

World Trade Center Kentucky – Economic Impact Discussion  
For the  
Budget, Finance and Economic Development Committee  
Lexington Fayette Urban County Government

March 19, 2019 – 1PM

# World Trade Center Kentucky partners with UK Gatton for 7th year

□ January 24, 2019 □ 61 Views

LEXINGTON, Ky. — The World Trade Center Kentucky (WTC-KY) has partnered with the University of Kentucky's Gatton College of Business and Economics for the seventh year.

This intense three-day training session focuses on the major facets of international trade for MBA students at UK. With Valvoline as the Corporate Collaborator for this year's program, several case studies were presented that challenged students to come up with innovative solutions to global business issues.



The program, led by Chief Trade Officer Darren Srebnick and Director of Training Ian Mooers, with WTC-KY, taught students about trade policy, market entry strategies, import/export transactions, and business culture. In addition, students were introduced to careers in international business.

Gatton MBA Director Harvie Wilkinson, who also serves as director of the executive education center in the college, said, "The WTC Kentucky has been a long time, trusted partner of our MBA Program. The Certificate in Global Commerce and Strategy program, that they manage and deliver for us, provides our MBA candidates with great exposure and a solid foundation in global trade and commerce."

The World Trade Center and UK expressed appreciation to speakers from the local and regional business community for their active involvement in the program.

"The World Trade Center is honored that UK has partnered with us on this program for the last seven years. This is a unique opportunity for MBA students to learn from practitioners with extensive international business experience," said Chief Trade Officer Darren Srebnick.

For information on this and other upcoming WTC-KY programs and opportunities, please visit [www.wtcky.com](http://www.wtcky.com).

Tags University of Kentucky's Gatton College of Business and Economics World Trade Center Kentucky



(2)

Menu

## International Trade Certification - Lexington 2019

**Name:** International Trade Certification - Lexington 2019

**Date:** March 12, 2019 - March 14, 2019

[Register Now](http://business.wtcky.org/events/register/747)  
(<http://business.wtcky.org/events/register/747>)



### Event Description:

**BACKGROUND:** The International Trade Certification (ITC) was developed by the World Trade Center Kentucky (WTC-KY) to provide the foundation for effective and efficient management of a company's international trade operations. The program also serves as a great first step for promoting our more in-depth education seminars, trade advisory services, and business trade missions.

**CURRICULUM:** The Certification curriculum is designed specifically for the trade practitioner. Our three-day program is taught by industry experts in areas ranging from banking, tax, legal, customs compliance, market intelligence, freight forwarding, international marketing, and customs brokerage. Class participants learn from instructors and classmates alike.

**STRATEGY & RESULTS:** The ITC is hosted strategically throughout Kentucky each year and has an alumni network of over 400 graduates representing 125+ companies and organizations to date. These alumni earn his/her certificate of *International Commerce Specialist* after three rigorous days of class time and individual testing. The International Commerce Specialist certificate is accredited by the National Customs Brokers and Freight Forwarder's Association of America (NCBFAA).

For the course syllabus, [click here](https://3989ac5bcbe1edfc864a-0a7f10f87519dba22d2dbc6233a731e5.ssl.cf2.rackcdn.com/worldtradecenter/2019_ITC_Agenda_REVIS-ED.pdf) ([https://3989ac5bcbe1edfc864a-0a7f10f87519dba22d2dbc6233a731e5.ssl.cf2.rackcdn.com/worldtradecenter/2019\\_ITC\\_Agenda\\_REVIS-ED.pdf](https://3989ac5bcbe1edfc864a-0a7f10f87519dba22d2dbc6233a731e5.ssl.cf2.rackcdn.com/worldtradecenter/2019_ITC_Agenda_REVIS-ED.pdf)), ([https://3989ac5bcbe1edfc864a-0a7f10f87519dba22d2dbc6233a731e5.ssl.cf2.rackcdn.com/worldtradecenter/2019\\_ITC\\_Agenda\\_REVIS-ED.pdf](https://3989ac5bcbe1edfc864a-0a7f10f87519dba22d2dbc6233a731e5.ssl.cf2.rackcdn.com/worldtradecenter/2019_ITC_Agenda_REVIS-ED.pdf))

**ARE YOU LOOKING TO DIG INTO SPECIFIC TRADE TOPICS?  
CHECK OUT OUR ADVANCED CERTIFICATION HERE! \***

(<http://business.wtcky.org/events/details/advanced-certification-building-your-international-sales-strategy-732>)

\*This workshop is an approved STEP Grant reimbursement. If you have not applied for the STEP (State Trade and Export Promotion), please visit the Kentucky Export Initiative website for more information: Click here (<http://kyexports.com/STEP-grants.aspx>) to learn more about the STEP Grant.

