

Buying Locally in North Scott County, Iowa: An Import-Substitution Economic Impact Assessment

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A Brief Summary of Findings

This is an economic impact simulation of the job and income value of recapturing lost sales among North Scott County communities. The analysis first estimates the total gains that would accrue to entire Scott County economy by boosting local sales such that they substitute for 5 percent of the value of a range of goods businesses and households are currently importing from out-of-county suppliers.

- By re-capturing 5 percent of sales lost to imports, the Scott County economy would expand by 2,172 total jobs earning \$103.4 million in total labor income once all multiplied-through impacts were estimated.
- North Scott County community shares of those countywide gains would be 118 jobs earning \$5.6 million in labor income.

A separate analysis evaluated the job and income worth of North Scott County community trade leakages to nearby major trade centers.

- That evaluation determined North Scott County communities suffered \$31.59 million in net trade leakages to nearby markets, as measured by the region's ability to serve its local population.
- Were those lost sales recovered, they would have directly supported 128 jobs earning \$3.46 million in labor income in the North Scott County communities.

Introduction

One way to bolster economic activity in a region is to increase purchases from local suppliers of goods and services. The more businesses and households purchase from local suppliers, the better it is for the local and regional economy, provided, of course, that both quality and value are not compromised by making a local selection. This short report highlights the economic development potential of increasing purchases of goods and services from area providers rather than from providers outside of the

area of analysis. This study is an assessment of the regional commodity import characteristics and import-substitution potential of Scott County, Iowa. Combined city values for North Scott County are also provided as a subset of the larger countywide values. The values for the North Scott County communities will contain tables demonstrating their expected shares of countywide retail leakages to the rest of the nation and the world, as well as the sum of those communities' leakages to the regionally-dominant Quad City market.

The analysis relies first on an input-output model (I-O) of the Scott County economy. I-O models are detailed, county-level estimations of the transactions that occur among industries, institutions, and households. By tracking the industrial transactions, the consequences of growth, decline, or a reconfiguration of critical variables in the local economy can be measured. In this research all commodity inputs are assessed in order to ask a very straightforward question initially: What potentially happens to the local economy when you substitute 5 percent of your goods and commodity imports with goods and services produced locally?*

Secondly, I estimated North Scott County community trade leakages within Scott County to nearby metropolitan markets and imputed the localized gains to those communities were they able to re-capture lost sales.

This report will help North Scott County community officials understand the value of capturing potential lost sales, and it will help North Scott County communities understand their shares of countywide import substitution gains, were they to be realized on a countywide basis, as well as the localized value of recapturing sales lost to nearby metropolitan markets. This analysis is a community economics education service of the Department of Economics and the College of Agriculture at Iowa State University.

Basic Data and Adjustments

Table 1 demonstrates the overall dependence of the Scott County economy on imported production inputs. It lists the components of the \$14.1 billion of industrial output in the region in 2010, the latest data available. Industrial output is analogous to sales, or more precisely, it is the value of all goods and service produced in the region. In producing goods and services, the industries and governments in Scott County made \$9.55 billion in payments for production inputs and \$7.17 billion in payments to value added, \$4.17 billion of which were payments to labor (employees and proprietors).

Of its \$9.55 billion in production inputs, however, \$4.45 billion, or nearly 47 percent, are estimated to have been purchased from suppliers from outside of the

* Imports are econometrically estimated in our modeling system based on the production characteristics of industries in the region of study, the consumption characteristics of households and institutions, and the distribution commodity suppliers in the region of study.

county. Those imports could have come from adjacent counties, the remainder the state, the remainder of the nation, or from other countries. If they didn't come from Scott County, they are imports. And if they are imports, no matter what, money is leaving the region. These leakages affect all county businesses large and small, and all county businesses large and small.

