

Regional and National Export Trends in Missouri

MSCDC Economic Report Series No. 9802

May, 1998

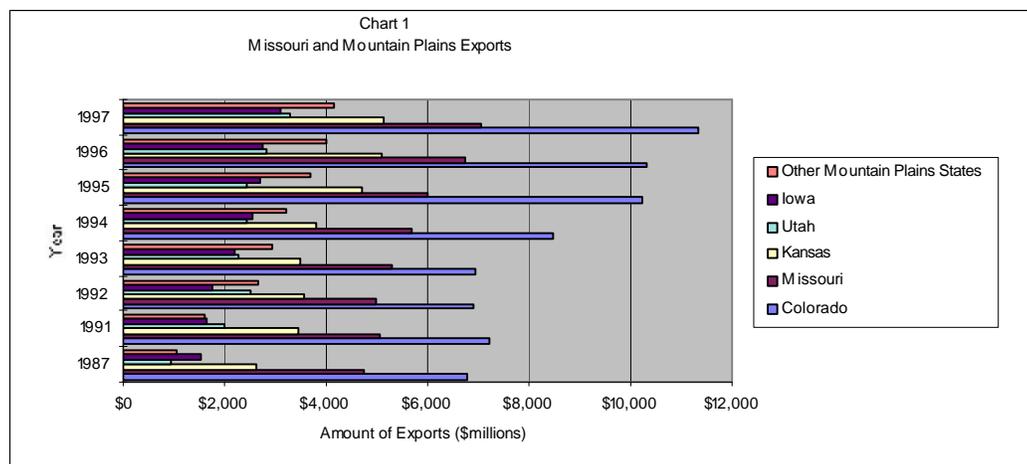
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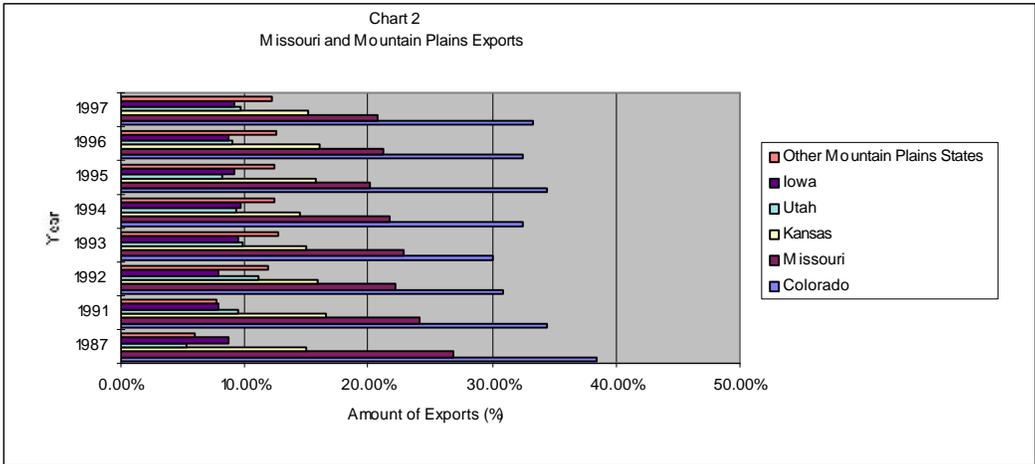
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Comparison of export activity in Missouri with Region VII and the Mountain Plains Region indicate that Missouri dominates export activity in Region VII and ranks second only to Colorado in export activity in the ten state Mountain Plains Region. In the manufacturing sector, chemicals dominate export activity in Missouri while the industrial machinery & computer sector is the dominant export manufacturing sector in Region VII and the Mountain Plains Region. An examination of export destination reveals that export trade with Mexico has increased substantially at all levels. Mexico has replaced Japan as the second leading export destination for both Missouri and the United States and is garnering an increasing market share of export activity in the Mountain Plains Region as well.

