



The impact of tariffs to the LA/SoCal economies

The California State Assembly Select Committee on Asia/California Trade and Investment Promotion

July 17, 2018

A WORLD ECONOMY

SOUTHERN CALIFORNIA:

- 22 million people
- \$1.5 trillion economy
- 11th largest economy in the world
- Nearly 1 million jobs supported from L.A. and L.B. ports
- FOEs hire 425,579 people and pay \$30.982BN in wages



2019 FOREIGN DIRECT INVESTMENT REPORT

FDI DESTINATION COUNTIES

CUSTOM CONTENT 15



SOUTHERN CALIFORNIA

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

425,579

FOE FIRMS

10,305

ESTIMATED WAGES

\$30,982M

FOEs BY SOURCE NATION

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Japan	81,751	19.2%	2,407	\$6,185.7
2	United Kingdom	64,993	15.3%	1,281	4,347.7
3	France	44,611	10.5%	967	3,220.6
4	Canada	42,714	10.0%	895	3,298.0
5	Germany	27,449	6.4%	837	1,872.7
6	Switzerland	23,216	5.5%	370	2,103.7
7	Ireland	16,594	3.9%	161	1,272.0
8	China	15,683	3.7%	448	1,201.9
9	Sweden	10,408	2.4%	119	548.5
10	Taiwan	10,145	2.4%	262	756.3
	All Others	88,015	20.7%	2,558	6,174.8
TOTAL		425,579	100.0%	10,305	30,982.0

FOEs BY INDUSTRY SECTOR

Major Industry	Jobs	Firms	Est. Wages (\$millions)
Natural Resources	2,036	48	\$169.5
Construction	5,063	141	325.0
Manufacturing	144,727	1,552	10,940.7
Wholesale Trade	53,540	1,682	3,902.3
Retail Trade	41,439	2,619	1,443.1
Transp / Warehouse / Util	21,481	501	1,256.0
Information	25,008	501	2,956.0
Financial Activities	38,692	1,108	4,341.0
Prof/Business Services	59,493	1,254	4,338.3
Education/Health	5,886	245	282.1
Leisure/Hospitality	21,310	400	703.8
Other Services	5,942	169	238.8
Public Administration	962	85	85.4
TOTAL	425,579	10,305	30,982.0

TOP FOREIGN INVESTORS

FDI SOURCE NATIONS

CUSTOM CONTENT 19



NO. 1
JAPAN

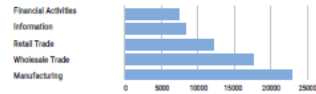
FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS
81,751

FOE FIRMS
2,407

ESTIMATED WAGES
\$6,186M

JAPANESE FOE JOBS BY SECTOR



JAPANESE FOEs BY DESTINATION COUNTY

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Los Angeles	40,747	49.8%	1,203	\$3,205.2
2	Orange	21,334	26.1%	512	1,583.8
3	San Diego	11,680	14.3%	387	911.4
4	San Bernardino	3,448	4.2%	144	166.2
5	Riverside	2,312	2.8%	103	121.3
6	Ventura	2,230	2.7%	58	197.7
TOTAL		81,751	100.0%	2,407	6,185.7



NO. 2
UNITED KINGDOM

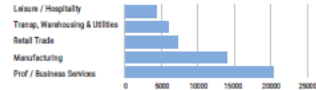
FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS
64,993

FOE FIRMS
1,281

ESTIMATED WAGES
\$4,348M

UK FOE JOBS BY SECTOR



UK FOEs BY DESTINATION COUNTY

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Los Angeles	27,165	42.7%	573	\$1,982.6
2	Orange	19,449	30.5%	219	1,050.7
3	San Diego	10,250	16.1%	252	750.1
4	Ventura	4,605	7.2%	74	408.0
5	Riverside	2,220	3.5%	94	98.9
6	San Bernardino	1,304	2.0%	69	57.4
TOTAL		64,993	100.0%	1,281	4,347.7



NO. 3
FRANCE

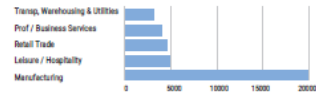
FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS
44,611

