

MISSOURI DEPARTMENT OF ECONOMIC DEVELOPMENT

Helping Missourians Prosper

International Trade & Investment Office



Missouri Department of
Economic Development

Why Export?

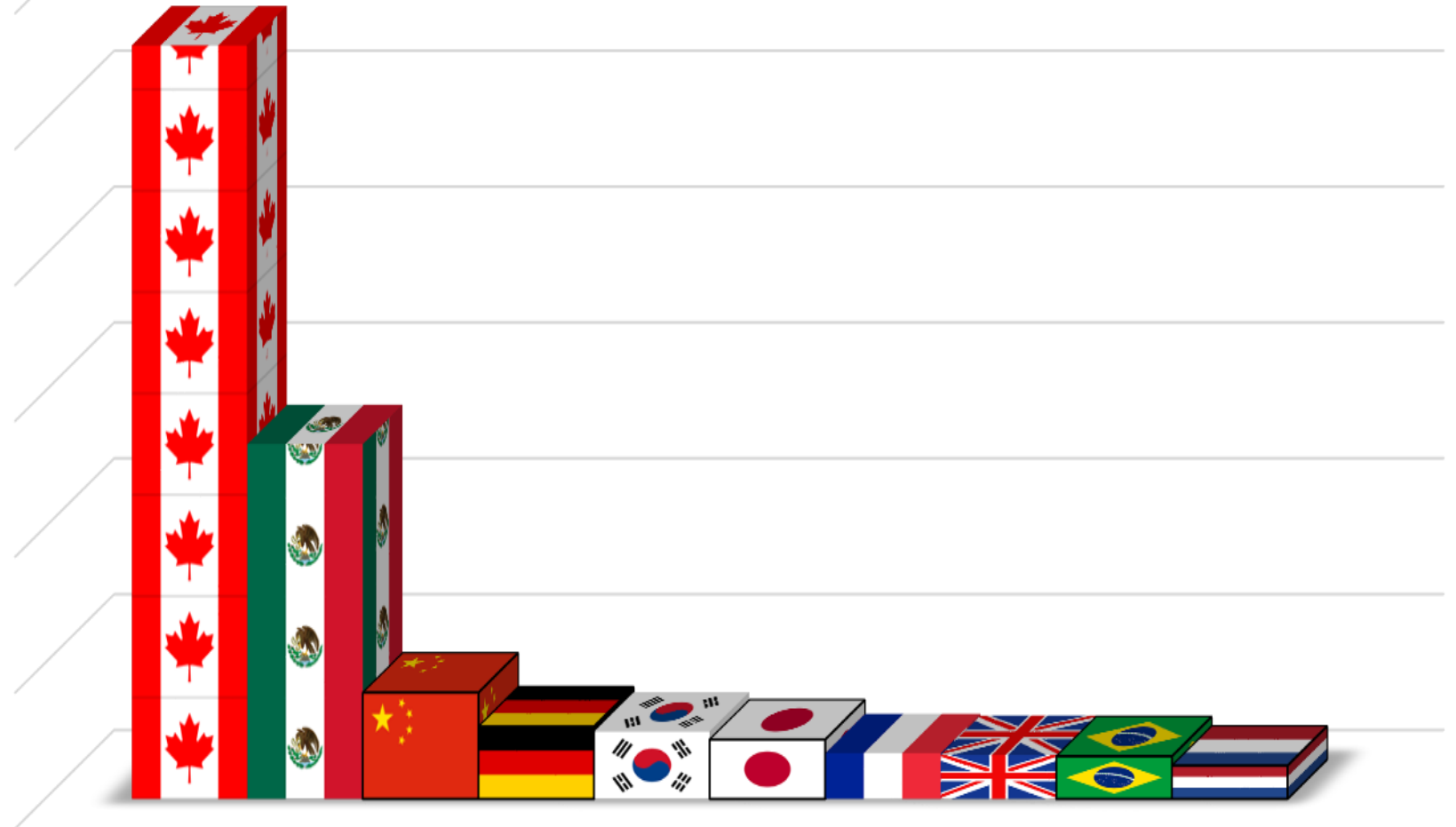
- 96% of the world's consumers live outside the U.S
- Exporting diversifies customer base and helps weather changes in the U.S. economy
- Exporting reduces business's dependency on the domestic market
- Extends sales potential and product lifecycle
- The U.S. currently has free trade agreements with 20 countries
- Exporting is good for the bottom line

