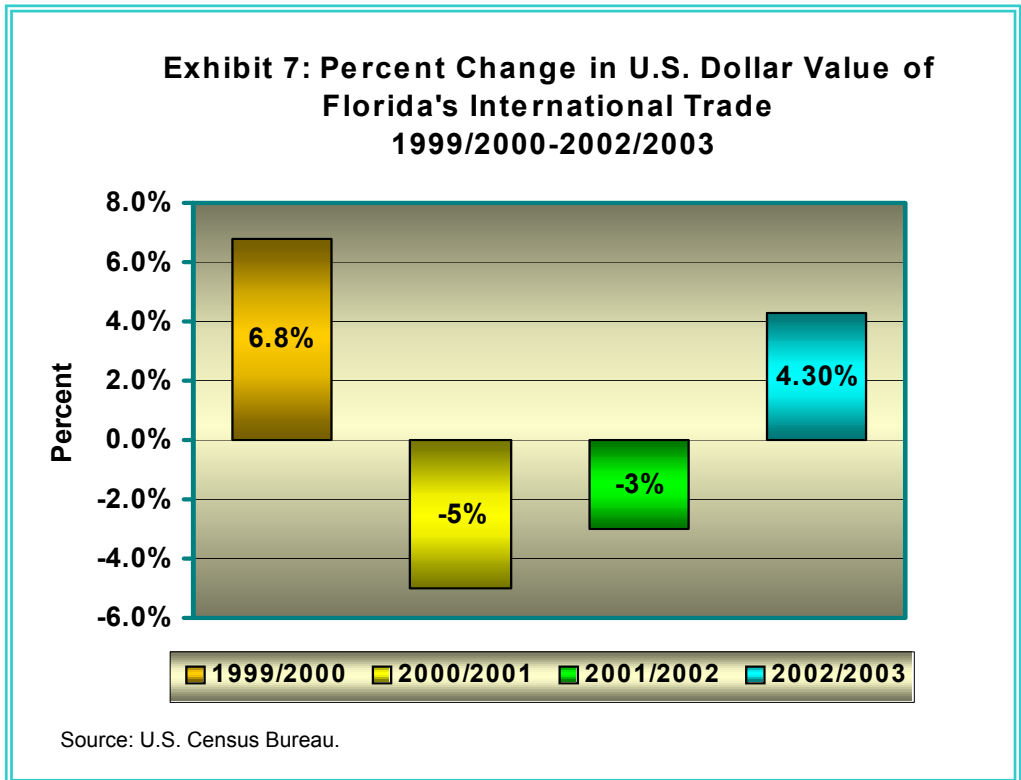


### III. Florida's International Trade

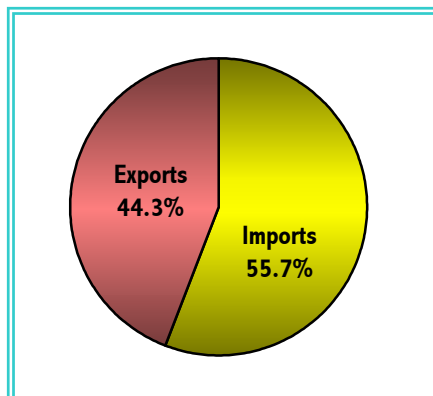
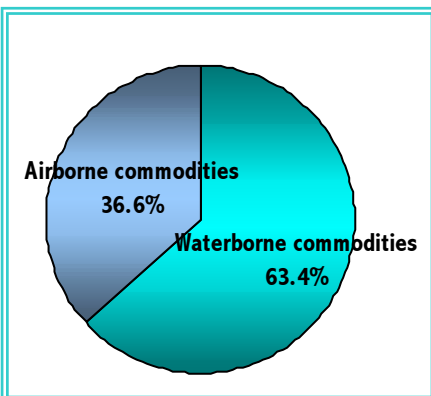
*The value of Florida's total international trade in 2003 increased by 4.3 percent over 2002, reversing a two-year downward trend.*

In 2003, Florida's international trade, which includes waterborne and airborne commodities moving through the state's gateways, totaled \$73.2 billion. This 4.3 percent increase over 2002 reverses a two-year downward trend (see Exhibit 7).

