

B. TRADE RELATIONS

1. OVERVIEW OF TRADE WITH MEXICO

Since the establishment of the North American Free Trade Agreement in 1994, Mexico has become the second largest trading partner of the US, supplanting Japan who was in second place during the 1990s. This position is now threatened by the growth of US trade with China. As seen in Table B.1.1, Total US Imports-from plus Exports-to Mexico equaled \$266 billion in 2004. This was 60 percent of the amount of trade with Canada and 10 percent greater than the trade with China. The ten countries in Table B.1.1 account for 67.5% of US Imports, and 64.7% of US Exports of goods. The intra-NAFTA trade has particular characteristics. Much of the trade with Canada is intra-company trade, particularly in the automobile industry. In addition, a large portion of the US trade with Mexico is maquila, or assembly trade, across the border between Mexico and California, Arizona, New Mexico and Texas. In any case, Mexico has become a very important trading partner for the US.

TABLE B.1.1
Top Ten Countries for US Trade, 2004

Country	Total in Billions of US \$
Canada	445.03
Mexico	266.62
China	231.42
Japan	183.99
Federal Republic of Germany	108.62
United Kingdom	82.36
Korea, South	72.50
Taiwan	56.35
France	53.05
Italy	38.80

Source: US Bureau of Census, Foreign Trade Division, Foreign Trade Statistics
<<http://www.census.gov/foreign-trade/top/dst/2004/12/balance.html>> Accessed June 3, 2005.

In 2004, US imports from Mexico exceeded our exports by \$47 billion, contributing to the record US trade deficit of \$607 billion. This is balanced by financial inflows that offset the low US saving rate. For example, in 2004 total liabilities to all foreigners increased by \$506 billion, as a result of their purchases of US assets (US Treasury, 2005). Liabilities to Mexico increased by \$15 billion in 2004, as Mexican savings flowed into the US. The largest part of the US trade deficit was with the Asian countries, particularly China whose 2004 trade surplus with the US was \$162 billion. The largest elements in the deficit with Mexico were imports of maquila produced goods, oil imports, and imports of machinery and transport equipment.

Mexico's rank among Utah's trading partners is lower than its rank for the entire US because there is no maquila production in Utah and intra-company trade is less prevalent. The average exports for 2001-2004 made Mexico Utah's sixth largest export

destination, though in 2004 it was eighth largest, surpassed by China and Germany in that year. (Table B.1.2)

TABLE B.1.2

US Exports (Origin) via Utah: Top 10 Countries (in millions of dollars)

RANK	COUNTRY	2001 TOTAL	2002 TOTAL	2003 TOTAL	2004 TOTAL
1	CANADA	\$543.2	\$513.3	\$544.3	\$865.7
2	SWITZERLAND	\$696.4	\$1,341.3	\$1,105.2	\$772.7
3	UK	\$421.3	\$710.2	\$486.5	\$559.5
4	JAPAN	\$396.4	\$427.1	\$475.6	\$542.0
5	GERMANY	\$93.6	\$68.8	\$118.7	\$170.2
6	SINGAPORE	\$46.3	\$262.6	\$38.4	\$125.7
7	CHINA	\$40.6	\$64.2	\$114.0	\$123.0
8	MEXICO	\$113.6	\$134.2	\$111.2	\$122.2
9	PHILIPPINES	\$79.4	\$84.8	\$103.6	\$117.8
10	NETHERLANDS	\$154.3	\$137.8	\$124.4	\$105.3
UTAH AS % OF TOTAL US		0.48%	0.66%	0.57%	0.58%
SHARE OF UTAH'S TOP25		91.4%	95.0%	93.1%	93.8%

Source: US Bureau of Census, Foreign Trade Division, Foreign Trade Statistics

<http://www.census.gov/foreign-trade/statistics/state/country/2004/utcy04.txt> <Accessed June 3, 2005>

At this point, international trade is less important for the “inland empire” of Utah than for the many border and maritime states. Utah accounts for less than 1 percent of total US exports, 0.58 percent in 2004. Utah’s 2003 population of 2,233,309 was 0.81 percent of the US population of 282,909,885. In terms of Gross State Product, the Department of Commerce (BEA, 2005) estimates that Utah contributed 0.69 percent of the US Total Gross State Product in 2003, indicating a smaller difference than the population share. Overall, Utah’s exports made it the 32nd largest exporter among the fifty states in 2004.

