



Idaho and international export partnerships

Ryan Whitesides, regional labor economist
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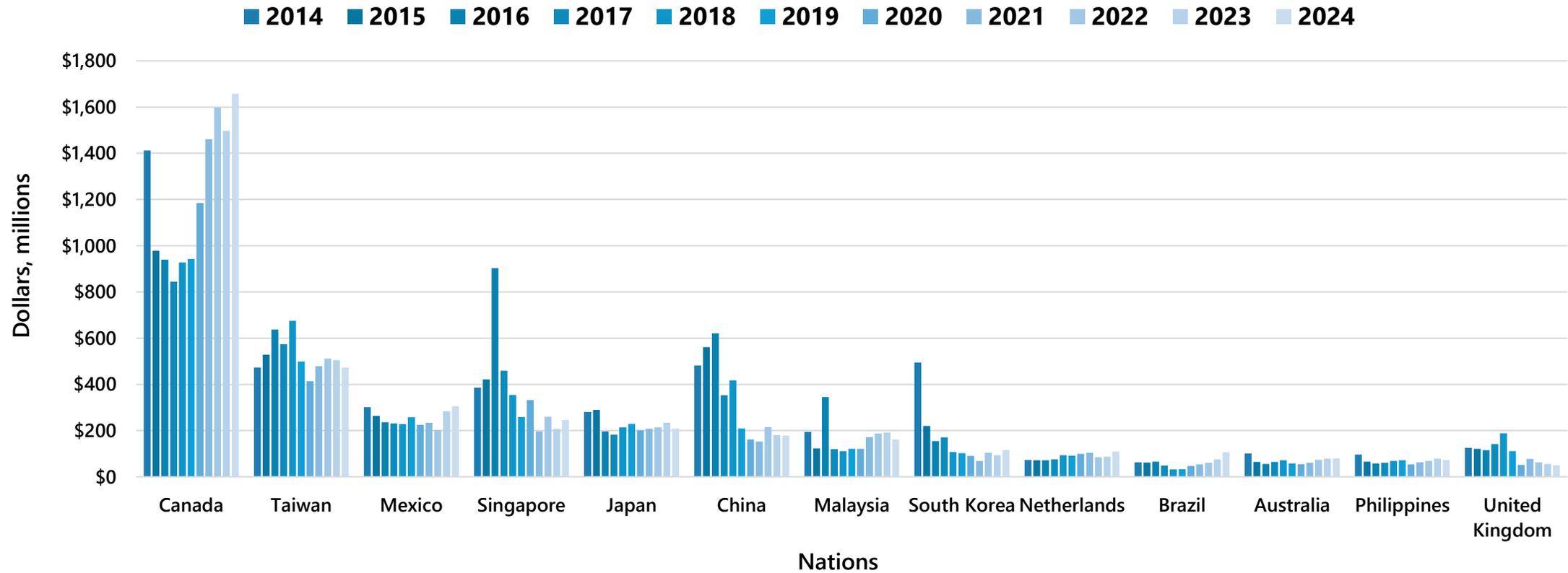
Guest panelists

- **Tracy Day**
 - Idaho Commerce, business development specialist
- **Laura Johnson**
 - Idaho State Department of Agriculture, bureau chief, Market Development Division
- **Jennifer Verdon**
 - U.S. International Trade Administration, acting director; U.S. Commercial Service – U.S. and Boise

