



Trade Means Growth for the District of Columbia

International trade—exports and imports of goods and services—supports 210,000 jobs in the District of Columbia, or more than one in five jobs in the district.

Key facts about trade and jobs:

- The share of DC jobs supported by trade has nearly doubled since the early 1990s.
- Jobs in export-intensive industries offer compensation that averages about 16 percent higher than other jobs.
- Imports let American families stretch their budgets and help U.S. manufacturers keep costs down and competitiveness up.
- Nearly 600 DC companies exported in 2022. Nationally, 97% of trading firms are small-and medium sized enterprises.
- Since 2008, companies that import or export goods have accounted for 3 out of 5 new American jobs.

District of Columbia companies exported \$9.8 billion in goods and services in 2023 to more than 140 markets around the world.

Top Markets for District of Columbia Exports, 2023 (millions of dollars)

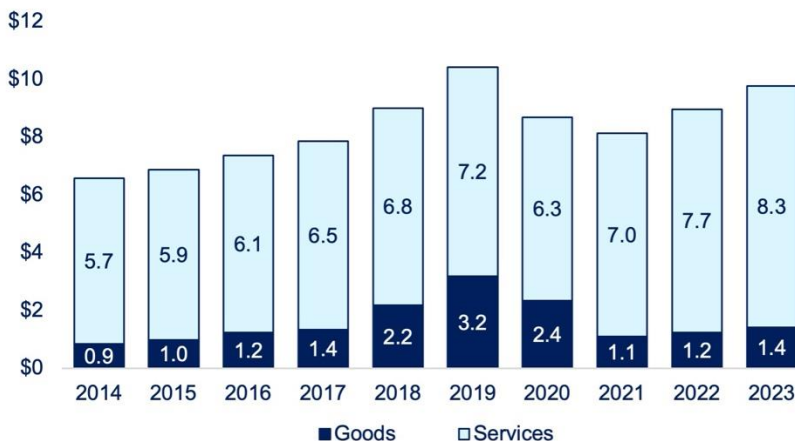
Country	Goods	Services	Total
Ireland	\$0.02	\$880	\$880
United Kingdom	\$136	\$722	\$858
Canada	\$4.27	\$823	\$827
Switzerland	\$161	\$405	\$566
Singapore	\$1.53	\$412	\$414
Other	\$1,128	\$5,106	\$6,234

America's FTA partners account for just 6% of the world's population but purchased 11% of DC's goods exports in 2023.

DC's goods exports to Greece were \$29 million in 2023, 50 times greater than 2014.

Ireland was the top export market for services exports in 2023 at \$880 million.

District of Columbia Exports, 2014-2023 (billions of dollars)



DC's total goods and services exports increased by \$3.2 billion (48%) between 2014 and 2023.

In 2023, the District of Columbia exported \$1.4 billion in goods and \$8.3 billion in services — a 10-year high for services.

Most services export growth has been driven by digital trade, which is allowing more DC companies to reach customers abroad more easily.



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Top Goods and Services Exports from the District of Columbia, 2023 (millions of dollars)

Sector	Exports
Business, Professional & Technical Services	4,480
Travel Services	1,560
Financial Services	1,023
Transportation Equipment	985
Telecoms, Communication & Information	794
Royalties & License Fees	421
Other	514

DC's top business, professional, and technical service exports in 2023 were management and consulting services (\$2.2 billion) and legal services (\$884 million).

DC's top travel services exports in 2023 were education services (\$663 million) and personal travel (\$647 million).

DC's exports of digitally tradable services reached \$6.8 billion in 2023.

Foreign-headquartered companies directly employ 20,800 DC workers.

District of Columbia Workers Employed at Foreign-Owned Companies by Sector, 2021

Sector	Jobs
Retail Trade	3,100
Professional, Scientific, and Technical Services	2,800
Information	1,600
Finance and Insurance	1,100
Wholesale Trade	800
Manufacturing	800
Other	10,600

British-owned companies employ the most DC workers (6,800), followed by French-owned companies (2,100).

Each job at a foreign-owned company typically supports three other U.S. jobs indirectly.

In 2021, U.S. affiliates of foreign-owned companies employed 8 million Americans, exported \$412 billion in goods, and spent \$78 billion on R&D.

Data Sources

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The District of Columbia FDI data: U.S. Bureau of Economic Analysis, "Activities of U.S. Affiliates of Foreign Multinational Enterprises"; <https://www.bea.gov/international/di1fdiop>.