



Fiji Forward Import-Export Workshop



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Updated annually in July

TEXAS AT A GLANCE



9TH LARGEST ECONOMY IN THE WORLD*

*IF TEXAS WERE A NATION

#1 U.S. EXPORTER FOR 18 YEARS IN A ROW



\$331B
IN 2019

27 COMMERCIAL AIRPORTS

16 SEA PORTS

11 INTERSTATE HIGHWAYS

32 FOREIGN TRADE ZONES

46 FREIGHT RAILROADS

624 MILES OF COASTLINE

NO PERSONAL OR CORPORATE INCOME TAX



TEXAS IS THE LARGEST ENERGY-PRODUCING STATE IN THE NATION



TEXAS IS THE LEADING DESTINATION FOR COMPANIES RELOCATING FROM OTHER STATES

#1 JOBS CREATOR IN THE NATION

In 2019, Texas added
342,800 JOBS

14 MILLION



PEOPLE IN THE
CIVILIAN LABOR FORCE



TEXAS' HIGH SCHOOL GRADUATION RATE IS AMONG THE TOP 5 HIGHEST IN THE NATION, WITH AN 89.7% COMPLETION RATE



TEXAS LEADS THE NATION IN HIGH TECH EXPORTS FOR THE 7TH CONSECUTIVE YEAR

THE LONE STAR STATE IS HOME TO

50 FORTUNE 500 COMPANY HQs





INFRASTRUCTURE

Texas' central location and state-of-the-art transportation network provide timely access to domestic and global markets via air, land and sea, helping reduce transport costs.

Texas is home to 380+ airports



10,469 miles of freight rail, more than any state



TEXAS HAS 16 SEAPORTS, INCLUDING 11 DEEP SEAPORTS.



MORE THAN 313,220 MILES OF PUBLIC ROADS CONNECT TEXAS, MORE THAN ANY STATE



\$70 BILLION 

10-YEAR COMMITMENT TO NEW
STATE ROADWAY PROJECTS



A+

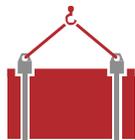
2018
INFRASTRUCTURE
SCORE



Texas Industry Overviews

INDUSTRY OVERVIEW

AUTO TECH & MANUFACTURING



From 2014-2018, Texas ranked 2nd among states exporting and importing Motor Vehicle Parts (3363).

AUTOMOTIVE MANUFACTURING EMPLOYMENT IN TEXAS

Sector (Industry Code)	Employees	Firms	Ave. Annual Wage
Motor Vehicle Manufacturing (3361)	11,457	27	\$94,276
Motor Vehicle Body & Trailer Manufacturing (3362)	8,672	195	\$44,252
Motor Vehicle Parts Manufacturing (3363)	20,479	310	\$52,468
TOTAL	40,608	532	\$62,509

TOP AUTOMOTIVE MANUFACTURING EMPLOYERS IN TEXAS

	Top Automotive Manufacturing Employers in Texas (2018)	# of Employees
	1 General Motors	4,300
	2 Toyota	3,200
	3 Peterbilt Motors	2,700
	4 Toshiba International Corp	1,700
	5 Caterpillar	1,100

THE TEXAS-MEXICO AUTOMOTIVE CORRIDOR

Texas serves as a primary link between Mexico's auto plants and the rest of the U.S. auto industry.

Sharing the longest border with Mexico of any U.S. state, Texas has become an important part of the realigned North American "auto alley," now running north from Mexico through a number of southern U.S. states, to the Midwest rust belt.



INDUSTRY OVERVIEW

AEROSPACE, AVIATION & DEFENSE

Texas has the second-most attractive aerospace and defense market in the country with 17 of the 20 largest aerospace manufacturers in the world having major operations in the state.



The aerospace and aviation industry directly employs more than 142,373 Texas workers at approximately 1,756 firms.



Texas exports in aerospace products were \$15.1 billion in 2018, up from \$10.1 billion in 2010, a 50% increase.



Texas is home to 15 active military bases and more than 224,000 personnel, which have a \$101.6 billion impact on the state economy.

