



INTERNATIONAL TRADE ADMINISTRATION – THE U.S. COMMERCIAL SERVICE: VALUE AND RATE OF RETURN ON INVESTMENT

- Total U.S. exports in 2016 reached to \$2.21 trillion. Earnings from exports constitute gains by U.S. companies from selling overseas.
 - Exports accounted for **12% of the U.S. GDP in 2016.**
 - \$54.5 billion of this amount was earned by the Michigan-based exporters.
- U.S. Department of Commerce, International Trade Administration – U.S. Commercial Service (ITA-USCS) assisted more than 44,000 U.S. exporters over the past two years, and a record 28,692 exporters in FY16 alone, to help bring the export values where they are at now.
 - **Nearly 90% of U.S. exporters are small- and medium- sized enterprises (SMEs) with less than 500 employees.**
 - The number of SMEs exporting from Michigan was 13,387 in 2014. SMEs accounted for 89% of goods exporters in Michigan and 23% of Michigan goods export value.
 - **84% of U.S. exporters achieved their export objectives with ITA-USCS assistance in FY16.** Those goals included: exporting for the first time, achieving sales to new international buyers and partners overseas, overcoming a problem with a foreign government (e.g. a market access barrier, unfair trade practice, regulation, or intellectual property issue), winning a foreign government procurement, etc.
- ITA-USCS played a significant role in growing U.S. exports by \$71 billion over the past two years (\$45.5 billion in FY 16), which supported an estimated additional 400,000 American jobs (250,000 in FY 16 alone).
 - Nationwide, **11.5 million jobs** were supported by total U.S. goods & services exports in 2015.
 - In Michigan, **270,240 jobs** were supported by goods exports in 2015.
- In addition, ITA-USCS also assisted more than 7,600 investment clients over the past two years and a record 6,072 investment clients in FY 16 alone.
 - As a result, ITA-USCS played a key part in increasing job-creating foreign direct investment (FDI) into the United States by \$6.7 billion over the past two years (\$5 billion in in FY 16).
 - In 2014, **foreign-owned companies employed 217,100 Michigan workers.**
- Furthermore, from 2010 to 2016, ITA-USCS assistance played a significant role in achieving over \$300 billion in U.S. exports and over \$23 billion in foreign direct investment – supporting an estimated 1.7 million American jobs.

All told, for every \$1 appropriated to ITA-USCS in FY16, an estimated \$156 returned to the U.S. economy and hundreds of thousands of American jobs were supported and protected.