FOE FIRMS
967

ESTIMATED WAGES
\$3,221M

FRENCH FOE JOBS BY SECTOR



FRENCH FOEs BY DESTINATION COUNTY

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Los Angeles	21,496	49.4%	473	\$1,565.8
2	Orange	9,475	21.8%	183	686.8
3	Ventura	5,652	13.0%	43	534.1
4	San Diego	4,491	10.3%	142	277.0
5	San Bernardino	2,387	5.5%	64	111.3
6	Riverside	1,110	2.6%	62	48.5
TOTAL		44,611	100.0%	967	3,226.6



NO. 4
CANADA

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS
42,714

FOE FIRMS
895

ESTIMATED WAGES
\$3,298M

CANADIAN FOE JOBS BY SECTOR



CANADIAN FOEs BY DESTINATION COUNTY

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Los Angeles	18,104	42.4%	350	\$1,596.3
2	Orange	11,105	26.0%	160	854.4
3	San Diego	4,857	11.4%	158	383.0
4	Riverside	3,132	7.3%	90	164.7
5	San Bernardino	2,944	6.9%	100	158.5
6	Ventura	2,572	6.0%	37	141.2
TOTAL		42,714	100.0%	895	3,298.0

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NO. 5
GERMANY

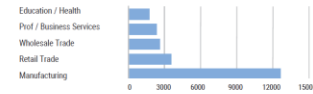
FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS
27,449

FOE FIRMS
837

ESTIMATED WAGES
\$1,873M

GERMAN FOE JOBS BY SECTOR



GERMAN FOEs BY DESTINATION COUNTY

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Los Angeles	12,704	46.3%	353	\$911.0
2	Orange	5,190	18.9%	170	401.0
3	San Bernardino	3,068	11.2%	84	156.0
4	San Diego	2,791	10.2%	133	186.5
5	Ventura	1,849	6.7%	47	123.3
6	Riverside	1,847	6.7%	50	95.0
TOTAL		27,449	100.0%	837	1,872.7



NO. 6
SWITZERLAND

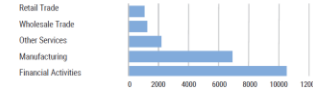
FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS
23,216

FOE FIRMS
370

ESTIMATED WAGES
\$2,104M

SWISS FOE JOBS BY SECTOR



SWISS FOEs BY DESTINATION COUNTY

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Los Angeles	15,471	66.6%	174	\$1,544.8
2	San Diego	2,710	11.7%	57	226.2
3	Orange	2,406	10.4%	80	189.2
4	Riverside	1,587	6.8%	20	89.2
5	San Bernardino	942	4.1%	30	47.4
6	Ventura	100	0.4%	9	7.0
TOTAL		23,216	100.0%	370	2,103.7



NO. 7
IRELAND

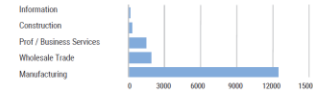
FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS
16,594

FOE FIRMS
161

ESTIMATED WAGES
\$1,272M

IRISH FOE JOBS BY SECTOR



IRISH FOEs BY DESTINATION COUNTY

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Orange	6,136	37.0%	42	\$473.3
2	Los Angeles	4,726	28.5%	47	345.6
3	San Diego	3,578	21.6%	26	298.4
4	Ventura	973	5.9%	17	91.5
5	Riverside	637	3.8%	16	32.7
6	San Bernardino	544	3.3%	13	30.5
TOTAL		16,594	100.0%	161	1,272.0



NO. 8
CHINA

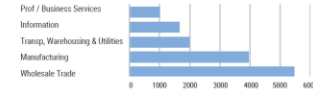
FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS
15,683

FOE FIRMS
448

ESTIMATED WAGES
\$1,202M

CHINESE FOE JOBS BY SECTOR



CHINESE FOEs BY DESTINATION COUNTY

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Orange	7,521	48.0%	85	\$607.8
2	Los Angeles	5,917	37.7%	240	450.9
3	San Bernardino	1,032	6.6%	63	64.8
4	San Diego	808	5.2%	40	55.6
5	Riverside	232	1.5%	17	12.6
6	Ventura	173	1.1%	3	10.1
TOTAL		15,683	100.0%	448	1,201.9