Table 1. Private Sector Industrial Accounts in 2010

| | |
|---------------------------------------|-------------------|
| Total Industrial Output | \$ 14,100,862,565 |
| Imported Production Inputs | 4,450,229,863 |
| Locally-Supplied Production Inputs | 5,101,381,440 |
| Payments to Value Added | 7,170,487,395 |
| Employees' Wages | 4,171,266,199 |
| Proprietor Incomes | 572,513,628 |
| Returns to Investors | 1,938,846,119 |
| Indirect Government Taxes and Charges | 487,861,449 |

There are two dimensions to the \$4.45 billion industrial imports and other spending that need to be mentioned here. First, the information in Table 1 reflects all industries in the region and therefore contains all agricultural production imports. As the county is also an important agricultural producer and agricultural goods processor, the region-wide industrial imports statistics are influenced by farm-related industries. This research assumes, however, for this study, that agricultural land in the region is currently used efficiently and that no meaningful expansion in production is possible or desirable. Consequently, all oilseeds, grain farming, and livestock production imports have been removed from this assessment beginning with Table 3.

Second, and importantly, private sector purchases are not the only imports in the area. The regional economy is much larger than just its industries, which many people fail to realize. It is home to spending by households and by institutions (governments, primarily) that receive incomes or revenues from sources from both outside and from within the area economy and which are major consumers of regional goods and services. Those additional values are contained in Table 2.

According to this model of the regional economy, households and institutions imported an additional \$2.96 billion in goods and services from outside of the region. This brings the total imports into the region to \$7.41 billion.

Table 2. Total Import Purchases

| Type of Import | Total Commodity Imports |
|-----------------------------|-------------------------|
| Intermediate (Industry) | 4,450,229,863 |
| Household and Institutional | 2,957,292,721 |
| Total | \$ 7,407,522,584 |

Were the broader, Scott County region to realize an import substitution goal of 5 percent of that total product import value, a common goal among communities, it would stimulate, potentially, \$370.5 million in additional countywide transactions! There is, however, an important catch: Scott County industries and households cannot make import-substituting regional purchases for goods and services in the short run if the industry that produces that commodity does not exist in the county economy.

While it may eventually be possible to attract industries that do not exist in the region to produce import-substitutes, there are a host of specialized commodity imports that simply will not or are otherwise highly unlikely to ever be produced or expand in the region if they in fact do exist there. As examples, Scott County industries and households imported \$238 million in refined petroleum products, \$54 million in light trucks and utility vehicles, and \$30 million in computers. It is highly unlikely that Scott County will attract petroleum refineries, computer manufacturers, or automobile plants in the near term.

In order to make this estimation more plausible, a determination was made of which imported commodities could realistically be substituted by regional suppliers over a reasonable time horizon. Stated directly, Scott County's economy cannot substitute for an import if there is no current local producer. So, the import categories are matched-up with the list of industries that actually exist in the region to arrive at our final estimate of potential import substitutes.

Table 3 lists those values. Of the \$7.41 billion in total regional imports, \$4.664 billion are commodities for which a producing industry was in evidence in the regional economy (after excluding the aforementioned agricultural imports). Taking 5 percent of that last amount yields \$233.2 million in potential import substitutes in the region.

Table 3. Imports Produced Regionally by Type of Importing Sector

| Imports | Intermediate | Household and Institutional | Total |
|-------------------------------------|------------------|-----------------------------|-----------------|
| Commodities Produced Regionally | 2,457,500,253 | 2,206,304,532 | 4,663,804,785 |
| Commodities not Produced Regionally | 1,589,980,539 | 716,160,605 | 2,306,141,144 |
| All Agricultural Commodity Imports | 402,749,071 | 34,827,585 | 437,576,655 |
| Total Commodity Imports | \$ 4,450,229,863 | \$2,957,292,721 | \$7,407,522,584 |

The Impacts

Two separate analyses were done: one for the intermediate imports – those that are demanded by industries in the region, and one for the household and institutional import demands. In each analysis the top 20 commodity imports were identified and used to represent the potential economic impacts of all commodity substitutes. ♦

Tables 4 through 6 detail the impacts. Intermediate import substitutes are identified first (Table 4), followed by household and institutional import substitutes (Table 5), and combined values (Table 6).

Some explanation of the kinds of economic values is in order. The first value is *output (or total industrial output)*. Output is somewhat analogous to gross sales. * *Labor income* is made up of the wages and salaries paid to workers and the normal returns to sole proprietors (farmers, shopkeepers, etc.). *Jobs* represent the number of positions in an economy, not necessarily the number of workers as workers can have more than one job.