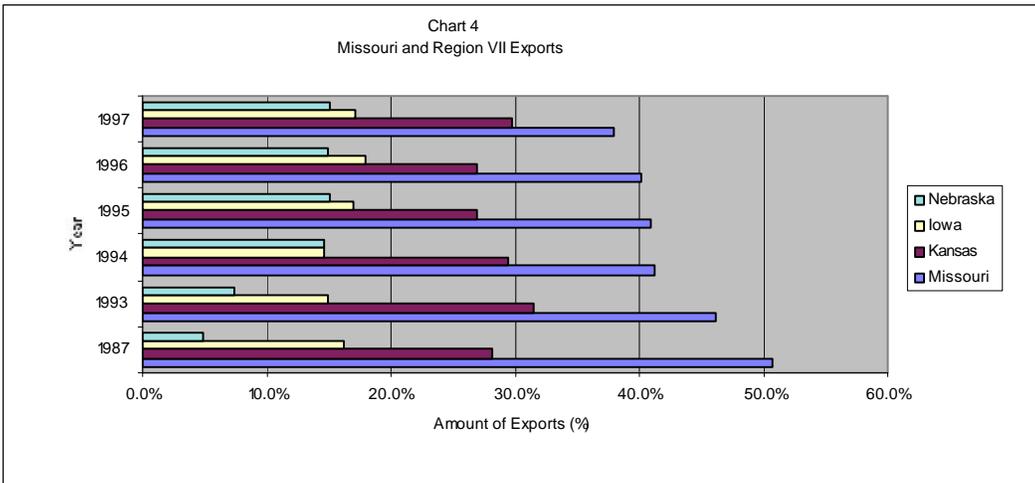
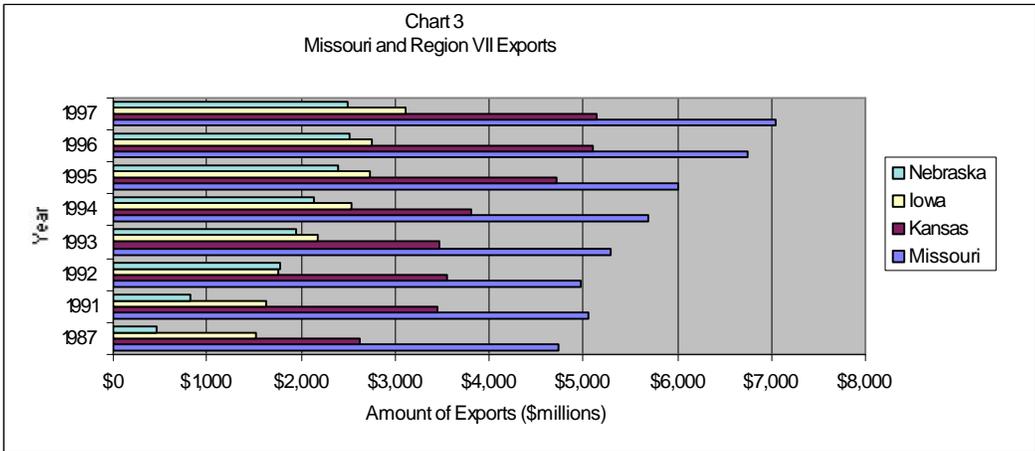
Missouri exports rank second in export activity in the Mountain Plains Region between 1987 and 1997 . . .

Chart 1 portrays the ten-year trend in export activity in Missouri and the Mountain Plains Region between 1987 and 1997. All export data have been expressed in 1997 dollars, using the Midwest urban consumer price index for all urban consumers from the Bureau of Labor Statistics. For comparison, Chart 2 presents percent share of Missouri exports in the Mountain Plains region. The Mountain Plains region is defined administratively by the Bureau of Labor Statistics as the states of Nebraska, Iowa, Kansas and Missouri in Region VII and the states of Montana, North Dakota, South Dakota, Wyoming, Utah, and Colorado in Region VIII. Over the ten-year period, Missouri's exports have increased 48.6%, increasing from \$4.7 billion in 1987 to \$7.0 billion in 1997. For comparison, Colorado, the leading export state in the region, has increased exports 66.9%, from \$6.7 billion in 1987 to \$11.3 billion in 1997. Real exports have grown overall 93.0% in the Mountain Plains Region, increasing from \$17.6 billion in 1987 to \$34.1 billion in 1997. This growth in regional exports reflects an increasing level of exports from the smaller exporting states in the region. Although Colorado and Missouri dominate regional export activity, their share of export activity in the Mountain Plains Region has declined over the period, accounting for 65.3% of regional exports in 1987 versus 53.9% of regional exports in 1997. Missouri accounted for 26.8% of total exports in the region in 1987, which decreased to 20.7% by 1997.



