesota's goods exports in 2016. Oilseeds and grains were Minnesota's top goods export to Japan.
- At **$711 million**, Japan accounted for 7.1% of Minnesota's services exports in 2015. Passenger fares were Minnesota's top services export to Japan.

Minnesota Jobs at Foreign-Owned Affiliates, 2014



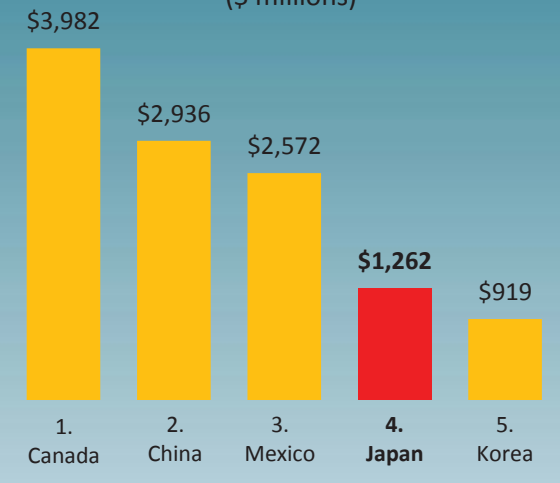
Top Minnesota Goods Exports to Japan, 2016

($ millions)



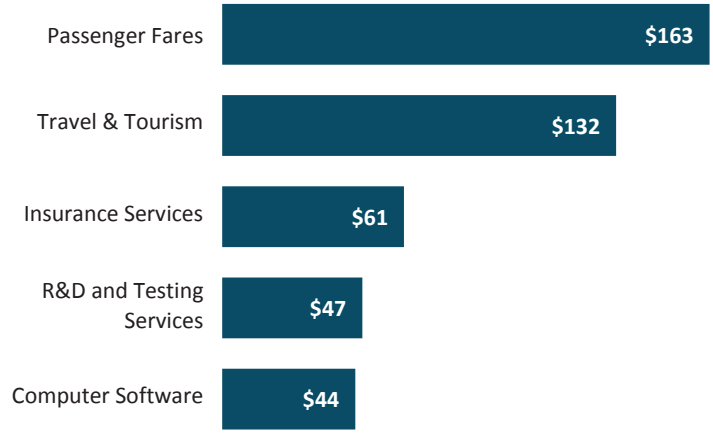
Minnesota Goods Export Destinations, 2016

($ millions)



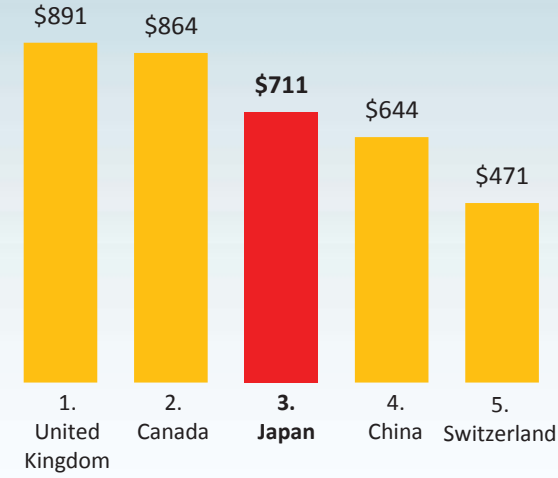
Top Minnesota Services Exports to Japan, 2015

($ millions)



Minnesota Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

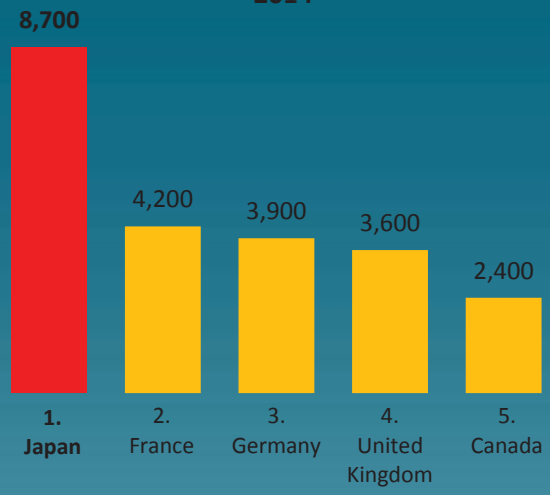
US JBC US-JAPAN BUSINESS COUNCIL

MISSISSIPPI

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

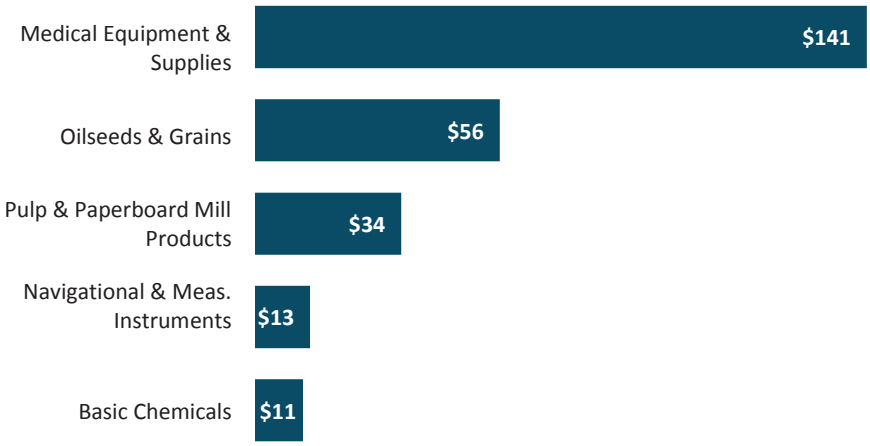
- The **8,700 Mississippi jobs** at Japanese-owned firms accounted for 25.6% of Misssissippi's total employment at foreign-owned affiliates in 2014.
- At **$329 million,** Japan accounted for 2.9% of Mississippi's goods exports in 2016. Medical equipment and supplies were Mississippi's top goods export to Japan.
- At **$147 million**, Japan accounted for 6.1% of Mississippi's services exports in 2015. Travel and tourism were Mississippi's top services export to Japan.

Mississippi Jobs at Foreign-Owned Affiliates, 2014



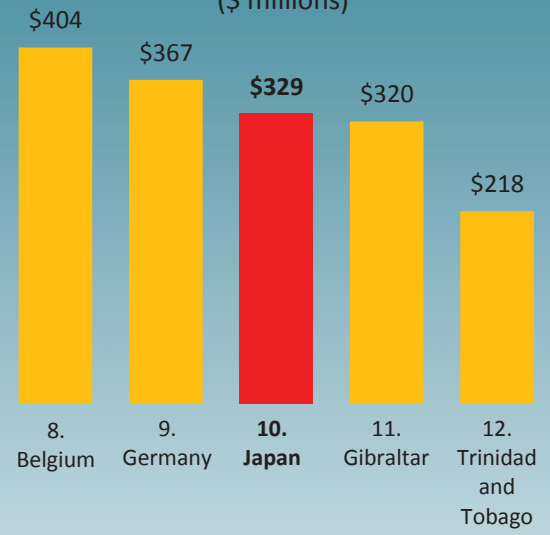
Top Mississippi Goods Exports to Japan, 2016

($ millions)



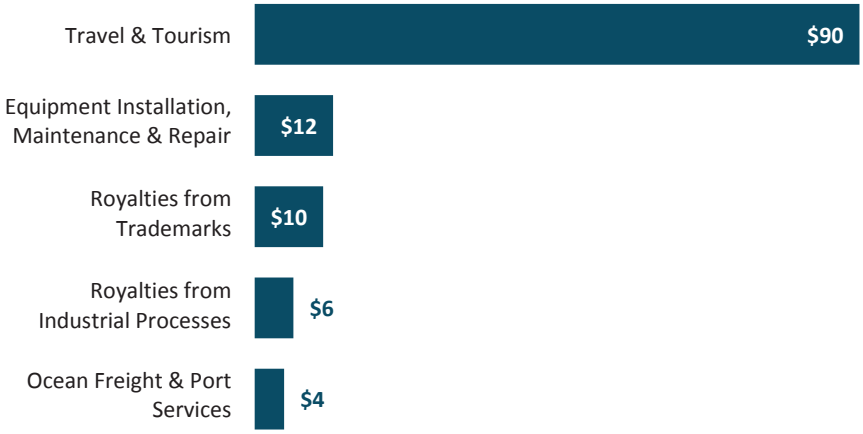
Mississippi Goods Export Destinations, 2016

($ millions)



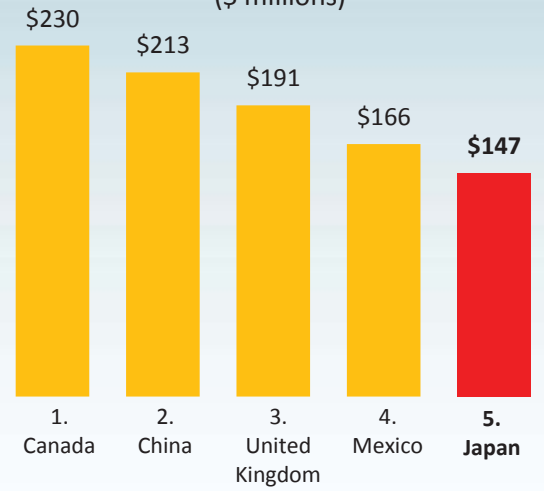
Top Mississippi Services Exports to Japan, 2015

($ millions)



Mississippi Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

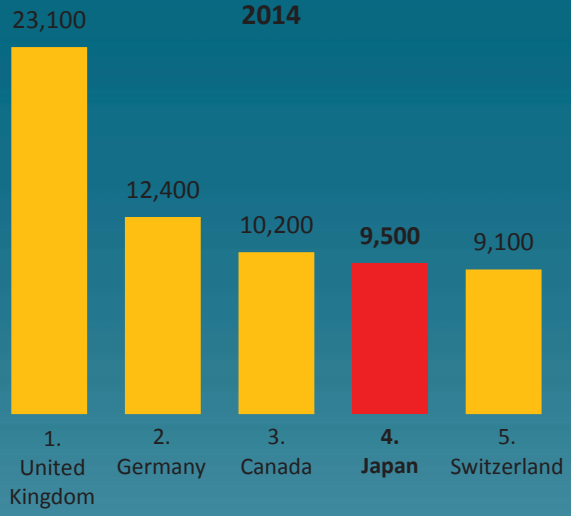
US JBC US-JAPAN BUSINESS COUNCIL

MISSOURI

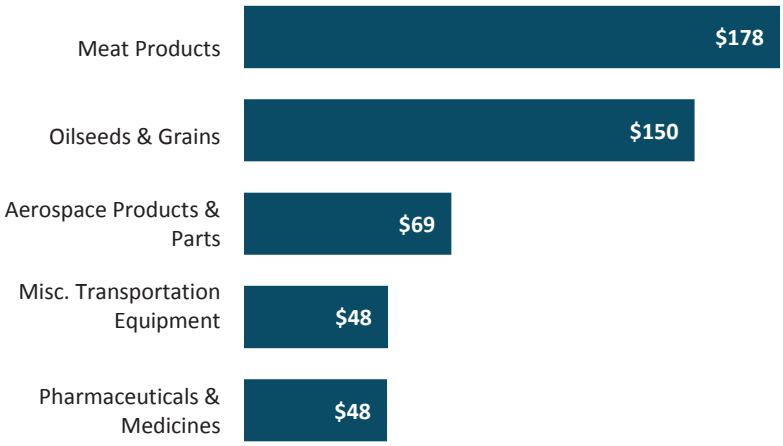
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **9,500 Missouri jobs** at Japanese-owned firms accounted for 9.1% of Missouri's total employment at foreign-owned affiliates in 2014.
- At **$679 million,** Japan accounted for 4.4% of Missouri's goods exports in 2016. Meat products were Missouri's top goods export to Japan.
- At **$526 million**, Japan accounted for 6.0% of Missouri's services exports in 2015. Travel and tourism were Missouri's top services export to Japan.

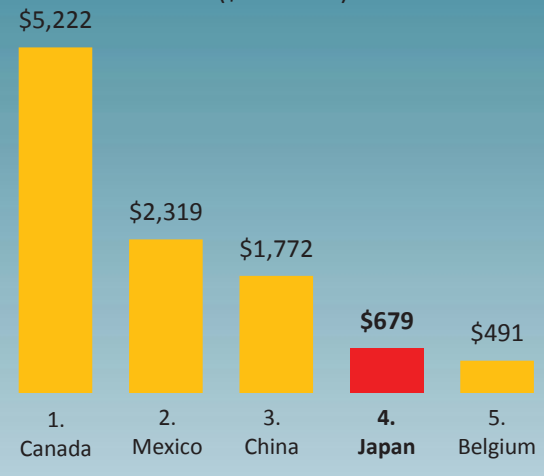
Missouri Jobs at Foreign-Owned Affiliates, 2014



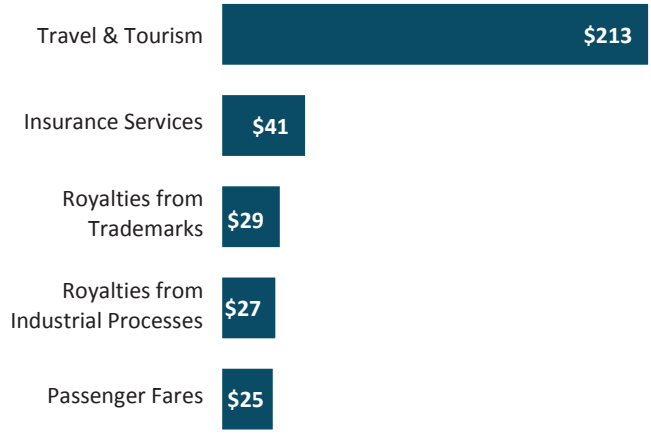
Top Missouri Goods Exports to Japan, 2016
($ millions)



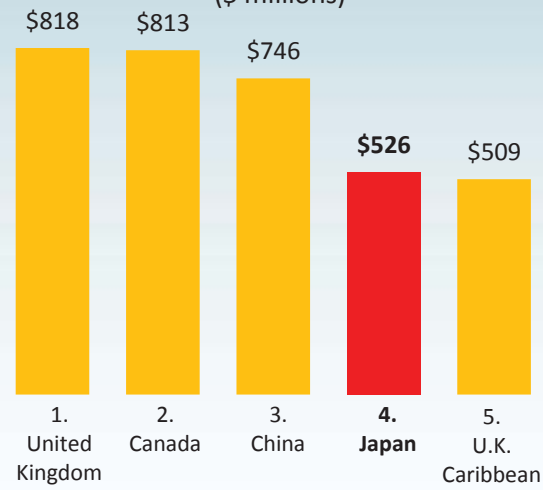
Missouri Goods Export Destinations, 2016
($ millions)



Top Missouri Services Exports to Japan, 2015
($ millions)



Missouri Services Export Destinations, 2015
($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

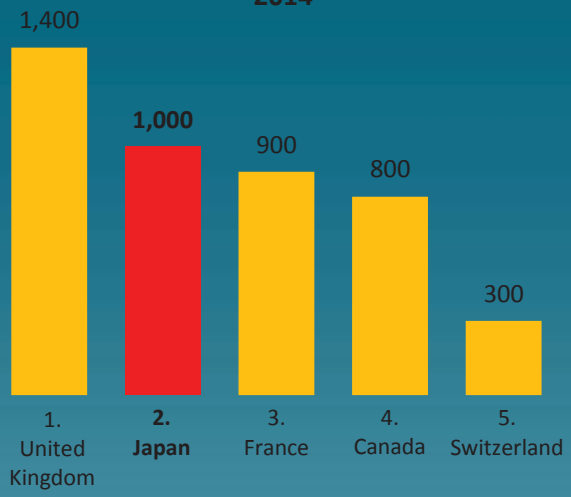
US JBC US-JAPAN BUSINESS COUNCIL

MONTANA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

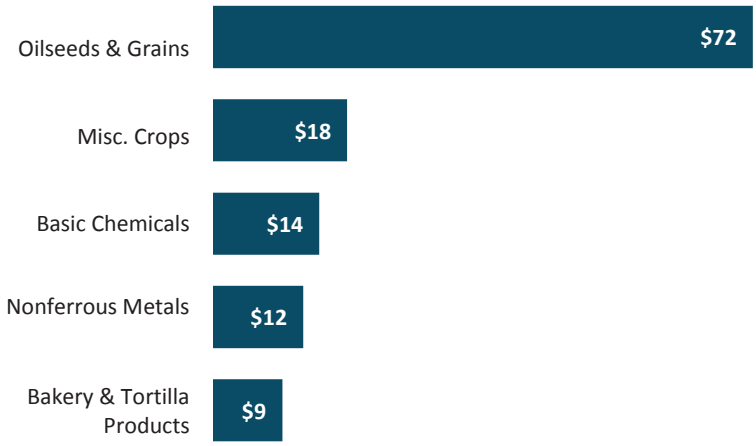
- The **1,000 Montana jobs** at Japanese-owned firms accounted for 14.5% of Montana's total employment at foreign-owned affiliates in 2014.
- At **$140 million,** Japan accounted for 6.9% of Montana's goods exports in 2016. Oilseeds and grains were Montana's top goods export to Japan.
- At **$61 million**, Japan accounted for 6.2% of Montana's services exports in 2015. Travel and tourism were Montana's top services export to Japan.