Airborne commodities valued at \$26.8 billion, represented 36.6 percent of the state's total international trade in 2003, whereas waterborne commodities, valued at \$46.4 billion, represented 63.4 percent of the total. The value of commodities moving by air in 2003 increased by 6.8 percent over 2002; the value of those moving by sea increased by 3.1 percent. Exhibit 8 on Page 11 shows the state's ten-year international trade record and the anticipated growth by 2008.



In 2003, Florida's \$40.7 billion in imports by air and sea represented 55.7 percent of the total \$73.2 billion in international trade; the \$32.4 billion in exports represented 44.3 percent of the total. Imports increased by 7.4 percent over 2002, whereas exports increased by a slight 0.6 percent over 2002. By comparison, U.S. exports and imports increased by 4.2 percent and 4.7 percent, respectively, over 2002.



Florida's import/export balance continued to shift in 2003. The state's ratio of 54.0 percent imports to 46.0 percent exports in 2002 stretched to 55.7 percent imports and 44.3 percent exports in 2003. While Florida's trade imbalance is consistent with national trends, the difference between imports and exports is more pronounced at the

national level: U.S. imports in both 2002 and 2003, represented 63.5 percent of the total merchandise trade value and exports represented 36.5 percent.

The regional distribution of Florida's global commerce in 2003 is illustrated in Exhibit 9. Sixty percent of this trade was conducted with countries in South America (29 percent), Central America (18 percent) and the Caribbean (13 percent). Western Europe (19 percent) and Asia (13 percent) were also strong trading partners. While Florida dominates U.S. trade with Central America and is a major player in the Caribbean and South America, the state trades with more than 200 partners from all parts of the globe.

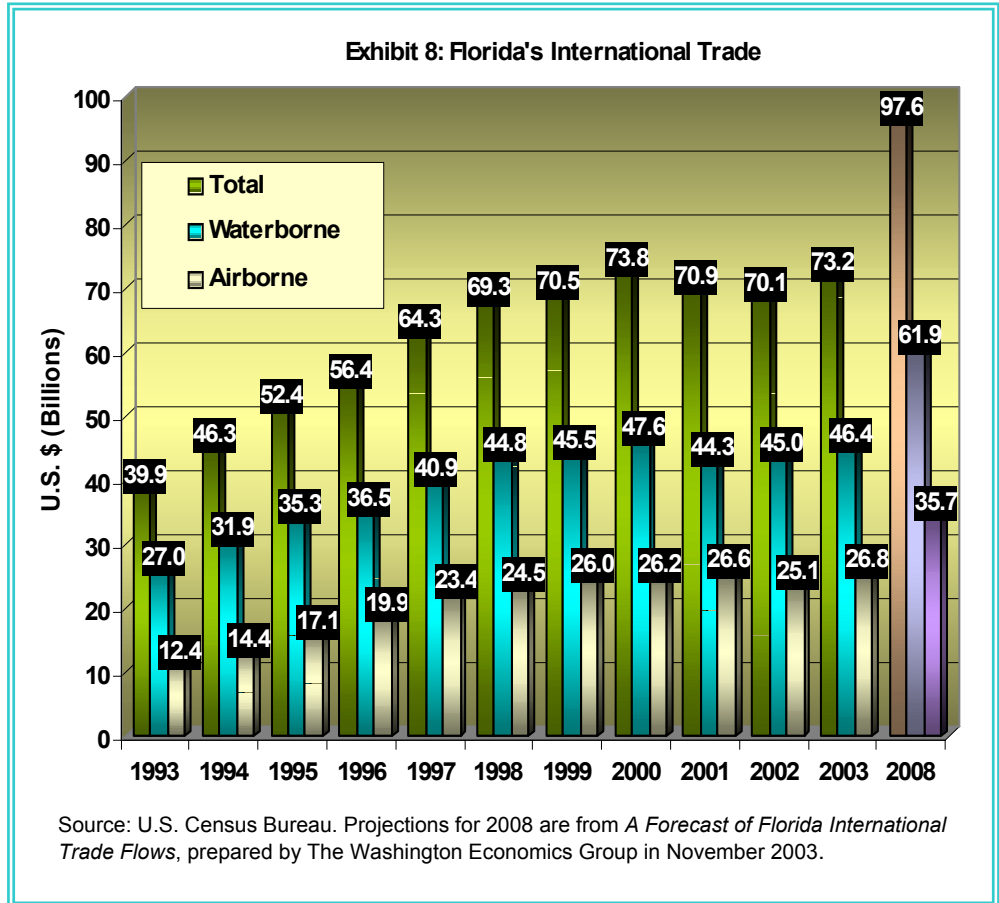
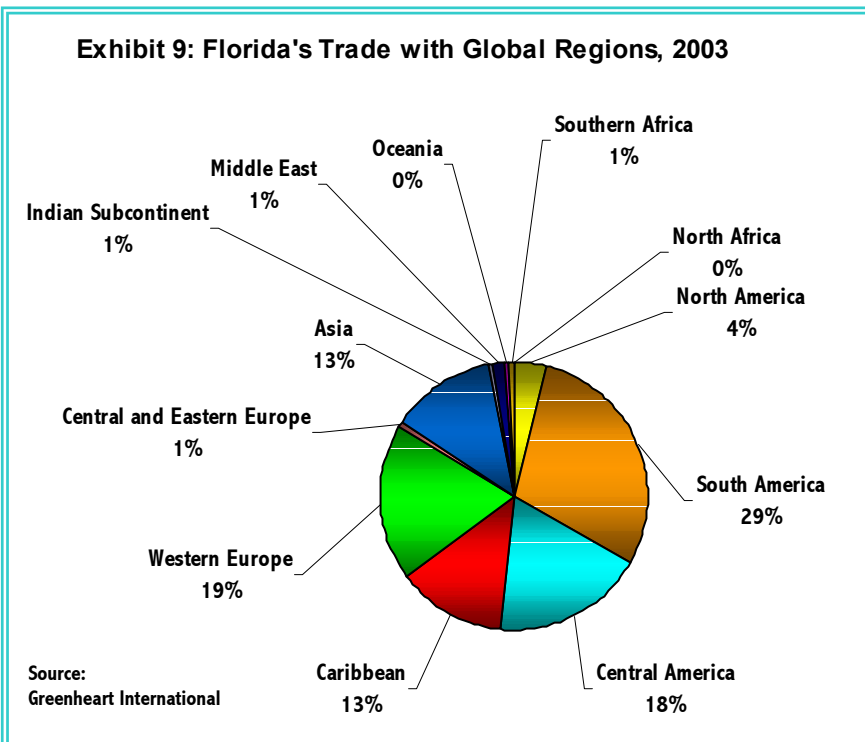


