Oklahoma’s Global Team offers trade and export assistance to Oklahoma companies looking to sell their products and services in the global marketplace and promotes the state to international companies looking to relocate to or expand in the U.S.
Oklahoma Exports to the World

Selling to international markets opens a business to the 96% of the world’s consumers located in other countries. Oklahoma companies can benefit from exporting their products to markets outside of the U.S.

Oklahoma’s Top Export Countries:

<table>
<thead>
<tr>
<th>Country</th>
<th>Share</th>
<th>Exports (in million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>26%</td>
<td>$1.405 billion</td>
</tr>
<tr>
<td>Mexico</td>
<td>9.7%</td>
<td>$527 million</td>
</tr>
<tr>
<td>Germany</td>
<td>7.5%</td>
<td>$406 million</td>
</tr>
<tr>
<td>Japan</td>
<td>5.3%</td>
<td>$284 million</td>
</tr>
<tr>
<td>Singapore</td>
<td>4.7%</td>
<td>$253 million</td>
</tr>
<tr>
<td>Netherlands</td>
<td>4.6%</td>
<td>$247 million</td>
</tr>
<tr>
<td>China</td>
<td>4.1%</td>
<td>$223 million</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>4.0%</td>
<td>$218 million</td>
</tr>
<tr>
<td>Australia</td>
<td>2.0%</td>
<td>$11 million</td>
</tr>
<tr>
<td>India</td>
<td>2.1%</td>
<td>$114 million</td>
</tr>
</tbody>
</table>

Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org

$5.4 billion in total exports from more than 3,000 Oklahoma exporters

Oklahoma exports have grown 18% from 2007 to 2017

Small- and medium-sized firms account for 85% of Oklahoma’s exporters
Top 5 Oklahoma Export Categories:

- Machinery (excludes electrical): 20.7% ($1.18 billion)
- Transportation Equipment: 16% ($864 million)
- Computer and Electronic Products: 15.1% ($815 million)
- Fabricated Metal Products: 11% ($593 million)
- Plastics & Rubber: 7.9% ($429 million)
- All Other: 29.4% ($1.58 billion)

Top 5 Oklahoma Export Categories:

- Machinery (excludes electrical): 20.7% ($1.18 billion)
- Transportation Equipment: 16% ($864 million)
- Computer and Electronic Products: 15.1% ($815 million)
- Fabricated Metal Products: 11% ($593 million)
- Plastics & Rubber: 7.9% ($429 million)
- All Other: 29.4% ($1.58 billion)

Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org

North American Free Trade Agreement

On January 1, 1994, NAFTA was signed by Canada, Mexico and the United States, creating a trilateral trade bloc in North America. The goal of NAFTA was to eliminate barriers in North America and generate economic growth, new exports and good jobs in a way that is fundamentally fair.

- Canada and Mexico accounted for $1.93 billion (38.6%) of Oklahoma’s total exports supported by NAFTA.
- Canada and Mexico accounted for $1.83 billion of Oklahoma’s manufacturing exports supported by NAFTA.
- More than 101,000 jobs in Oklahoma are supported by NAFTA.

Source: U.S. Chamber of Commerce
The State of Global Success

Oklahoma’s foreign-owned companies support more than 49,700 jobs in the state

Foreign Investment in Oklahoma
Major sources of foreign investment in Oklahoma include Canada, the United Kingdom, Japan, Germany, France, Switzerland, Australia, the Netherlands, Mexico, Ireland, Sweden and Belgium.

<table>
<thead>
<tr>
<th>Country</th>
<th>Business Establishments in Oklahoma</th>
<th>Employment in Oklahoma</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>66</td>
<td>3,311</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>64</td>
<td>5,852</td>
</tr>
<tr>
<td>Japan</td>
<td>55</td>
<td>3,869</td>
</tr>
<tr>
<td>Germany</td>
<td>46</td>
<td>2,731</td>
</tr>
<tr>
<td>France</td>
<td>44</td>
<td>5,707</td>
</tr>
<tr>
<td>Switzerland</td>
<td>34</td>
<td>2,510</td>
</tr>
<tr>
<td>Ireland</td>
<td>21</td>
<td>3,953</td>
</tr>
<tr>
<td>Australia</td>
<td>18</td>
<td>938</td>
</tr>
<tr>
<td>Netherlands</td>
<td>17</td>
<td>1,007</td>
</tr>
<tr>
<td>Mexico</td>
<td>16</td>
<td>6,846</td>
</tr>
<tr>
<td>Sweden</td>
<td>16</td>
<td>2,770</td>
</tr>
<tr>
<td>Belgium</td>
<td>13</td>
<td>970</td>
</tr>
</tbody>
</table>
20% of Oklahoma’s 2017 economic development project wins were FDI projects