Montana Jobs at Foreign-Owned Affiliates, 2014



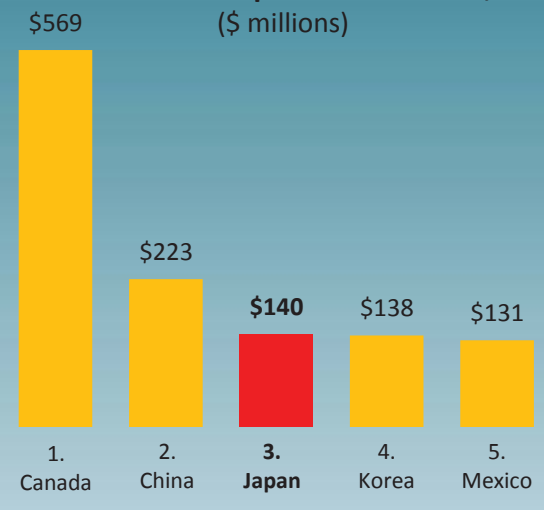
Top Montana Goods Exports to Japan, 2016

($ millions)



Montana Goods Export Destinations, 2016

($ millions)

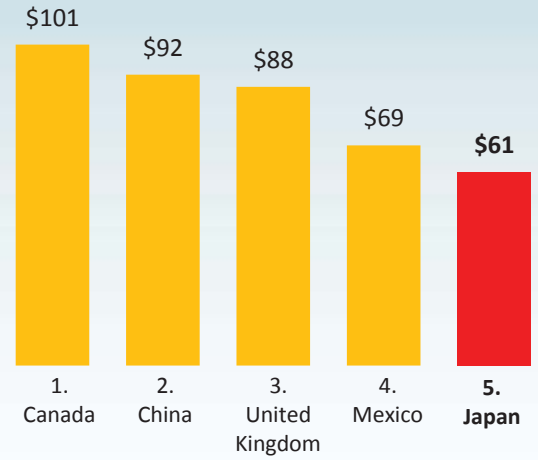


Top Montana Services Exports to Japan, 2015

($ millions)

Montana Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

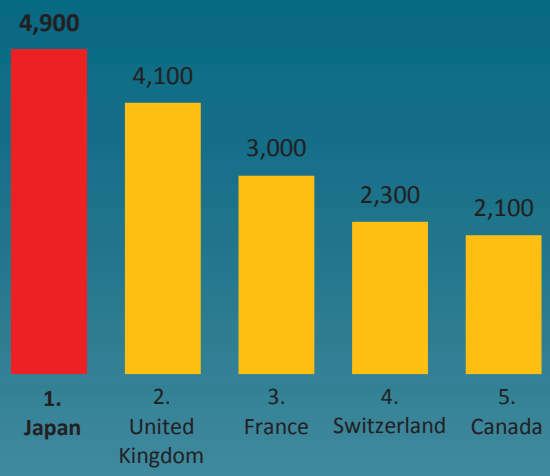
US JBC US-JAPAN BUSINESS COUNCIL

NEBRASKA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

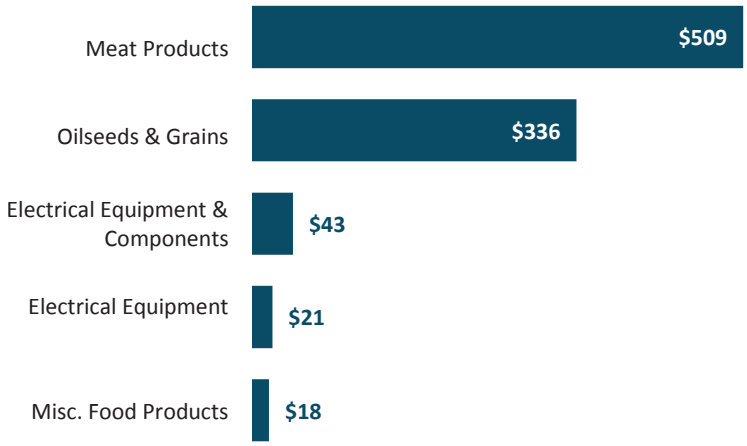
- The **4,900 Nebraska jobs** at Japanese-owned firms accounted for 15.1% of Nebraska's total employment at foreign-owned affiliates in 2014.
- At **$1.0 billion,** Japan accounted for 12% of Nebraska's goods exports in 2016. Meat products were Nebraska's top goods export to Japan.
- At **$123 million**, Japan accounted for 6.4% of Nebraska's services exports in 2015. Insurance services were Nebraska's top services export to Japan.

Nebraska Jobs at Foreign-Owned Affiliates, 2014



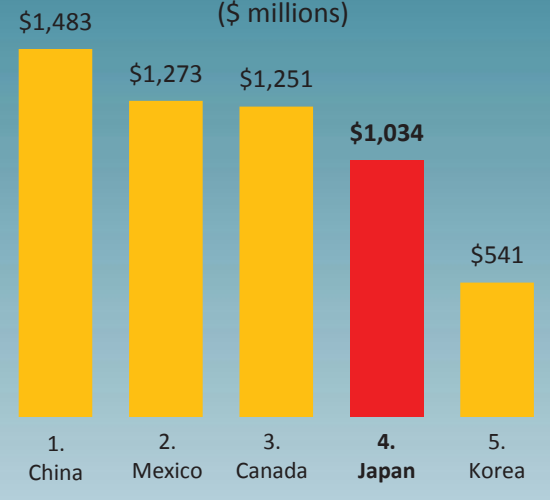
Top Nebraska Goods Exports to Japan, 2016

($ millions)



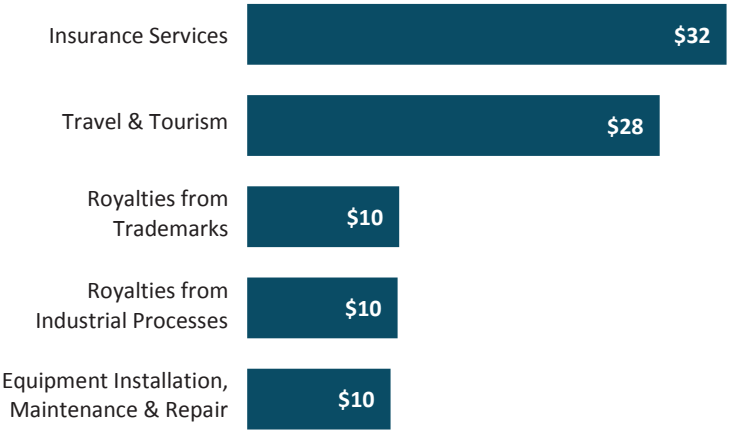
Nebraska Goods Export Destinations, 2016

($ millions)



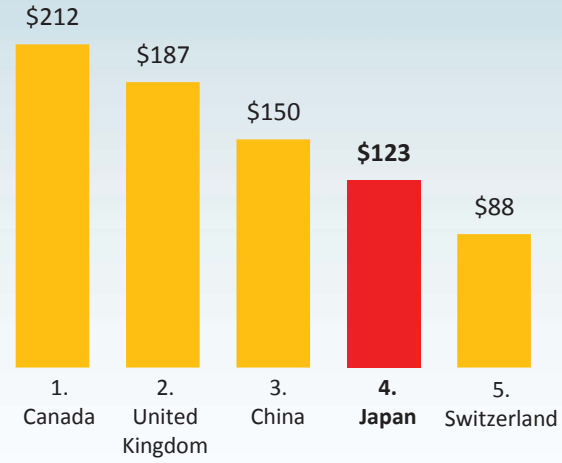
Top Nebraska Services Exports to Japan, 2015

($ millions)



Nebraska Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

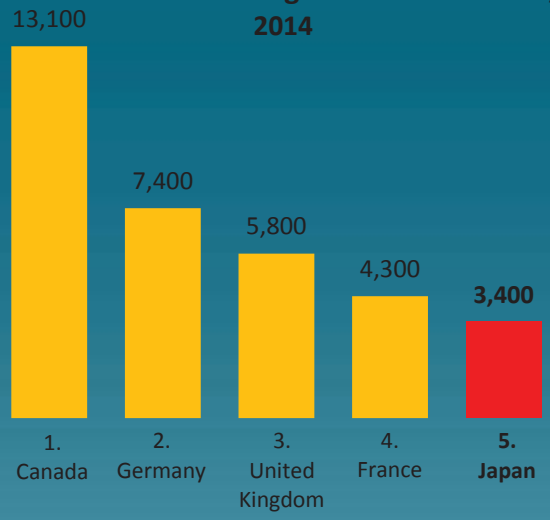
US JBC US-JAPAN BUSINESS COUNCIL

NEVADA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

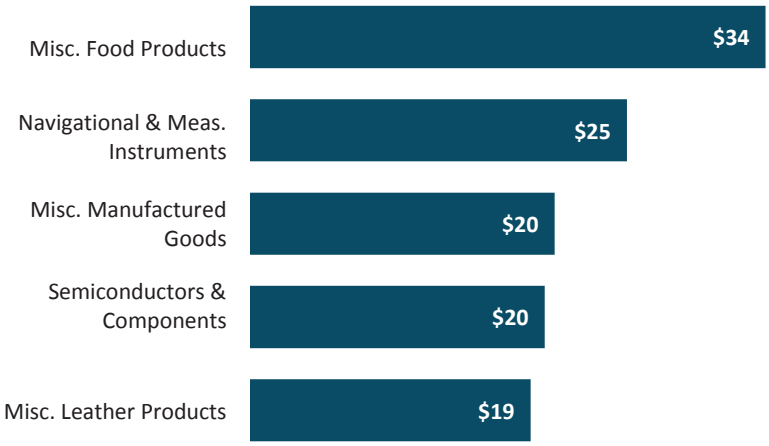
- The **3,400 Nevada jobs** at Japanese-owned firms accounted for 7.4% of Nevada's total employment at foreign-owned affiliates in 2014.
- At **$194 million,** Japan accounted for 2.0% of Nevada's goods exports in 2016. Miscellaneous food products were Nevada's top goods export to Japan.
- At **$718 million**, Japan accounted for 7.1% of Nevada's services exports in 2015. Travel and tourism were Nevada's top services export to Japan.

Nevada Jobs at Foreign-Owned Affiliates, 2014



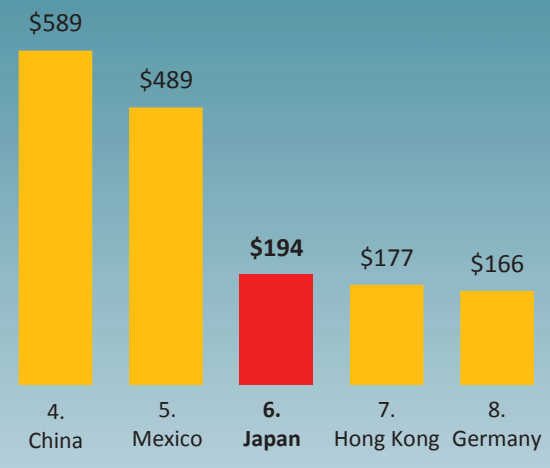
Top Nevada Goods Exports to Japan, 2016

($ millions)



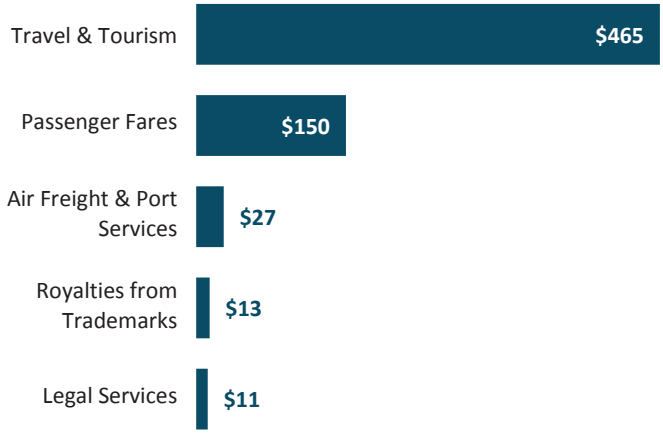
Nevada Goods Export Destinations, 2016

($ millions)



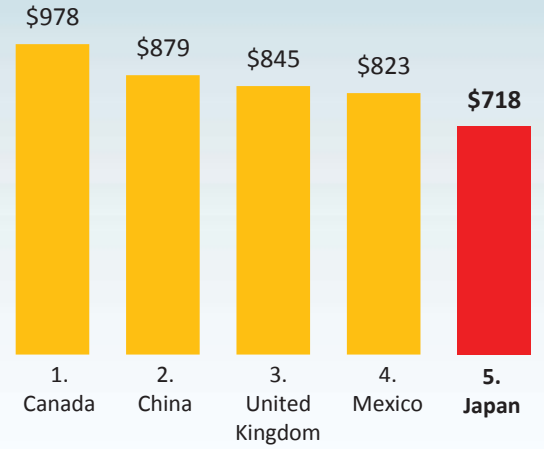
Top Nevada Services Exports to Japan, 2015

($ millions)



Nevada Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

US JBC US-JAPAN BUSINESS COUNCIL

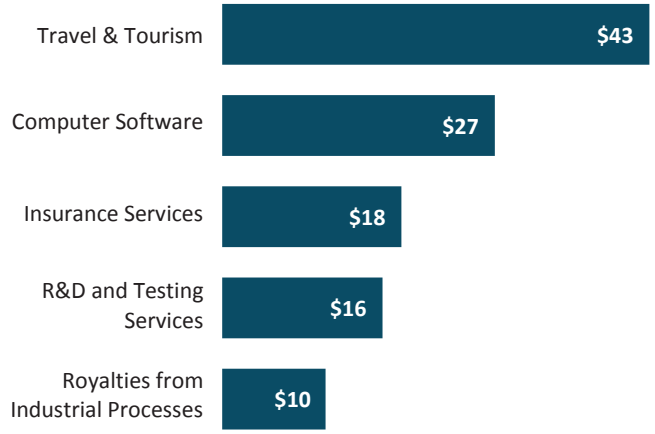
NEW HAMPSHIRE

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **5,200 New Hampshire jobs** at Japanese-owned firms accounted for 12.2% of New Hampshire's total employment at foreign-owned affiliates in 2014.
- At **$128 million,** Japan accounted for 3.1% of New Hampshire's goods exports in 2016. Scrap products were New Hampshire's top goods export to Japan.
- At **$169 million**, Japan accounted for 6.1% of New Hampshire's services exports in 2015. Travel and tourism were New Hampshire's top services export to Japan.

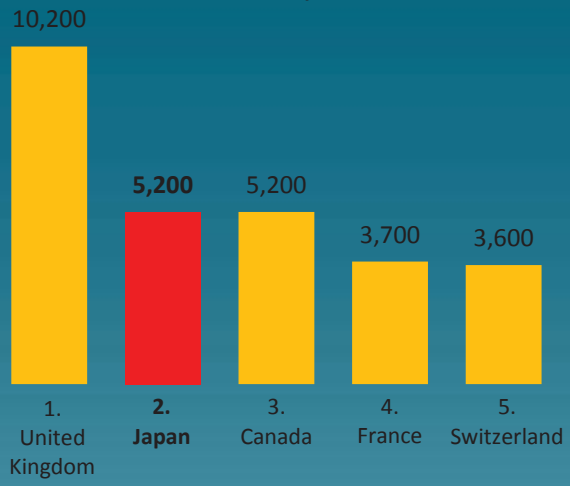
Top New Hampshire Goods Exports to Japan, 2016
($ millions)

Top New Hampshire Services Exports to Japan, 2015
($ millions)

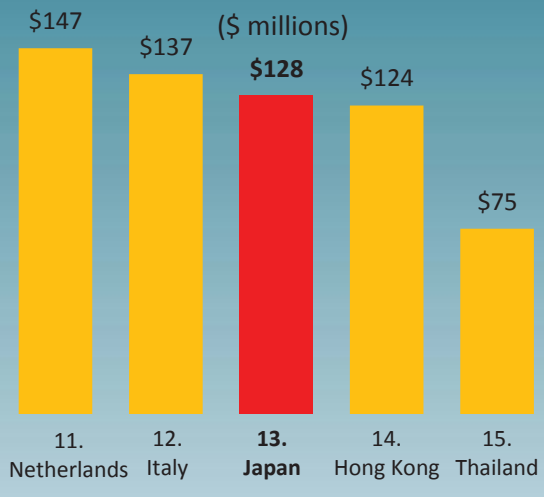


Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

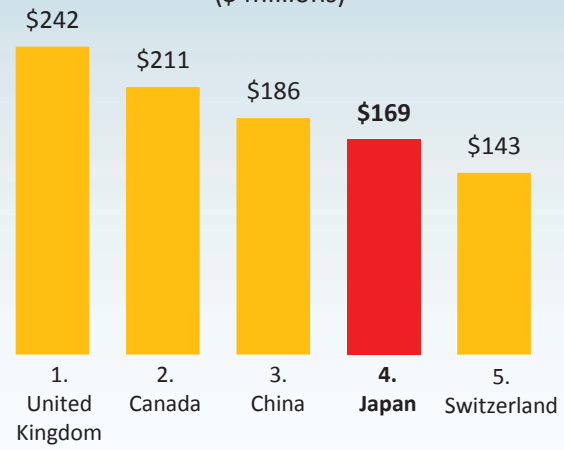
New Hampshire Jobs at Foreign-Owned Affiliates, 2014



New Hampshire Goods Export Destinations, 2016
($ millions)



New Hampshire Services Export Destinations, 2015
($ millions)



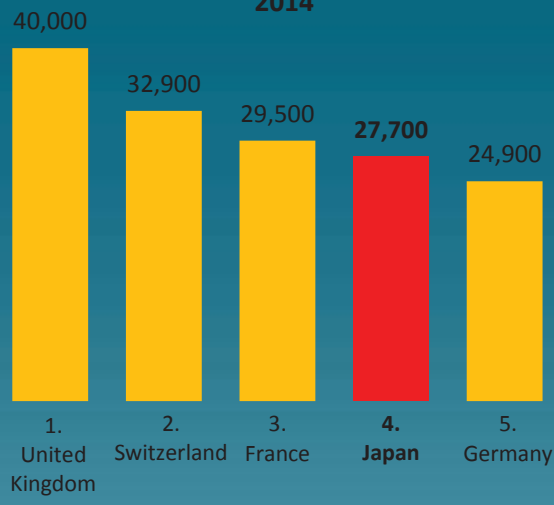
US-JAPAN BUSINESS COUNCIL

NEW JERSEY

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

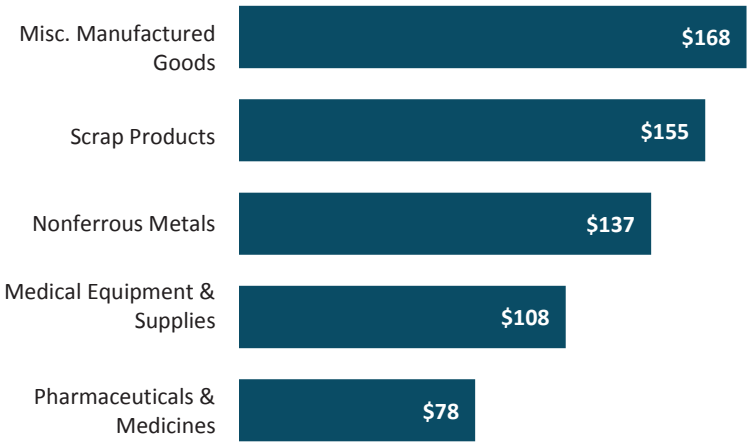
- The **27,700 New Jersey jobs** at Japanese-owned firms accounted for 11.3% of New Jersey's total employment at foreign-owned affiliates in 2014.
- At **$1.2 billion,** Japan accounted for 4.1% of New Jersey's goods exports in 2016. Misc. manufactured goods were New Jersey's top goods export to Japan.
- At **$1.5 billion**, Japan accounted for 6.8% of New Jersey's services exports in 2015. Passenger fares were New Jersey's top services export to Japan.