AEROSPACE & AVIATION-RELATED DEGREES AWARDED IN TEXAS

All Texas Public Institutions, All Degree Levels, 2008-2017

Engineering		54,051
Physics		4,424
Aerospace/Aeronautical Engineering		3,097
Aircraft Maintenance & Technology		4,048
Air Traffic Controller		220
Professional & Flight Crew		589
TOTAL		66,429

Source: Texas Higher Education Coordinating Board



After conducting a nationwide search, Texas was selected for the U.S. Army's new Futures Command headquarters.



SPACEX

Southwest



Raytheon



Sikorsky
A United Technologies Company

INDUSTRY OVERVIEW

BIOTECHNOLOGY & LIFE SCIENCES

Home to more than 5,000 life science and research firms, and more than 106,000 workers in related fields, Texas is one of the leading life science states in the country.

No. 1

World's largest medical center

\$5.3B

Annual research & development expenditures

7

Medical schools in the Nation's top 100

27,420

Clinical trials underway (2nd nationally)

Texas' Top 2019 U.S. Rankings for Biotech Workers

- No. 1** Chemical Engineers
- No. 1** Ophthalmic Medical Technicians
- No. 1** Veterinary Technologists & Technicians
- No. 2** Medical & Clinical Laboratory Technologist & Technicians

RESEARCH INFRASTRUCTURE

Texas' strong life sciences industry stems from a robust academic research infrastructure, including some of the world's most prestigious universities and independent research institutes.

The Cancer Prevention & Research Institute of Texas was approved for \$6 billion in funding in 2019 to help support cancer research in Texas.



INDUSTRY OVERVIEW

ENERGY

For over a century, Texas has been an international leader in the oil and gas industry. In recent years, the state has built upon its energy experience and trained workforce to take the lead in renewable energy production and services. The Lone Star State's energy potential is among the largest in the nation, with abundant wind, solar and biomass resources found across the state's geographically diverse regions.



Texas is the only mainland state with its own power grid. As a result, these utilities are exempt from most federal regulation.



If Texas were a country, it would rank No. 6 globally for installed wind energy capacity.



There have been more than \$4.6 billion total solar investments in Texas.

Microsoft

Google amazon

High tech giants Google, Microsoft and Amazon have announced a number of major wind power deals in Texas.

KEY TEXAS ENERGY U.S. STATE RANKINGS

No. 1	total energy production	No. 1	biodiesel production
No. 1	crude oil production	No. 1	solar potential
No. 1	natural gas production	No. 1	wind energy capacity



INDUSTRY OVERVIEW

OIL & GAS

Texas leads the nation in petroleum refining and chemical products production, and is a global leader in the closely related petrochemical industry. Texas is home to one-fourth of the nation's proved natural gas reserves and takes the lead in total natural gas production and liquefied natural gas (LNG) exports.



Texas is the No. 4 oil-producing "nation" when compared to countries of the world.



30% of U.S. refinery capacity and 60% of U.S. petrochemical production is in Texas.



LNG export facilities planned in Texas have the potential to create 70,000+ jobs and \$145+ billion in economic impact.



With almost 75,000 workers, Texas is home to the largest petrochemical cluster in the world.



The average yearly wage in Texas' refining and chemical manufacturing industry is approximately \$160,000.



With 569 petrochemical firms, Houston alone accounts for over 8% of the nation's firms.

ExxonMobil



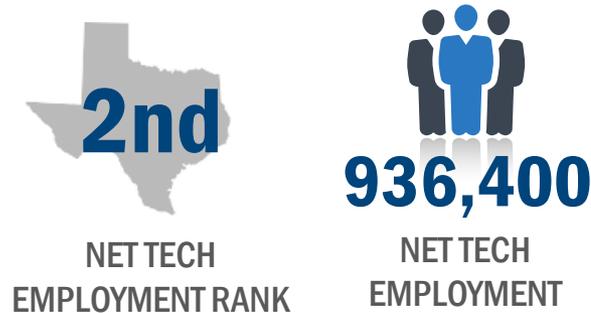
HOLLYFRONTIER

INDUSTRY OVERVIEW

TECHNOLOGY

Texas has led the nation in high tech exports, now for seventh consecutive year. As the birthplace of astounding technology breakthroughs, including the semiconductor, and home to Texas Instruments and Dell Computers, Texas actively welcomes industry innovators and continues to make a name for itself in the world of technology.