Overview of Missouri Economy: Exports

Top 10 Export Destinations

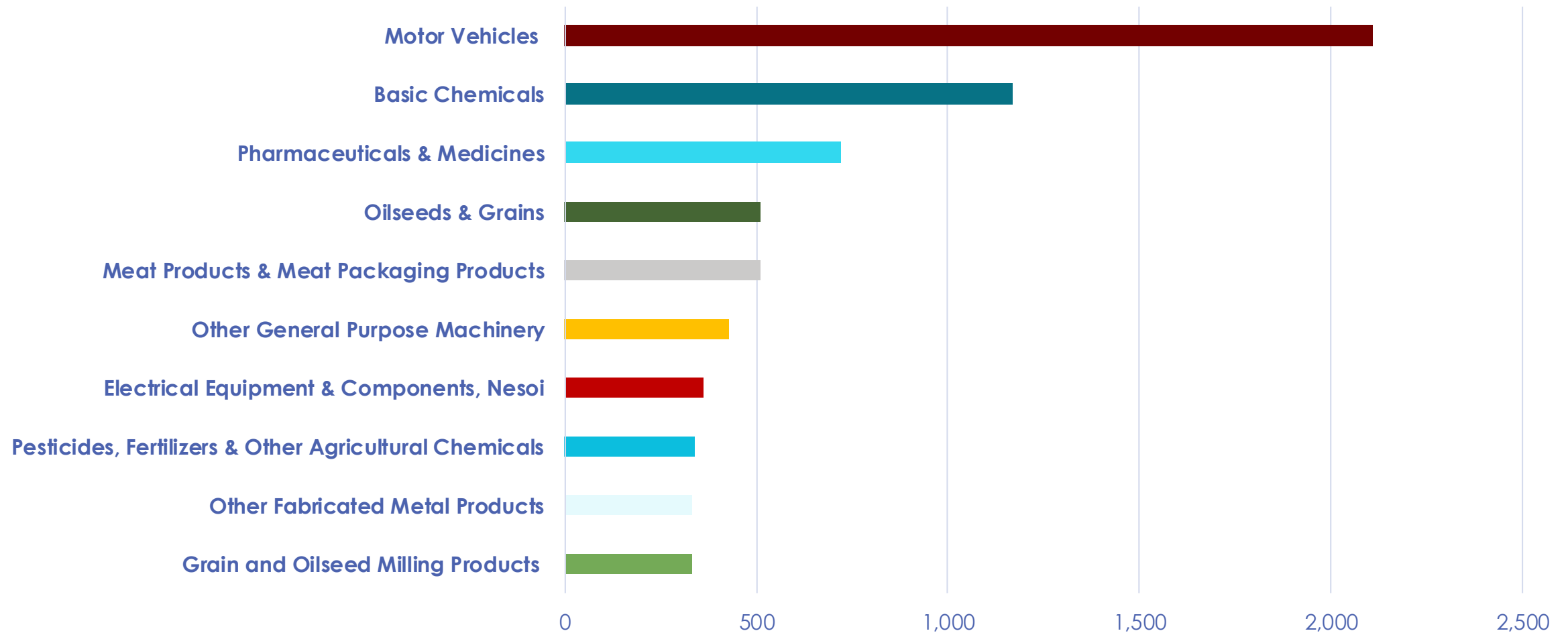
1. Canada
2. Mexico
3. China
4. Germany
5. Republic of Korea
6. Japan
7. France
8. United Kingdom
9. Brazil
10. Netherlands