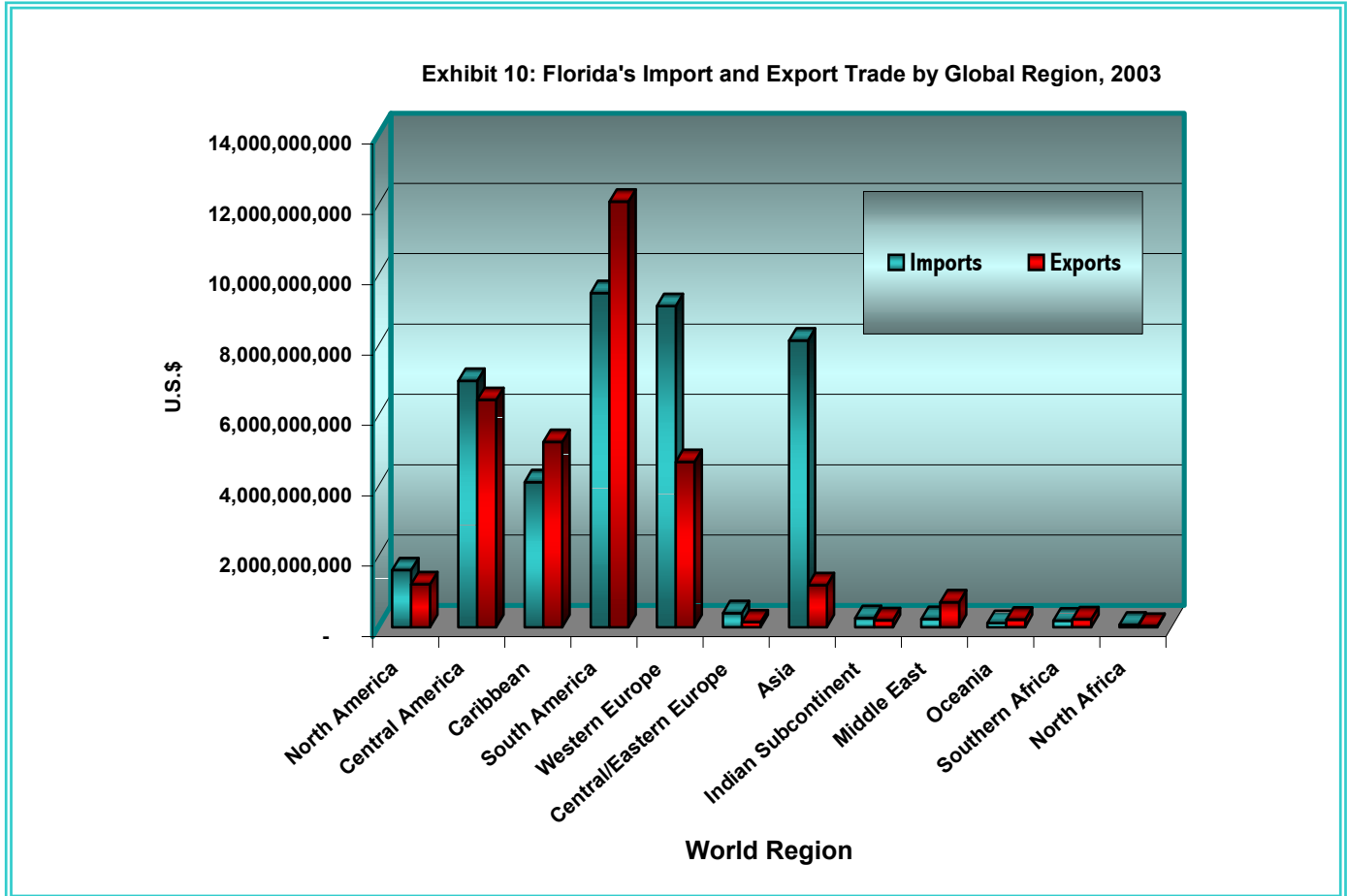
Exhibit 10, on Page 12, shows the differences in Florida's import and export markets with its regional trading partners. The value of exports to countries in South America is higher than the value of imports, whereas the situation is reversed with the state's imports from countries in North America, Western Europe, and, particularly, Asia.