TEXAS: STATE OF TECHNOLOGY SUMMARY



37,713
TECH BUSINESS ESTABLISHMENTS
[firms with payroll]

7.2%
NET EMPLOYMENT AS A % OF OVERALL WORKFORCE

13,390
NET TECH JOB GAINS
[2017 vs. 2016]

197,650
TECH OCCUPATION JOB POSTINGS [2017 total]

RECENT INVESTMENTS FROM TECH GIANTS



LEADING TECH INDUSTRY SECTORS

(by 2017 employment)

IT Services + Custom Software Services	227,220
R&D, Testing, and Engineering Services	134,390
Telecommunications and Internet Services	120,430
Tech Manufacturing	90,120
Software [packaged]	19,850



Texas International Trade



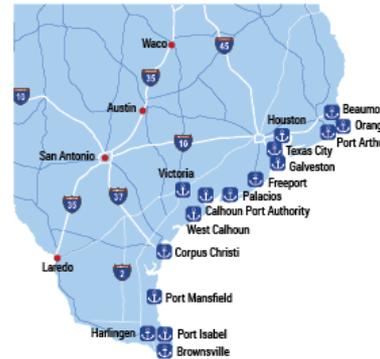
INTERNATIONAL TRADE & EXPORTS

Texas continues to rank as the number one exporter in the United States for 18 straight years. The Lone Star State exported more than \$328 billion in goods in 2019, and continues to be a global leader in international trade.

COMMERCIAL AIRPORTS



SEAPORTS IN TEXAS



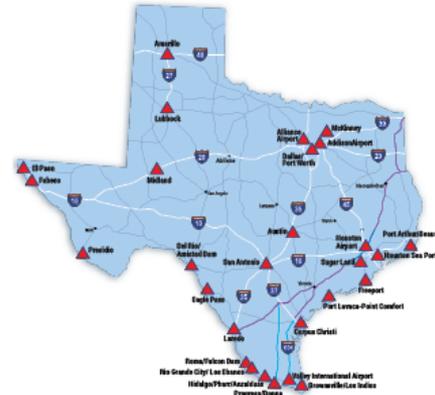
For the 6th consecutive year, Texas leads the nation in high-tech exports, totaling \$47.9 billion.

Texas leads the nation in jobs supported by exports at more than 910,000 jobs.

FOREIGN TRADE ZONES



U.S. PORTS OF ENTRY



Small businesses account for nearly 93% of the more than 400,000 Texas exporters.





Texas Exports

	Partner	2018	2019
	World	\$ 315,835,000,000	\$ 328,864,000,000
1	Mexico	\$ 110,048,000,000	\$ 108,586,000,000
2	Canada	\$ 27,543,750,110	\$ 28,532,914,404
3	South Korea	\$ 13,121,794,498	\$ 16,576,858,569
4	Brazil	\$ 10,229,570,569	\$ 13,160,165,885
5	Netherlands	\$ 9,256,882,416	\$ 11,595,366,812
6	Japan	\$ 12,036,428,182	\$ 11,260,202,306
7	China	\$ 16,627,264,394	\$ 10,921,658,363
8	United Kingdom	\$ 8,523,892,866	\$ 9,617,871,817
9	India	\$ 5,431,954,395	\$ 8,565,863,700
10	Taiwan	\$ 7,446,700,418	\$ 8,539,097,571
11	Singapore	\$ 5,886,551,368	\$ 5,992,430,587
12	Colombia	\$ 4,723,974,935	\$ 5,065,093,221
13	Chile	\$ 4,601,786,726	\$ 4,969,677,262
14	France	\$ 3,557,701,088	\$ 4,678,477,821
15	Germany	\$ 4,194,004,692	\$ 4,534,731,737