Total Exports 2020 - \$12.8 Billion



Overview of Missouri Economy: Exports

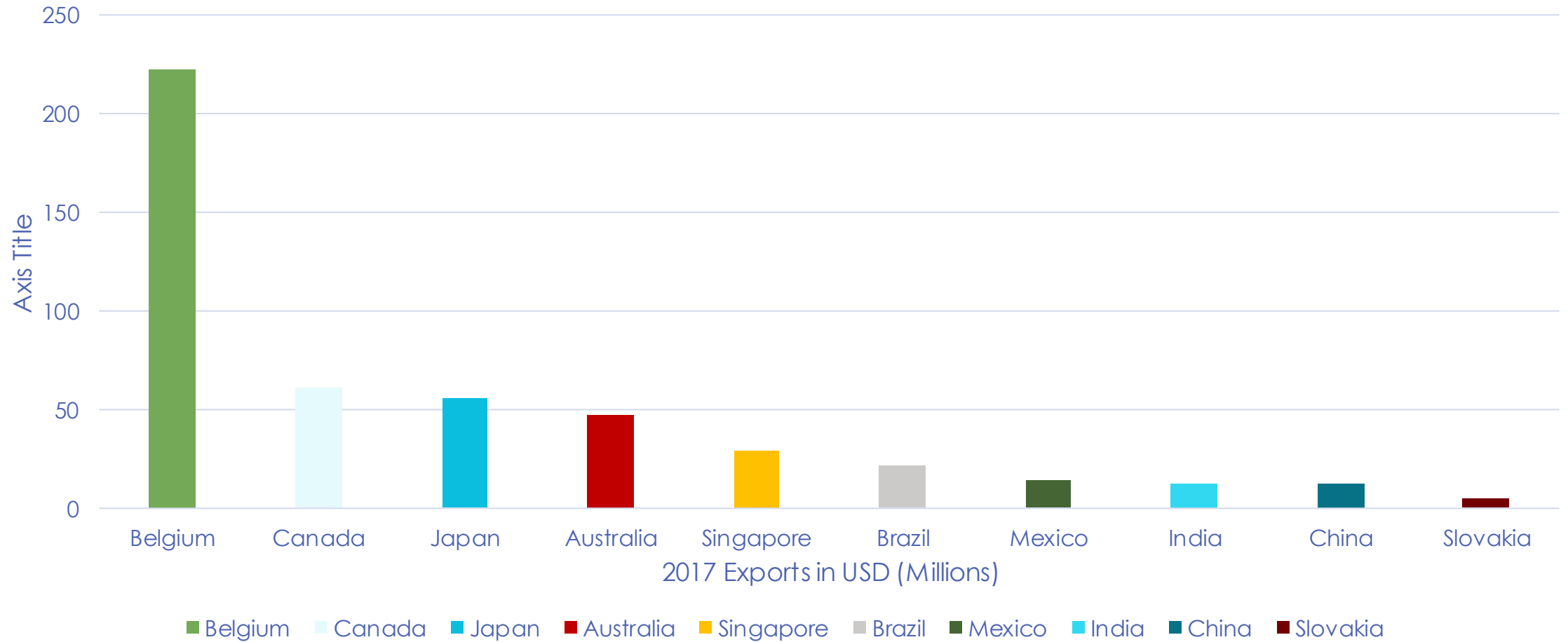
2020 Missouri Exports in USD (Millions)



2018 FDI Impact on Missouri Economy

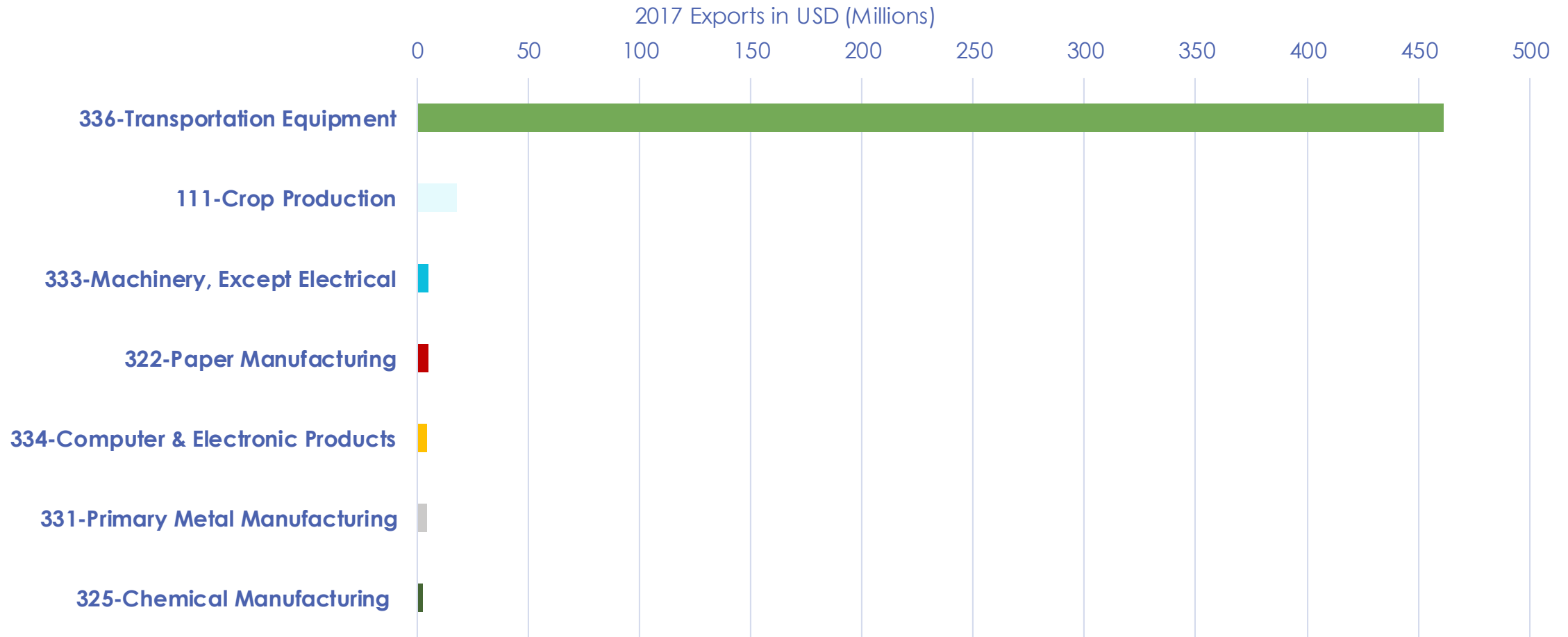
- Total Number of International Companies – 723
- Jobs Supported – 144,400
 - Increase of 43.5% since 2013
 - 69,700 within the manufacturing sector (48.3%)
- Countries with Largest Number Jobs
 - United Kingdom
 - Germany
 - Japan