New Jersey Jobs at Foreign-Owned Affiliates, 2014



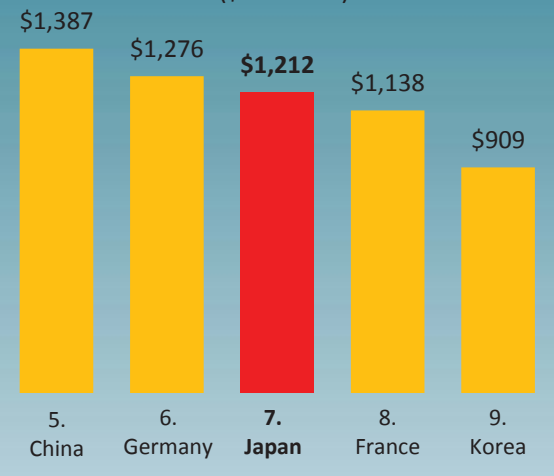
Top New Jersey Goods Exports to Japan, 2016

($ millions)



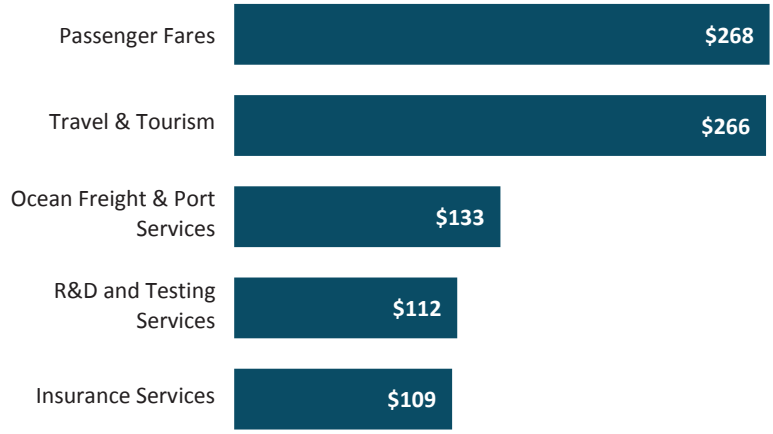
New Jersey Goods Export Destinations, 2016

($ millions)



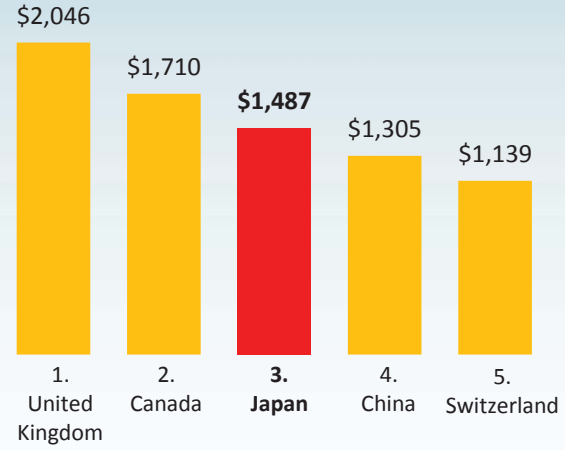
Top New Jersey Services Exports to Japan, 2015

($ millions)



New Jersey Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

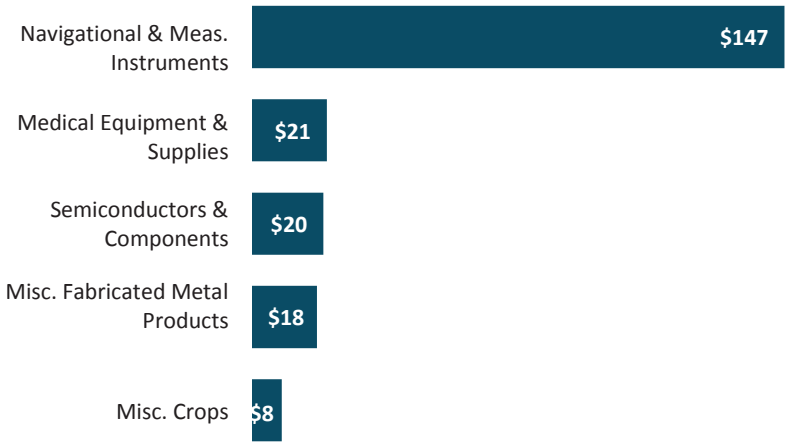
US JBC US-JAPAN BUSINESS COUNCIL

New Mexico

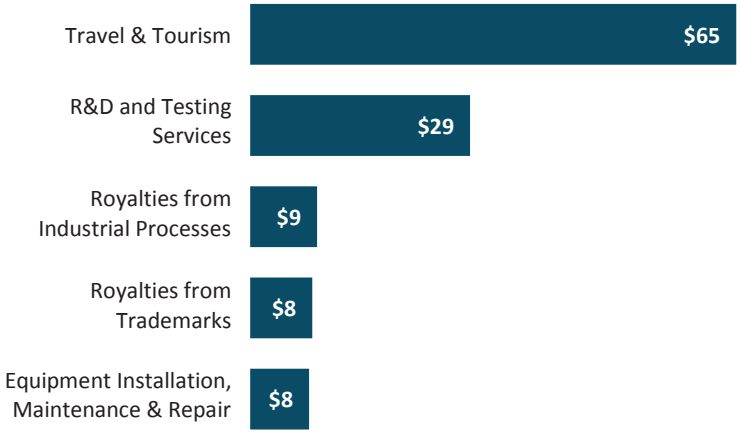
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **2,400 New Mexico jobs** at Japanese-owned firms accounted for 10.7% of New Mexico's total employment at foreign-owned affiliates in 2014.
- At **$256 million,** Japan accounted for 6.8% of New Mexico's goods exports in 2016. Navigational and measuring instruments were New Mexico's top goods export to Japan.
- At **$152 million**, Japan accounted for 6.2% of New Mexico's services exports in 2015. Travel and tourism were New Mexico's top services export to Japan.

Top New Mexico Goods Exports to Japan, 2016
($ millions)

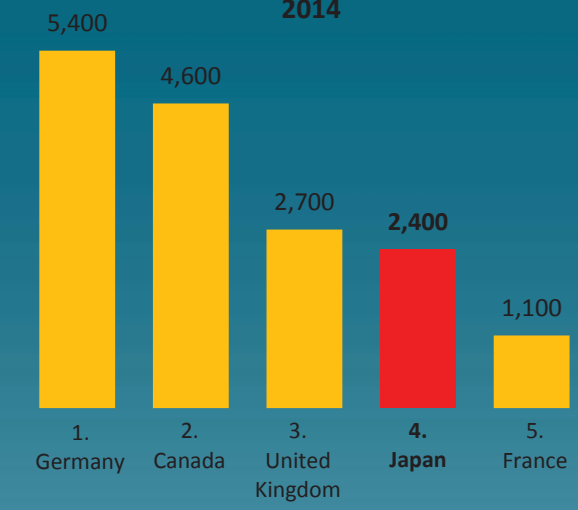


Top New Mexico Services Exports to Japan, 2015
($ millions)

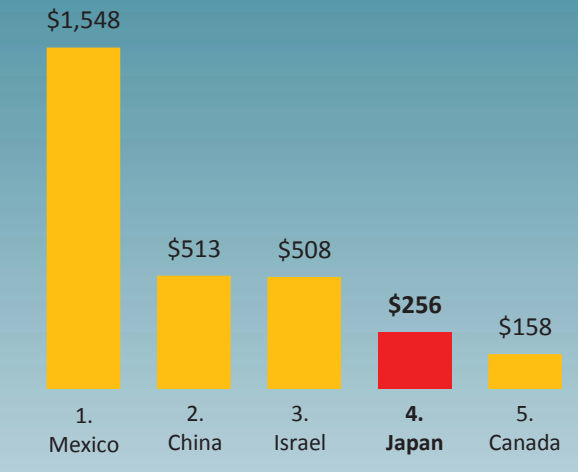


Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

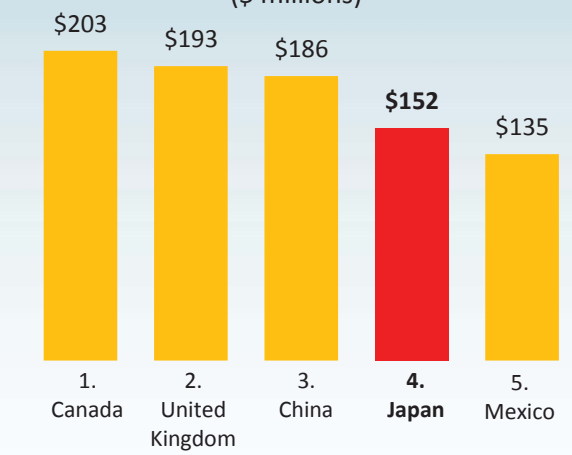
New Mexico Jobs at Foreign-Owned Affiliates, 2014



New Mexico Goods Export Destinations, 2016
($ millions)



New Mexico Services Export Destinations, 2015
($ millions)



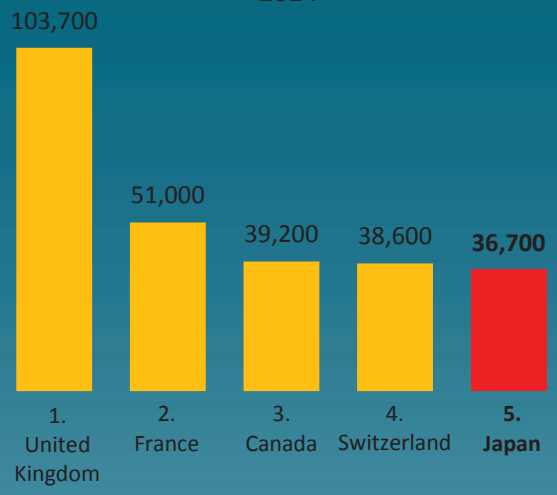
US-JBC US-JAPAN BUSINESS COUNCIL

NEW YORK

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

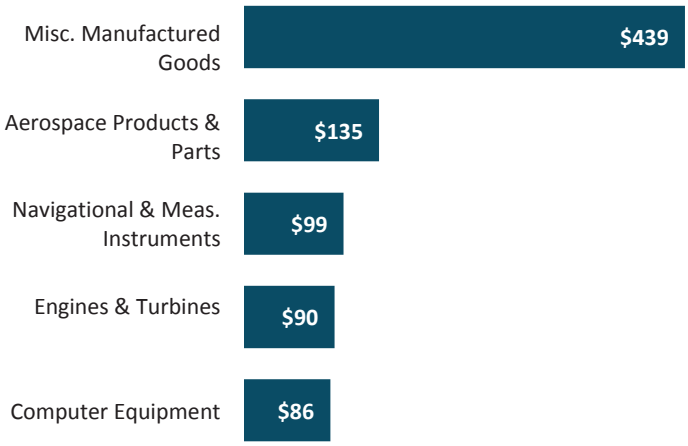
- The **36,700 New York jobs** at Japanese-owned firms accounted for 8.6% of New York's total employment at foreign-owned affiliates in 2014.
- At **$1.7 billion,** Japan accounted for 2.7% of New York's goods exports in 2016. Misc. manufactured goods were New York's top goods export to Japan.
- At **$4.2 billion**, Japan accounted for 5.2% of New York's services exports in 2015. Travel and tourism were New York's top services export to Japan.

New York Jobs at Foreign-Owned Affiliates, 2014



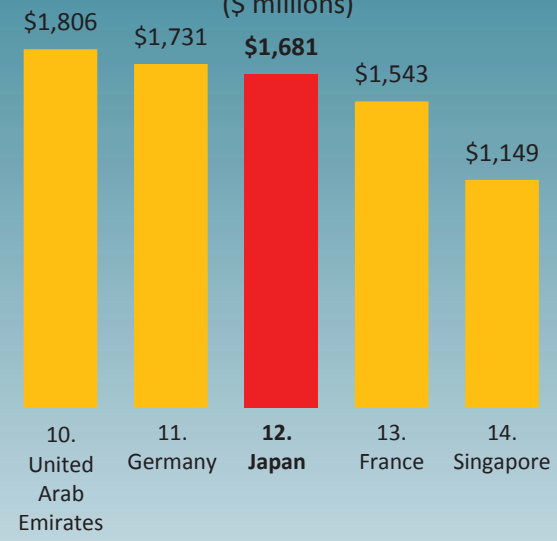
Top New York Goods Exports to Japan, 2016

($ millions)



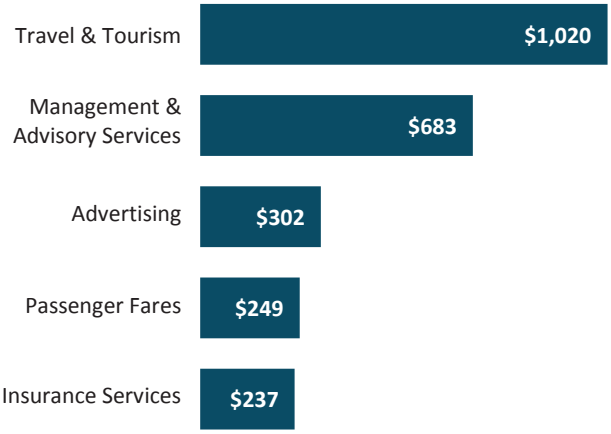
New York Goods Export Destinations, 2016

($ millions)



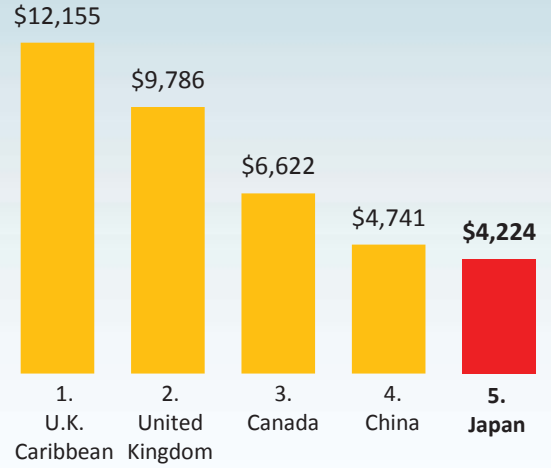
Top New York Services Exports to Japan, 2015

($ millions)



New York Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

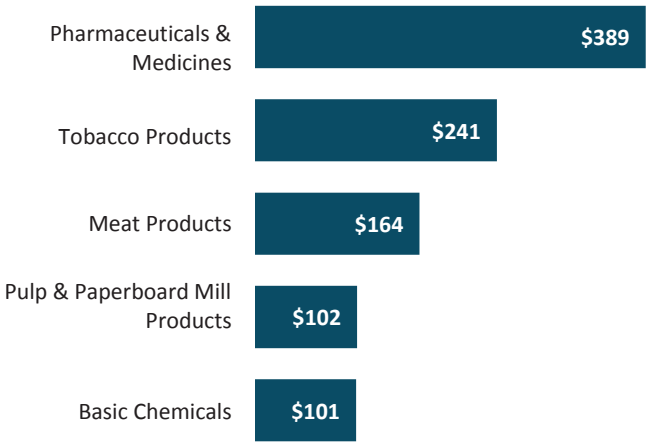
US JBC US-JAPAN BUSINESS COUNCIL

NORTH CAROLINA

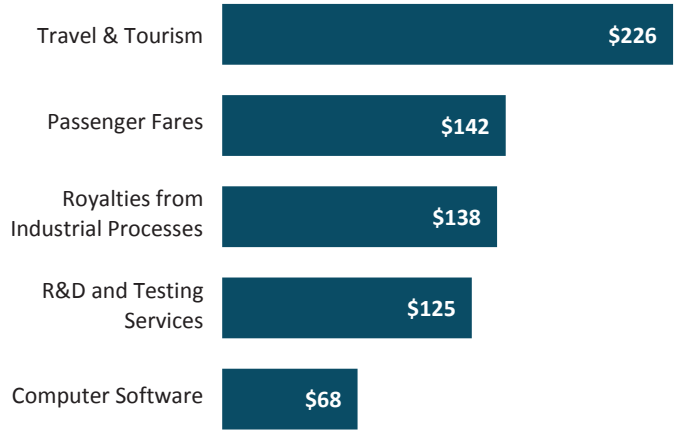
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **23,500 North Carolina jobs** at Japanese-owned firms accounted for 9.7% of North Carolina's total employment at foreign-owned affiliates in 2014.
- At **$1.6 billion,** Japan accounted for 5.3% of North Carolina's goods exports in 2016. Pharmaceuticals and medicines were North Carolina's top goods export to Japan.
- At **$1.0 billion**, Japan accounted for 6.0% of North Carolina's services exports in 2015. Travel and tourism were North Carolina's top services export to Japan.