Oklahoma’s total trade (imports + exports) with foreign countries has grown by $5.4 billion since 2009, representing a 56% increase

Oklahoma’s FDI Program Services

Oklahoma’s FDI program provides potential Oklahoma businesses with what they need to get started growing their business in Oklahoma, including:

- International site location assistance
- Incentive analyses
- Cost of doing business benchmark reports
- Customized site visits
- Market entry strategy assistance
- Visa assistance
- State and local partnerships
- International supplier/partner identification
- Workforce recruitment and hiring
- Regulatory and permitting assistance
- Foreign entrepreneur support

FDI Partners:

- Ardmore Development Authority
- Bartlesville Development Authority
- Broken Arrow Economic Development Corporation
- Duncan Area Economic Development Foundation
- Greater Oklahoma City Chamber
- MidAmerica Industrial Park
- Muskogee City-County Port Authority
- Norman Economic Development Coalition
- OGE Energy Corp.
- Public Service Company of Oklahoma
- Tulsa Regional Chamber
Becoming Export Ready

Commerce Trade Services
We can guide local companies through the process of taking their existing business international. In 2017, Commerce assisted 62 companies.

• **Trade Counseling** - Analyzes the exporting capabilities of individual Oklahoma companies to help them prepare to enter new markets or sell new products to known markets.

• **Trade Shows** - The agency attends and hosts booths at trade shows to provide venues for Oklahoma exporters to meet international buyers, distributors or representatives.

• **International Business Matchmaking** - Our no-cost agent and distributor search service connects Oklahoma companies with businesses or individuals in targeted export markets that can ensure products and services reach the right industries, sectors, and customers.

• **Information Services** - ExportWatch service updates subscribers on current export opportunities as well as upcoming seminars, workshops and webinars for international business growth.

Trade and Export Partners:

• Export-Import Bank of the U.S.
• Oklahoma Department of Agriculture, Food and Forestry
• Oklahoma District Export Council
• Oklahoma Governor’s International Team
• Oklahoma International Trade Center SBDC
• Oklahoma Manufacturing Alliance
• Overseas Private Investment Corporation
• U.S. Small Business Administration

“The Paris Air Show 2017 was a great experience for Ferra. We saw firsthand how helpful the ODOC team can be at facilitating meetings and relationships. The logistics were handled well and the team kept everything running smoothly and allowed everyone participating to focus on business.”

– Mike Tackkett
Site Manager,
Ferra Aerospace
33 companies were served directly by the Mexico International Trade Office in 2017

Mexico Trade Office

Oklahoma’s trade office in Mexico provides Oklahoma businesses access to the Mexican market through various services, including:

- International agent/distributor/partner searches
- Comprehensive market research reports
- International trade/market entry consulting
- International due diligence requests
- International trade show assistance
- International regulations/certifications/standards assistance
- Vetted international trade leads & bidding opportunities
- Sourcing assistance

Oklahoma Exports to Mexico:

$527 million total exports in goods from Oklahoma to Mexico in 2017

- Chemicals .......................................................... 17.7%  
  $93,233,892
- Machinery (Excludes electrical) .................................. 10.9%  
  $57,505,637
- Fabricated Metal Products ...................................... 10.5%  
  $55,375,917
- Primary Metal Manufacturing .................................. 9.9%  
  $52,268,716
- Other ................................................................. 50.9%  
  $268,197,627

“The business development services provided by Commerce far exceeded all expectations. The market research and connections provided will unquestionably result in direct international sales for Preston Eastin. We look forward to working with Commerce for many years as we have just begun to tap into the services they offer.”

- Rob Nock  
  President & CEO
  Preston Eastin