Platte County Exports – Top Markets



***2017 Platte County Total Exports - \$506,345,233**

Platte County Exports – Top Industries



Export Impact on Kansas City Region

- In 2017, Export Scan for Kansas City, MO-KS includes:
 - \$7.01 Billion in exports
 - Export share of GDP is 8.6%
 - 29,960 supported jobs by direct exports
 - 65,290 supported jobs by total exports

Kansas City, MO-KS Metro Exports

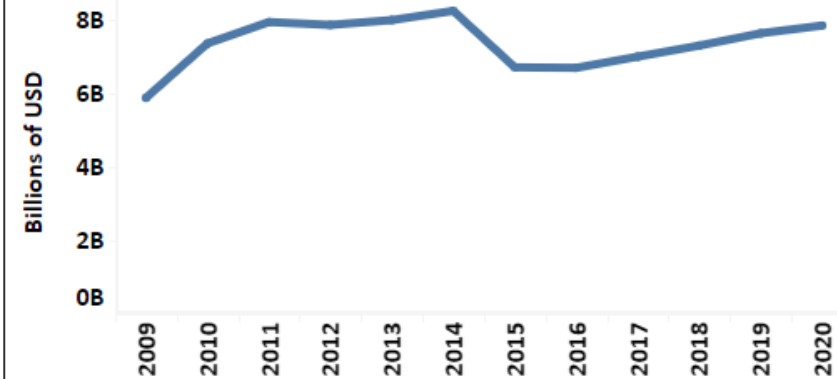
Goods Exports, 2020

\$7.9B