Top North Carolina Goods Exports to Japan, 2016
($ millions)

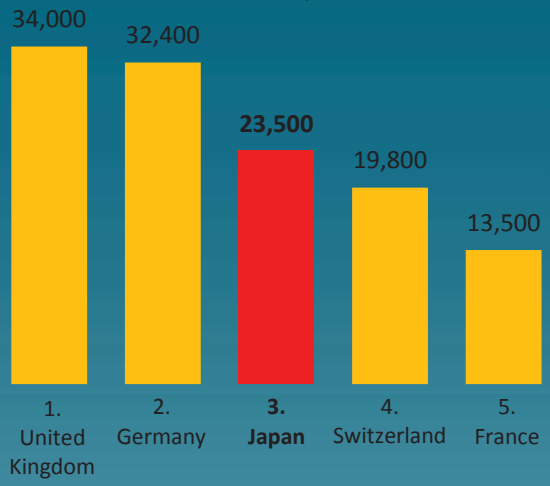


Top North Carolina Services Exports to Japan, 2015
($ millions)

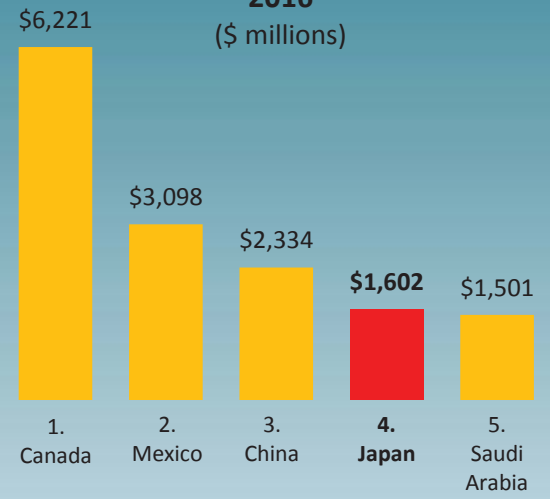


Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

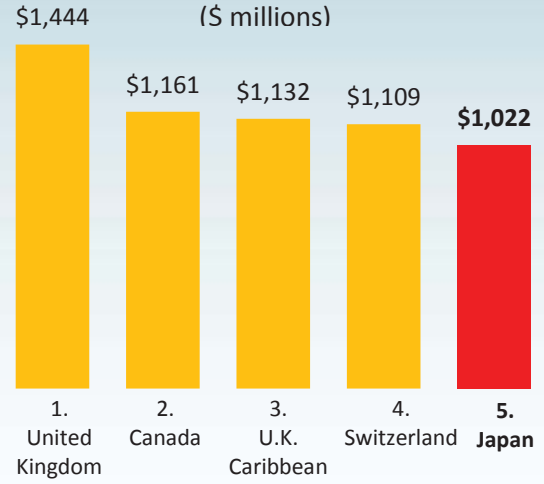
North Carolina Jobs at Foreign-Owned Affiliates, 2014



North Carolina Goods Export Destinations, 2016
($ millions)



North Carolina Services Export Destinations, 2015
($ millions)



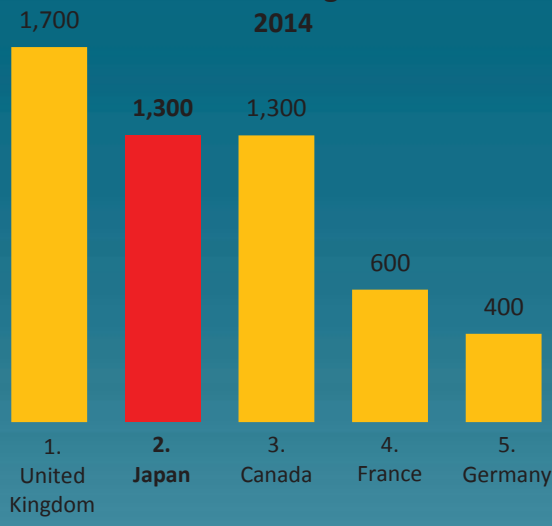
US-JAPAN BUSINESS COUNCIL

NORTH DAKOTA

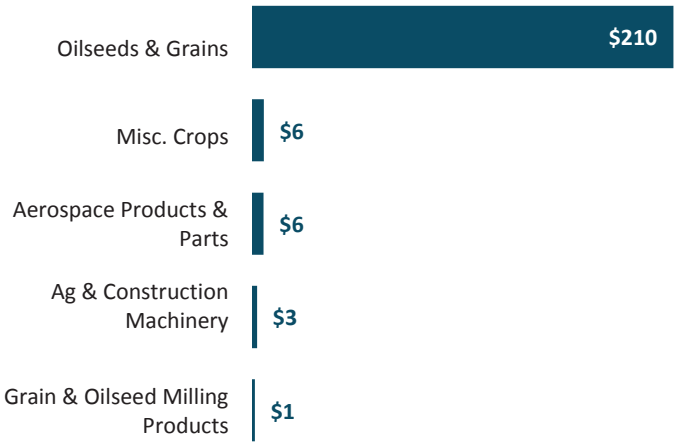
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **1,300 North Dakota jobs** at Japanese-owned firms accounted for 9.7% of North Dakota's total employment at foreign-owned affiliates in 2014.
- At **$231 million,** Japan accounted for 3.5% of North Dakota's goods exports in 2016. Oilseeds and grains were North Dakota's top goods export to Japan.
- At **$49 million**, Japan accounted for 5.4% of North Dakota's services exports in 2015. Travel and tourism were North Dakota's top services export to Japan.

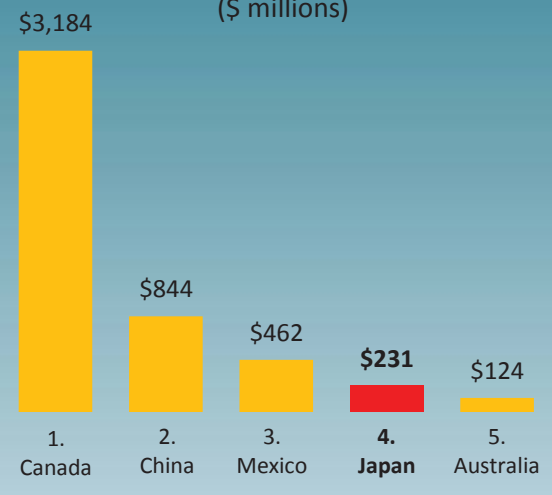
North Dakota Jobs at Foreign-Owned Affiliates, 2014



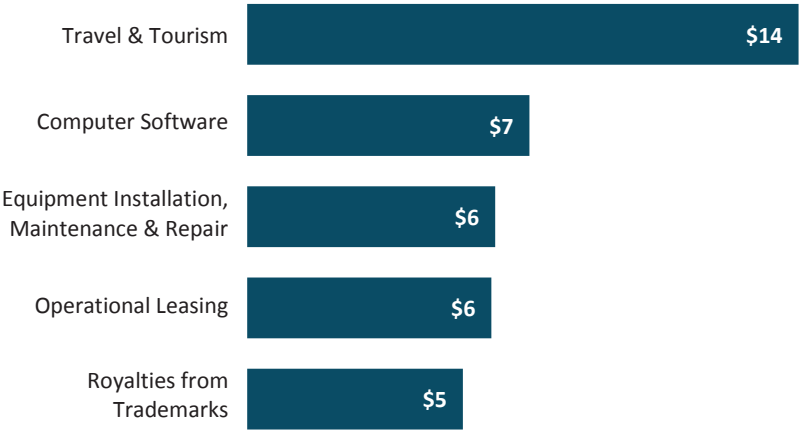
Top North Dakota Goods Exports to Japan, 2016
($ millions)



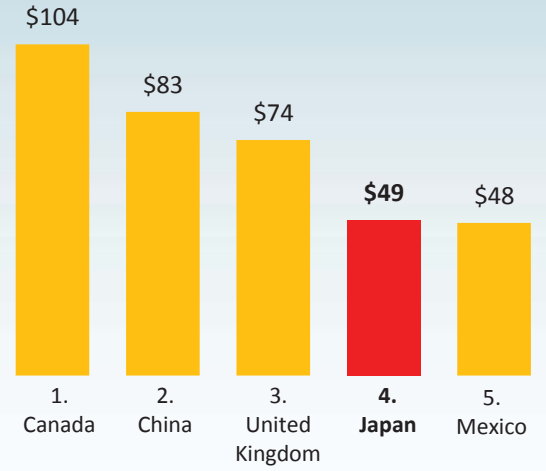
North Dakota Goods Export Destinations, 2016
($ millions)



Top North Dakota Services Exports to Japan, 2015
($ millions)



North Dakota Services Export Destinations, 2015
($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

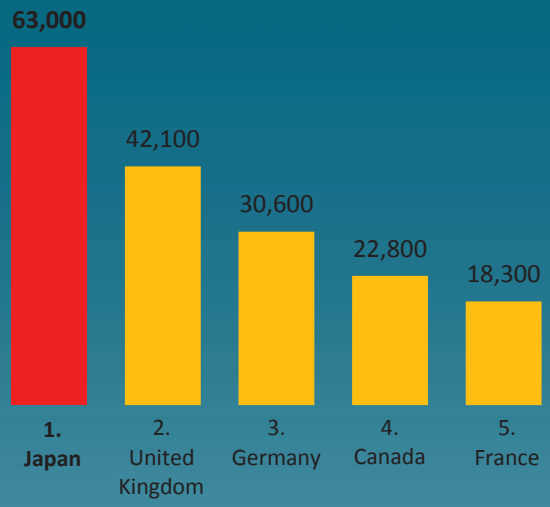
USJBC US-JAPAN BUSINESS COUNCIL

OHIO

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

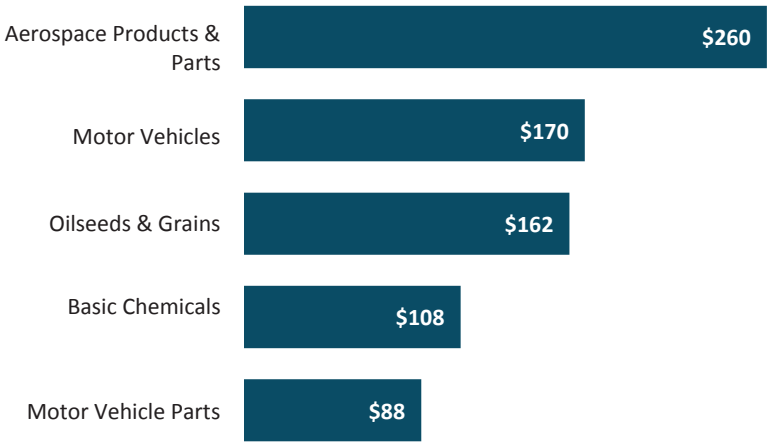
- The **63,000 Ohio jobs** at Japanese-owned firms accounted for 24.9% of Ohio's total employment at foreign-owned affiliates in 2014.
- At **$1.6 billion,** Japan accounted for 3.4% of Ohio's goods exports in 2016. Aerospace products and parts were Ohio's top goods export to Japan.
- At **$774 million**, Japan accounted for 6.0% of Ohio's services exports in 2015. Travel and tourism were Ohio's top services export to Japan.

Ohio Jobs at Foreign-Owned Affiliates, 2014



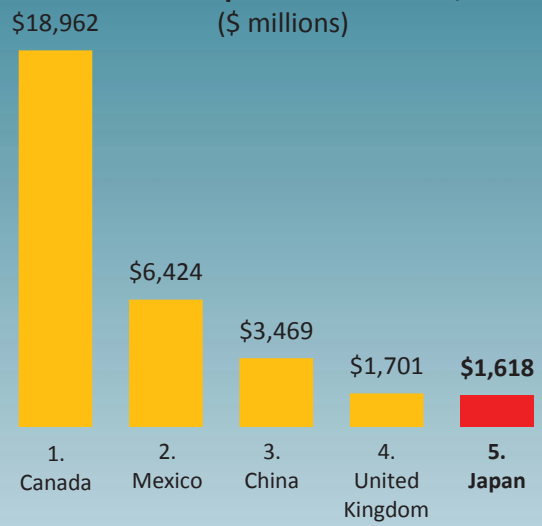
Top Ohio Goods Exports to Japan, 2016

($ millions)



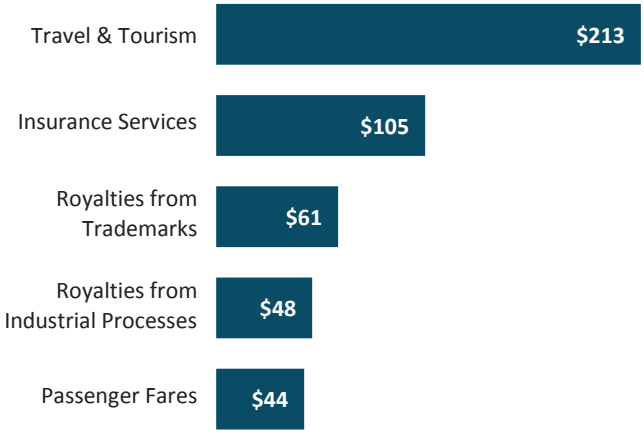
Ohio Goods Export Destinations, 2016

($ millions)



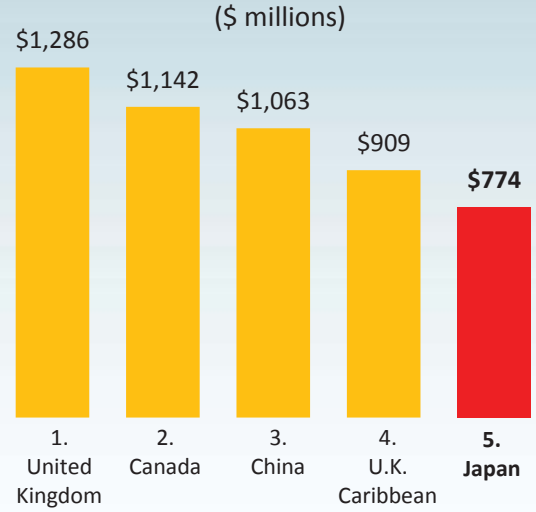
Top Ohio Services Exports to Japan, 2015

($ millions)



Ohio Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

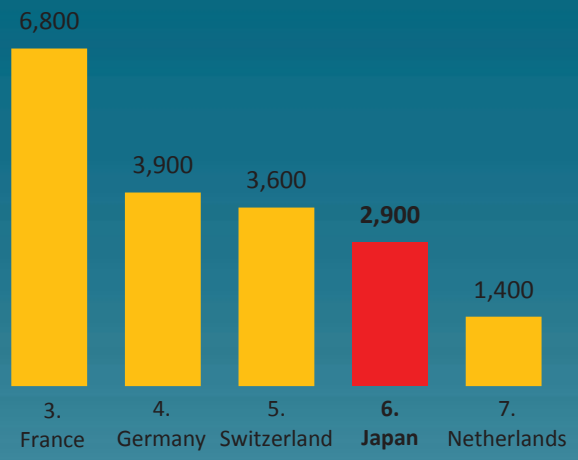
US-JBC US-JAPAN BUSINESS COUNCIL

OKLAHOMA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

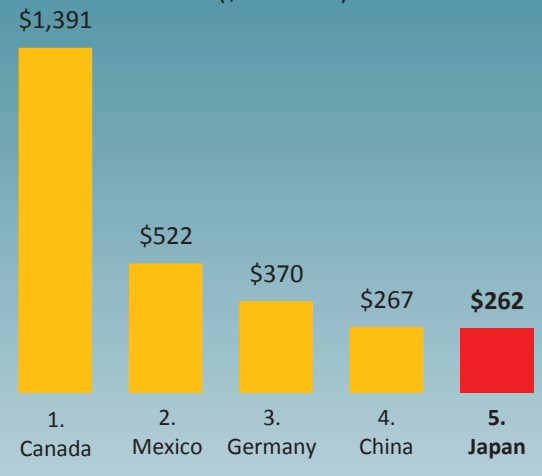
- The **2,900 Oklahoma jobs** at Japanese-owned firms accounted for 5.8% of Oklahoma's total employment at foreign-owned affiliates in 2014.
- At **$262 million,** Japan accounted for 5.1% of Oklahoma's goods exports in 2016. Meat products were Oklahoma's top goods export to Japan.
- At **$255 million**, Japan accounted for 7.0% of Oklahoma's services exports in 2015. Passenger fares were Oklahoma's top services export to Japan.

Oklahoma Jobs at Foreign-Owned Affiliates, 2014

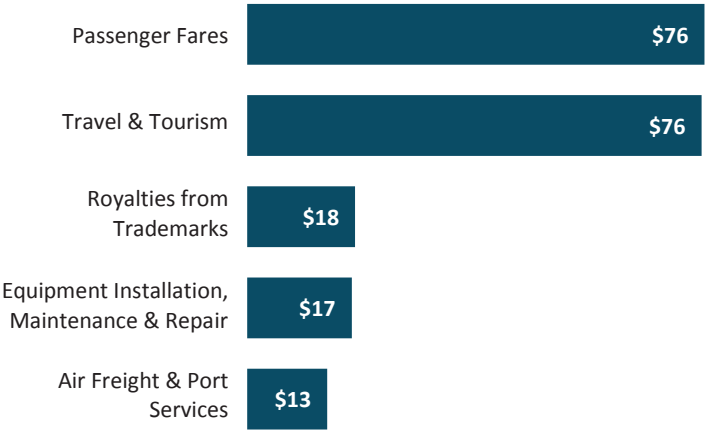


Top Oklahoma Goods Exports to Japan, 2016
($ millions)

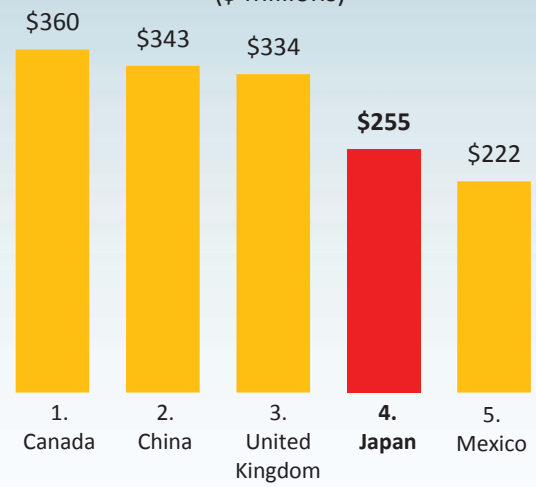
Oklahoma Goods Export Destinations, 2016
($ millions)



Top Oklahoma Services Exports to Japan, 2015
($ millions)



Oklahoma Services Export Destinations, 2015
($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

US JBC US-JAPAN BUSINESS COUNCIL

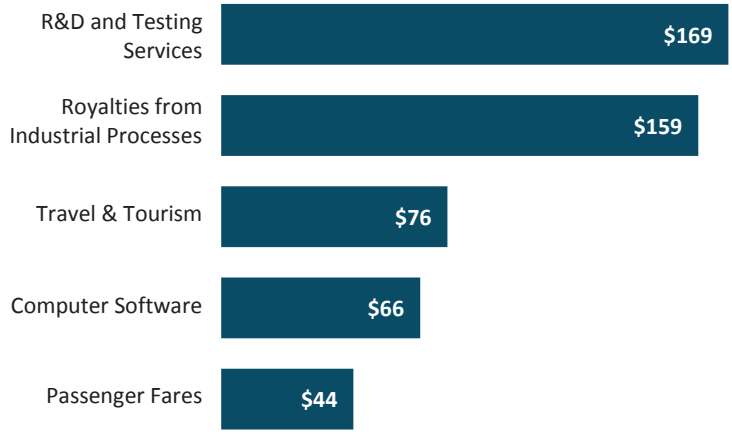
OREGON

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **6,900 Oregon jobs** at Japanese-owned firms accounted for 13.1% of Oregon's total employment at foreign-owned affiliates in 2014.
- At **$1.3 billion,** Japan accounted for 6.1% of Oregon's goods exports in 2016. Industrial machinery were Oregon's top goods export to Japan.
- At **$627 million**, Japan accounted for 6.4% of Oregon's services exports in 2015. R&D and testings services were Oregon's top services export to Japan.