International trade impacts Idaho economy

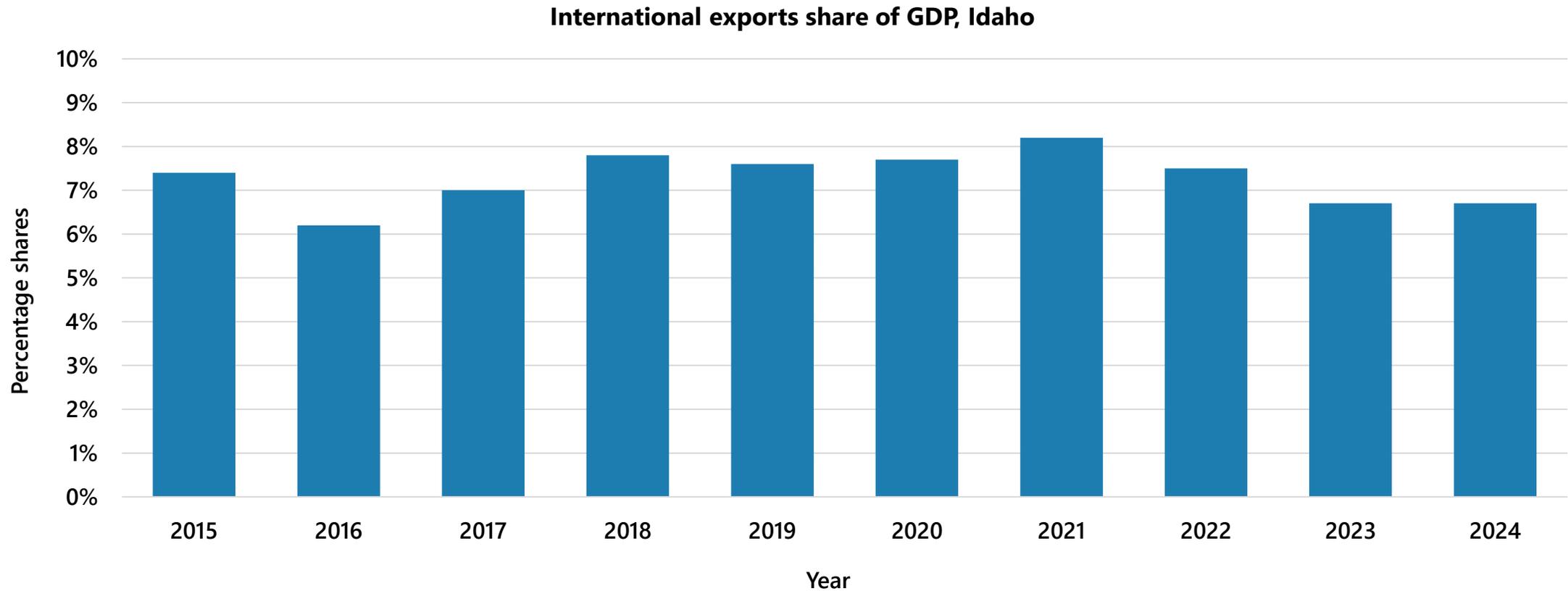
- State employment that exports create
- State wage movement from foreign sales
- U.S. export highlights
- Idaho agriculture trade
- Idaho foreign trade partnerships

Top nations importing from Idaho



Source: U.S. Census, International Trade Administration of U.S. Department of Commerce