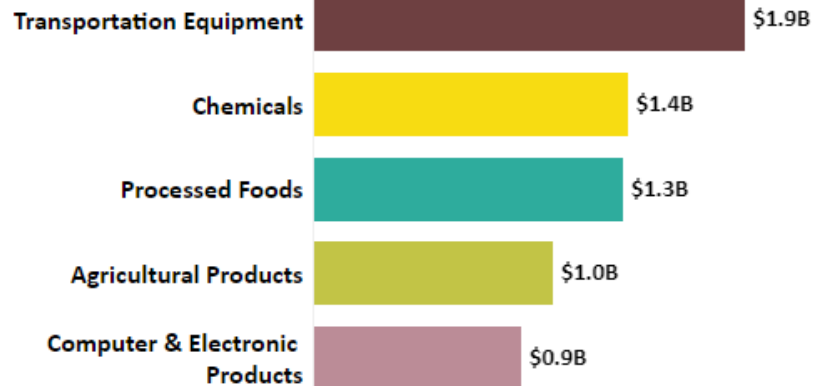
2019-20 Change: **2.7%**

In 2020, **Kansas City** was the
40th largest
exporter among U.S. metro areas

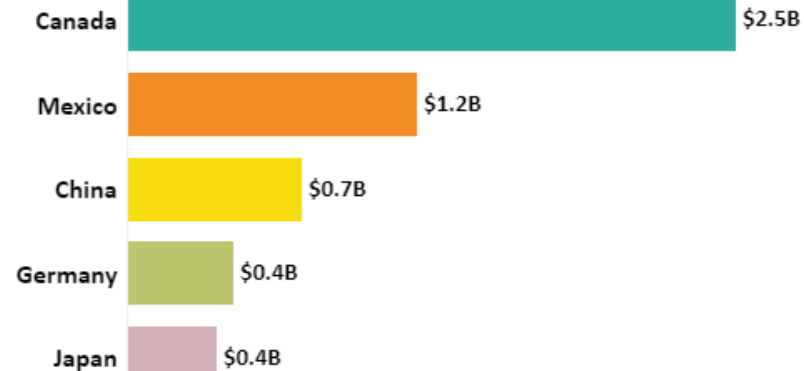
Goods Export Value, 2009-2020



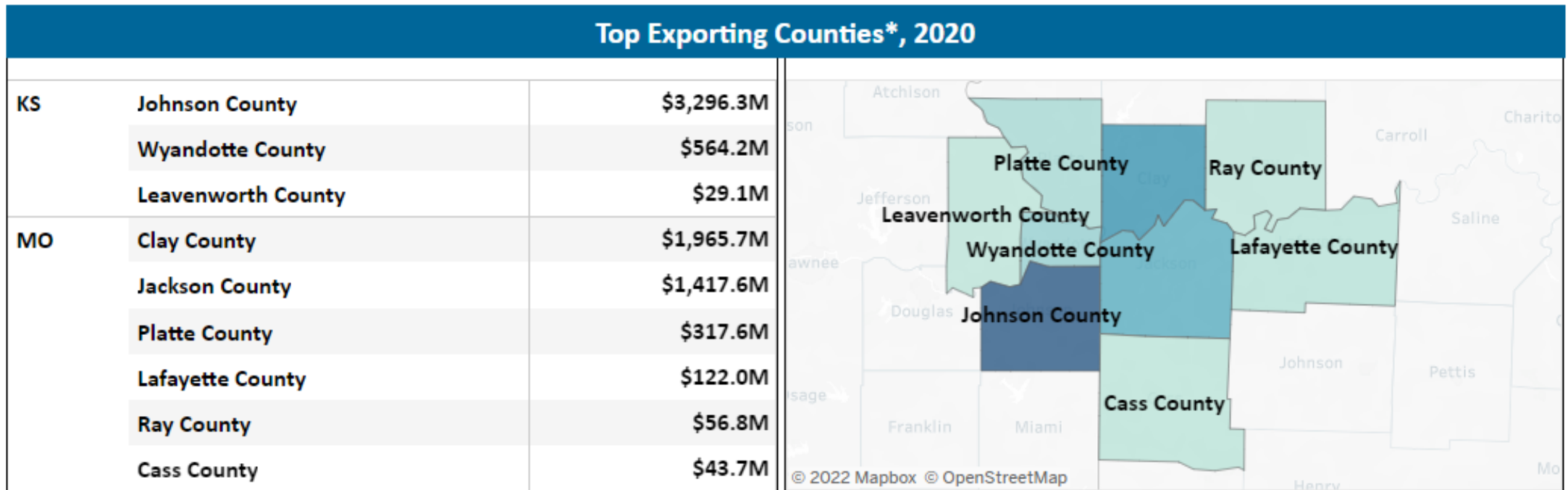
Top Export Categories, 2020



Top Export Partners, 2020



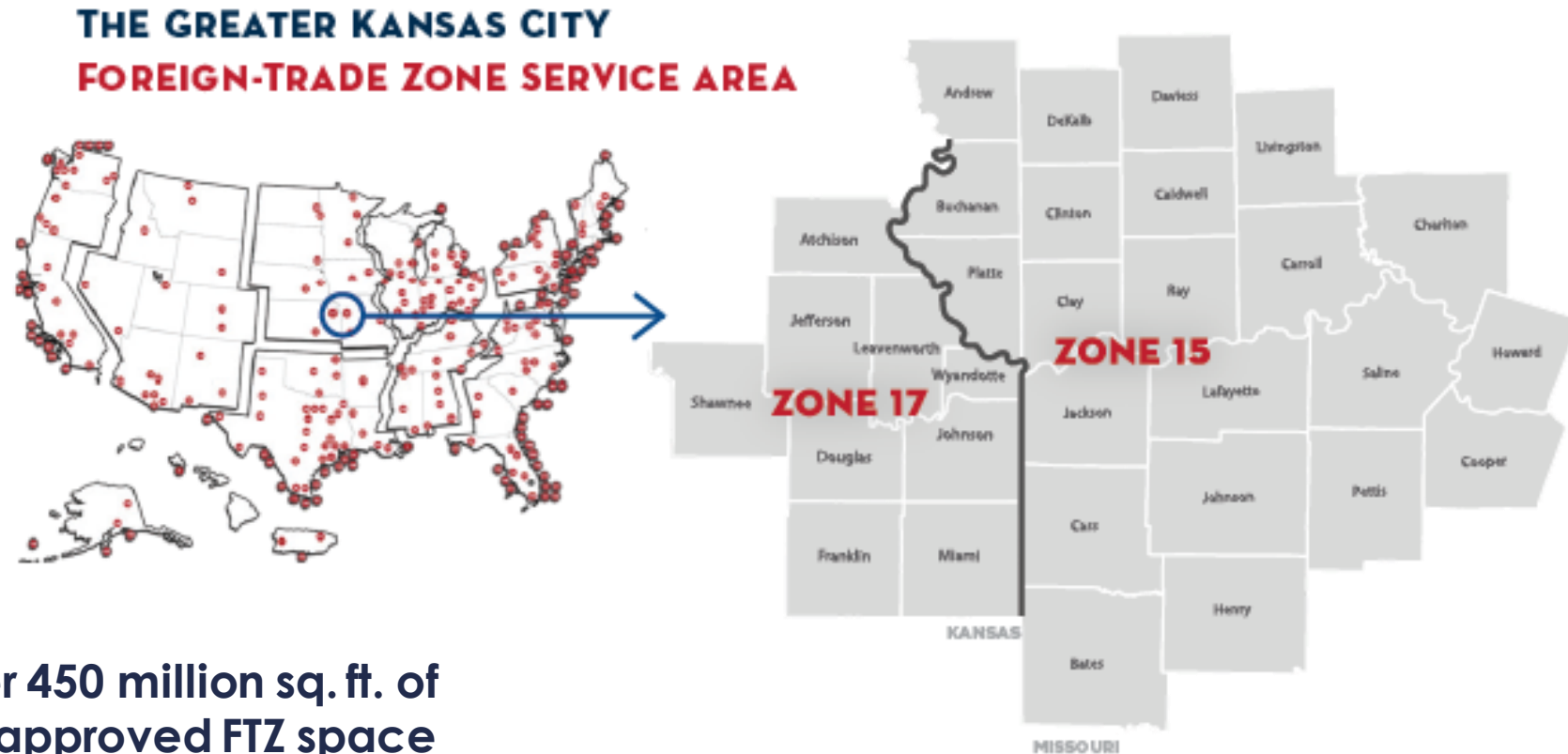
Kansas City, MO-KS Metro Exports



* Data available for up to top 10 counties by export value. D indicates suppressed data.