The tables also list four dimensions of economic impact. The *direct effects* refer to the import-substituting purchases (the 5 percent of potential imports) that are made of the 20 representative industries in the model (remembering that there is a different

♦ We have used as many as 25 import industries in our analyses but discovered that increased coverage did not appreciably change the total impact values. Once all of the effects were averaged, it was determined that 15 to 20 industries performed nearly identically to groupings of 25 or more.

* In the very important wholesale and retail sales categories, both important industries in this analysis, impacts assume “marginized” sales or “marginized” industrial output. Simply stated, the value of output in a region in the model for these sectors is expressed net of the cost of goods sold leaving only payments to normal overhead and value added in the region as the value of output. Consequently, the output in these sectors in this modeling structure is much less than the amount that would have been declared by the firms as total sales.

set of representative industries for the intermediate estimates and for the household estimates). As import substituting purchases are made from these firms, they, in turn, require increments of inputs on their own. Those locally supplied inputs are called the *indirect effects*. When workers in the direct and the indirect industries receive their paychecks, they convert their labor incomes into household spending. This spending creates the *induced effects*. The sum of the direct, indirect, and induced effects is the *total economic effects* or economic impacts.

The table also lists *multipliers*. A multiplier is simply the ratio of the total economic effect or impact to the direct value – the total value divided by the direct value. An output multiplier of 1.51, for example, means that for every dollar’s worth of import substituted direct purchases in the region, an additional \$.51 in output is generated in the rest of the economy. A labor income multiplier of 1.61 means that for every dollar’s worth of labor income paid in the direct sector, an additional \$.61 in labor income is supported in the indirect and induced sectors of the regional economy. Finally, a jobs multiplier of 1.85 means that for every job in the direct sector, 85/100th of a job is sustained in the rest of the economy.

Intermediate import substitutes are presented first in Table 4. Five percent of the regional total yielded \$122.9 million in potential direct import-substituting transactions among the region’s firms. That would support \$38.9 million in direct incomes to 680 jobs. To produce those sales would require an additional \$26.5 million in locally-supplied inputs, paying 217 jobs \$10.7 million in labor income. As workers in the region converted their earnings into household spending, they would cause \$36.1 million in induced (or household) sales, yielding 363 more jobs and \$62.53 million in additional labor income to those induced workers. In all, import substitutes of intermediate goods and services could yield \$185.44 million in output in the area, \$62.53 million in labor incomes, and 1,260 jobs.

Table 4. Economic Intermediate Production Import Substitutes

| | Direct | Indirect | Induced | Total | Multiplier |
|----------------------|-------------|------------|------------|-------------|------------|
| Industrial Output \$ | 122,874,675 | 26,498,611 | 36,066,099 | 185,439,437 | 1.51 |
| Labor Income \$ | 38,889,882 | 10,722,662 | 12,917,965 | 62,530,560 | 1.61 |
| Jobs | 680 | 217 | 363 | 1,260 | 1.85 |

Table 5 gives the household and institutional import substitute values. A word about institutions in this model is in order. In most Iowa counties, household spending constitutes the majority of institutional economic activity, and this is the case in Scott County. The import-substituting statistics reported represent opportunities for local purchases by households and to a lesser extent the region’s government institutions as well as additions to capital.

Those entities would make \$110.3 million in direct, import-substituting purchases in the Scott County area to achieve the 5 percent import substitution goal. In doing so they would support 498 direct sector jobs paying \$24.02 million in labor income. This change would require \$20.16 million in indirect inputs, supporting another 176 jobs and \$8.43 million in labor income in the supplying sectors. When workers spent their wages, they would add \$23.6 million in induced transactions into the economy, adding another 238 jobs and \$8.5 million in labor incomes. In total, this would generate an additional \$154.1 million in area-wide output, \$40.9 million in labor income, and 911 jobs.

Table 5. Economic Impact of Household and Institutional Import Substitutes

| | Direct | Indirect | Induced | Total | Multiplier |
|----------------------|-------------|------------|------------|-------------|------------|
| Industrial Output \$ | 110,315,110 | 20,163,635 | 23,592,755 | 154,071,450 | 1.40 |
| Labor Income \$ | 24,016,179 | 8,430,054 | 8,453,888 | 40,900,096 | 1.70 |
| Jobs | 498 | 176 | 238 | 911 | 1.83 |

Table 6 combines the previous two tables. Were the region to fully realize a combined 5 percent import substitution goal in both industrial production and households and institutions, it would generate \$233.2 million in additional local direct industrial output, support 1,178 direct jobs making \$62.9 million in labor incomes. That enhanced local spending would spur another \$46.7 million in supplying sector industrial output, supporting 393 workers and \$19.2 million in incomes. Induced output would increase by \$59.66 million in the region, and require another 601 jobs paying \$21.4 million in labor incomes. Total region-wide economic impacts would be \$339.5 million in output, \$103.4 million in labor incomes, and 2,172 jobs.