2. UTAH’S EXPORTS

Table B.2.1 presents the composition of the Utah exports. Close to one-third is gold that is refined in the state, with the remainder a variety of manufactured parts for computers and for vehicles, chemicals, and food. Most of the gold is refined from raw materials from other states; it is shipped primarily to the United Kingdom, Canada and to Switzerland. This accounts for their top three rankings as export destinations for Utah products. The exports to Mexico are much more balanced, with the top export, Transportation Equipment, accounting for only 20 percent of total exports to Mexico. It is closely followed by Chemicals and then Food and Minerals.

TABLE B.2.1
Top 10 Utah Exports, Total and to Mexico, (000 of \$ in 2004)

	TOTAL			MEXICO		
RANK	INDUSTRY	NAME	VALUE 2004	INDUSTRY	NAME	VALUE 2004
1	331	Primary Metals	\$1,503,516	336	Transportation Equipment	\$23,969
2	334	Computers and Electronics	\$855,208	325	Chemicals	\$20,351
3	336	Transportation Equipment	\$468,468	311	Food	\$15,955
4	325	Chemicals	\$438,781	212	Minerals	\$12,239
5	311	Food	\$294,458	334	Computers and Electronics	\$7,414
6	339	Miscellaneous Manufactures	\$290,308	339	Miscellaneous Manufactures	\$7,338
7	333	Machinery	\$198,760	337	Furniture	\$5,640
8	980	Unclassified	\$101,958	326	Plastics	\$5,443
9	212	Minerals	\$96,318	333	Machinery	\$4,944
10	335	Electrical Equipment	\$80,494	910	Scrap	\$3,665
	Total		\$4,641,067			\$122,200

Source: Utah Governor's Office of Planning, "2005 Economic Report of the Governor."

3. UTAH-MEXICO EXPORTS: STATE COMPARISON

Between 1993 and 2003, Utah's merchandise exports to both NAFTA partners, Canada and Mexico, increased from \$392 million to \$655 million, which made Utah the 39th largest exporter to NAFTA (ITA, 2004). The 67 percent increase was the 35th most rapid increase. Concentrating on the trade with Mexico, Utah's exports grew from \$50.4 million in 1993 to \$111.2 million in 2003, ranking 38th. By 2004, total exports had increased to \$122.2 million. The 120 percent increase in Utah's exports ranked 31st among the fifty states. So exports to Mexico not only grew, but grew rapidly enough that Utah's exporter ranking is improving.

Table B.3.1 indicates the relative magnitudes of the largest exporting states and of Utah's neighboring states in a snapshot from 2003. The dominance of maquila trade in total trade with Mexico is clear. Only Michigan of the non-border states was an important player in total trade, because of the integration of auto production across the three NAFTA countries. On the other hand, in comparison with neighboring states, Utah performs quite well, with only Colorado accounting for a significantly larger share of total US exports from non-maquila or border states.

TABLE B.3.1
Selected State Total Exports to Mexico, 2003 (millions)

