

THE GATEWAY REGION'S EXPORT POTENTIAL

A STUDY WITH THE BROOKINGS INSTITUTION

Through the Global Cities Initiative, the Brookings Institution and JPMorgan Chase have assisted in assembling a market assessment, which will guide the development of a regional export plan, its goals, objectives, and implementation strategy. With comprehensive data and collaborative insight from regional business leaders, we are poised to make a measurable impact on the St. Louis area's export economy.

LEADING EXPORTERS OFFER MARKET ACCESS:





\$ 6 REGIONAL EXPORTS

REAL EXPORT RANK of the 100 largest metros

22nd

SHORT TERM OPPORTUNITY

(SME)

58%

of exporters reported the foreign company found them

LONG TERM OPPORTUNITY (STARTUP)

24%

of regional small companies plan to expand exports in four years

EARLY EXPORTERS EXPERIENCE LIMITATIONS:

WHEN EXPORTS <10% OF TOTAL SALES

BIGGEST CHALLENGE

when exports
>10% OF TOTAL SALES

U.S. EXPORT PROCESS

IN-MARKET CHALLENGES

GLOBAL RELATIONSHIPS ARE AVAILABLE TO ACCELERATE EXPORTS:

• 350 foreign-based companies from 30 origins call the St. Louis region home

6,000 exchange students from over 20 countries studied at St. Louis universities in 2014



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