\$29.1M \$3,296.3M

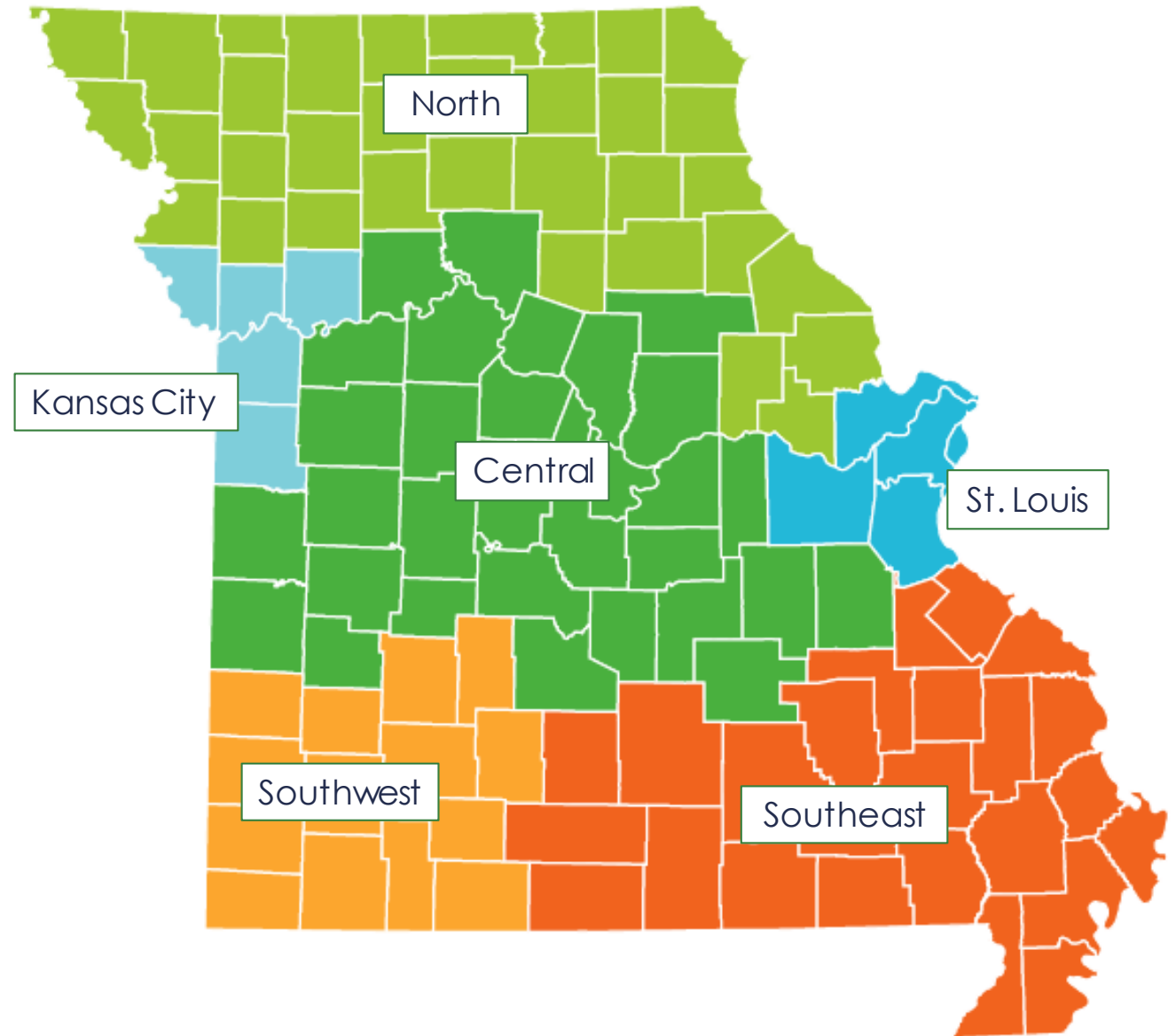
Greater Kansas City Foreign Trade Zone



International Trade & Investment Office

Missouri Regions

- 6 Missouri Regional Engagement Teams
- Each region is assigned an International Trade Manager and/or Specialist
 - Central – [Natascha Lord](#)
 - St. Louis – [Keegan Evans](#)
 - **Kansas City/North** – [Krista Hinrichs](#)
 - Southwest/Southeast – [Stefan Herron](#)