The top 10 countries whose commerce contributes to the state's \$73.2 billion in international trade are ranked by the value of their 2003 trade in Table 3 on Page 12. All of the countries listed, with the exception of Mexico, which replaced Venezuela, were also among the top 10 in 2002; most have been among the state's top trading partners for many years.

Consistent with Florida's dominant role in trade with Central and South America and the Caribbean, six of the countries on this list are from those regions. One is part of NAFTA, two are from Europe

and the remaining one is from Asia. This diversity is an important asset in the state's competitive initiative to retain and expand market share. Trade with Puerto Rico is also a key part of Florida's overall commerce; but, as this trade is considered domestic rather than international, Puerto Rico is not included in the ranking of international trading partners.



**Table 3: Florida's Top 10 Trading Partners, 2003 with 2002 Comparison (\$ Millions)**

2003				2002			
Rank in 2003	Country	Value of 2003 Trade	Percent Change over 2002	Rank in 2002	Country	Value of 2002 Trade	Percent Change over 2001
1	Brazil	9,178.76	-3.76	1	Brazil	\$9,537.2	-9.5
2	Dominican Republic	4,883.58	1.82	2	Japan	5,127.6	13.3
3	Japan	4,852.58	-5.36	3	Dominican Republic	4,796.1	-3.1
4	Germany	4,231.86	13.67	4	Germany	3,722.9	43.2
5	Costa Rica	4,049.78	10.89	5	Honduras	3,703.2	0
6	Colombia	3,618.61	24.52	6	Costa Rica	3,652.1	10.5
7	Honduras	3,514.43	-5.10	7	Colombia	2,905.9	-8.7
8	United Kingdom	2,681.68	0.71	8	Venezuela	2,719.8	-25.7
9	Mexico	2,403.55	3.51	9	United Kingdom	2,662.7	-14.0
10	Guatemala	2,368.34	-0.97	10	Guatemala	2,391.5	1.5

Share of Total Trade: 57.2 percent (2003)      Share of Total Trade: 58.8 percent (2002)

Source: Enterprise Florida Inc., from U.S. Bureau of the Census.