Share: (<http://business.wtcky.org/events/register/747>)

To Current Calendar (<http://business.wtcky.org/events/>)

### Event Sponsors:

**FedEx**  
(<http://www.fedex.com/us/>)

**MCM** Mountjoy  
Chilton  
Medley LLP  
(<http://www.mcmcpa.com/>)

### Location:

301 E. Main Street, 2nd Floor conference room  
Lexington, KY 40507

**Location:** Lexington, KY

View a Map (<http://maps.google.com/maps?ht=en&q=301+E.+Main+Street,+Lexington,+KY+40507>)

### Date/Time Information:

**March 12-14, 2019**  
Tuesday-Thursday

**Registration / Networking / Breakfast Each Day at 8:00 AM**

**Program will start each day at 8:30 AM and conclude no later than 5:00 PM**

### Contact Information:

Darren Srebnick - Mobile: 502-574-1566  
Send an Email (<mailto:sherry.mulkins@wtcky.org>)  
subject=International%20Trade%20Certification%200-%20Lexington%202019)

### Fees/Admission:

\$999 - Members  
\$500 - Students and with a .edu email address  
\$1,499 - Future-Members

Your email address must be in the WTC-KY member database to receive member pricing. Questions? Contact Darren Srebnick - [Darren.Srebnick@wtcky.org](mailto:Darren.Srebnick@wtcky.org).

**Please note that there are no refunds after March 5,**



# Events Calendar

Search for Event by:

M/d/yyyy

M/d/yyyy

« Change Dates »

Narrow search by:

## International Trade Certification - Lexington 2019

Tuesday Mar 12, 2019 - Thursday Mar 14, 2019

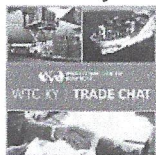


commerce certification, international, specialist, world trade center, June, Lexington  
... read more →

*Categories: Trade Certification, General Education, Other, Member Event*

## Trade Chat - March 26, 2019

Tuesday Mar 26, 2019



... read more →

*Categories: General Education*

## Trade Navigation Webinar Series: Mitigating risk of doing business in China

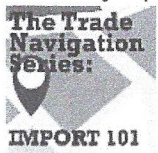
Thursday Mar 28, 2019

... read more →

*Categories: General Education*

## Import 101

Tuesday Apr 9, 2019



Import 101, Louisville, Trade Navigation ... read more →

*Categories: General Education*

## Export Compliance 101

Thursday Apr 11, 2019

Export Compliance 101, Lexington, Trade Navigation, step grant ... read more →

*Categories: General Education*

# KENTUCKY

## Annual Economic Report

2019

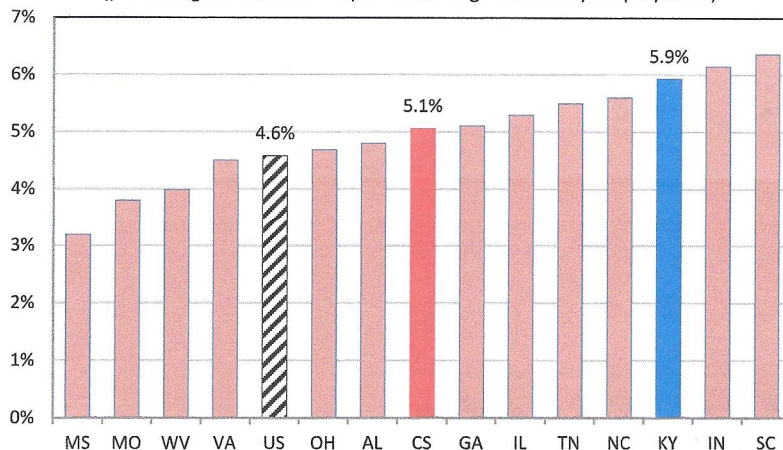


Center for Business and Economic Research  
Gatton College of Business and Economics  
University of Kentucky

## EMPLOYMENT BY FOREIGN COMPANIES

Foreign companies create important economic benefits for the American economy. These companies invest billions of dollars in the U.S. economy and create hundreds of thousands of jobs. Kentucky has worked hard to capitalize on the opportunities presented by globalization—reflected by the presence in the state of more than 400 international companies from nearly 30 countries. A majority-owned U.S. affiliate is an American business enterprise in which there is a foreign direct investment that accounts for at least 50 percent of the ownership. In Kentucky there are an estimated 117,300 individuals employed by majority-owned U.S. affiliates. As a percentage of total full- and part-time wage and salary employment, it is 5.9 percent in Kentucky. This is higher than the U.S. average of 4.6 percent as well as the competitor state average of 5.1 percent.