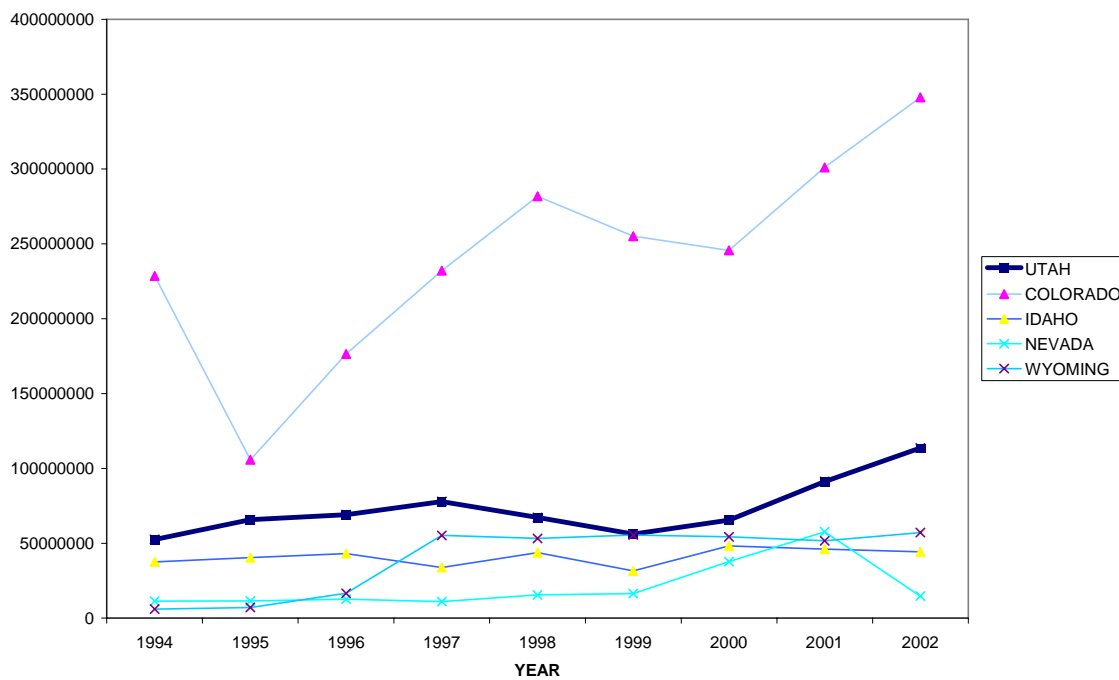
STATE OF ORIGIN	EXPORT VALUE	PERCENT TOTAL
Texas	\$41,561	42.6%
California	\$14,871	15.3%
Michigan	\$4,006	4.1%
Arizona	\$3,229	3.3%
Colorado	\$570	0.58%
New Mexico	\$242	0.25%
UTAH	\$111	0.11%
Nevada	\$104	0.11%
Wyoming	\$62	0.06%
Idaho	\$55	0.06%
US	\$97,457	100%

Source: US Department of Transportation, Bureau of Transportation Statistics
http://www.bts.gov/ntda/tbscd/reports/annual02/state/stp_2002ex_mex_all_r.html > Accessed June 20, 2005.

A relevant comparison is with the surrounding intermountain states, excluding Arizona and New Mexico because of their maquila trade. Chart B.3.1 provides

CHART B.3.1

TOTAL EXPORTS TO MEXICO



Source: Bureau of Transportation Statistics, US Department of Transportation, Transborder Surface Freight Data <<http://www.bts.gov/transborder/reports/annual02/state/states2002.html>> Accessed June 10, 2005.

the comparison from 1994 until 2002. As expected, the Chart indicates that Utah ranks second to Colorado in total exports. Even more importantly, the growth of Utah's exports to Mexico over the period has been far faster than any state except Colorado.

4. MEXICAN STATE DESTINATION OF UTAH'S EXPORTS

The diversity of Utah's exports and the absence of maquila and intra-firm auto production also are evident in the destination of Utah's exports. The concentration is much less for Utah's exports than for the maquila states. As Table B.4.1 shows, based on earlier data from 2002, there is relative balance in destinations, with Queretaro accounting for \$26 million of Utah's \$113 million in 2002, followed closely by Puebla with \$21 million. The state of Mexico was next with \$12 million, and then there was a decline to the \$8 million exported to Jalisco. Only 12 Mexican states received more than \$1 million in exports.