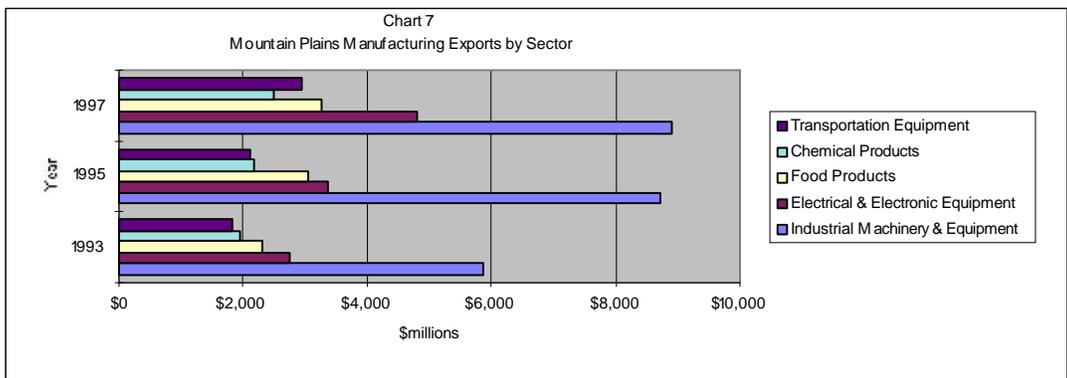
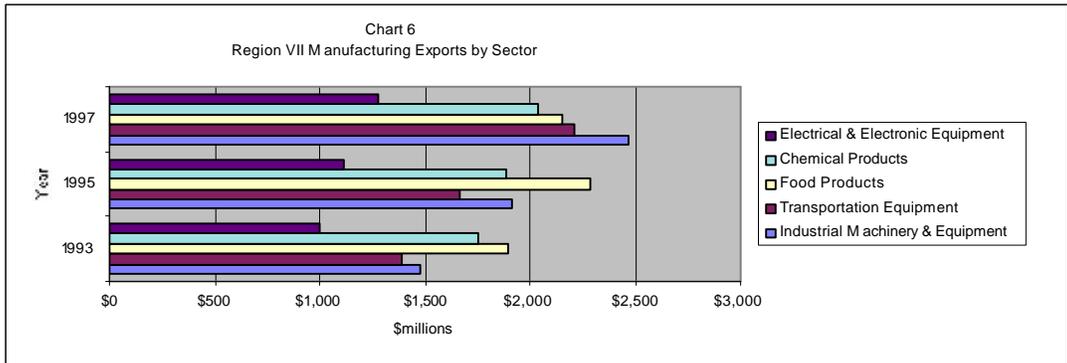
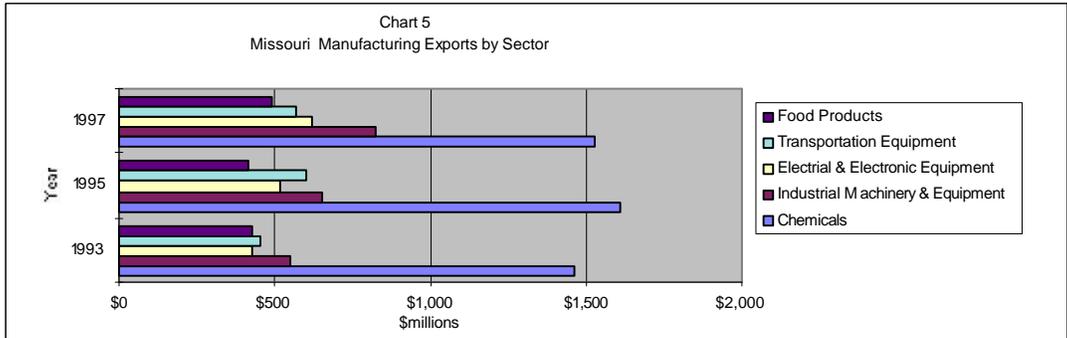


Charts 3 and 4 summarize the ten-year trend in export activity in Missouri and Region VII. Over the ten-year period, Missouri's exports have grown 48.6%, compared to 90.2% growth in exports in Region VII. Missouri remains the dominant export state in Region VII, accounting for 38.0% of total exports in Region VII in 1997. This share has declined from 50.7% in 1987 as Nebraska's exports have increased from only \$460 million in 1987 to \$2.49 billion in 1997. Nebraska's market share of Region VII's exports has increased from 4.9% in 1987 to 15.1% of exports in 1997. The export shares of Kansas and Iowa have remained relatively constant over the ten-year period, accounting for 29.8% and 17.2% of Region VII exports in 1997, respectively.



