

# FLORIDA

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International Trade & Development  
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## Economic Impact of Florida's International Sector

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- International Trade supports 2.4 million Florida jobs (*The Business Roundtable*)
- Trade related jobs in Florida have grown 3 times faster than total employment in the State
- Jobs in Florida's trade & logistics sector pay 30% higher wages than state average
- 58,000 Florida companies export (2<sup>nd</sup> largest cluster; 20% of all U.S. Exporters)
- 96% of Florida exporters are SME's (500 or fewer)
- SME's export 62.2% of Florida's total (National Average is 33%)











## Top Merchandise Trade Partners

Rank	Description	Annual 2019	March 2020 YTD	% Change YTD 2019-2020
	<b>TOTAL ALL COUNTRIES</b>	<b>153,592,984,685</b>	<b>37,881,369,733</b>	<b>(2.5)</b>
1	Brazil 	20,978,654,990	4,832,367,817	(6.5)
2	Japan 	7,714,550,855	2,056,025,279	(6.8)
3	Chile 	7,681,411,951	2,024,048,933	4.1
4	Colombia 	7,456,738,559	1,942,426,256	3.1
5	China 	10,464,015,906	1,934,877,939	(33.8)
6	Ireland 	1,249,977,786	1,720,176,746	399.6
7	Dominican Republic 	6,878,865,724	1,623,733,683	1.0
8	Mexico 	6,454,116,367	1,508,476,381	(10.1)
9	Germany 	4,868,822,791	1,132,410,868	(9.7)
10	Honduras 	4,506,837,448	1,040,569,765	(2.3)

## U.S. Exports by State of Origin

Rank	Description	Annual 2019	March 2020 YTD	% Change YTD 2019-2020
	<b>TOTAL ALL STATES</b>	<b>1,645,174,334,756</b>	<b>395,685,475,340</b>	<b>(3.1)</b>
1	Texas	330,501,521,410	82,480,609,383	4.6
2	California	173,326,243,802	41,196,469,863	(5.6)
3	New York	73,274,539,096	16,379,414,436	(17.1)
4	Louisiana	63,673,829,312	16,057,865,143	2.6
5	Illinois	59,924,468,403	14,317,497,602	(7.0)
<b>6</b>	<b>Florida</b>	<b>56,037,957,395</b>	<b>13,428,791,730</b>	<b>(2.4)</b>
7	Michigan	55,314,589,565	12,946,280,027	(9.0)
8	Ohio	52,987,227,859	12,731,057,219	(3.1)
9	Washington	60,121,911,195	11,043,184,017	(35.1)
10	Georgia	41,224,580,183	10,181,203,311	(0.1)

## Florida-Origin Exports by Country

Rank	Description	Annual 2019	March 2020 YTD	% Change YTD 2019-2020
	<b>TOTAL ALL COUNTRIES</b>	<b>56,037,957,395</b>	<b>13,428,791,730</b>	<b>(2.4)</b>
1	Brazil 	4,568,527,673	1,038,317,373	1.8
2	Canada 	4,339,859,878	950,918,716	0.2
3	Mexico 	3,326,646,675	720,299,136	(18.5)
4	United Kingdom 	1,892,373,438	616,513,771	42.2
5	Japan 	1,154,168,234	569,997,187	47.7
6	Colombia 	2,351,053,159	564,266,669	(6.5)
7	Dominican Republic 	1,847,969,833	461,587,056	(0.1)
8	Germany 	1,833,007,698	459,314,601	(4.5)
9	Chile 	2,026,467,396	437,554,954	(14.1)
10	Peru 	1,512,653,790	361,829,108	(3.2)

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## International Trade & Development Services

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- International Office Network
- Export Counseling - Six offices statewide
- Market Analysis & Information
- Overseas Trade Missions & Shows
- Educational Seminars & Workshops
- Export Marketing Plans
- Export Diversification Trade Grants
- Website Localization Program
- Certificates of Free Sale
- FDI Lead Generation & Recruitment

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## Current International Assistance Programs

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- One-on-one Counseling
- Virtual Export Matchmaking Grant Program
- Virtual Trade Shows Grant Program
- Website Localization Grant Program
- Certificates of Free Sale – Facilitated \$1B of exported goods during this FY.
- Export Concierge Matchmaking in Canada and Mexico starting June 2020
- FDI Lead Generation & Recruitment

# Florida International Offices





F L O R I D A

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