**Employment of Majority-Owned U.S. Affiliates, 2015,  
Kentucky, Competitor States, & the U.S.**  
(percentage of total full- & part-time wage and salary employment)



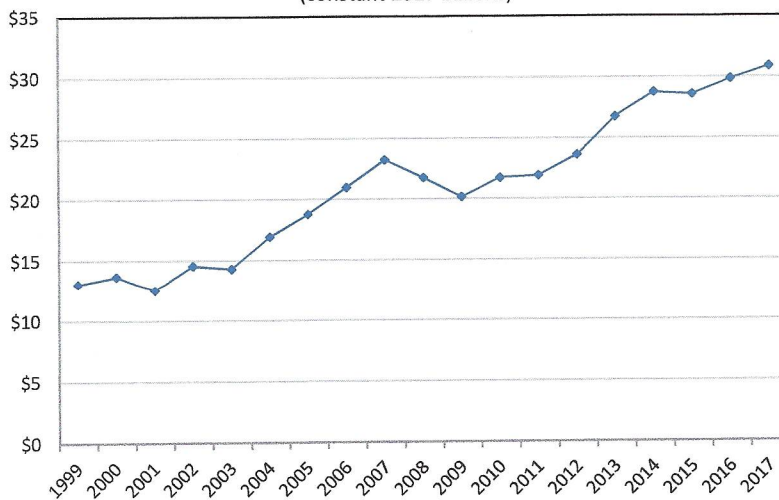
Source: Author's calculations using data from the Bureau of Economic Analysis, Regional Economic Accounts & International Data. Note: The 2015 majority-owned U.S. affiliate data are preliminary, as of Dec. 2, 2017.  
Note: CS is a weighted average of the competitor states

## EXPORTS

Exports constitute an important piece to the state's economic prosperity. Kentucky's exports of goods have more than doubled in real dollars over the last eighteen years. From 1999 to 2017 the compound annual growth rate of Kentucky's exports is 7.2 percent; this is higher than the U.S. growth rate of 4.5 percent and the 5.3 percent experienced by the competitor states. The value of Kentucky's exports of goods in 2017 was \$30.9 billion, which is equivalent to 15.2 percent of Kentucky's gross domestic product; it was 7.6 percent for the competitor states and 8.0 percent for the U.S. Most of Kentucky's exported goods go to Canada, which accounted for 25.0 percent of the total. The United Kingdom was second (10.3), followed by the France (9.5), China (9.1), and Brazil (7.9). Kentucky's businesses exported to nearly 200 different countries in 2017, but the top five and top ten countries received nearly 61.9 percent and 81.8 percent, respectively, of the total value. Over half (57.1 percent) of the value of exported goods is accounted for by transportation equipment (e.g., aerospace and motor vehicle industries), followed by chemicals (13.0), computer and electronic products (5.8), machinery-except electrical (5.1), and electrical equipment, such as appliances & components (2.4). Combined, these five sectors accounted for 83.4 percent of Kentucky's exports in 2017.

ECONOMY

**Kentucky Exports of Goods, 1999-2017**  
(constant 2017 billions)



Source: Office of Trade and Industry Information (OTII), Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.





INTERNATIONAL  
**TRADE**  
ADMINISTRATION

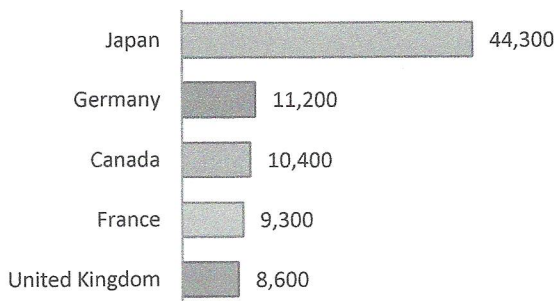
# Kentucky Exports, Jobs, & Foreign Investment

## Foreign Investment & Jobs in Kentucky

- In 2015, foreign-owned companies employed 117,300 Kentucky workers

### Kentucky Employment in Foreign-Owned Companies

Number of Employees by Country of UBO



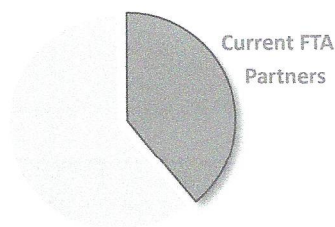
**7.4%**

Share of Kentucky private-industry employment at foreign-owned firms

## Free Trade Agreements

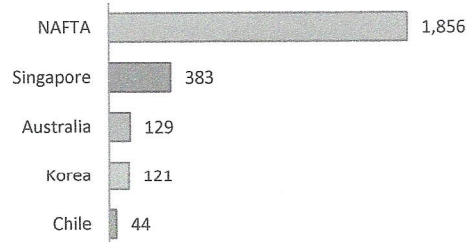
- The U.S. currently has 14 free trade agreements in force with 20 countries.
- Kentucky's exports to U.S. FTA partners totaled \$12.1 billion in 2017.