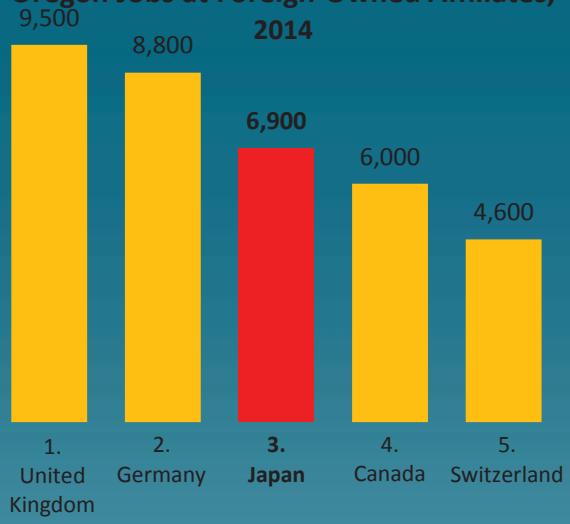
Top Oregon Goods Exports to Japan, 2016
($ millions)

Top Oregon Services Exports to Japan, 2015
($ millions)

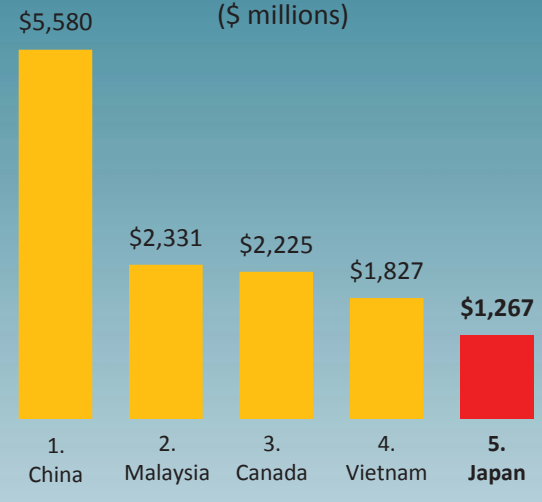


Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

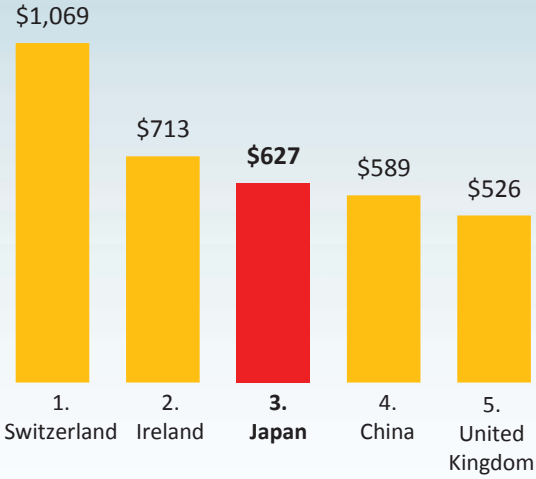
Oregon Jobs at Foreign-Owned Affiliates, 2014



Oregon Goods Export Destinations, 2016
($ millions)



Oregon Services Export Destinations, 2015
($ millions)



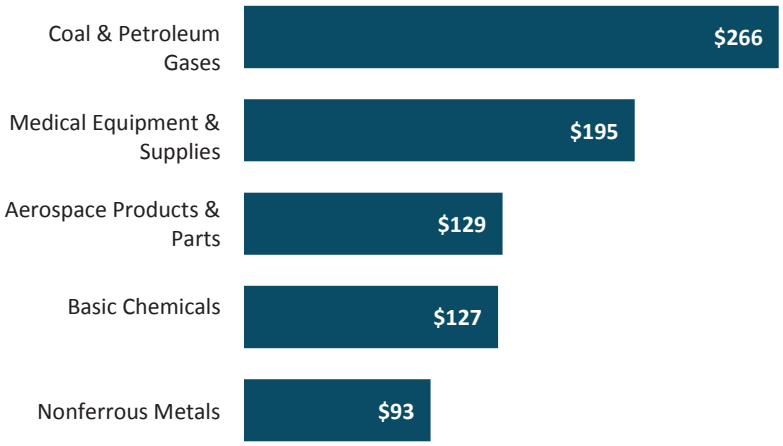
US JBC US-JAPAN BUSINESS COUNCIL

PENNSYLVANIA

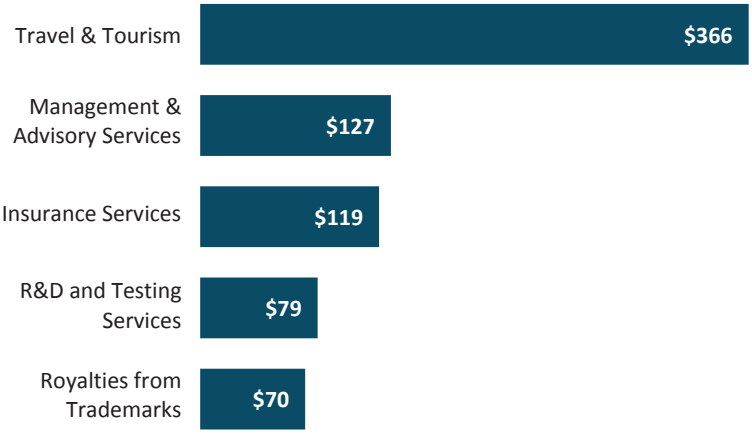
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **25,700 Pennsylvania jobs** at Japanese-owned firms accounted for 8.6% of Pennsylvania's total employment at foreign-owned affiliates in 2014.
- At **$1.5 billion,** Japan accounted for 4.1% of Pennsylvania's goods exports in 2016. Coal and petroleum gases were Pennsylvania's top goods export to Japan.
- At **$1.2 billion**, Japan accounted for 5.8% of Pennsylvania's services exports in 2015. Travel and tourism were Pennsylvania's top services export to Japan.

Top Pennsylvania Goods Exports to Japan, 2016
($ millions)

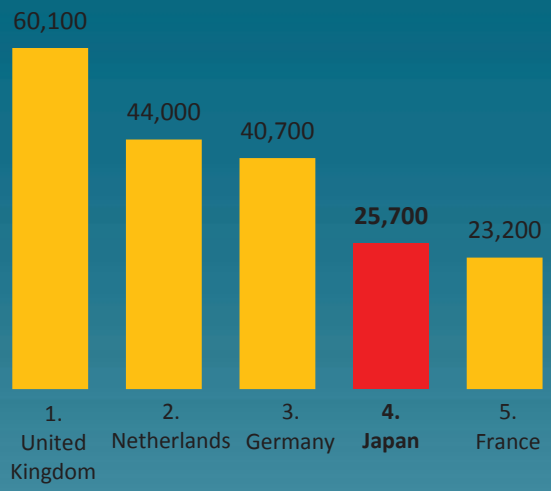


Top Pennsylvania Services Exports to Japan, 2015
($ millions)

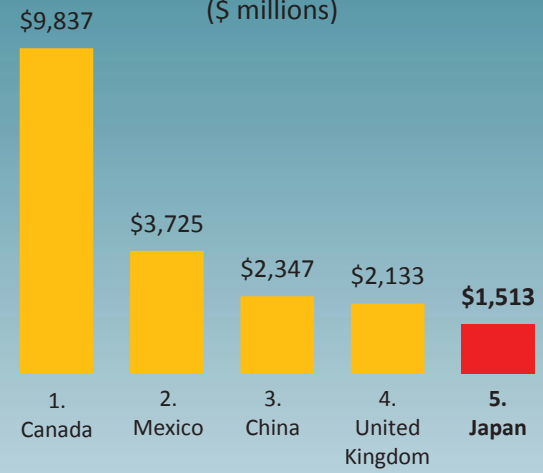


Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

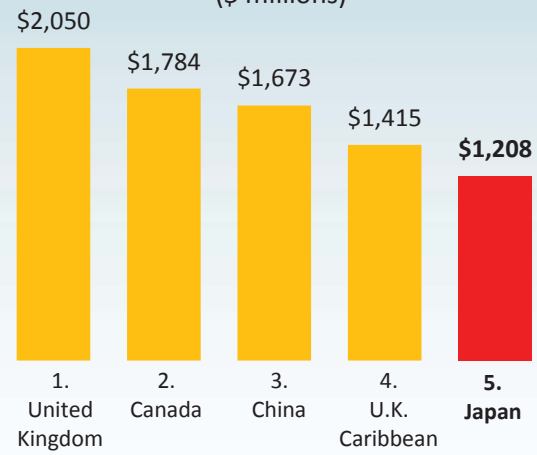
Pennsylvania Jobs at Foreign-Owned Affiliates, 2014



Pennsylvania Goods Export Destinations, 2016
($ millions)



Pennsylvania Services Export Destinations, 2015
($ millions)



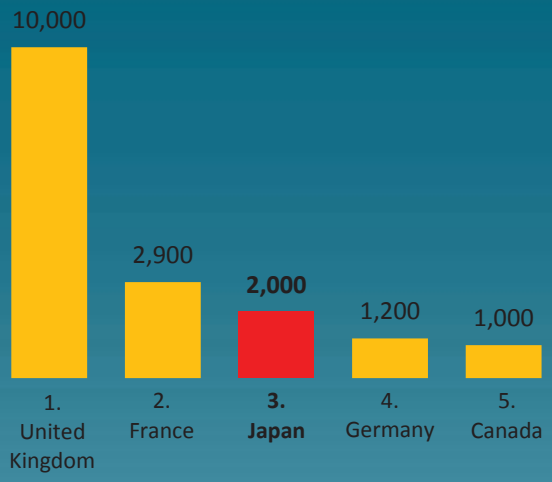
USJBC US-JAPAN BUSINESS COUNCIL

RHODE ISLAND

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

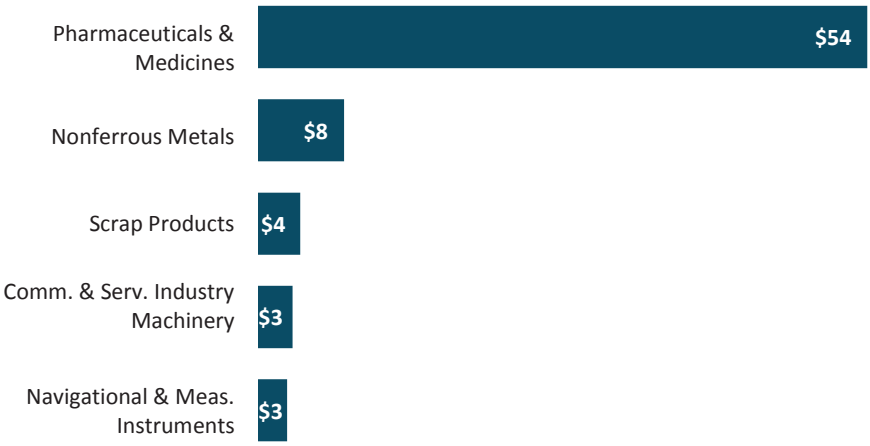
- The **2,000 Rhode Island jobs** at Japanese-owned firms accounted for 6.7% of Rhode Island's total employment at foreign-owned affiliates in 2014.
- At **$92 million,** Japan accounted for 4.1% of Rhode Island's goods exports in 2016. Pharmaceuticals and medicines were Rhode Island's top goods export to Japan.
- At **$109 million**, Japan accounted for 6.2% of Rhode Island's services exports in 2015. Travel and tourism were Rhode Island's top services export to Japan.

Rhode Island Jobs at Foreign-Owned Affiliates, 2014



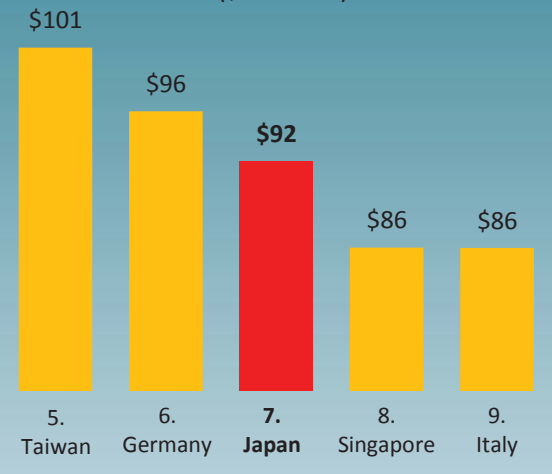
Top Rhode Island Goods Exports to Japan, 2016

($ millions)



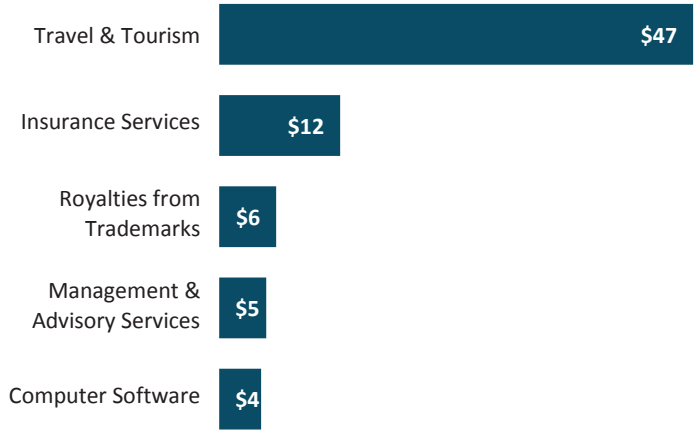
Rhode Island Goods Export Destinations, 2016

($ millions)



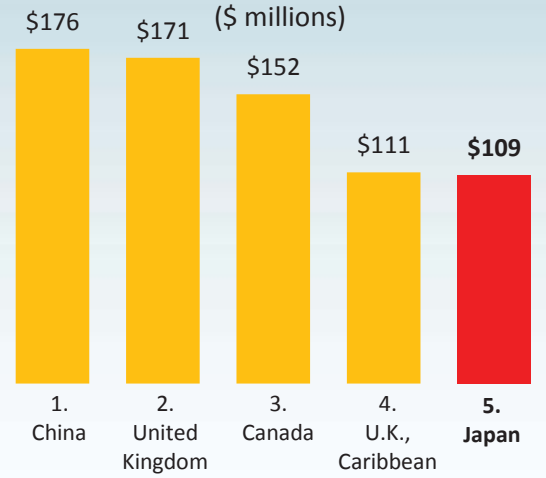
Top Rhode Island Services Exports to Japan, 2015

($ millions)



Rhode Island Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

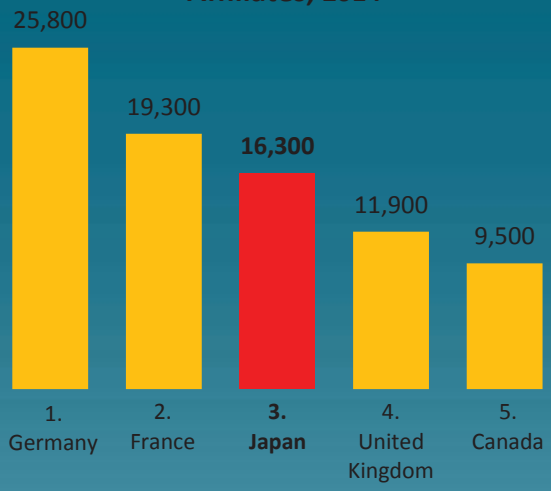
US JBC US-JAPAN BUSINESS COUNCIL

SOUTH CAROLINA

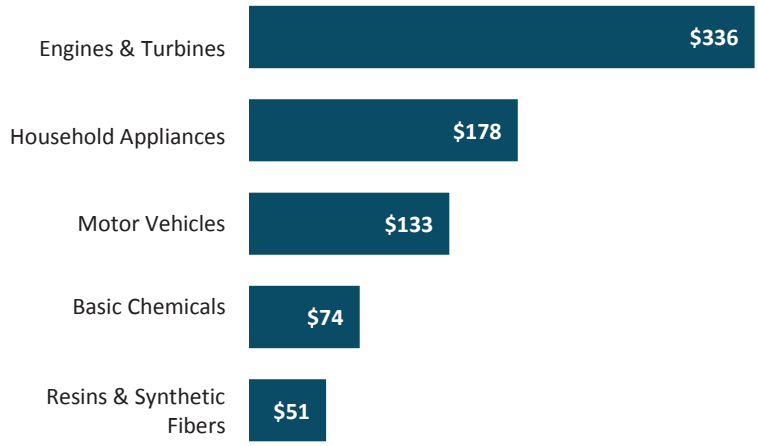
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **16,300 South Carolina jobs** at Japanese-owned firms accounted for 12.4% of South Carolina's total employment at foreign-owned affiliates in 2014.
- At **$1.1 billion,** Japan accounted for 3.5% of South Carolina's goods exports in 2016. Engines and turbines were South Carolina's top goods export to Japan.
- At **$334 million**, Japan accounted for 6.1% of South Carolina's services exports in 2015. Travel and tourism were South Carolina's top services export to Japan.