**Florida's Export Market.** The top 10 commodities exported through Florida's seaports and airports are ranked in Table 4. With the exception of fabric, cotton + yarn, which replaced woven apparel from the 2002 list, all of these commodities were on the top 10 list in 2002 and the first 4 had identical rankings. Together these 10 commodities represented 74 percent of the state's exports and 33 percent of its total international trade. Several traditional export commodities, including knit apparel, woven apparel, and pharmaceutical products, declined by more than 10 percent for the second year in a row. With anticipated quota

**Table 4: Florida's Top 10 Export Commodities, 2003 (\$ Millions)**

Rank	Commodity	Value of 2003 Trade	Percent Change over 2002
1	Machinery	\$7,393.9	3.1
2	Electrical machinery	5,019.9	-0.1
3	Vehicles (not railway)	3,019.6	8.5
4	Optic, Medical instruments	1,646.2	-0.7
5	Fertilizers	1,341.6	12.9
6	Aircraft, spacecraft	1,191.3	-21.9
7	Knit apparel	1,079.3	-14.0
8	Pharmaceutical products	1,006.1	-24.0
9	Plastic	804.0	3.6
10	Fabric, cotton + yarn	685.0	1.2

Source: Enterprise Florida Inc., based on U.S. Bureau of the Census, Foreign Trade Division.

**Table 5: Florida's Top 20 Export Partners 2001-2003 (\$ Millions)**

Rank	Country	2001	2002	2003	% Change 2002-2003
1	Brazil	\$ 6,709	\$ 5,232	\$ 4,859	-7.1
2	Dominican Republic	\$ 2,555	\$ 2,385	\$ 2,126	-10.9
3	Costa Rica	\$ 1,579	\$ 1,883	\$ 2,114	12.3
4	Colombia	\$ 1,820	\$ 1,646	\$ 1,716	4.3
5	Germany	\$ 328	\$ 1,387	\$ 1,598	15.2
6	Honduras	\$ 1,545	\$ 1,543	\$ 1,503	-2.6
7	Venezuela	\$ 3,010	\$ 2,119	\$ 1,323	-37.6
8	Mexico	\$ 867	\$ 903	\$ 1,090	20.7
9	Chile	\$ 1,185	\$ 997	\$ 1,030	3.3
10	Guatemala	\$ 920	\$ 984	\$ 1,003	1.9
11	El Salvador	\$ 969	\$ 904	\$ 948	4.8
12	Argentina	\$ 1,457	\$ 534	\$ 942	76.3
13	United Kingdom	\$ 1,256	\$ 1,069	\$ 936	-12.5
14	Ecuador	\$ 687	\$ 736	\$ 703	-4.5
15	Bahamas	\$ 687	\$ 655	\$ 663	1.1
16	Peru	\$ 636	\$ 614	\$ 659	7.5
17	Panama	\$ 523	\$ 481	\$ 584	21.4
18	Jamaica	\$ 691	\$ 611	\$ 582	-4.7
19	Spain	\$ 227	\$ 334	\$ 550	64.8
20	China	\$ 354	\$ 549	\$ 453	-17.6
	<b>Subtotal Top 20 Countries</b>	<b>\$ 28,006</b>	<b>\$ 24,571</b>	<b>\$ 25,379</b>	
	<b>Total Exports to All Countries</b>	<b>\$ 34,530</b>	<b>\$ 32,241</b>	<b>\$ 32,404</b>	<b>0.5</b>

Source: Enterprise Florida, Inc. March 2004.

changes, the decline in Florida's apparel trade may accelerate in the next years.

Among the products increasing by more than 10 percent were fertilizers and three commodities ranked just below the top 10: precious stones/metals, organic chemicals, and knit/crocheted fabrics.

As Table 5 shows, exports through Florida's seaports and airports, which represented 44 percent of the state's international trade in 2003, showed little change over 2002, increasing by less than one percent. Of Florida's top 20 export partners, 15 came from Central and South America and the Caribbean and one was a NAFTA partner. Germany, the United Kingdom, Spain, and China made up the rest of the top 20. Exports to Brazil, the Dominican Republic, and Venezuela, which have dominated

the list in recent years, all declined in 2003. Indeed, between 2002 and 2003, the 38 percent decline in exports to Venezuela was the most significant experienced by Florida's top export partners. Exports to China and the United Kingdom also showed double-digit declines.

On the positive side, Florida's exports to eleven of the top 20 increased between 2002 and 2003. Leading the way were Mexico, Germany, and Costa Rica as well as Panama and Spain, although the increases in exports to the latter two countries were from a much smaller base than those of the other three countries.