Table 6. Total Import Substitutes Economic Impacts

| | Direct | Indirect | Induced | Total | Multiplier |
|----------------------|-------------|------------|------------|-------------|------------|
| Industrial Output \$ | 233,189,786 | 46,662,246 | 59,658,854 | 339,510,886 | 1.46 |
| Labor Income \$ | 62,906,061 | 19,152,717 | 21,371,853 | 103,430,656 | 1.64 |
| Jobs | 1,178 | 393 | 601 | 2,172 | 1.84 |

Determining North Scott Community Impacts from the County Results

There are two distinct North Scott County community impacts to calculate: those that derive from the previous analysis of all losses to all Scott County businesses, of which North Scott is a distinct part, as well as their losses within Scott County due to trade leakage to nearby metropolitan markets, in the main.

The first apportionment, that of their respective shares of Table 6, applies weights using the total number of private business establishments, trade area capture, and population as the determinant of their import substitution potential of goods and services produced outside of Scott County.

Table 7 gives a clear picture of the size of the North Scott market as well as the area’s overall loss in trade shares as measured by the Trade Area Capture value (TAC). In all, the region has 6.3 percent of the county population, and 6.3 percent of business establishments. However, it only provides sales to 3.6 percent of the county’s population as measured by the TAC value.*

Table 7. Apportionment Share Factors for North Scott Communities

| Cities | 2010 Population | Trade Area Capture (in Persons) | Nonfarm Establishments |
|---|-----------------|---------------------------------|------------------------|
| North Scott Communities† | 10,516 | 6,023 | 277 |
| <i>Percent of Scott County Totals††</i> | <i>6.3%</i> | <i>3.6%</i> | <i>6.3%</i> |
| Scott County | 165,735 | 203,796 | 4,399 |

† The North Scott communities are Donahue, Eldridge, Long Grove, McCausland, Park View, and Princeton.

†† North Scott TAC percentage is divided by the total county population, not Scott County TAC.

Table 7 displays the apportionment from the county analysis. North Scott community shares of the countywide import substitute values would yield \$12.65 million in additional direct output, which would directly support 64 jobs making \$3.4 million in labor income. Those jobs would be located in the North Scott County communities. Those local import substituting businesses would require \$2.53 million in inputs from somewhere in Scott County (not just the North Scott region), which would support an additional 21 jobs and \$1.04 million in worker earnings. Those direct and indirect workers would induce \$3.24 million in additional countywide output, requiring 33 jobs and \$1.16 million in labor income. Combined, North Scott’s shares would contribute \$18.42 million in output, \$5.6 million in labor income, and 118 jobs were 5 percent of Scott County imports shifted to local sales.

* Trade Area Capture is determined by comparing actual sales per capita in the region as compared to total sales potential given community income levels. Trade Area Capture divided by area population yields a value called a pull factor. If an area’s pull factor is greater than 1.0, the area is satisfying (statistically) local demand. If it is less than 1.0, the area is leaking sales. The pull factor for the region is, therefore, $6,023 / 10,516 = .57$. That means the local area is satisfying just \$.57 of local trade demand and that \$.43 is met by businesses outside of the community per \$1 dollar spent. These values can be obtained from <http://www.icip.iastate.edu/retail/city>

Table 7. Total Import Substitutes Economic Impacts for the North Scott Region

| | Direct | Indirect | Induced | Total |
|----------------------|------------|-----------|-----------|------------|
| Industrial Output \$ | 12,651,377 | 2,531,593 | 3,236,705 | 18,419,676 |
| Labor Income \$ | 3,412,878 | 1,039,103 | 1,159,499 | 5,611,482 |
| Jobs | 64 | 21 | 33 | 118 |

A Separate Estimate of the Economic Impact of Recovered Trade Leakages from Nearby Markets