Sources: the U.S. Census Bureau, NAICS data



Texas Exports

Item	2018	2019
TOTAL	\$315,834,671,835	\$328,863,813,668
211--OIL & GAS	\$57,268,581,310	\$74,878,921,722
324--PETROLEUM & COAL PRODUCTS	\$55,991,414,852	\$49,559,062,109
334--COMPUTER AND ELECTRONIC PRODUCTS	\$47,912,393,745	\$49,376,034,931
325--CHEMICALS	\$46,198,441,340	\$44,638,480,808
336--TRANSPORTATION EQUIPMENT	\$25,053,740,644	\$28,367,318,508
333--MACHINERY; EXCEPT ELECTRICAL	\$22,562,411,254	\$23,442,529,250
335--ELECTRICAL EQUIPMENT; APPLIANCES & COMPONENTS	\$12,439,514,147	\$11,914,512,165
332--FABRICATED METAL PRODUCTS; NESOI	\$8,281,894,159	\$8,341,389,480
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$5,514,326,512	\$5,672,487,049
111--AGRICULTURAL PRODUCTS	\$5,556,606,082	\$5,438,660,564
311--FOOD MANUFACTURES	\$5,264,978,457	\$5,412,455,366
331--PRIMARY METAL MFG	\$5,662,352,511	\$4,901,690,499
326--PLASTICS & RUBBER PRODUCTS	\$5,552,314,467	\$4,870,389,114
322--PAPER	\$2,018,899,671	\$1,930,436,908
910--WASTE AND SCRAP	\$1,660,585,034	\$1,743,126,606
990--SPECIAL CLASSIFICATION PROVISIONS; NESOI	\$1,621,723,746	\$1,592,685,746
930--USED OR SECOND-HAND MERCHANDISE	\$1,380,998,383	\$1,441,178,769
313--TEXTILES & FABRICS	\$1,441,875,901	\$1,239,535,483
327--NONMETALLIC MINERAL PRODUCTS	\$788,909,246	\$768,070,095
312--BEVERAGES & TOBACCO PRODUCTS	\$518,005,571	\$594,786,310
316--LEATHER & ALLIED PRODUCTS	\$659,114,552	\$542,786,427
337--FURNITURE & FIXTURES	\$544,876,910	\$498,121,163
212--MINERALS & ORES	\$337,455,895	\$327,236,655
323--PRINTED MATTER AND RELATED PRODUCTS; NESOI	\$298,553,835	\$325,711,795
315--APPAREL MANUFACTURING PRODUCTS	\$411,336,564	\$317,871,007
314--TEXTILE MILLS PRODUCTS	\$261,019,809	\$282,731,576
321--WOOD PRODUCTS	\$452,821,199	\$248,658,306
112--OTHER ANIMALS	\$94,017,267	\$124,542,274
114--FISH; FRESH/CHILLED/FROZEN & OTHER MARINE PRODUCTS	\$36,824,392	\$41,375,609
113--FORESTRY PRODUCTS; NESOI	\$42,911,272	\$19,047,450
980--GOODS RET TO CA (EXP); US GOODS RET & REIMPS (IMP)	\$5,773,108	\$11,979,924

Sources: the U.S. Census Bureau, NAICS data



Texas Exports to Fiji

Item	2018	2019
TOTAL	\$3,887,954	\$2,223,640
334--COMPUTER AND ELECTRONIC PRODUCTS	\$1,219,727	\$958,053
336--TRANSPORTATION EQUIPMENT	\$2,226,571	\$560,848
333--MACHINERY; EXCEPT ELECTRICAL	\$216,942	\$153,154
337--FURNITURE & FIXTURES	\$31,916	\$148,003
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$79,911	\$88,576
325--CHEMICALS	\$5,003	\$75,181
326--PLASTICS & RUBBER PRODUCTS	\$9,158	\$69,219
335--ELECTRICAL EQUIPMENT; APPLIANCES & COMPONENTS	\$17,990	\$47,632
332--FABRICATED METAL PRODUCTS; NESOI	\$2,896	\$34,047
313--TEXTILES & FABRICS	\$-	\$26,374
930--USED OR SECOND-HAND MERCHANDISE	\$57,450	\$25,000
990--SPECIAL CLASSIFICATION PROVISIONS; NESOI	\$-	\$21,844
322--PAPER	\$-	\$7,060
323--PRINTED MATTER AND RELATED PRODUCTS; NESOI	\$-	\$5,809
315--APPAREL MANUFACTURING PRODUCTS	\$12,168	\$2,840
511--NEWSPAPERS; BOOKS & OTHER PUBLISHED MATTER; NESOI	\$-	\$-
331--PRIMARY METAL MFG	\$-	\$-
327--NONMETALLIC MINERAL PRODUCTS	\$-	\$-
324--PETROLEUM & COAL PRODUCTS	\$-	\$-
321--WOOD PRODUCTS	\$-	\$-
316--LEATHER & ALLIED PRODUCTS	\$8,222	\$-
314--TEXTILE MILLS PRODUCTS	\$-	\$-
311--FOOD MANUFACTURES	\$-	\$-