FOREIGN-OWNED ENTERPRISES FROM CHINA



NO. 8

CHINA

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

15,683

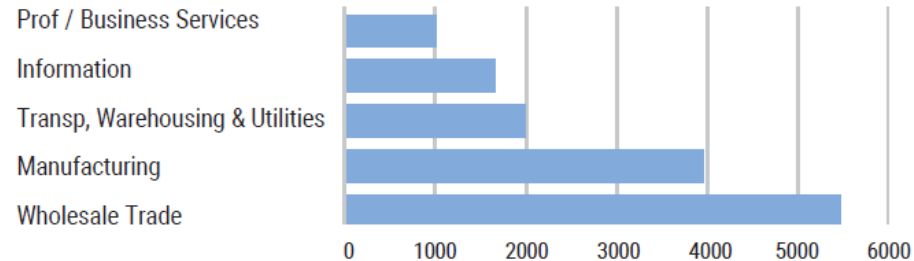
FOE FIRMS

448

ESTIMATED WAGES

\$1,202M

CHINESE FOE JOBS BY SECTOR



CHINESE FOEs BY DESTINATION COUNTY

Rank	County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$millions)
1	Orange	7,521	48.0%	85	\$607.8
2	Los Angeles	5,917	37.7%	240	450.9
3	San Bernardino	1,032	6.6%	63	64.8
4	San Diego	808	5.2%	40	55.6
5	Riverside	232	1.5%	17	12.6
6	Ventura	173	1.1%	3	10.1
TOTAL		15,683	100.0%	448	1,201.9

LA CUSTOMS DISTRICT – TRADE NUMBERS

los angeles trade 2017: top 20 U.S. customs districts

All numbers are in billions

U.S. TOTAL TRADE			
Total Trade	\$3.89 billion	6.77%	
Exports	\$1.55 billion	6.40%	
Imports	\$2.34 billion	7.02%	
Deficit	\$(796.17) billion		

9	SEATTLE		
	Total Trade	\$149.71	1.56%
	Exports	\$80.24	-3.02%
	Imports	\$69.46	7.41%
	Deficit	\$(10.78)	

11	SAN FRANCISCO		
	Total Trade	\$133.16	10.95%
	Exports	\$54.88	7.62%
	Imports	\$78.28	13.40%
	Deficit	\$(23.40)	

1	LOS ANGELES		
	Total Trade	\$431.38	8.35%
	Exports	\$128.75	8.42%
	Imports	\$302.64	8.32%
	Deficit	\$(173.89)	

19	SAN DIEGO	
	Total Trade	\$69.44 -1.32%
	Exports	\$23.34 -3.21%
	Imports	\$46.11 -0.34%
	Deficit	\$(22.77)

13	EL PASO		
	Total Trade	\$101.64	0.10%
	Exports	\$39.88	-5.09%
	Imports	\$61.76	3.76%
	Deficit	\$(21.89)	

3	LAREDO		
	Total Trade	\$303.37	7.13%
	Exports	\$126.01	6.48%
	Imports	\$177.37	7.60%
	Deficit	\$(51.36)	

16	DALLAS/FORT WORTH		
	Total Trade	\$75.61	9.01%
	Exports	\$24.34	7.94%
	Imports	\$51.28	9.52%
	Deficit	\$(26.94)	

5

CHICAGO		
Total Trade	\$223.78	12.74%
Exports	\$48.10	5.06%
Imports	\$175.68	15.04%
Deficit	\$(127.58)	

4

DETROIT		
Total Trade	\$263.72	6.69%
Exports	\$128.90	9.20%
Imports	\$134.82	4.39%
Deficit	\$(5.92)	