**Florida's Import Market.** The top 10 commodities imported through Florida's seaports and airports are ranked in Table 6. With the exception of precious stones/metals, which replaced organic chemicals from the 2002 list, all of these commodities were on the top 10 list in 2002 and the first 5 commodities had identical rankings in 2002. Together these 10 commodities represented almost 70 percent of the state's imports and 39 percent of its total international trade.

Unlike Florida's exports, imports through the state's seaports and airports, which represented 56 percent of the state's international trade in 2003, increased by 7.5 percent over 2002, as shown in

**Table 6: Florida's Top 10 Import Commodities, 2003**  
(\$ Millions)

Rank	Commodity	Value of 2003 Trade	Percent Change over 2002
1	Vehicles (not railway)	7,876.9	-1.0
2	Knit apparel	4,439.6	5.7
3	Woven apparel	3,251.5	-5.9
4	Electrical machinery	2,603.9	2.2
5	Aircraft, spacecraft	2,109.4	-12.8
6	Machinery	2,081.8	35.3
7	Mineral fuel, oil, etc.	2,002.7	22.1
8	Fish and seafood	1,349.6	11.3
9	Precious stones/metals	1,276.7	44.3
10	Special other	1,204.0	11.8

Source: Enterprise Florida Inc., based on U.S. Bureau of the Census, Foreign Trade Division.

**Table 7: Florida's Top 20 Import Partners 2001-2003**  
(\$ Millions)

Rank	Country	2001	2002	2003	% Change 2002-2003
1	Japan	\$ 4,274	\$ 4,777	\$ 4,504	-5.7
2	Brazil	\$ 3,835	\$ 4,305	\$ 4,320	0.4
3	Dominican Republic	\$ 2,395	\$ 2,411	\$ 2,758	14.4
4	Germany	\$ 2,272	\$ 2,336	\$ 2,634	12.7
5	Honduras	\$ 2,159	\$ 2,160	\$ 2,011	-6.9
6	Costa Rica	\$ 1,726	\$ 1,769	\$ 1,936	9.4
7	Colombia	\$ 1,364	\$ 1,260	\$ 1,903	37.2
8	United Kingdom	\$ 1,842	\$ 1,593	\$ 1,746	9.6
9	China	\$ 735	\$ 1,107	\$ 1,508	36.2
10	Guatemala	\$ 1,437	\$ 1,407	\$ 1,365	-3
11	Mexico	\$ 944	\$ 1,419	\$ 1,314	-7.4
12	Italy	\$ 1,033	\$ 1,121	\$ 1,124	0.3
13	El Salvador	\$ 1,169	\$ 1,133	\$ 1,104	-2.5
14	France	\$ 805	\$ 876	\$ 999	14
15	Chile	\$ 447	\$ 590	\$ 785	33.1
16	Spain	\$ 350	\$ 393	\$ 762	93.8
17	Korea	\$ 853	\$ 712	\$ 726	1.9
18	Argentina	\$ 539	\$ 606	\$ 673	11.1
19	Venezuela	\$ 652	\$ 600	\$ 670	11.5
20	Peru	\$ 343	\$ 366	\$ 502	37.2
	<b>Subtotal Top 20 Countries</b>	<b>\$ 29,175</b>	<b>\$ 30,941</b>	<b>\$ 33,344</b>	
	<b>Total Imports to All Countries</b>	<b>\$ 36,430</b>	<b>\$ 37,896</b>	<b>\$ 40,749</b>	<b>7.5</b>

Source: Enterprise Florida, Inc., March 2004.

Table 7. Of Florida's top 20 import partners, 11 came from Central and South America and the Caribbean, four fewer than the export partners from those regions, and one was a NAFTA partner. Countries from Asia (Japan, China, and Korea) and from Europe (Germany, the United Kingdom, Italy, France, and Spain) made up the rest of the top 20.

Japan, which has led the top 20 list of import partners in recent years, Honduras, Mexico, and El Salvador were the only countries in the top 20 to show declines since 2002. Imports from nine of the remaining top 20 increased by more than 10 percent, with Spain, Colombia, Peru, China, and Chile increasing by more than 30 percent over 2002.

As this overview of Florida's international trade parameters demonstrates, the state is well positioned to benefit from the free trade agreements being pursued with hemispheric trading partners. The 2003 record also confirms the importance of maintaining the state's competitive edge both with these trading partners, whose imports and exports represent the predominant share of the state's international commerce, and with other trading partners in other regions of the globe.