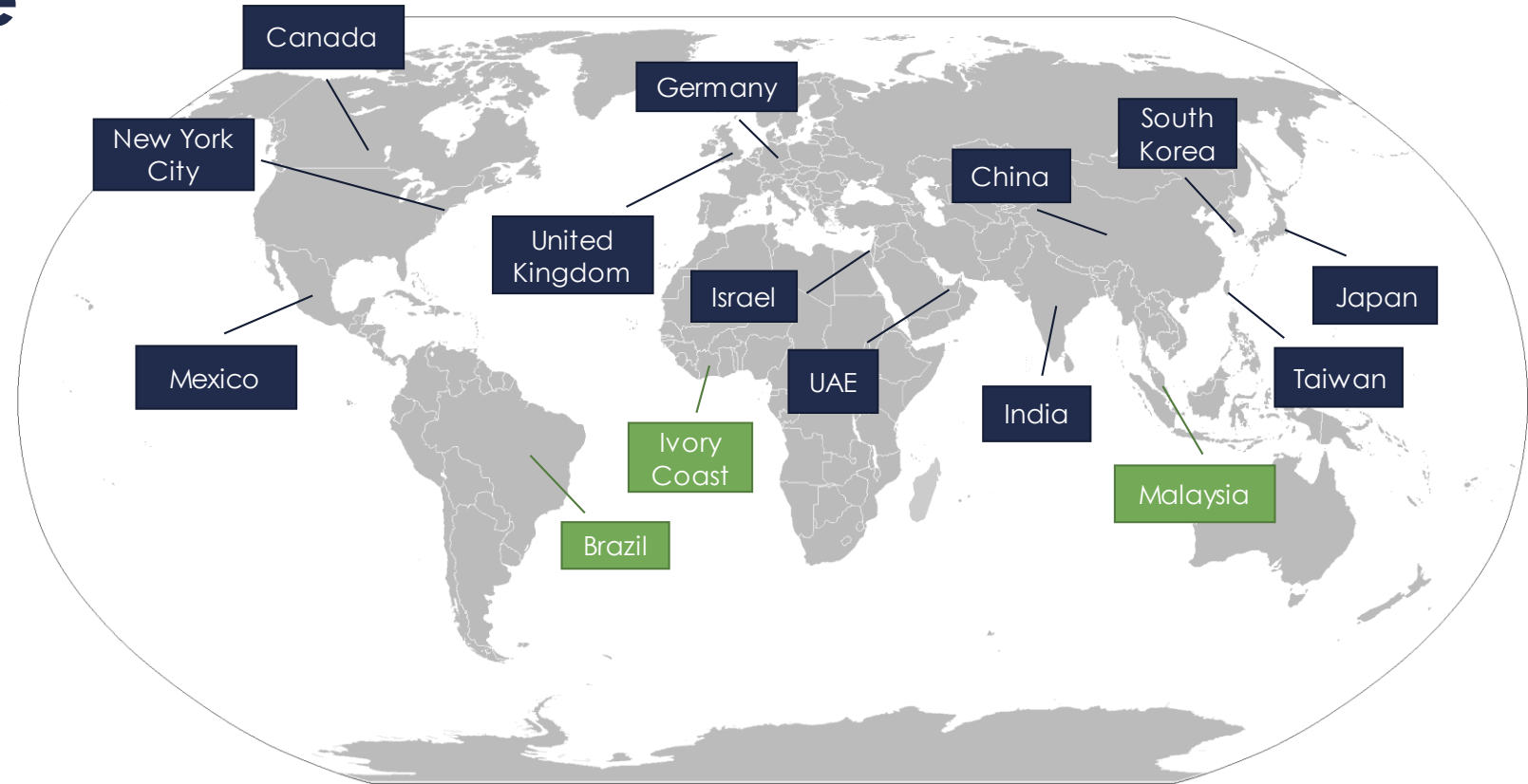


International Trade & Investment Office

Foreign Office Network

Current Network

- 15 Foreign Offices
- 5 International Teams
 1. Asia
 2. Americas
 3. Europe
 4. Middle East
 5. West Africa



International Trade & Investment Office Services

- Agent / Distributor Search (ADS)
- International Trade Shows
- Customized Market Research
- Due Diligence & Background Checks
- Business Protocol
- Governor Trade Missions
- Certificates of Free Sale
- Financial Assistance Programs



Export Financial Assistance Programs

1) State Trade & Export Promotion (STEP) 2) Global Market Access Program (GMAP)

Qualifying Activities

- Foreign Trade Mission
- Foreign Market Sales Trips
- Trade Show Exhibition
- U.S. Dept. of Commerce Subscriptions
- Website Translation
- Website Optimization
- Marketing Expenses

Eligibility Requirements

- 500 Employees or Less
- Operating for One (1) Year
- Operating Profitably in the U.S.
- Demonstrated Export Potential
- Export Plan
- 51% U.S. (STEP) or 51% Missouri (GMAP) Value Content
- Acknowledge & Commit to Reporting

Export Training for New to Export

- Online program administered by World Trade Center – St. Louis
- Assessment of export potential and product viability
- SBDC - Development of export plan
- Additional Resources Available: ExporTech Program, World Trade Center – Kansas City, and International Trade Council of Greater Kansas City

Trade Finance – U.S. SBA

www.sba.gov/about-sba/sba-locations/headquarters-offices/office-international-trade

- Export Express Loan – Max \$500,000; 90% guarantee \$350,000 less and 75% guarantee \$350,000 more
- Export Working Capital – Max \$5 Million; 90% guarantee
- International Trade Loan – Max \$5 Million; 90% guarantee
- SBA International Trade Office in St. Louis
 - ❖ Ian Lorenzana, Export Finance Manager, Ian.Lorenzana@sba.gov

Trade Finance – EXIM Bank

www.exim.gov

- Export Credit Insurance
 - Risk mitigation
 - Allows exporters to safely extend credit terms to foreign buyers
 - Competitiveness / Marketing
 - Extend terms to existing customers
 - Attract new customers in new markets
 - Financing tool
 - Ability to assign foreign receivables
 - Accelerate cash flow

Additional Local Trade Resources

- U.S. Commercial Service – Kansas City
 - <https://2016.export.gov/missouri/kansascity/>
- World Trade Center – Kansas City
 - <https://www.kcchamber.com/what-we-do/world-trade-center-kc>
- Missouri Department of Agriculture
 - <https://agriculture.mo.gov/abd/intmkt/>

Additional Local Trade Resources

- International Trade Council of Greater Kansas City
 - <https://www.itcgkc.org/>
- Greater Kansas City Foreign Trade Zone
 - <http://kcsmartport.thinkkc.com/why-kc/foreign-trade-zones-kansas-city>
- Mid-America Trade Adjustment Assistance Center
 - <https://extension2.missouri.edu/programs/mid-america-trade-adjustment-assistance-center>



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