Table B.4.1
Merchandise Trade from Utah to Mexican State of Destination, 2002

(Value in current US dollars)

Rank	Mexican State of Destination	Export Value
1	Queretaro	\$26,602,205
2	Puebla	\$21,062,627
3	Edo. Mexico	\$12,812,101
4	Jalisco	\$8,099,168
5	Chihuahua	\$7,376,477
6	Coahuila	\$6,983,590
7	Distrito Federal	\$6,733,131
8	Baja California	\$5,414,464
9	Tamaulipas	\$5,081,410
10	Nuevo Leon	\$4,974,301
11	Sinaloa	\$1,877,860
12	Sonora	\$1,023,426
All Mexican States		\$113,564,651

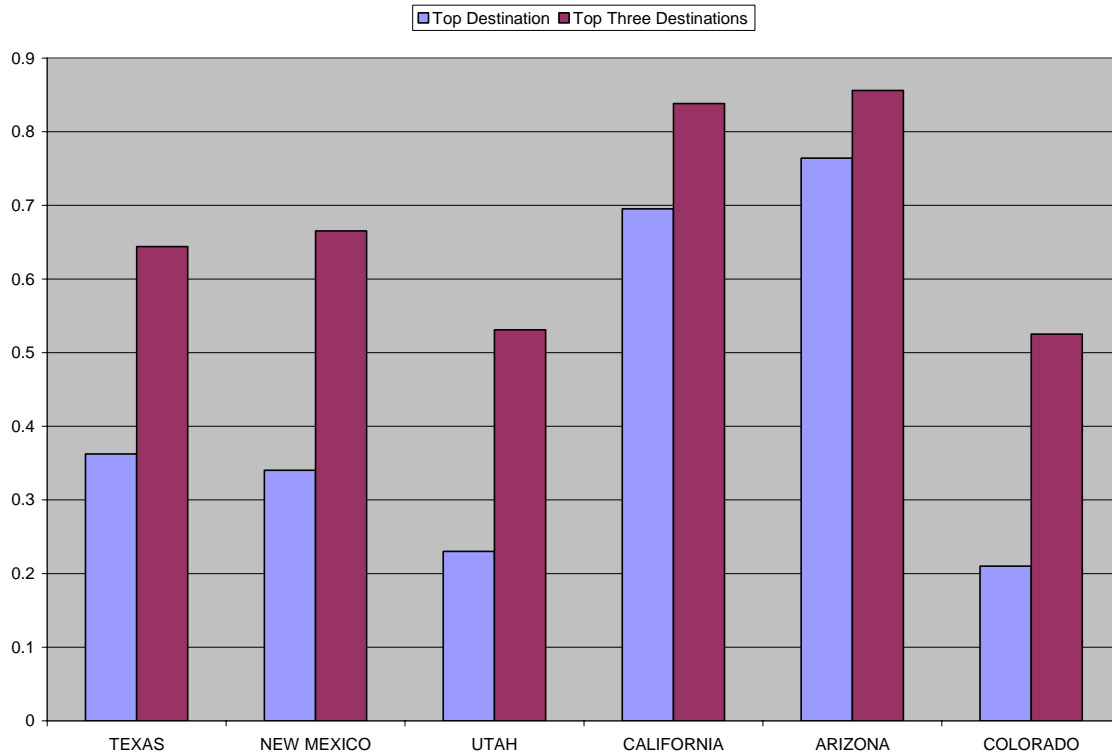
Source: US Department of Transportation, Bureau of Transportation Statistics

< http://www.bts.gov/ntda/tbscd/reports/annual02/flows/mex_UT2002all.html > Accessed June 10, 2005.

Chart B.4.2 shows the much higher concentration of exports from the border states as a result of the maquila trade. For example, seventy-six percent of Arizona's

exports were to Sonora, and 85 percent went to the top three destinations. In Utah's case, the numbers were only 23 and 53 percent respectively. Colorado's concentration was comparable to Utah's.

CHART B.4.2 EXPORT CONCENTRATION TO MEXICAN STATES



Source: Bureau of Transportation Statistics, "Individual State to State Flows"
< <http://www.bts.gov/transborder/reports.html> > Accessed June 10, 2005.