In 2017, exports to FTA markets accounted for **39%** of Kentucky exports



Since 2007, exports from Kentucky to FTA markets have grown by **24%**

### Top Dollar Growth, 2007-17 (Millions of U.S. Dollars)



## Kentucky's Metropolitan Exports

- Louisville-Jefferson County is the 40th largest metro area reporting exports nationwide.

Metro Area	2016 Goods Export Value	Share of State Exports
Cincinnati	\$26.3 billion	*
Louisville-Jefferson County	\$7.8 billion	*
Evansville	\$3.0 billion	*
Lexington-Fayette	\$2.1 billion	7.00%
Huntington-Ashland	\$1.1 billion	*
Clarksville	\$376 million	*
Bowling Green	\$294 million	1.00%
Elizabethtown-Fort Knox	\$256 million	0.90%
Owensboro	\$123 million	0.40%

\*Share of state exports unavailable for MSAs that cross state lines

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

For more resources please see [www.trade.gov/mas/ian](http://www.trade.gov/mas/ian). Sources include resources from the U.S. Department of Commerce's International Trade Administration, Bureau of the Census, and Bureau of Economic Analysis.

Updated February 2018

Department of Commerce | International Trade Administration





INTERNATIONAL  
**TRADE**  
ADMINISTRATION

## Kentucky Exports, Jobs, & Foreign Investment

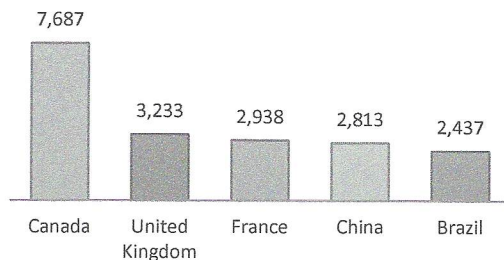
### Kentucky Depends on World Markets

- Exports from Kentucky helped contribute to the \$2.33 trillion of U.S. goods and services exports in 2017.

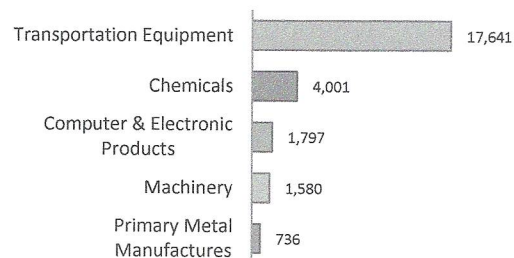
# \$30.9 billion

## Kentucky goods exports in 2017

Kentucky's Top 5 Export Markets  
(Millions of U.S. Dollars)



Kentucky's Top 5 Export Categories  
(Millions of U.S. Dollars)

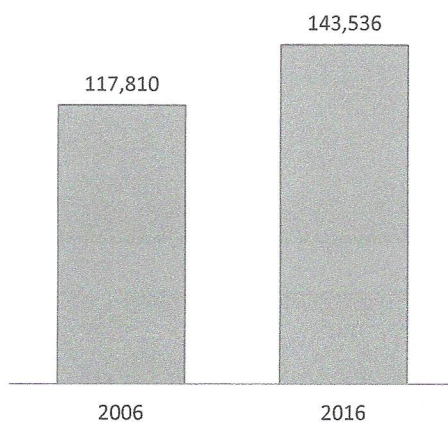


### Exports Support Jobs

- Nationally, U.S. jobs supported by exports reached an estimated 10.7 million in 2016, up 1.2 million from 2006.

### Jobs Supported by Kentucky Goods Exports

Up by 26 Thousand Jobs Over Past Ten Years



# 143,536

## U.S. jobs supported by goods exports from Kentucky in 2016

**94%** of these jobs were supported by manufactured goods exports

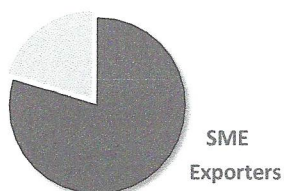
### Exports Sustain Thousands of Kentucky Businesses

- A total of 4,476 companies exported from Kentucky locations in 2015.

# 3,563

## Number of small and medium-sized (SME) goods exporters in Kentucky in 2015

SMEs account for **80%** of Kentucky goods exporters



...and **34%** of known Kentucky goods export value