Recalling that North Scott County has significant community trade leakages to nearby major markets, Table 8 estimates the value of those lost sales. Were the combined communities to have a Trade Area Capture value that equaled their populations, or alternatively a pull factor of 1.0, then the leakage estimates in Table 8 would have to be made-up. In Table 8, the \$31.59 million in North Scott sales leakages were apportioned based on the distribution of all sales in Scott County for Fiscal 2011 and then entered into the impact model that was constructed for the preceding analyses.* The analysis only measures the potential area-wide value of reclaiming taxable retail sales. An inflation factor of 3.4 was used to increase total food store sales to include non-taxable items, but no other non-taxable sales leakages were estimated as there is no other reliable accounting of those amounts.

* The analysis only measures the potential area-wide value of reclaiming taxable retail sales. An inflation factor of 3.4 was used to increase total food store sales to include non-taxable items as that is a primary household purchase and area-wide leakage category, but no other non-taxable sales leakages were estimated. This analysis assumes that all categories of leaks to nearby markets can be met by local merchants. This would unlikely be the case for many other categories of non-taxed services like advanced health care or specialized business or legal services that only exist in major trade centers and cannot exist profitably in smaller markets.

Table 8. Estimated North Scott County Sales Leakages

| Category | Sales Leakages to Nearby Markets |
|------------------------------|----------------------------------|
| Apparel | 1,220,534 |
| Building Materials | 1,870,759 |
| Eating and Drinking | 3,262,220 |
| Food Stores | 4,639,728 |
| General Merchandise | 4,008,268 |
| Home Furnishings | 1,341,235 |
| Miscellaneous | 2,005,801 |
| Motor Vehicle | 1,574,333 |
| Service | 3,463,795 |
| Specialty Retail Stores | 2,620,839 |
| Utilities and Transportation | 3,734,391 |
| Wholesale | 1,848,130 |
| Total Leaked Sales | \$31,590,034 |

Table 9 gives the results of that analysis. An explanation is immediately in order. Most of the estimated transaction leakages were to retail sectors. The output of retail sectors does not equal the value of sales transactions at the cash register; it is instead equal to its output net of the fully-delivered cost of goods sold. Stated differently, the retail purchase price must first pay the manufacturer, the transporters, and the wholesalers before it compensates the retailer. Those “margins” flow outside of the county immediately in the modeling accounting process. As the cost of goods sold represents a very large fraction of the retail costs of operation, this sharply reduces the in-county output value entered into the modeling system.

In all, therefore, recapturing \$31.59 million in leaked sales would boost the North Scott County communities’ direct industrial output by \$4.62 million, which would require 128 jobs making \$3.46 million in labor income. These direct jobs would be located in the North Scott Communities. The remaining impacts, however, would accrue countywide as there is no way to further apportion indirect and induced values below the county level economically. Combined, were the North Scott communities able to recapture all of their within-county trade leakages, those transactions would be the equivalent of 202 jobs countywide making \$6.26 million in labor incomes, and the lion’s share of those jobs and incomes, the direct values plus small portions of the indirect and induced, would accumulate to the North Scott County communities.

Table 9. North Scott Community Trade Leakage Capture Impacts

| | Direct | Indirect | Induced | Total |
|----------------------|-----------|-----------|-----------|-----------|
| Industrial Output \$ | 4,620,960 | 2,341,160 | 2,209,896 | 9,172,000 |
| Labor Income \$ | 3,460,520 | 1,509,028 | 1,291,080 | 6,260,624 |
| Jobs | 128 | 37 | 36 | 202 |

The values in Table 9 do not represent countywide economic impacts or job gains; rather, they identify the value of the trade shifts to nearby metropolitan markets and the linkages those shifts have with the rest of the Scott County economy. Were the North Scott County communities able to recapture all of these sales, and assuming the vast majority of the losses are to the Quad Cities, there would be none to negligible growth in the county economy. That said, there would be noticeable growth in the North Scott County communities were those sales recaptured.