5. UTAH JOBS RELATED TO EXPORT PRODUCTION

The low ranking of Utah in total exports should not diminish the importance of trade to the state's economy. The International Trade Administration (2005) does state-by-state estimates of the link of exports and jobs. They base their estimates on published data and do not describe their methodology. In the case of Utah, they indicate the following effects:

- Export supported jobs account for an estimated 5.9 percent of Utah's total private sector employment.
- Nearly 20 percent (18.8%) of manufacturing workers in Utah depend on exports for their jobs. This excludes jobs from mining and services.
- In 2002, 2,141 companies exported goods from Utah and 1,769 or 83 percent were small and medium-sized enterprises with fewer than 500 employees.
- SME's generated 15 percent of Utah's total merchandise exports in 2002.

- Foreign controlled companies employed 31,100 workers in Utah in 2002, accounting for 3.4 percent of total private industry employment
- Almost one-third of these jobs were in manufacturing and they accounted for 8.8 percent of total manufacturing employment in Utah.

Fry and McCarlie (2002, 5-6) started from a summation of all of these effects and then imagined other linkages such as the export of services, the transshipment of imports, sales activities related to imported products, and even military employment that is dependent on international stability. From this they extrapolated “the total number of jobs linked to the global economy” at 170,000 to 200,000, or up to 18 percent of Utah employment. This number has little basis in reality, though it does underline that Utah’s labor market is linked to the international sphere, despite its inland nature. Section B.10 of the report examines the labor market in a more general context, going beyond a simple relation of exports and jobs. This is a very complex area of investigation.

6. UTAH IMPORTS

In 2004 Utah imported \$308 million from Mexico, compared with the \$104 million exported, based on transborder surface trade. The magnitudes are small by

TABLE B.6.1

Top 10 Merchandise Imports from Mexico, Total US (2004) and Utah (2002)(000’s)

TOTAL	US			UTAH		
RANK	INDUSTRY	NAME	VALUE 2004	INDUSTRY	NAME	VALUE 2004
1	85	Electrical Machinery	\$37,407,929	87	Vehicles	\$80,750
2	87	Vehicles	\$26,143,233	71	Pearls, Jewelry, Precious Metals	\$66,009
3	84	Boilers, Reactors	\$20,035,666	83	Base Metal Articles	\$16,543
4	27	Mineral Fuel, Oil	\$19,713,991	72	Iron and Steel	\$14,644
5	90	Optic, Medical Instruments	\$6,040,571	85	Electrical Machinery	\$9,866
6	94	Furniture, Bedding	\$5,146,713	98	Special Classification	\$8,896
7	98	Special Classification	\$4,681,262	26	Ores, Slag, Ash	\$6,469
8	62	Apparel	\$4,137,043	68	Articles of Stone, Plaster	\$4,148
9	61	Apparel-Knits	\$2,708,185	84	Boilers, Reactors	\$2,359
10	07	Edible Vegetables	\$2,400,585	94	Furniture, Bedding	\$2,308
	Total		\$155,843,011			\$219,825

Source: US: ITA, Office of Trade and Industry Information.

< <http://tse.export.gov/NTDChart.aspx?UniqueURL=l0mhwj45nxcovr55yub15r45-2005-6-21-12-10-55> >
 Accessed June 20, 2005.

Utah: Bureau of Transportation Statistics,

http://www.bts.gov/ntda/tbscd/reports/annual02/stcomm/frommex_val_wt_2002ut_ten.html Accessed June 20, 2005.

comparison with Canada, the state's top trading partner. Utah imported \$1.314 billion from Canada, while its exports were \$512 million. The deficit of \$204 million with Mexico is only one-fourth the size of the \$800 million deficit with Canada.