10	CLEVELAND		
	Total Trade	\$143.01	8.46%
	Exports	\$41.30	12.95%
	Imports	\$101.71	6.73%
	Deficit	\$(60.40)	

8	ATLANTA/SAVANNAH		
	Total Trade	\$155.87	8.25%
	Exports	\$49.19	7.09%
	Imports	\$106.68	8.79%
	Deficit	\$(57.49)	

6	NEW ORLEANS		
	Total Trade	\$216.61	11.69%
	Exports	\$94.74	12.69%
	Imports	\$121.87	10.92%
	Deficit	\$(27.13)	

HOUSTON		
Total Trade	\$192.19	18.05%
Exports	\$109.24	17.50%
Imports	\$82.95	18.79%
Deficit	\$(26.29)	

18

LOW VALUE SHIPMENTS		
Total Trade	\$73.97	5.67%
Exports	\$56.52	6.12%
Imports	\$17.46	4.25%
Deficit	\$(39.06)	

14

BUFFALO		
Total Trade	\$83.10	-3.91%
Exports	\$42.88	-7.57%
Imports	\$40.22	0.32%
Deficit	\$(2.66)	

17	PHILADELPHIA	
	Total Trade	\$74.80 7.46%
	Exports	\$16.98 7.73%
	Imports	\$57.82 7.38%
	Deficit	\$40.83

2	NEW YORK CITY		
	Total Trade	\$364.71	2.18%
	Exports	\$136.58	-0.07%
	Imports	\$228.13	3.58%
	Deficit	\$(91.55)	

20

NORFOLK		
Total Trade	\$61.16	2.24%
Exports	\$27.12	4.33%
Imports	\$34.05	0.63%
Deficit	\$(6.93)	

15

CHARLESTON		
Total Trade	\$76.25	-0.31%
Exports	\$31.17	-6.26%
Imports	\$45.09	4.26%
Deficit	\$(13.92)	

12	MIAMI		
	Total Trade	\$107.71	3.08%
	Exports	\$58.18	5.45%
	Imports	\$48.53	0.34%
	Deficit	\$(10.65)	

2017 Ranking	
1	Los Angeles
2	New York City
3	Laredo
4	Detroit
5	Chicago
6	New Orleans
7	Houston
8	Atlanta/Savannah
9	Seattle
10	Cleveland
11	San Francisco
12	Miami
13	El Paso
14	Buffalo
15	Charleston
16	Dallas
17	Philadelphia
18	Low Value Shipments
19	San Diego
20	Norfolk

Source: WorldCity analysis of U.S. Census Bureau data

LOS ANGELES TRADENUMBERS | 9 | UPDATES AT WWW.USDADNUMBERS.COM

* 2018 LA Trade Numbers – ustradenumbers.com

LA CUSTOMS DISTRICT – TRADE NUMBERS

los angeles trade 2017: top 100 trade partners

source: WorldCity analysis of U.S. Census Bureau data

LOS ANGELES			CHANGE FROM 2016
Total Trade	\$431.38 billion		8.35%
Exports	\$128.75 billion		8.42%
Imports	\$302.64 billion		8.32%
Deficit	\$173.89 billion		

The Americas

Rank	Country	Trade (\$ billions)
20	Mexico	\$3.53
22	Colombia	\$2.54
24	Ecuador	\$2.45
28	Brazil	\$1.88
30	Chile	\$1.69
37	Peru	\$1.11
40	Canada	\$0.80
41	Guatemala	\$0.80
45	Costa Rica	\$0.61
46	Nicaragua	\$0.60
51	Argentina	\$0.40
54	Honduras	\$0.36
55	El Salvador	\$0.33
58	Panama	\$0.26
65	Bahamas	\$0.19
69	Dominican Republic	\$0.16
74	Trinidad and Tobago	\$0.12
85	Venezuela	\$0.07
92	Uruguay	\$0.05
94	Bolivia	\$0.05

Africa

Rank	Country	Trade (\$ billions)
44	South Africa	\$0.68
47	Angola	\$0.53
59	Ghana	\$0.26
67	Egypt	\$0.17
70	Morocco	\$0.15
77	Nigeria	\$0.10
83	Equatorial Guinea	\$0.07
88	Kenya	\$0.06
93	Ethiopia	\$0.05
97	Mauritius	\$0.04
100	Algeria	\$0.03