Discussion

The first set of import substitution values represent the maximum amount of economic activity that could be expected to accrue to the whole county were the area to achieve the 5 percent import substitution goal given the current structure of the regional economy and existing inter-industrial linkages. Whether the 5 percent goal is realistic or not, however, is another matter.*

Businesses, institutions, and households increasingly make purchases from spatially diverse sources. These purchases may or may not be more efficient and cost effective. Changing behaviors to focus on local purchasing opportunities will necessarily require public education of both the opportunity for the purchases and the localized beneficial economic outcomes that might accrue. In particular, the message may require proponents to urge participants to actively trade-off actual or perceived efficiencies or conveniences for a higher level of regional economic activity, which has beneficial regional multipliers, even if they as industries or individuals might initially view themselves as being marginally worse off for doing so.

This model exercise is a simulation of how the regional economy is expected to react were the 5 percent goal achieved. If there is slack in the regional economy, as in

* The data in Table 4 through Table 6 represent a 5 percent import substitute assumption. These factors are fixed for the estimation year so recalculations can be made by simple factor adjustments. Were the region to have a goal of 2.5 percent import substitutes, for example, the values in those tables would merely be divided by two. Were it 10 percent, the values would be multiplied by two.

excess production capacity or significant under-employment, income gains regionally will be realized, but some of the expected job gains might not as firms will produce more goods and services more efficiently with existing labor. Similarly, and realistically, local purchases only make sense to individuals and businesses if they perceive that they are no worse off for the decision or if the trade-offs make sense to them both socially and economically. If local goods and services are more costly or are offered in only limited selections, then the propensity to buy locally will diminish or not be realized in the first place. This model cannot adjust for these important considerations. The model is an accounting framework, not a behavioral model.

The countywide multipliers in this analysis were robust, especially for the job numbers. The reason is that linkages in the region contain access to a fairly wide range of high value-added industries as this is a regional trade center with a very strong manufacturing presence. This model identified 232 industries in the region, compared to a statewide model that has 391 separate industrial categories. While there is a quite diverse mix of industries, the area still has a large amount of commodity imports out of sheer necessity. Enhanced local spending in this area, especially for higher-value manufacturing inputs, yields the kind of high-value impacts indicative of other major Iowa metropolitan areas, such as Polk or Linn County.

People are often prone to mischaracterize import substitution efforts as merely designed to re-capture basic retail and services sales leakages, as they often appear to be the most visible sign to most people of commodity or service imports. Scott County's pull factor is 1.22. That means 18 percent ($1 - 1/1.22 = .18$) of all sales in the county are due to non-resident spending. A pull factor is an indication of the region's trade self-sufficiency, with a value of 1.0 indicating an ability to statistically serve your population's needs. The area is a trade center that successfully captures large fractions of regional retail and service activity, and by that measure it is not suffering trade leakages that might be plaguing many smaller counties.

Second, it is therefore important for consumers of this information to understand that the scope of total imported commodities by industries, households, and institutions dwarfs simple retail sales leakages that local chambers of commerce or store merchants are prone to lament. Much greater multipliers in a region usually accumulate when industries buy from one-another than when households buy from local retailers. This is especially true when industries are buying specialized commodity and service inputs from local suppliers, not just the margined wholesale goods. There are many categories of household purchases that are not "mere" sales, as well: high quality educational, legal, financial, and medical services are all categories of consumption that have strong linkage values with the regional economy and which in turn have robust multipliers when purchased locally.

This analysis considered three distinct potentials: (1) increased industrial purchases of locally supplied inputs, and (2) increased household and institutional

purchases of *all* goods and services that they import, not just retail sales. Retail sales substitutes are a relatively small fraction of the total. That said, retaining retail sales are important, and should not be discounted, but they are only part of an entire “buy local” campaign. The (3) within-county evaluation for the North Scott County communities did parse out and evaluate those primarily retail sales as those communities have very strong leakages to nearby major markets. The last analysis does not represent countywide impact potential, but it does estimate the value of recapturing leakages to the North Scott County communities.