Table B.6.1, based on earlier data from 2002, shows that the composition of Utah's imports differs from that of the US imports from Mexico. Vehicles account for 36 percent of Utah's imports and 16 percent of US imports. Electrical Machinery, Boilers and Furniture are important in both cases. Utah is less reliant on Mexican oil, though it imports other raw materials in greater proportions, such as precious metals, base metal, iron and steel, ores, and articles of stone and plaster. The top ten imports account for over 90% of total commodity imports from Mexico.

7. IMPORTS FROM MEXICO: STATE COMPARISON

Between 1995 and 2002, Utah's surface imports from Mexico increased from \$20,936,030 to \$219,825,811, more than a ten-fold increase. The major portion of the increase came after 1999 when imports tripled. As a result of the rapid increase, Utah is the 31st largest importer from Mexico, eight places above its export rank. Table B.7.1 shows how Utah compares with the largest importers, Texas, Michigan and California—the same as the three top exporters—and the neighboring states of Arizona, Colorado, New Mexico, Nevada, Wyoming and Idaho.

Once again, maquila production and intra-company sales in the auto industry dominate the trade. Texas's share in imports is only half its export share, largely because Illinois, Ohio and Indiana are larger importers than Arizona because of the auto trade. Utah's import share is larger than its export share, 0.19 percent compared to 0.11 percent, and is larger than New Mexico's 0.09 percent. It is also larger than the other neighboring states with the exception of Colorado.

TABLE B.7.1
Selected State Total Imports from Mexico, 2002 (millions)

RECEIVING STATE	IMPORT VALUE	PERCENT TOTAL
Texas	\$24,857	21.73%
California	\$24,099	21.07%
Michigan	\$20,307	17.75%
Arizona	\$3,476	3.04%
Colorado	\$367	0.32%
UTAH	\$219	0.19%
New Mexico	\$100	0.09%
Nevada	\$70	0.06%
Idaho	\$26	0.02%
Wyoming	\$5	0.00%
US	\$114,380	100%

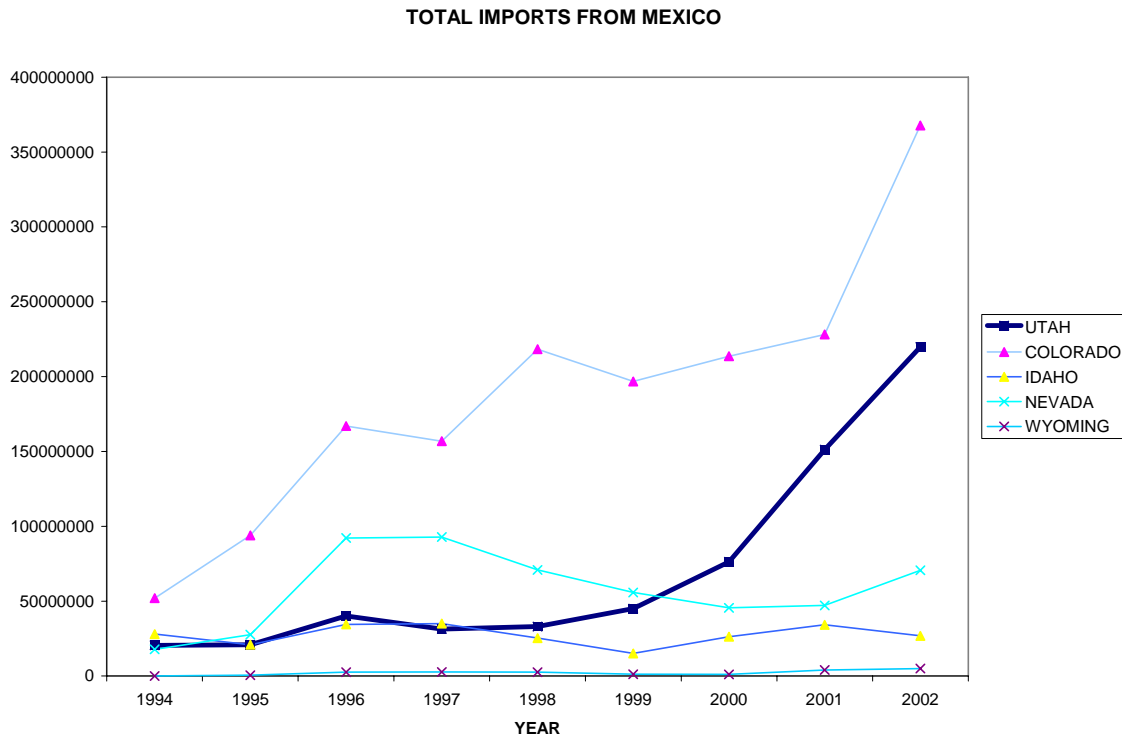
Source: Bureau of Transportation Statistics