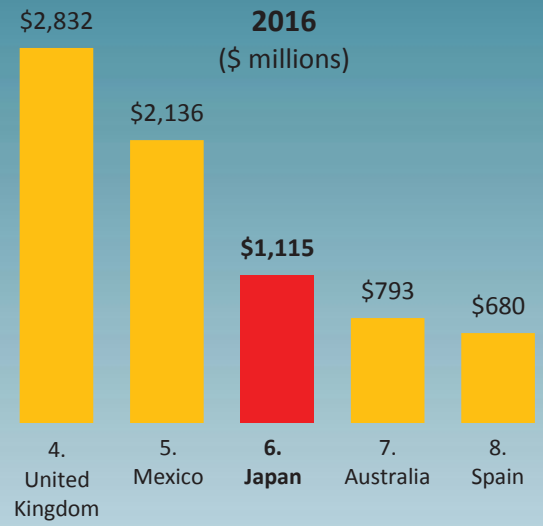
South Carolina Jobs at Foreign-Owned Affiliates, 2014



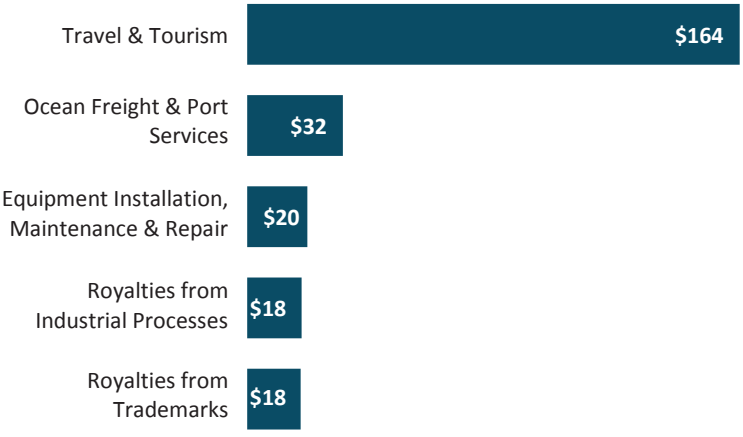
Top South Carolina Goods Exports to Japan, 2016
($ millions)



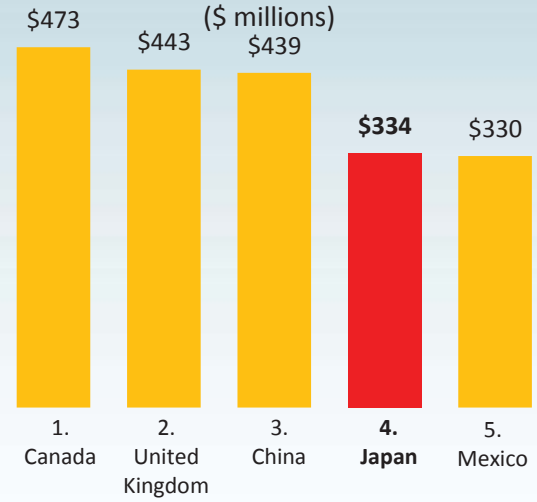
South Carolina Goods Export Destinations, 2016
($ millions)



Top South Carolina Services Exports to Japan, 2015
($ millions)



South Carolina Services Export Destinations, 2015
($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

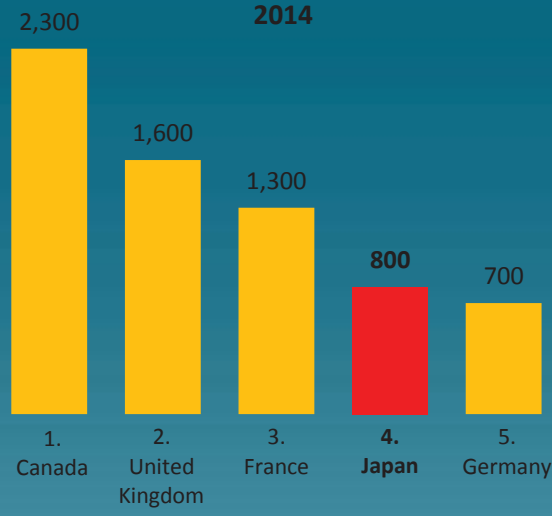
US JBC US-JAPAN BUSINESS COUNCIL

SOUTH DAKOTA

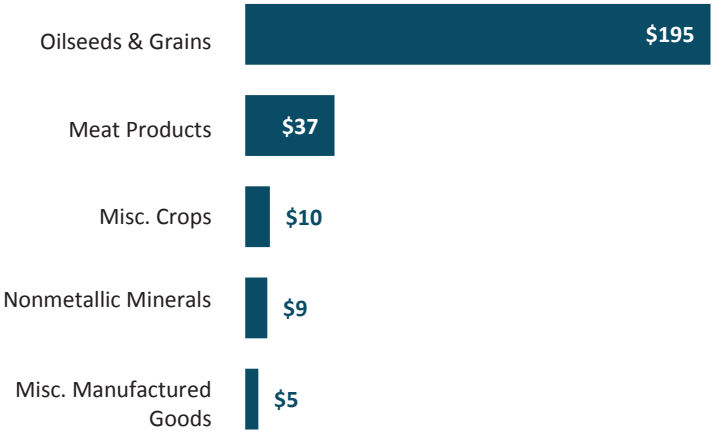
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **800 South Dakota jobs** at Japanese-owned firms accounted for 6.2% of South Dakota's total employment at foreign-owned affiliates in 2014.
- At **$264 million,** Japan accounted for 7.8% of South Dakota's goods exports in 2016. Oilseeds and grains were South Dakota's top goods export to Japan.
- At **$57 million**, Japan accounted for 4.8% of South Dakota's services exports in 2015. Travel and tourism were South Dakota's top services export to Japan.

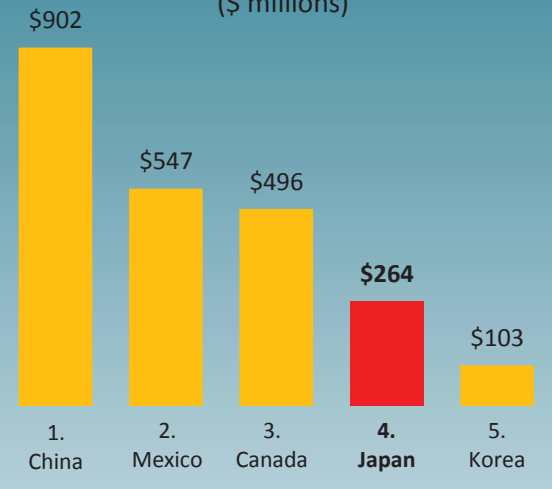
South Dakota Jobs at Foreign-Owned Affiliates, 2014



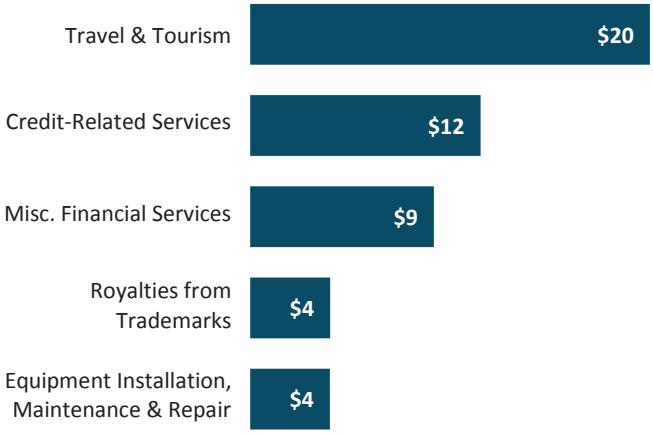
Top South Dakota Goods Exports to Japan, 2016
($ millions)



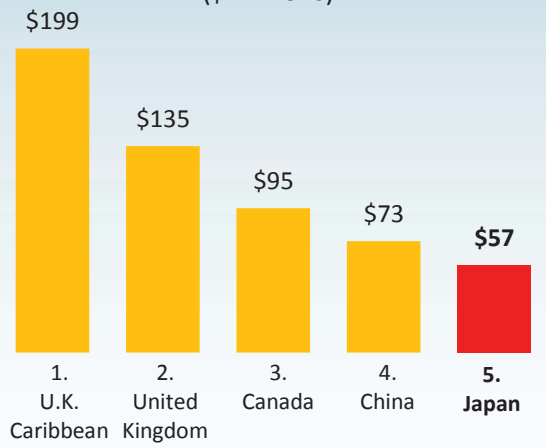
South Dakota Goods Export Destinations, 2016
($ millions)



Top South Dakota Services Exports to Japan, 2015
($ millions)



South Dakota Services Export Destinations, 2015
($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

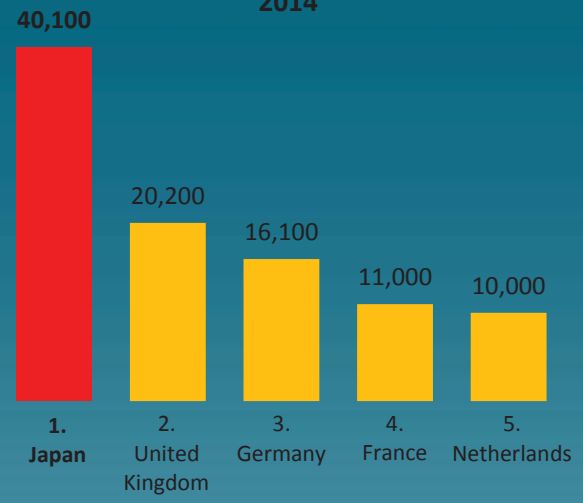
US JBC US-JAPAN BUSINESS COUNCIL

TENNESSEE

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

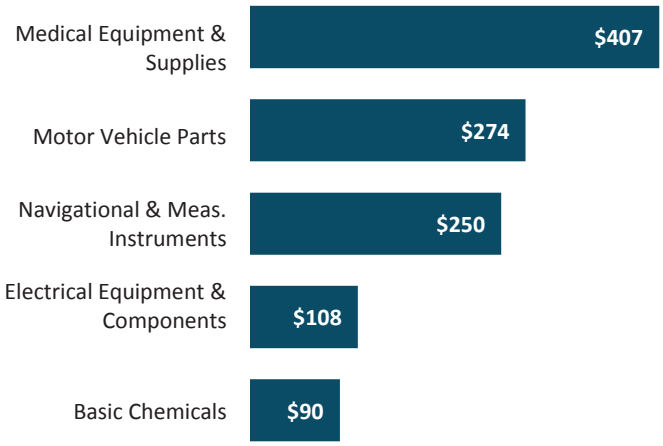
- The **40,100 Tennessee jobs** at Japanese-owned firms accounted for 28.8% of Tennessee's total employment at foreign-owned affiliates in 2014.
- At **$1.8 billion,** Japan accounted for 5.6% of Tennessee's goods exports in 2016. Medical equipment and supplies were Tennessee's top goods export to Japan.
- At **$547 million**, Japan accounted for 5.8% of Tennessee's services exports in 2015. Travel and tourism were Tennessee's top services export to Japan.

Tennessee Jobs at Foreign-Owned Affiliates, 2014



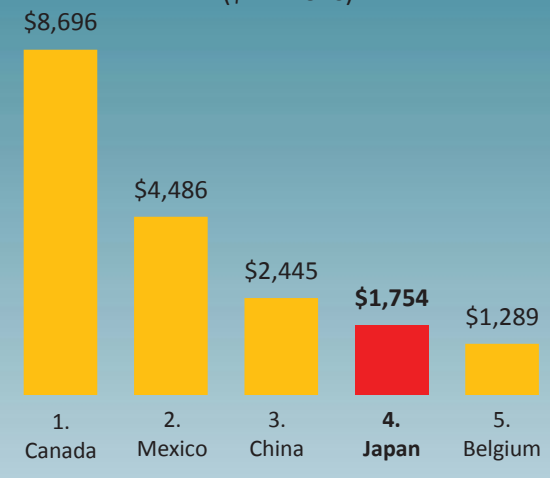
Top Tennessee Goods Exports to Japan, 2016

($ millions)



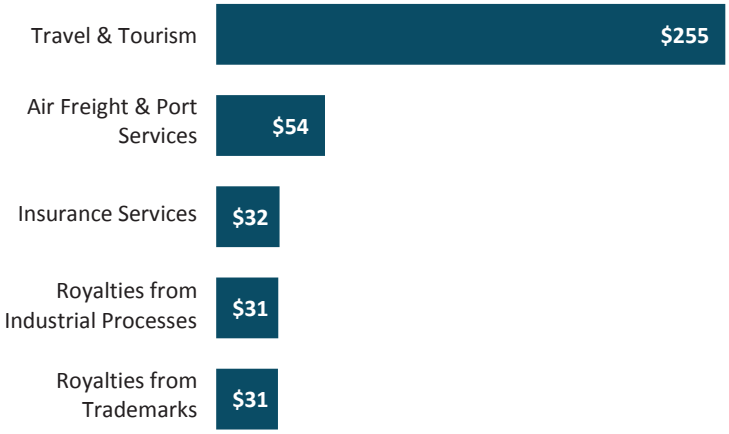
Tennessee Goods Export Destinations, 2016

($ millions)



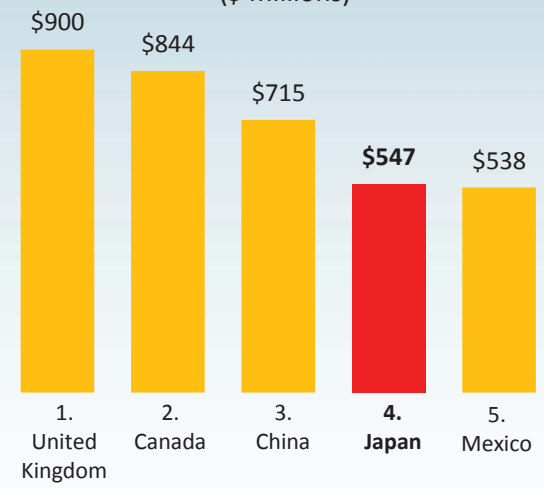
Top Tennessee Services Exports to Japan, 2015

($ millions)



Tennessee Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

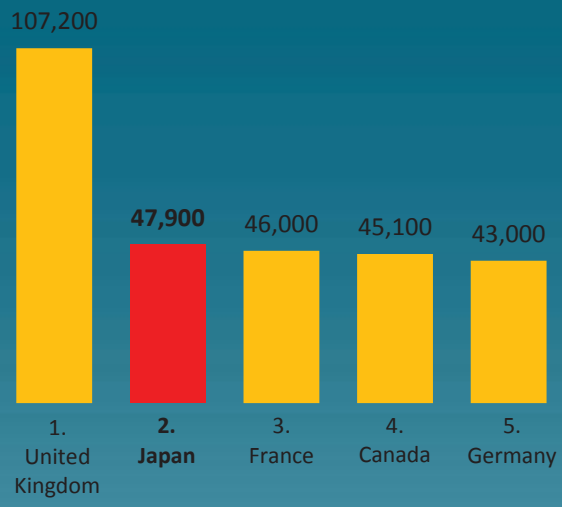
US JBC US-JAPAN BUSINESS COUNCIL

TEXAS

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

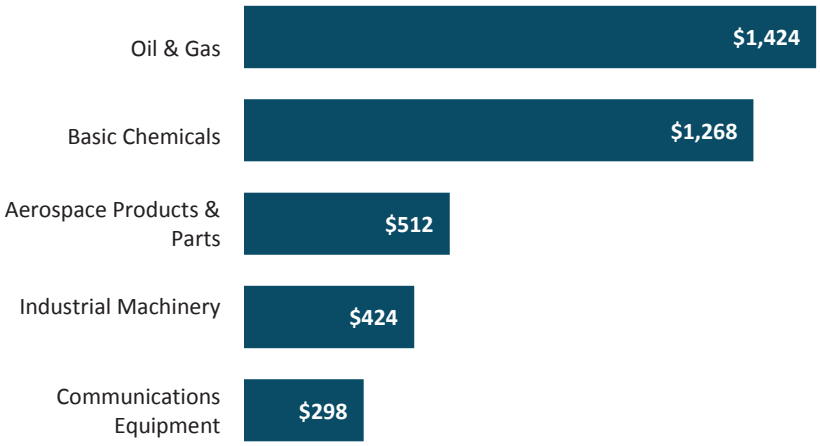
- The **47,900 Texas jobs** at Japanese-owned firms accounted for 8.8% of Texas' total employment at foreign-owned affiliates in 2014.
- At **$6.2 billion,** Japan accounted for 2.7% of Texas' goods exports in 2016. Oil and gas were Texas' top goods export to Japan.
- At **$3.5 billion**, Japan accounted for 6.5% of Texas' services exports in 2015. Passenger fares were Texas' top services export to Japan.

Texas Jobs at Foreign-Owned Affiliates, 2014



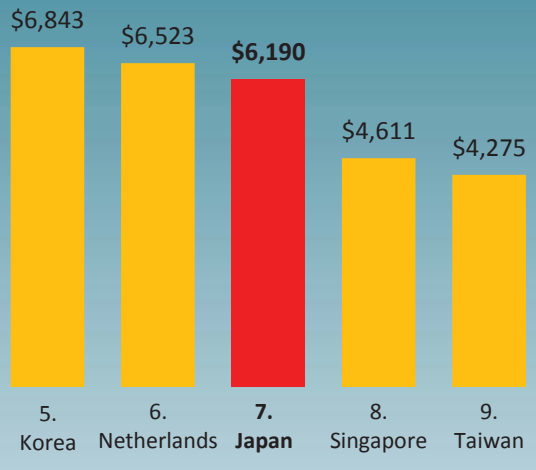
Top Texas Goods Exports to Japan, 2016

($ millions)



Texas Goods Export Destinations, 2016

($ millions)

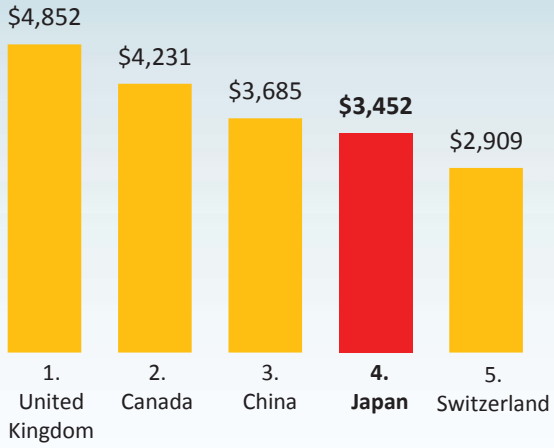


Top Texas Services Exports to Japan, 2015

($ millions)

Texas Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

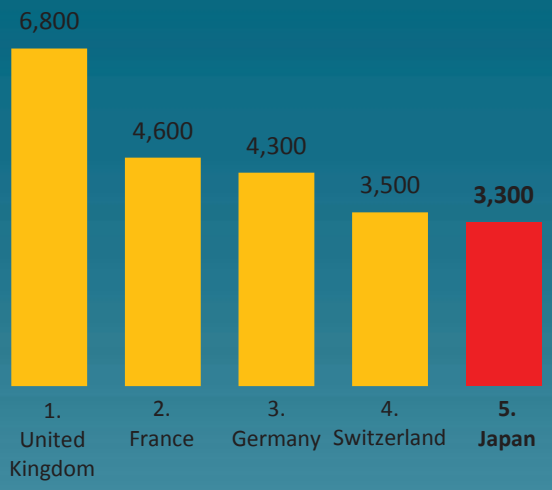
US JBC US-JAPAN BUSINESS COUNCIL

UTAH

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

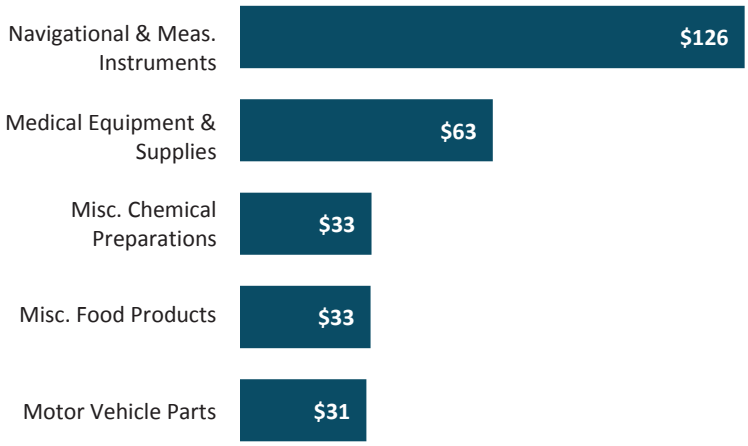
- The **3,300 Utah jobs** at Japanese-owned firms accounted for 8.7% of Utah's total employment at foreign-owned affiliates in 2014.
- At **$507 million,** Japan accounted for 4.2% of Utah's goods exports in 2016. Navigational and measuring instruments were Utah's top goods export to Japan.
- At **$376 million**, Japan accounted for 6.5% of Utah's services exports in 2015. Passenger fares were Utah's top services export to Japan.