Chemicals have dominated exports in the manufacturing sector in Missouri . . .

Charts 5, 6 and 7 present manufacturing export activity in Missouri, Region VII, and the Mountain Plains Region, respectively, from 1993 to 1997. In Missouri's manufacturing sector, the chemical sector is the dominant export industry, exporting \$1.46 billion in 1993 and increasing to \$1.53 billion in 1997, according to Exporter Location Series.

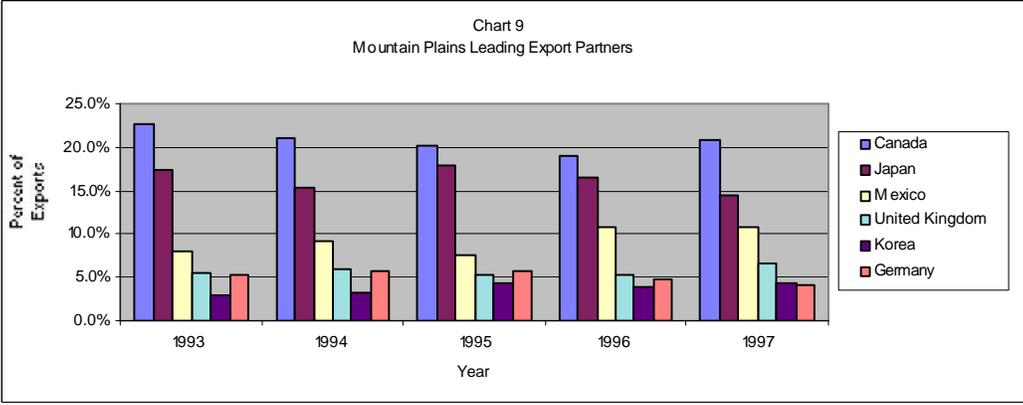
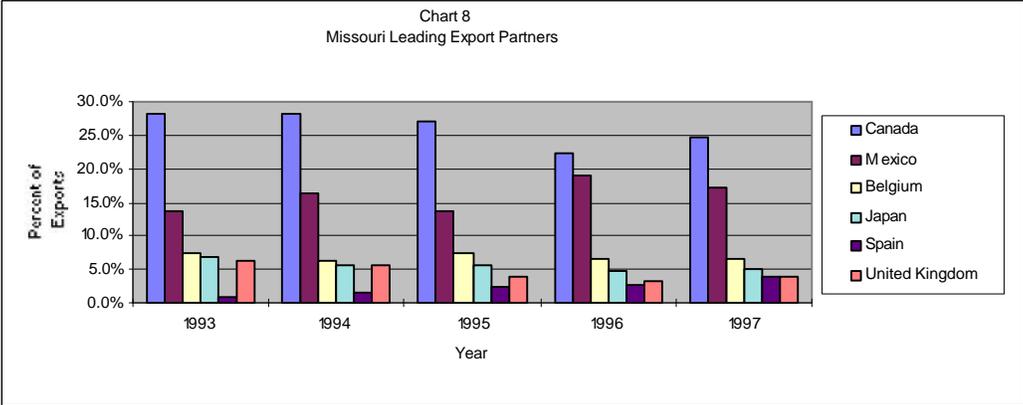


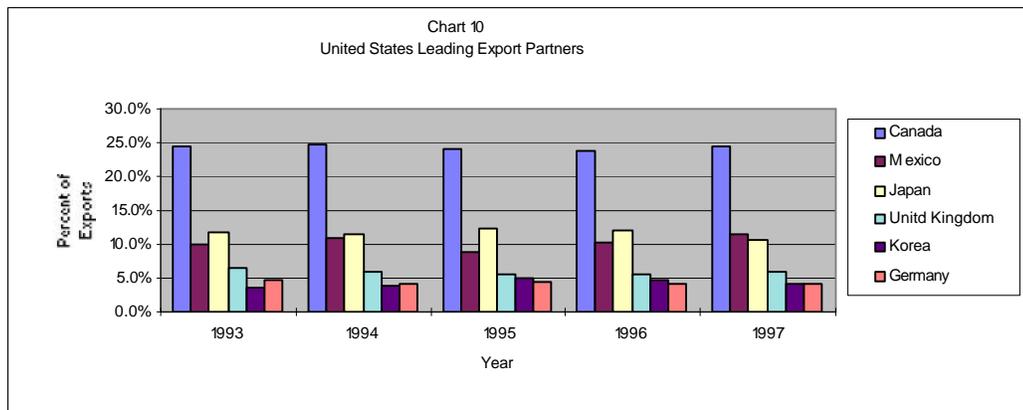
Other leading manufacturing export sectors in Missouri are the industrial machinery & equipment and the electrical & electronic equipment sectors, accounting for \$825 million and \$618 million in exports in 1997, respectively. Of the five leading export manufacturing sectors in Missouri, the industrial machinery & computer sector is the leading growth export sector, increasing real exports 50.9% from 1993 to 1997. Electrical & electronic equipment and the transportation equipment sectors have increased real exports 45.1% and 26.0%, respectively, during the same time period.