International exports



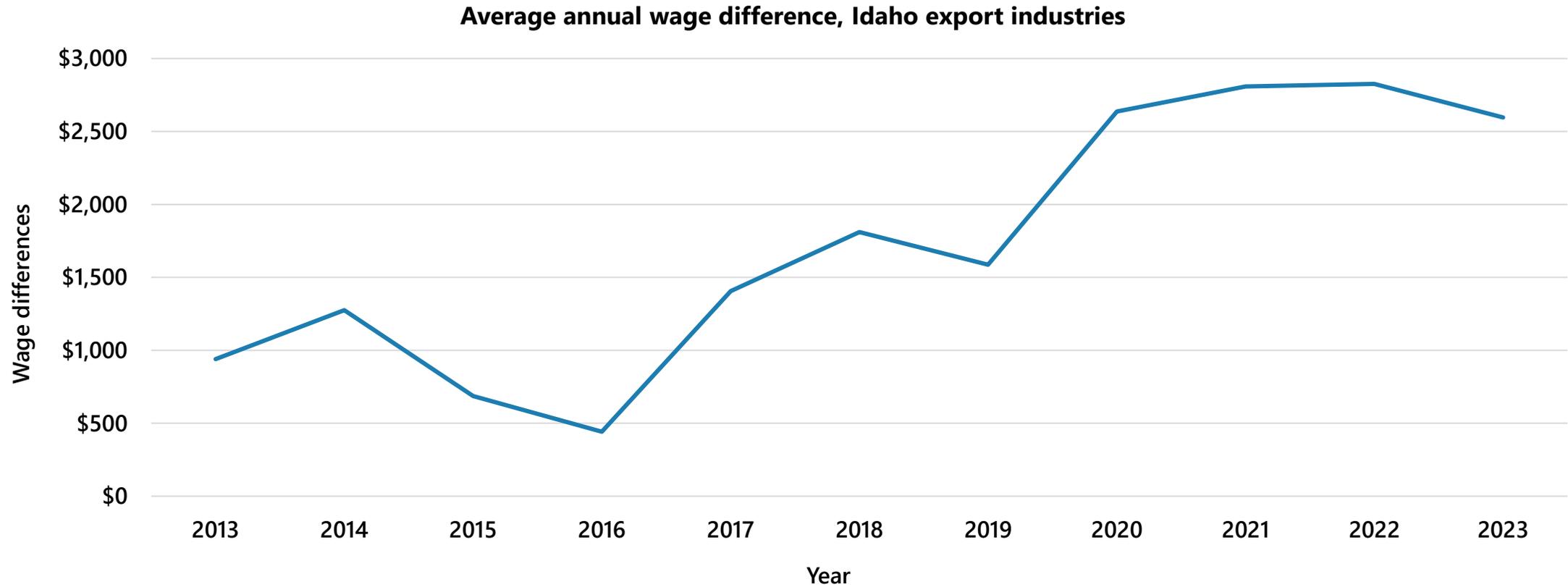
Source: U.S. Census Bureau-USA Trade, Bureau of Economic Analysis

[Imi.idaho.gov](https://imi.idaho.gov)



Average annual wage differentiation

Idaho export industries vs. all industries



Source: Idaho Department of Labor, Quarterly Census of Employment and Wages (QCEW)

lmi.idaho.gov



Export industry jobs at a premium in Idaho

Average value added per job, Idaho, 2023

Category	Current dollar value	Total employment	Value added per job
Service exports	\$2.46 billion	15,750	\$156,190
Goods exports	\$4.01 billion	26,202	\$153,042
Total GDP	\$97.58 billion	842,022	\$11,598