Sources: the U.S. Census Bureau, NAICS data



Texas Imports from Fiji

Item	2018	2019
TOTAL	11,516,066	13,180,035
312--BEVERAGES & TOBACCO PRODUCTS	11,288,985	13,032,383
111--AGRICULTURAL PRODUCTS	32,800	66,330
335--ELECTRICAL EQUIPMENT; APPLIANCES & COMPONENTS	-	53,135
334--COMPUTER AND ELECTRONIC PRODUCTS	-	22,742
327--NONMETALLIC MINERAL PRODUCTS	-	2,730
314--TEXTILE MILLS PRODUCTS	1,931	2,222
326--PLASTICS & RUBBER PRODUCTS	-	493
980--GOODS RET TO CA (EXP); US GOODS RET & REIMPS (IMP)	18,563	-
930--USED OR SECOND-HAND MERCHANDISE	47,100	-
920--USED OR SECOND-HAND MERCHANDISE	-	-
339--MISCELLANEOUS MANUFACTURED COMMODITIES	121,069	-
337--FURNITURE & FIXTURES	-	-
336--TRANSPORTATION EQUIPMENT	-	-
325--CHEMICALS	-	-
323--PRINTED MATTER AND RELATED PRODUCTS; NESOI	2,680	-
321--WOOD PRODUCTS	2,938	-
315--APPAREL MANUFACTURING PRODUCTS	-	-
311--FOOD MANUFACTURES	-	-
114--FISH; FRESH/CHILLED/FROZEN & OTHER MARINE PRODUCTS	-	-
113--FORESTRY PRODUCTS; NESOI	-	-

Sources: the U.S. Census Bureau, NAICS data



INTERNATIONAL BUSINESS AND TRADE

The International Business and Trade Division helps Texas businesses with creating and expanding international sales opportunities into new markets and assists foreign companies looking to expand or relocate to Texas.

International Business and Trade Specialists coordinate the participation of Texas businesses in many industry leading export-oriented trade shows and missions. The team works with Project Coordinators to assist foreign companies as they seek expansion and relocation to Texas.

Initiatives:

- ★ Free exhibit space in Texas Pavilions around the world
- ★ State Trade Expansion Program (STEP) grants
- ★ State of Texas Mexico Office services
- ★ Export leads
- ★ U.S. Commercial Service

Texas Department of Agriculture (TDA) International Marketing:

- ★ Foreign Agricultural Service (FAS)
- ★ Southern U.S. Trade Association (SUSTA)
- ★ U.S. Livestock Genetics Export, Incorporated (USLGE)

INTERNATIONAL BUSINESS & TRADE



The International Business and Trade Division completed 25 trade shows, both domestic and abroad, in 2018. Texas businesses that participated received free or discounted shared booth space and direct technical assistance from our International Business Specialists.

Texas companies that participated in trade shows in 2018, reported a total of 2,783 new export leads, more than \$71.8 million in projected export leads, and more than \$22.9 million in actual export sales.

2,783
EXPORT LEADS

\$71,881,000
PROJECTED EXPORT SALES

\$22,916,720
ACTUAL EXPORT SALES



THANK YOU

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TexasEconDev