In Region VII's manufacturing sector, the industrial machinery & equipment sector is the dominant export industry, exporting \$1.4 billion in 1993 and increasing to \$2.4 billion in 1997, accounting for 19.1% of manufacturing exports in Region VII in 1997. Other leading manufacturing sectors in Region VII are the transportation and food products sectors, accounting for \$2.2 billion and \$2.1 billion in real exports in 1997, respectively. Of the five leading manufacturing export sectors in Region VII, the industrial machinery & equipment sector is the leading growth export sector, increasing real exports 66.9% from 1993 to 1997. Transportation equipment and electrical & electronic equipment sectors have increased real exports 58.3% and 28.2%, respectively, during the same time period. In the Mountain Plains manufacturing sector, there are differences as well from Missouri with respect to leading export sectors. In the Mountain Plains regions, the industrial machinery & equipment sector is the dominant export industry, exporting \$5.8 billion in 1993 and increasing to \$8.8 billion in 1997, accounting for 29.5% of manufacturing exports in the region in 1997. Other leading manufacturing export sectors in the region are the electronic & electronic equipment and the food products sectors, accounting for \$4.8 billion and \$3.2 billion in real exports in 1997, respectively. Of the five leading export manufacturing sectors in the Mountain Plains region, the industrial machinery & equipment sector is the leading growth export sector, increasing real exports 74.3% from 1993 to 1997. Transportation equipment and electrical & electronic equipment sectors have increased real exports 61.7% and 51.5%, respectively, during the same time period.

Missouri has dramatically increased its level of exports to Mexico . . .

Charts 8, 9 and 10 present trends in export destination for Missouri, Mountain Plains Region and the United States, respectively, over the period 1993 through 1997. Canada remains the leading export destination for Missouri, the Mountain Plains, and the United States, accounting for 24.6%, 20.9% and 24.4% of total exports in 1997, respectively, according to the **U.S. Department of Commerce, International Trade Administration.**





Although Canada remains the leading export destination, it is interesting to note that export activity with Canada has remained constant or slightly decreased from 1993 to 1997. Export market share to Canada for the United States has remained constant at 24.4% of total exports. The export share to Canada has declined slightly from 28.1% to 24.6% for Missouri and from 22.8% to 20.9% for the Mountain Plains Region during the period 1993 to 1997. At the regional level, Japan maintains its position as the second leading export destination, decreasing from 17.4% in 1993 to 14.5% in 1997. At the state and national level, Mexico has replaced Japan as the second leading export destination, increasing their export market shares from 13.7% to 17.2% and from 10.1% to 11.6%, respectively, during the period 1993 to 1997. Exports to Mexico reflect a similar increasing trend in the Mountain Plains Region, increasing its export market share from 8.1% in 1993 to 10.7% in 1997. Although Canada, Mexico, and Japan continue as the leading export destination at all three levels, there are marked differences in other leading export destinations in Missouri versus the regional and national economy. For Missouri, Belgium and Spain are leading export destinations, accounting for 6.4% and 3.9% of total exports from Missouri in 1997. The top six export destinations for Missouri are Canada, Mexico, Belgium, Japan, Spain, and the United Kingdom, accounting for 61.0% of total exports from Missouri in 1997. For the Mountain Plains Region and the United States, Korea and Germany are leading export destinations, replacing Belgium and Spain. At the regional and national level, the top six export destinations are Canada, Mexico, Japan, United Kingdom, Korea, and Germany, accounting for 60.6% and 61.2% of total exports in 1997, respectively.