< http://www.bts.gov/ntda/tbscd/reports/annual02nat/mex_val_wt2002all60.html >

Accessed: June 20, 2005

A comparison of the growth of imports over time in Chart B.7.2 shows the rapid growth in recent years in Utah's imports, exceeded only by Colorado's.

CHART B.7.2



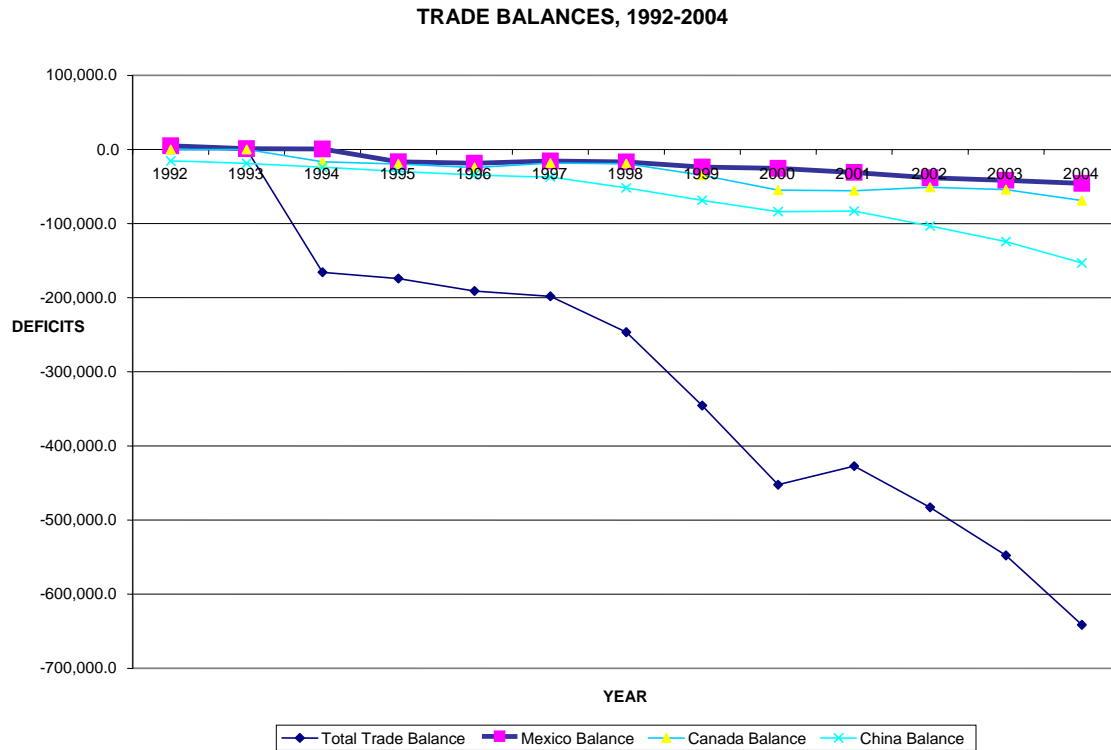
Source: Bureau of Transportation Statistics, US Department of Transportation, Transborder Surface Freight Data <<http://www.bts.gov/transborder/reports/annual02/state/states2002.html> >Accessed June 10, 2005.

