

# ***Exporting from Southern California to the World***



***September 22, 2011***

**Port of Los Angeles**



# L.A. IS MORE THAN HOLLYWOOD AND GOOD WEATHER

**Direct Int'l Trade**  
290,300 workers



**Technology**  
207,300 workers



**Professional Services**  
165,100 workers



**Tourism** 263,000 workers



**Largest Manufacturing Sector in the U.S.**  
470,400 workers

**Furniture** 25,500



**Apparel** 61,500



**Electronic Products** 60,500



**Transportation Products** 51,900



**Fabricated metal products**  
48,200



**Food products**  
43,400



Source: Los Angeles Economic Development Corporation - May, 2006

# L.A. Customs District Top Trading Partners (2009 All Cargo Value)

<b>China/HK</b>	<b>\$115.81 billion</b>	<b>(40% of U.S. Trade)</b>
<b>Japan</b>	<b>\$ 32.13 billion</b>	
<b>S. Korea</b>	<b>\$ 15.77 billion</b>	
<b>Taiwan</b>	<b>\$ 10.91 billion</b>	
<b>Thailand</b>	<b>\$ 8.05 billion</b>	
<b>Australia</b>	<b>\$ 7.12 billion</b>	
<b>Malaysia</b>	<b>\$ 7.06 billion</b>	
<b>Singapore</b>	<b>\$ 6.5 billion</b>	
<b>Vietnam</b>	<b>\$ 5.89 Billion</b>	

## Why Export?

- The U.S. Dollar has been steadily weakening for several years...  
a long term trend which helps exports
- Asian demand for basic U.S. products such as waste paper, metal scrap & plastic resins has been strong for years
- However, *manufactured exports* have been increasing strongly

## Why Export?

- Demand for California agricultural products such as *cotton, citrus products, almonds, dairy products & wine* has also been strong
- High value exports such as *computer chips, communications equipment, medical / dental equipment, aircraft & machinery parts* have increased



## *Why Export?*

- **Asian economies have been recovering strongly from the economic meltdown**
- **Certain Asian countries are actively encouraging US companies to do business to counter – balance the undue dominance of China**
- **Even in Japan, where the economy is slow, there is high interest in joint venturing with US companies**



# The Benefits of International Trade to Los Angeles & Southern California

- An economic engine generating over 1 million direct & indirect jobs in Southern California
- Largest concentration of manufacturing in the U.S.
- 660 million sq. ft. of warehousing within 80 miles
- 100 trains per day to and from the LA/LB Ports
- LA/LB Ports handle 1/3<sup>rd</sup> of total U.S. global trade
- International trade is LA's largest employment sector
- 15 years of consistent growth up until the recession

## *Signs of Recovery !*

- Consistent monthly recovery in Port & Airport cargo since December, 2009
- ***POLA had a record export year in 2010 !***

# **The Advantages of LA & Southern California for International Trade**

- **The Number # 1 U.S. Customs District Gateway**
- **Huge & Diverse Local Consumer Market**
- **Low Transport Cost to Port & Airport**
- **Proximity of Airport & Ports**
- **Widest variety of Destination Ports**
- **Intense Price Competition**
- **Equipment Availability**
- **Unrivalled Rail & Intermodal Capabilities**
- **1000 Cargo Flights Per Day**

## ***The Los Angeles Advantage :***

- ***Huge number of specialized service companies with educated workforce***
- ***Talented professionals with linguistic skills & international cultural knowledge***
- ***Low transport cost to the port v.s. other U.S. origin points***
- ***A strategic link between Asia & Latin America***



# Los Angeles Offers One of the Most Extensive Transportation Networks in the World

## Key Facts:

- LAX has over 1,000 cargo flights each day linking Los Angeles to the world
- LA/LB ports are the largest container-shipping facility in the US
- LA's Alameda Corridor is the busiest intermodal rail yard in the nation



# Export Workshop



Thank you