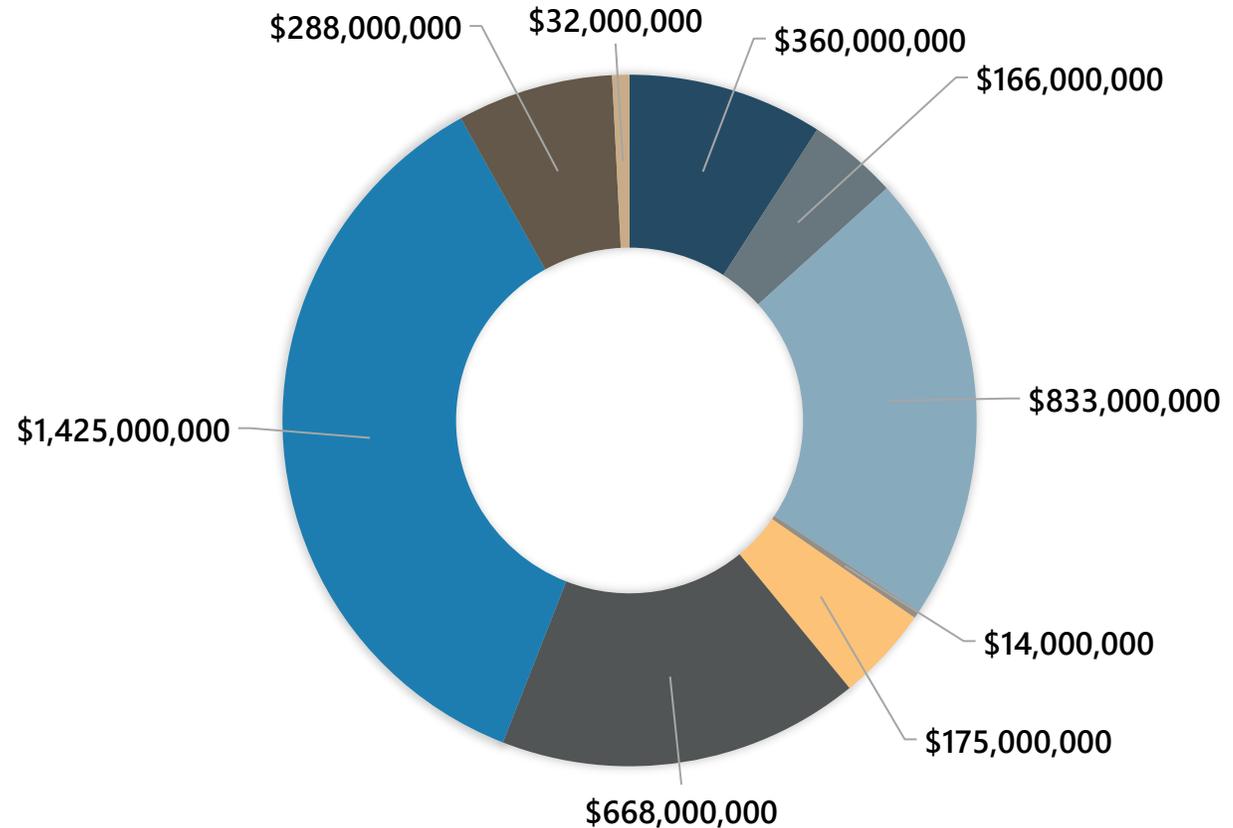
Source: Bureau of Economic Analysis, International Trade Administration, U.S. Census Bureau, Idaho Department of Labor, QCEW