Europe

Rank	Country	Trade (\$ billions)	Rank	Country	Trade (\$ billions)	Rank	Country	Trade (\$ billions)
8	Germany	\$10.98	39	Sweden	\$0.90	73	Romania	\$0.12
13	United Kingdom	\$7.04	42	Austria	\$0.72	76	Lithuania	\$0.11
16	Switzerland	\$4.88	48	Finland	\$0.45	80	Malta	\$0.08
17	France	\$4.38	49	Poland	\$0.41	81	Slovenia	\$0.08
18	Italy	\$3.90	50	Czech Republic	\$0.41	82	Slovakia	\$0.08
19	The Netherlands	\$3.73	53	Hungary	\$0.37	87	Ukraine	\$0.06
25	Belgium	\$2.34	56	Denmark	\$0.30	89	Bulgaria	\$0.06
26	Ireland	\$2.10	57	Norway	\$0.30	90	Georgia	\$0.06
29	Russia	\$1.84	66	Portugal	\$0.18	91	Latvia	\$0.05
34	Spain	\$1.31	68	Luxembourg	\$0.17	96	Liechtenstein	\$0.04
			72	Greece	\$0.12			

Asia / Middle East / Oceania

Rank	Country	Trade (\$ billions)	Rank	Country	Trade (\$ billions)	Rank	Country	Trade (\$ billions)
1	China	\$172.62	21	Israel	\$2.83	62	Jordan	\$0.22
2	Japan	\$40.23	23	Saudi Arabia	\$2.52	63	Myanmar (Burma)	\$0.22
3	South Korea	\$24.90	27	New Zealand	\$1.94	64	Oman	\$0.20
4	Vietnam	\$19.58	31	Cambodia	\$1.49	71	Fiji	\$0.15
5	Taiwan	\$16.22	32	Bangladesh	\$1.40	75	Lebanon	\$0.11
6	Hong Kong	\$12.81	33	United Arab Emirates	\$1.35	78	Bahrain	\$0.10
7	Thailand	\$12.57	35	Turkey	\$1.23	79	Kazakhstan	\$0.09
9	India	\$10.31	36	Iraq	\$1.17	84	Macao	\$0.07
10	Australia	\$8.85	38	Kuwait	\$0.90	86	French Polynesia	\$0.06
11	Indonesia	\$7.65	43	Pakistan	\$0.70	95	Laos	\$0.05
12	Malaysia	\$7.28	52	Sri Lanka	\$0.39	98	Mongolia	\$0.04
14	Singapore	\$6.49	60	Marshall Islands	\$0.25	99	Iran	\$0.04
15	Philippines	\$5.74	61	Qatar	\$0.24			

TRADE NUMBERS - CHINA

1
LOS ANGELES
TRADE
PARTNER

CHINA

Total trade with Los Angeles | \$172.62 billion



China-L.A. trade
up a solid 8.5%
on import growth

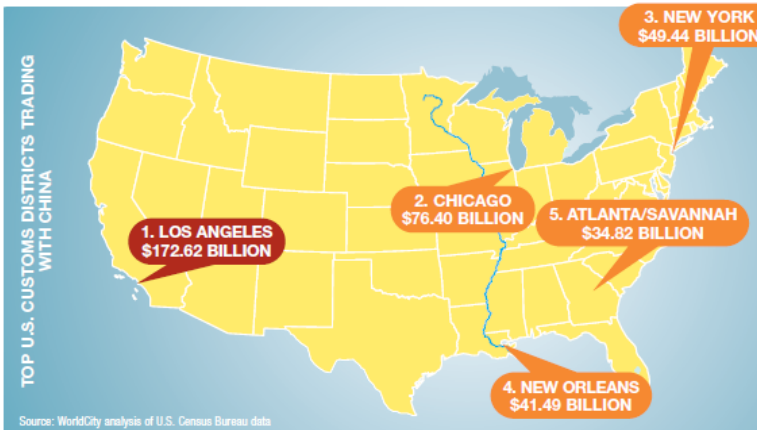
China's trade with Los Angeles increased 8.48 percent in 2017, to \$172.62 billion. It topped the previous record, set in 2014, of \$166.39 billion. For the second time in three years, China accounted for more than 40 percent of the Customs district's trade.