Appendix: Total Scott County Imports in Excess of \$10 Million and for Which Producing Industries Were in Evidence in the County Economy

| Commodity Description | Total Imports |
|---|---------------|
| Wholesale trade distribution services | 441,937,729 |
| Construction machinery | 321,855,990 |
| Real estate buying and selling, leasing, managing, and related services | 260,915,657 |
| Insurance | 241,283,676 |
| Farm machinery and equipment | 218,695,731 |
| Management of companies and enterprises | 184,232,819 |
| Electricity, and distribution services | 166,130,814 |
| Pharmaceutical preparations | 160,336,784 |
| Motor vehicle parts | 121,031,078 |
| Securities, commodity contracts, investments, and related services | 108,282,967 |
| Telecommunications | 105,613,045 |
| Iron and steel and ferroalloy products | 93,937,511 |
| Natural gas, and distribution services | 86,382,526 |
| Air transportation services | 70,491,049 |
| Aluminum products from purchased aluminum | 69,276,911 |
| Legal services | 62,371,376 |
| Hotels and motel services, including casino hotels | 56,666,124 |
| Processed animal (except poultry) meat and rendered byproducts | 54,837,079 |
| Machined products | 53,401,316 |
| Automobiles | 51,506,198 |
| Leasing of nonfinancial intangible assets | 49,148,685 |
| Other plastics products | 48,451,085 |
| Truck transportation services | 44,683,584 |
| Paperboard containers | 37,765,262 |
| Data processing- hosting- ISP- web search portals | 37,100,926 |
| Packaging machinery | 37,028,121 |
| Software | 36,005,231 |
| Management, scientific, and technical consulting services | 35,830,962 |
| Scientific research and development services | 34,379,585 |
| Valves and fittings other than plumbing | 32,537,261 |
| Nondepository credit intermediation and related services | 30,992,839 |
| Automotive equipment rental and leasing services | 30,664,995 |
| Motion pictures and videos | 30,615,956 |
| Computer storage devices | 28,683,542 |
| Services from religious organizations | 28,218,082 |
| Soaps and cleaning compounds | 27,245,234 |
| Plates and fabricated structural products | 27,038,689 |
| Tires | 26,981,631 |
| Architectural, engineering, and related services | 26,464,937 |
| Household refrigerators and home freezers | 26,007,962 |

| Commodity Description | Total Imports |
|--|---------------|
| Grantmaking, giving, and social advocacy services | 25,039,656 |
| Other industrial machinery | 23,472,000 |
| Metal cutting and forming machine tools | 23,170,531 |
| All other miscellaneous professional, scientific, and technical services | 23,138,767 |
| Special tools, dies, jigs, and fixtures | 22,829,883 |
| Coated, engraved, heat treated products | 22,623,542 |
| Printed materials | 22,087,086 |
| Bread and bakery products | 20,172,956 |
| Snack foods including nuts, seeds and grains, and chips | 19,350,195 |
| Ornamental and architectural metal products | 19,267,514 |
| Surgical appliances and supplies | 18,612,098 |
| All other chemical products and preparations | 18,497,758 |
| Other basic organic chemicals | 17,183,558 |
| Relay and industrial controls | 16,750,878 |
| Oil and natural gas | 16,559,971 |
| Lawn and garden equipment | 16,512,578 |
| Water, sewage treatment, and other utility services | 16,040,563 |
| Funds, trusts, and other financial services | 15,853,092 |
| Ferrous metals | 15,363,710 |
| Fertilizer | 15,277,450 |
| Rolled, drawn, extruded and alloyed copper | 14,980,572 |
| Advertising and related services | 14,782,504 |
| Crowned and stamped metals | 14,512,471 |
| Commercial and industrial machinery and equipment rental and leasing | 14,473,346 |
| Lighting fixtures | 14,247,528 |
| Other fabricated metals | 14,118,111 |
| Cookies, crackers, and pasta | 13,919,374 |
| Books | 13,720,896 |
| Turned products and screws, nuts, and bolts | 13,643,727 |
| Office administrative services | 13,418,197 |
| Agriculture and forestry support services | 13,244,876 |
| US Postal delivery services | 13,219,391 |
| Material handling equipment | 13,113,895 |
| Office furniture and custom architectural woodwork and millwork | 13,066,411 |
| Rail transportation services | 13,021,196 |
| Wood television, radio, and sewing machine cabinets | 12,711,690 |
| All other manufactured food products | 12,365,415 |
| Other personal services | 11,910,734 |
| Transit and ground passenger transportation services | 11,787,023 |
| Child day care services | 11,620,821 |
| Automotive repair and maintenance services, except car washes | 10,674,000 |
| Other commercial and service industry machinery | 10,509,898 |
| Industrial molds | 10,438,591 |
| Internet publishing and broadcasting services | 10,185,820 |
| Products and services of State & Local Govt enterprises (except electric | 10,163,632 |