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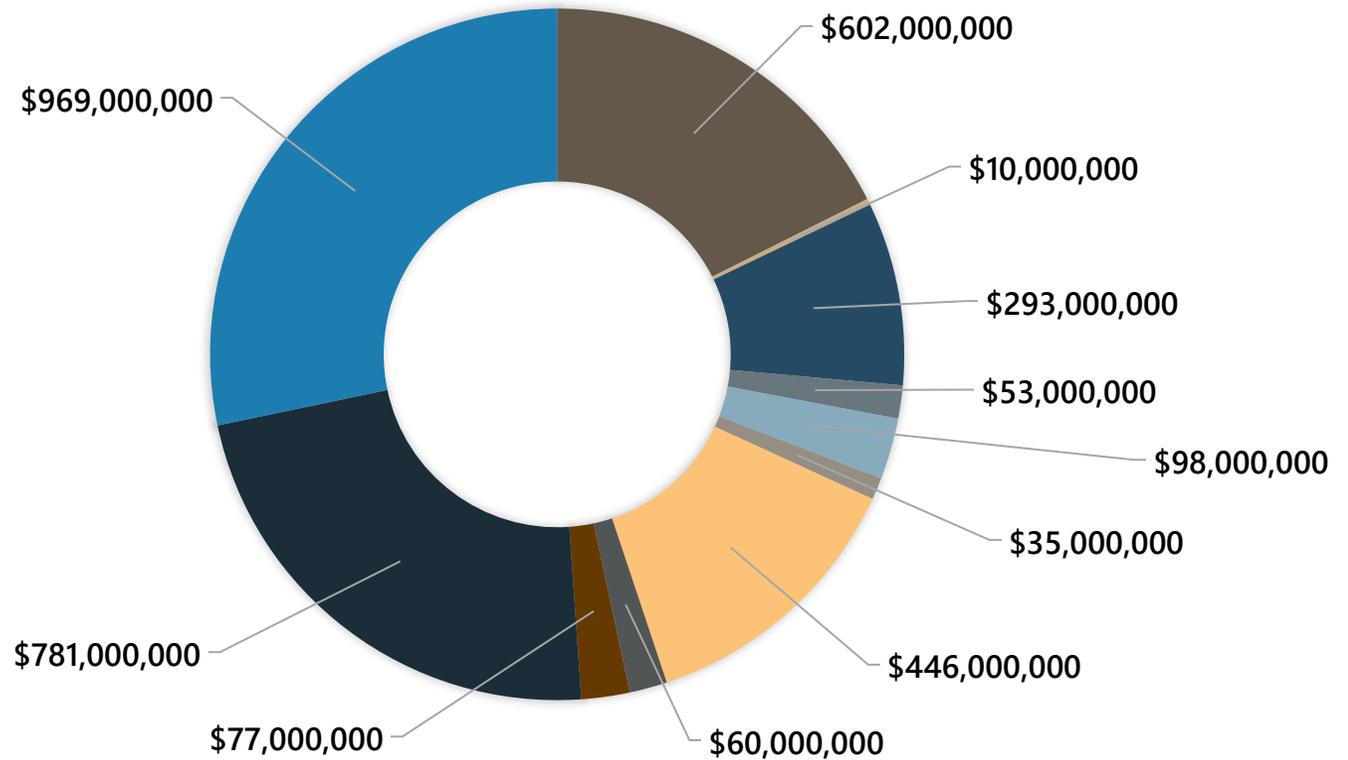
Global goods exports from Idaho, 2023