Utah Jobs at Foreign-Owned Affiliates, 2014



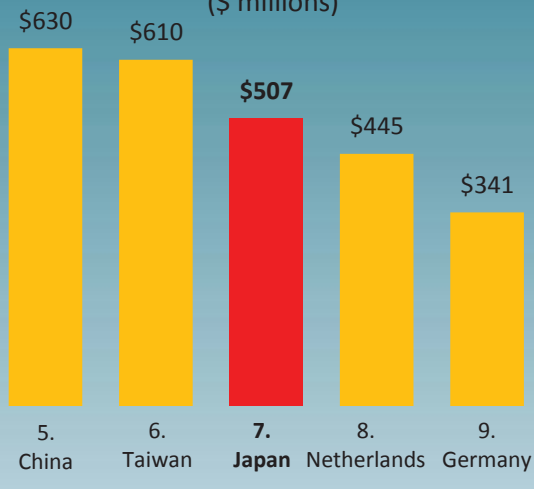
Top Utah Goods Exports to Japan, 2016

($ millions)



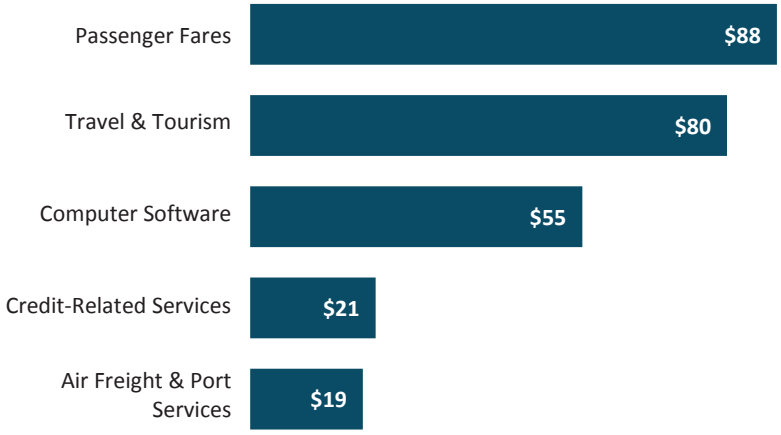
Utah Goods Export Destinations, 2016

($ millions)



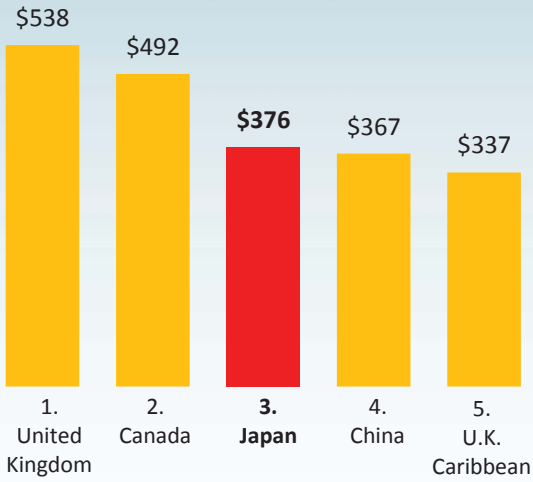
Top Utah Services Exports to Japan, 2015

($ millions)



Utah Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

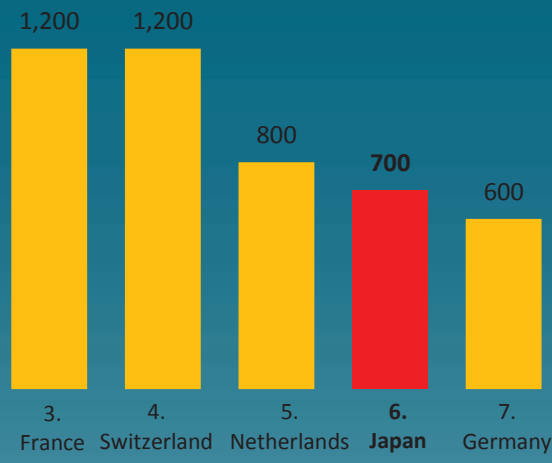
US JBC US-JAPAN BUSINESS COUNCIL

VERMONT

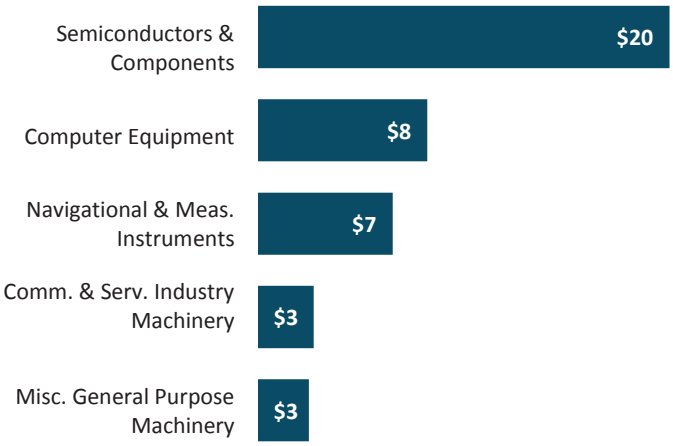
PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **700 Vermont jobs** at Japanese-owned firms accounted for 6.0% of Vermont's total employment at foreign-owned affiliates in 2014.
- At **$56 million,** Japan accounted for 1.9% of Vermont's goods exports in 2016. Semiconductors and components were Vermont's top goods export to Japan.
- At **$60 million**, Japan accounted for 6.4% of Vermont's services exports in 2015. Travel and tourism were Vermont's top services export to Japan.

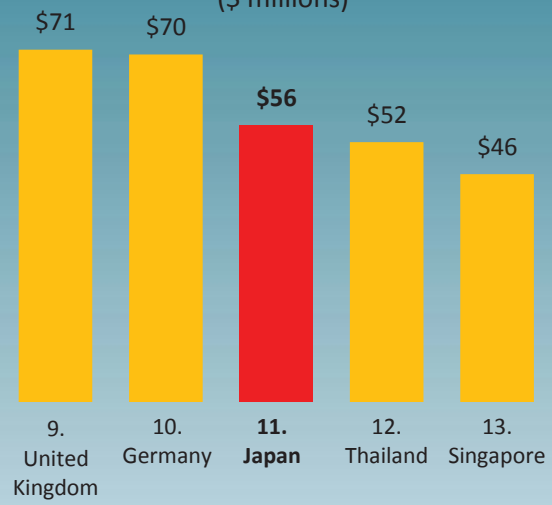
Vermont Jobs at Foreign-Owned Affiliates, 2014



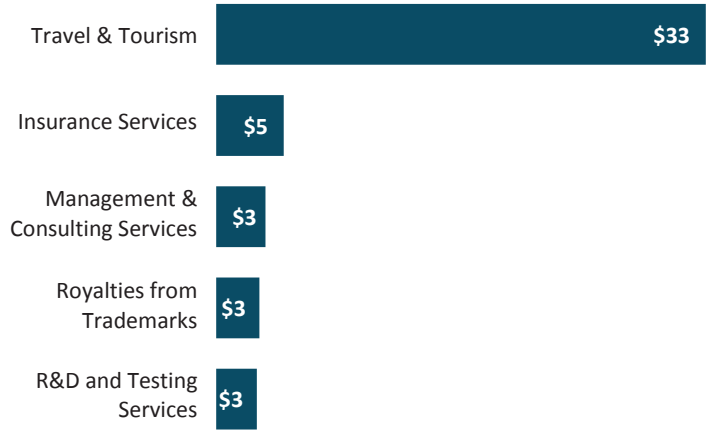
Top Vermont Goods Exports to Japan, 2016
($ millions)



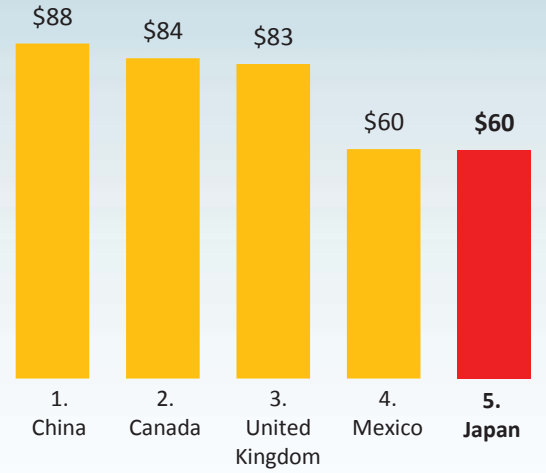
Vermont Goods Export Destinations, 2016
($ millions)



Top Vermont Services Exports to Japan, 2015
($ millions)



Vermont Services Export Destinations, 2015
($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

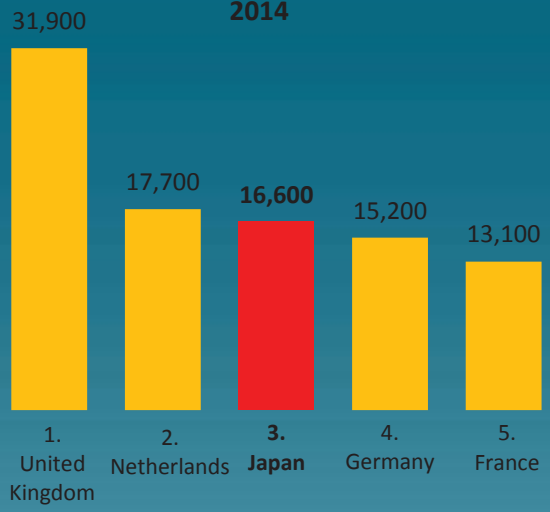
US JBC US-JAPAN BUSINESS COUNCIL

VIRGINIA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

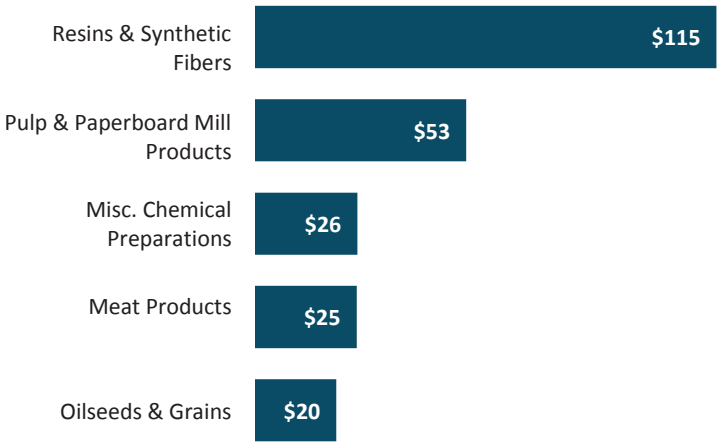
- The **16,600 Virginia jobs** at Japanese-owned firms accounted for 9.4% of Virginia's total employment at foreign-owned affiliates in 2014.
- At **$477 million,** Japan accounted for 3.1% of Virginia's goods exports in 2016. Resins and synthetic fibers were Virginia's top goods export to Japan.
- At **$1.1 billion**, Japan accounted for 6.4% of Virginia's services exports in 2015. Travel and tourism were Virginia's top services export to Japan.

Virginia Jobs at Foreign-Owned Affiliates, 2014



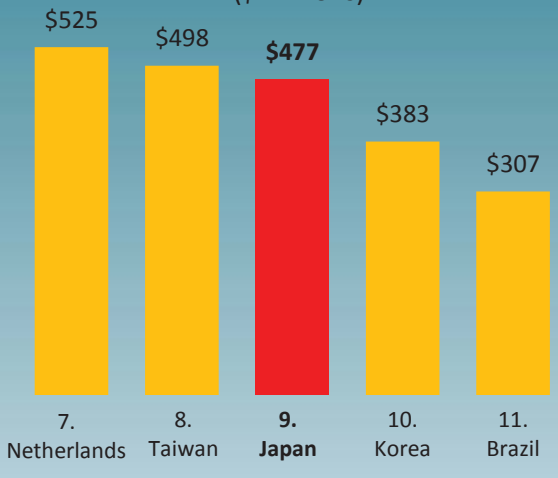
Top Virginia Goods Exports to Japan, 2016

($ millions)



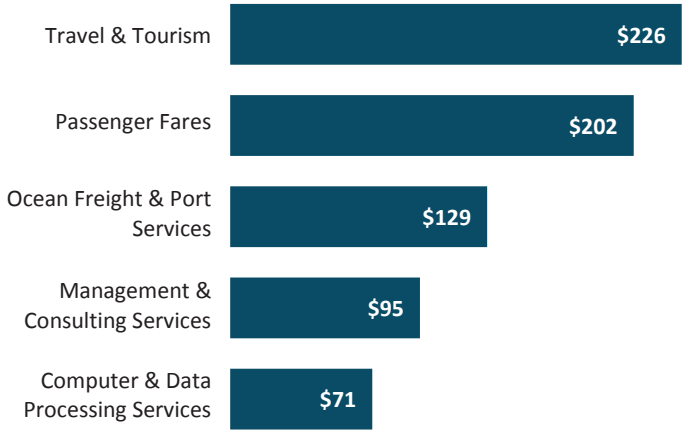
Virginia Goods Export Destinations, 2016

($ millions)



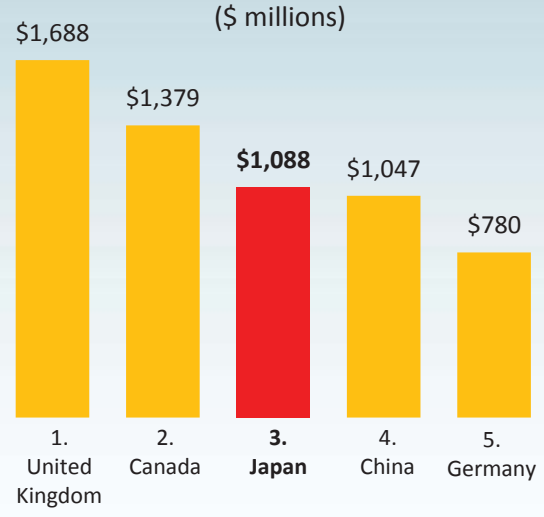
Top Virginia Services Exports to Japan, 2015

($ millions)



Virginia Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

USJBC US-JAPAN BUSINESS COUNCIL

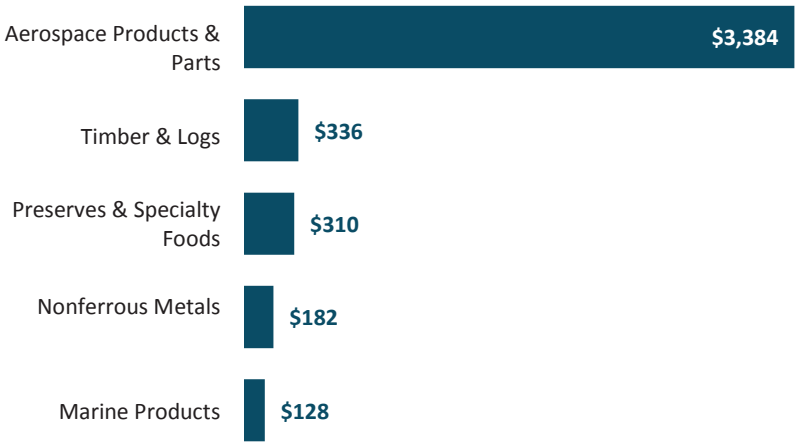
WASHINGTON

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **14,600 Washington jobs** at Japanese-owned firms accounted for 13.8% of Washington's total employment at foreign-owned affiliates in 2014.
- At **$5.6 billion,** Japan accounted for 7.9% of Washington's goods exports in 2016. Aerospace products and parts were Washington's top goods export to Japan.
- At **$1.9 billion**, Japan accounted for 7.4% of Washington's services exports in 2015. Computer software were Washington's top services export to Japan.