EXPORTS: The leading export, computer chips, increased in value by 277.06 percent, to \$1.92 billion.

IMPORTS: The fastest-growing import among the top 10 was No. 3-ranked TVs and computer monitors, which increased \$1.15 billion to \$6.67 billion. The top import, computers, increased 14.12 percent in 2017.

BALANCE OF TRADE: The Customs district ran a \$120.28 billion deficit with China in 2017. For every dollar of trade between the two, 15.2 cents was an export from Los Angeles.

MARKET SHARE: Los Angeles ranked No. 1 among the nation's Customs districts trading with China, accounting for 27.14 percent of that trade in 2017. ustradenumbers.com



Top 20 U.S. Customs districts trading with China

RANK	CUSTOMS DISTRICT	2017 TOTAL TRADE	CHANGE	EXPORTS TO CHINA	IMPORTS FROM CHINA	SURPLUS/ (DEFICIT)
All Customs districts						
1	Los Angeles	\$172,615,489,980	8.48%	\$26,168,887,633	\$146,446,602,347	(\$120,277,714,714)
2	Chicago	\$76,397,429,827	16.36%	\$8,309,096,079	\$68,088,333,748	(\$59,779,237,669)
3	New York City	\$49,443,766,996	0.04%	\$8,731,004,070	\$40,712,762,926	(\$31,981,758,856)
4	New Orleans	\$41,490,066,954	4.41%	\$10,161,703,266	\$31,328,363,688	(\$21,166,660,422)
5	Atlanta/Savannah	\$34,819,318,684	10.31%	\$6,676,126,490	\$28,143,192,194	(\$21,467,065,704)
6	Seattle	\$30,418,997,912	9.30%	\$11,043,464,479	\$19,375,533,433	(\$8,332,068,954)
7	San Francisco	\$29,764,386,055	8.65%	\$7,985,335,011	\$21,779,051,044	(\$13,793,716,033)
8	Cleveland	\$29,477,869,860	16.22%	\$1,701,970,829	\$27,775,899,031	(\$26,073,928,202)
9	Dallas	\$23,507,115,270	9.47%	\$2,219,672,469	\$21,287,442,801	(\$19,067,770,332)
10	Houston	\$18,762,105,239	26.97%	\$7,725,032,330	\$11,037,072,909	(\$3,312,040,579)
11	Charleston	\$14,401,790,027	8.01%	\$6,258,193,221	\$8,143,596,806	(\$1,885,403,585)
12	Norfolk	\$13,471,894,813	5.35%	\$3,066,775,947	\$10,405,118,866	(\$7,338,342,919)
13	Honolulu	\$8,376,496,812	25.73%	\$7,975,116,090	\$401,380,722	\$7,573,735,368
14	Portland/Columbia-Snake River	\$7,988,668,709	7.35%	\$6,522,775,209	\$1,465,893,500	\$5,056,881,709
15	Miami	\$7,365,557,467	10.20%	\$1,061,661,257	\$6,303,896,210	(\$5,242,234,953)
16	Anchorage	\$7,052,584,229	25.39%	\$3,673,490,576	\$3,379,093,653	\$294,396,923
17	Philadelphia	\$6,702,726,020	2.96%	\$194,786,406	\$6,507,939,614	(\$6,313,153,208)
18	St. Louis	\$6,286,043,546	9.48%	\$6,679,938	\$6,279,363,608	(\$6,272,683,670)
19	Detroit	\$6,264,928,540	-0.19%	\$160,275,926	\$6,104,652,614	(\$5,944,376,688)
20	El Paso	\$5,954,494,892	18.07%	\$3,159,761	\$5,951,335,131	(\$5,948,175,370)

Source: WorldCity analysis of U.S. Census Bureau data



THANK YOU

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