- Agriculture, livestock and forestry products
- Minerals and ores
- Processed foods and beverages
- Textiles, fabrics and apparel
- Wood, paper and petroleum products
- Chemicals, plastics and mineral products
- Metal, machinery, electronics, furniture products
- Electrical, appliance and transportation equipment
- All other manufactured products



Global services exports from Idaho, 2023

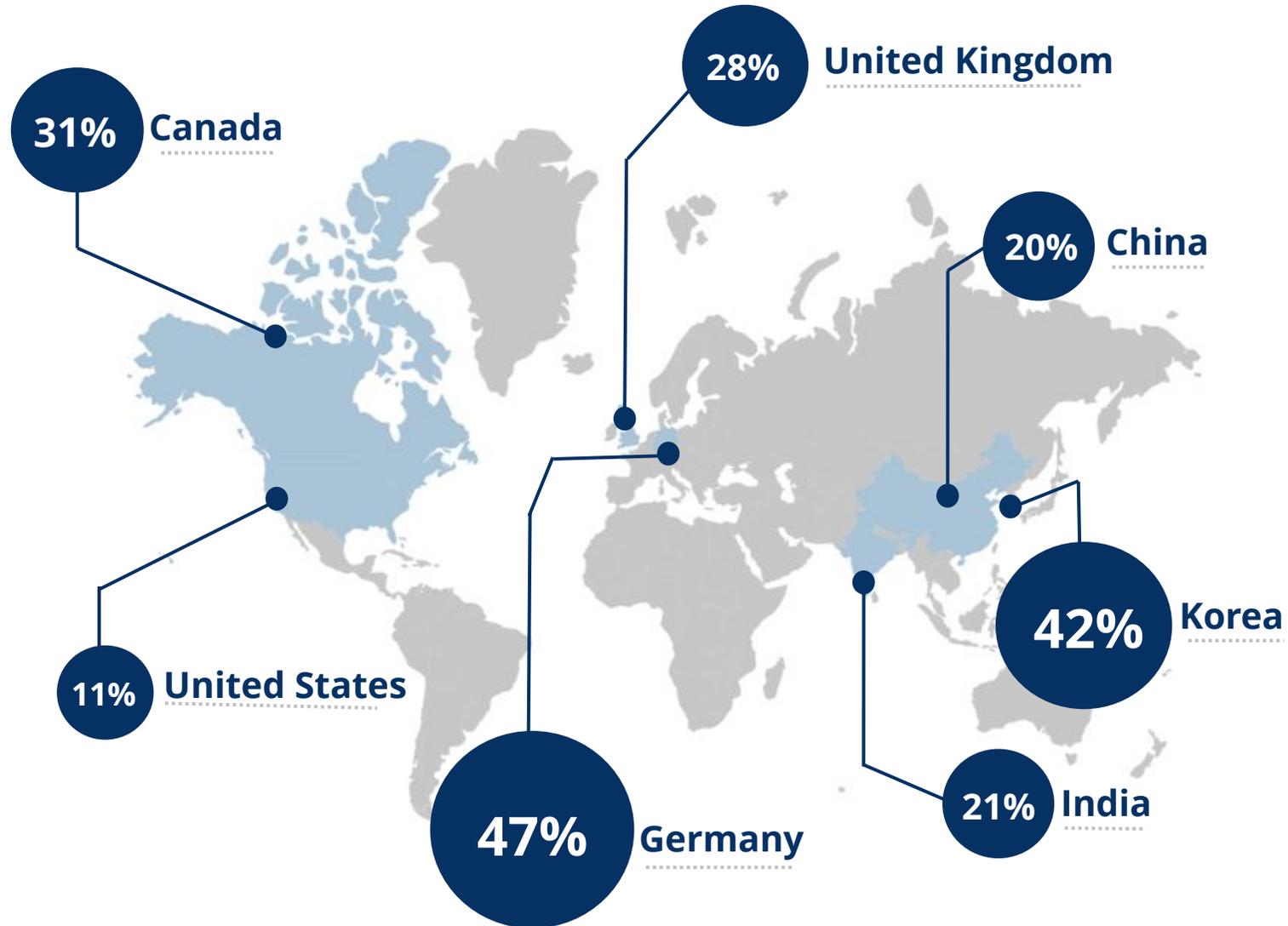
- Professional, business and technical
- Construction services
- Financial
- Insurance
- Installation, maintenance and repair
- Personal and recreational
- Royalties and licensing
- Telecommunications, computer and information
- Transportation
- Travel
- Digitally tradable services*



Opportunity

With only 11% of the United States GDP generated by exports, it's safe to say we have a lot of room for growth.

The U.S. Commercial Service works to fill that space





Our Global Presence

The U.S. Commercial Service, creates jobs in the United States and strengthens U.S. economic and national security by promoting U.S. exports, and ensuring market access and a level playing field in international trade for U.S. companies.

Strategically located in **106 U.S. and 127 foreign locations** in 80 countries, our global network of trade and investment professionals are well-positioned to help U.S. companies succeed internationally and ensure that U.S. businesses and commercial interests have a robust advocate and first line of defense against unfair foreign trade practices and market access barriers.

U.S. Commercial Service Offices Worldwide



Idaho food and agriculture exports

Global importance

- Export sales of **Idaho food and agricultural products** in 2023 totaled more than **\$2.6 billion**
- **1 in 5 rows of Idaho potatoes** are exported
- **60% of Idaho wheat** is exported to foreign markets
- Nearly **1 out of 6 gallons turned into dairy products** and ingredients sold in other countries
- **1 in 4 rows of Idaho barley** are exported
- Idaho exports **seed to over 120 countries** worldwide



Export support

- Three overseas trade offices
- Consultations and market research
- Inbound buying delegations
- Trade shows
- Trade missions
- Trainings



Partners in Idaho's Trade Ecosystem



Idaho Pavilion, International Trade Shows



FAMEX Mexico, 2025



Conclusions

- Export industries add significant value to Idaho wages and employment.
- International export revenue share has been outpaced by Idaho's rising GDP.
- Ongoing collaboration and networking maintains international trade relationships for Idaho.

Thank you. Any questions?

Need more information? Contact:

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