Top Washington Goods Exports to Japan, 2016

($ millions)

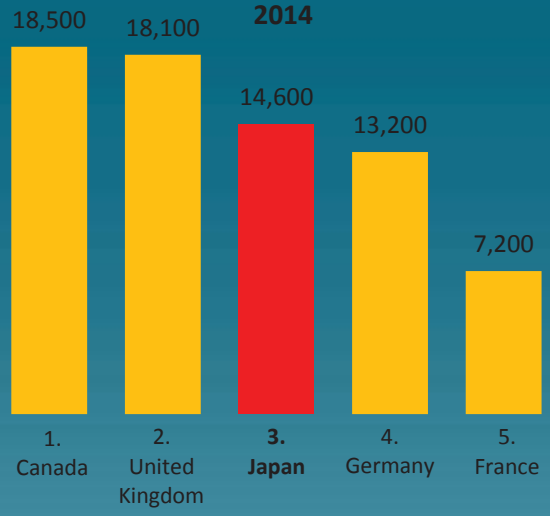


Top Washington Services Exports to Japan, 2015

($ millions)

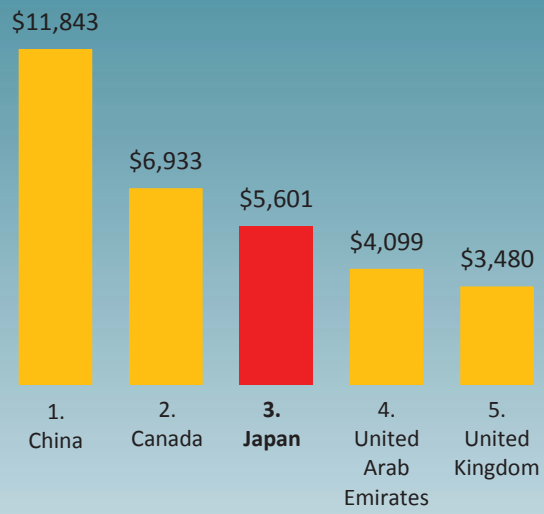
Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

Washington Jobs at Foreign-Owned Affiliates, 2014



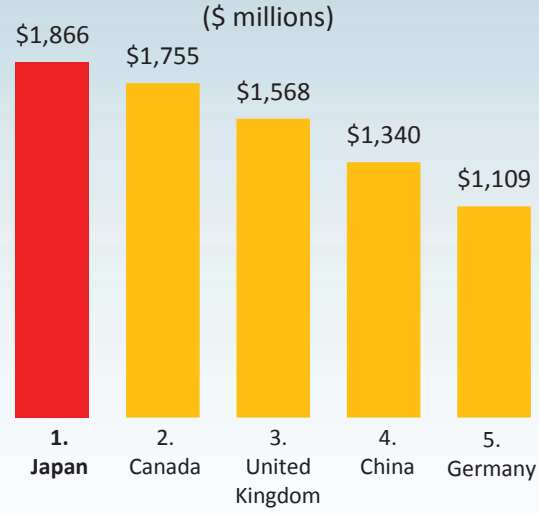
Washington Goods Export Destinations, 2016

($ millions)



Washington Services Export Destinations, 2015

($ millions)



US JBC US-JAPAN BUSINESS COUNCIL

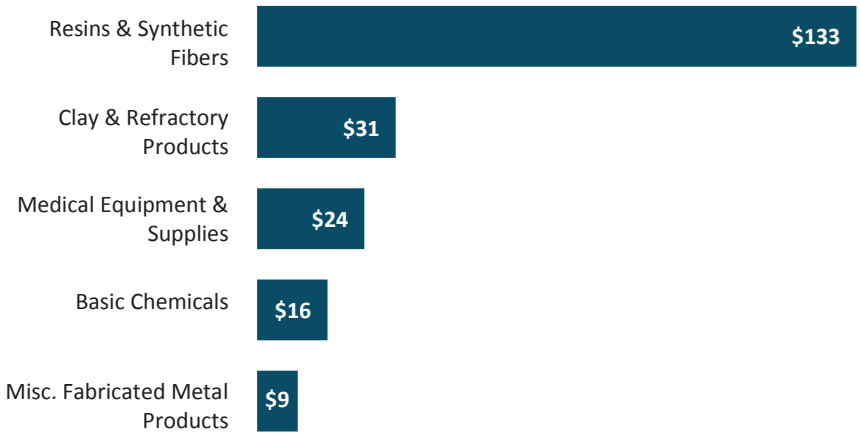
WEST VIRGINIA

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

- The **4,500 West Virginia jobs** at Japanese-owned firms accounted for 15.5% of West Virginia's total employment at foreign-owned affiliates in 2014.
- At **$249 million,** Japan accounted for 4.9% of West Virginia's goods exports in 2016. Resins and synthetic fibers were West Virginia's top goods export to Japan.
- At **$105 million**, Japan accounted for 6.4% of West Virginia's services exports in 2015. Travel and tourism were West Virginia's top services export to Japan.

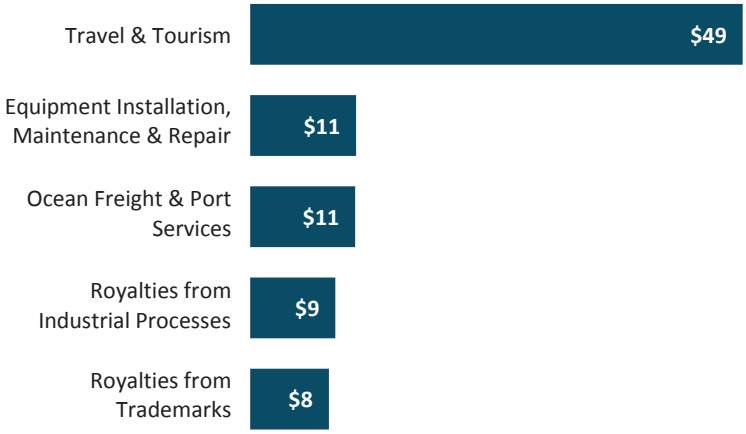
Top West Virginia Goods Exports to Japan, 2016

($ millions)



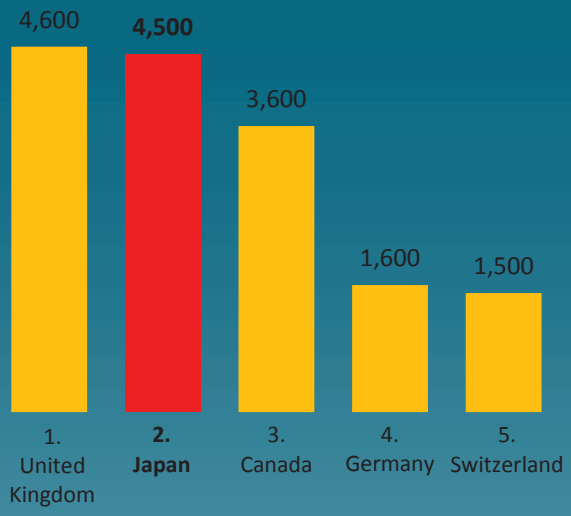
Top West Virginia Services Exports to Japan, 2015

($ millions)



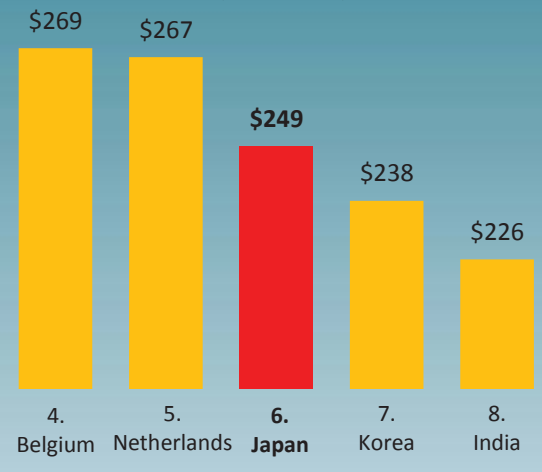
Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

West Virginia Jobs at Foreign-Owned Affiliates, 2014



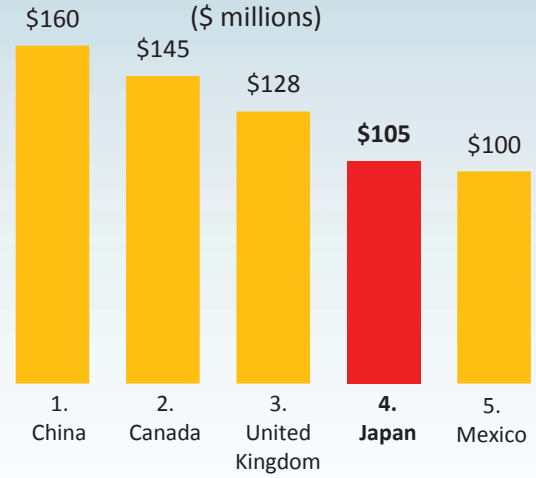
West Virginia Goods Export Destinations, 2016

($ millions)



West Virginia Services Export Destinations, 2015

($ millions)



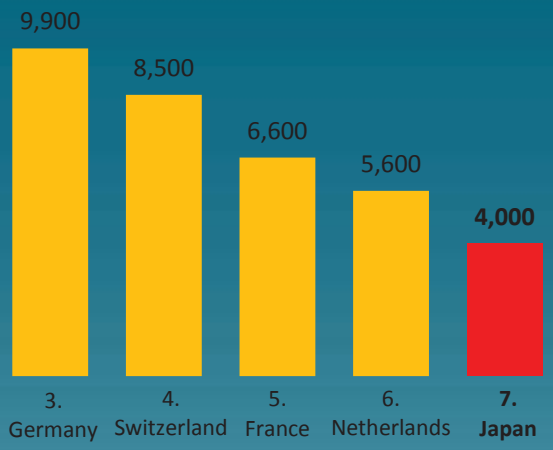
US JBC US-JAPAN BUSINESS COUNCIL

WISCONSIN

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

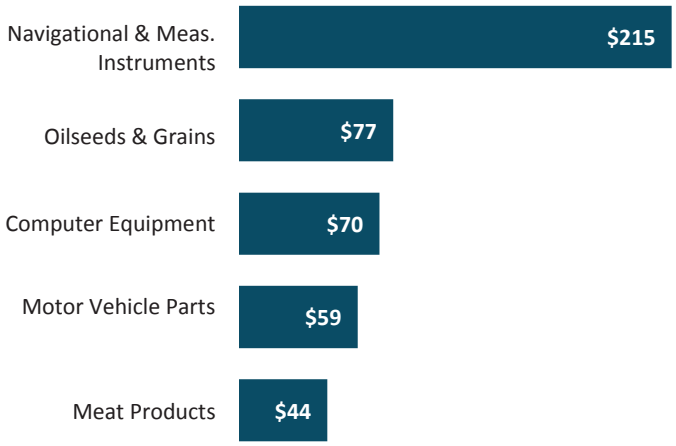
- The **4,000 Wisconsin jobs** at Japanese-owned firms accounted for 4.4% of Wisconsin's total employment at foreign-owned affiliates in 2014.
- At **$942 million,** Japan accounted for 4.4% of Wisconsin's goods exports in 2016. Navigational and measuring instruments were Wisconsin's top goods export to Japan.
- At **$398 million**, Japan accounted for 6.8% of Wisconsin's services exports in 2015. Travel and tourism were Wisconsin's top services export to Japan.

Wisconsin Jobs at Foreign-Owned Affiliates, 2014



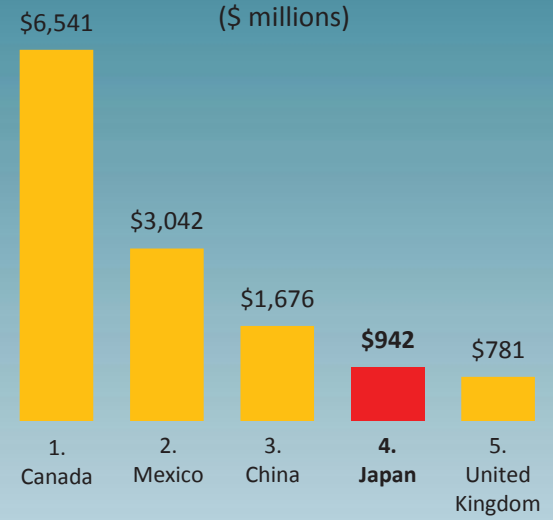
Top Wisconsin Goods Exports to Japan, 2016

($ millions)



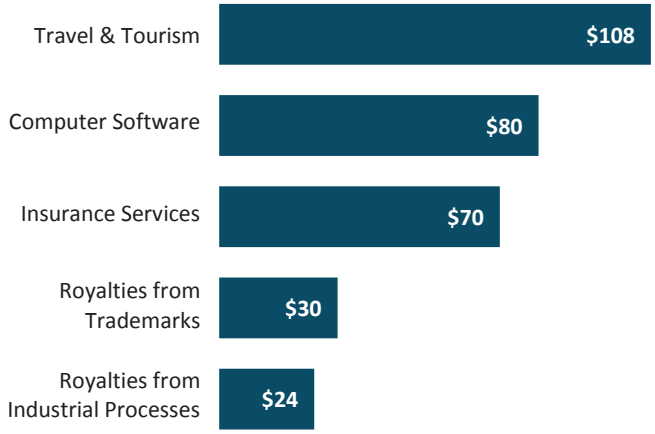
Wisconsin Goods Export Destinations, 2016

($ millions)



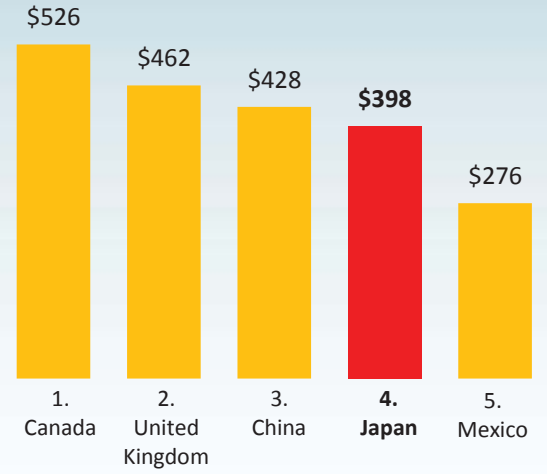
Top Wisconsin Services Exports to Japan, 2015

($ millions)



Wisconsin Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

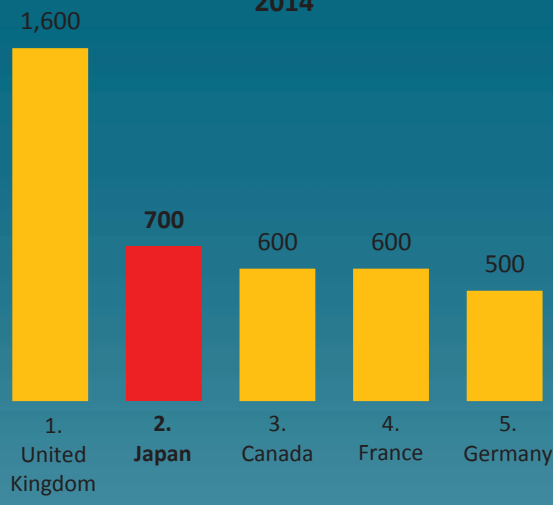
US JBC US-JAPAN BUSINESS COUNCIL

WYOMING

PACIFIC PARTNERS 2017: JAPAN'S ECONOMIC IMPORTANCE TO THE UNITED STATES

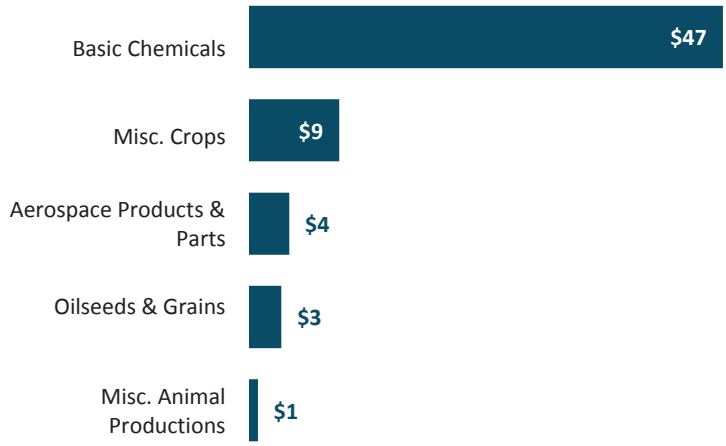
- The **700 Wyoming jobs** at Japanese-owned firms accounted for 8.3% of Wyoming's total employment at foreign-owned affiliates in 2014.
- At **$66 million,** Japan accounted for 5.5% of Wyoming's goods exports in 2016. Basic chemicals were Wyoming's top goods export to Japan.
- At **$33 million**, Japan accounted for 5.5% of Wyoming's services exports in 2015. Travel and tourism were Wyoming's top services export to Japan.

Wyoming Jobs at Foreign-Owned Affiliates, 2014



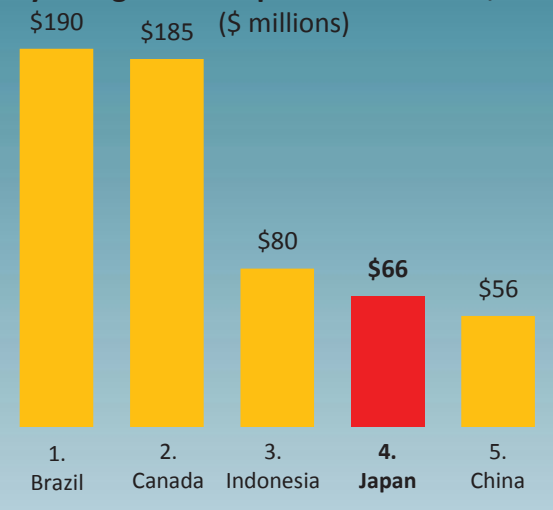
Top Wyoming Goods Exports to Japan, 2016

($ millions)



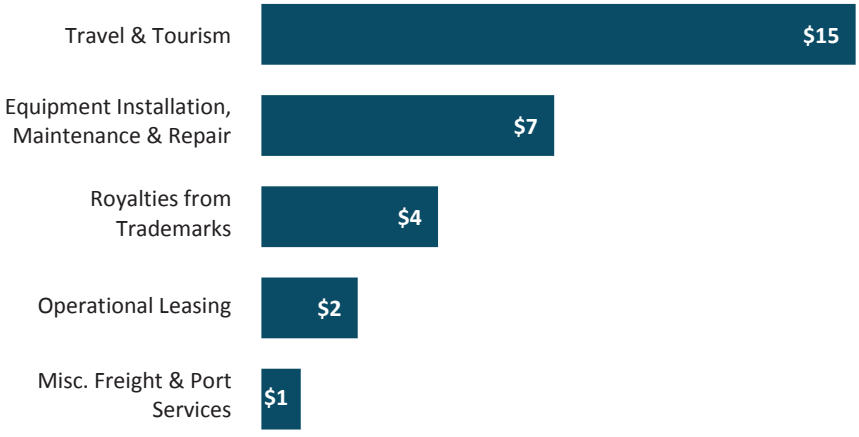
Wyoming Goods Export Destinations, 2016

($ millions)



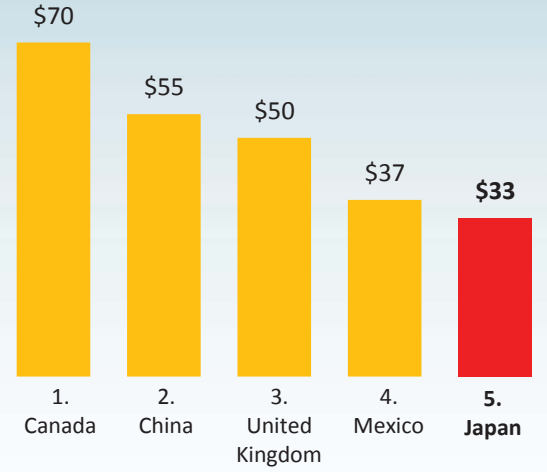
Top Wyoming Services Exports to Japan, 2015

($ millions)



Wyoming Services Export Destinations, 2015

($ millions)



Sources: The Trade Partnership, U.S. Bureau of Economic Analysis

US JBC US-JAPAN BUSINESS COUNCIL