8. BALANCE OF TRADE WITH MEXICO

The United States as a whole is running ever increasing deficits in its balance of trade (\$607 billion in 2004) and current account (\$655 billion in 2004). This raises questions about how long the rest of the world's saving will support our deficit and what impact the deficit has on our domestic employment.

The trade balances with Mexico, Canada and China have become progressively more negative, as has the total trade balance (Chart B. 8.1). We can see that the deficit with Mexico is less than with either of the other two and that the deficit with China is increasing rapidly.

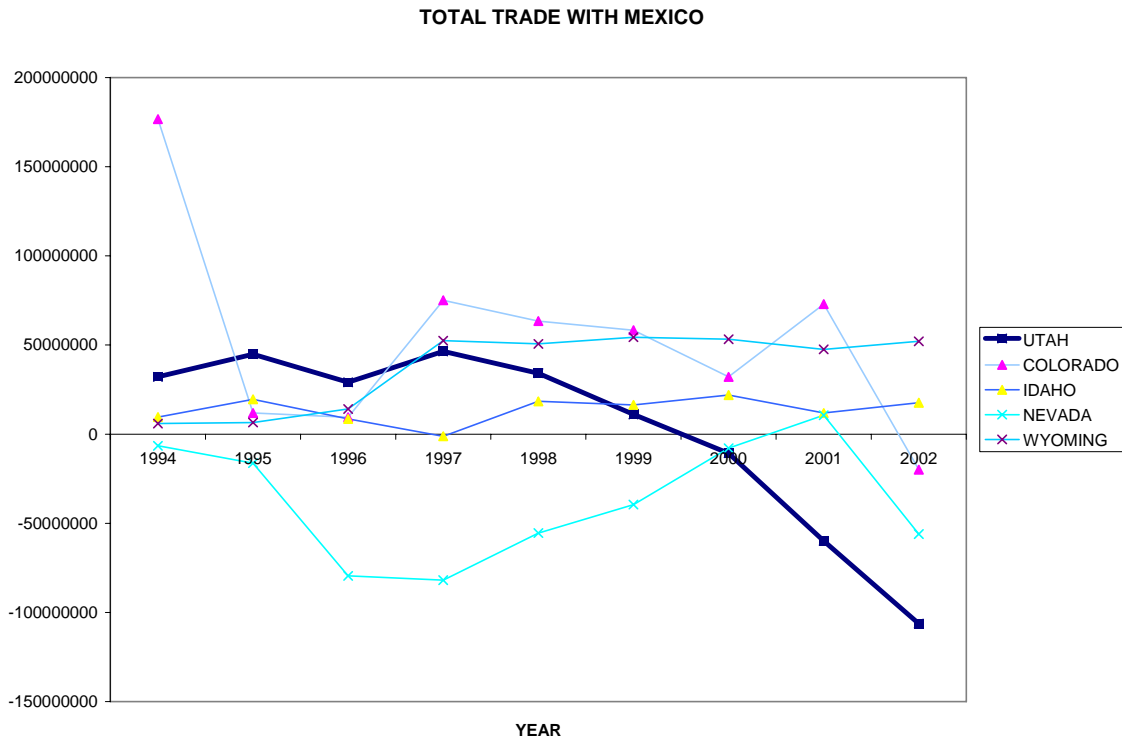
CHART B.8.1
US Trade Balances, 1992-2004



Source: BEA, Bureau of Economic Analysis (BEA), 2005, "International Economic Accounts"

Comparing Utah's trade balance with Mexico to neighboring states', Chart B.8.2 shows that Utah has the largest deficit in the inter-mountain area, and that it has grown since 1997. Chart B.7.2 showed the beginning of a rapid increase in imports from Mexico in that year. It was not until 1999 (Chart B.3.1) that Utah's exports to Mexico accelerated, and that pace of increase was obviously not enough to offset the increase in imports. The Utah performance parallels the US experience.

CHART B. 8.2
State Comparison of Trade Balance with Mexico, 1994-2002

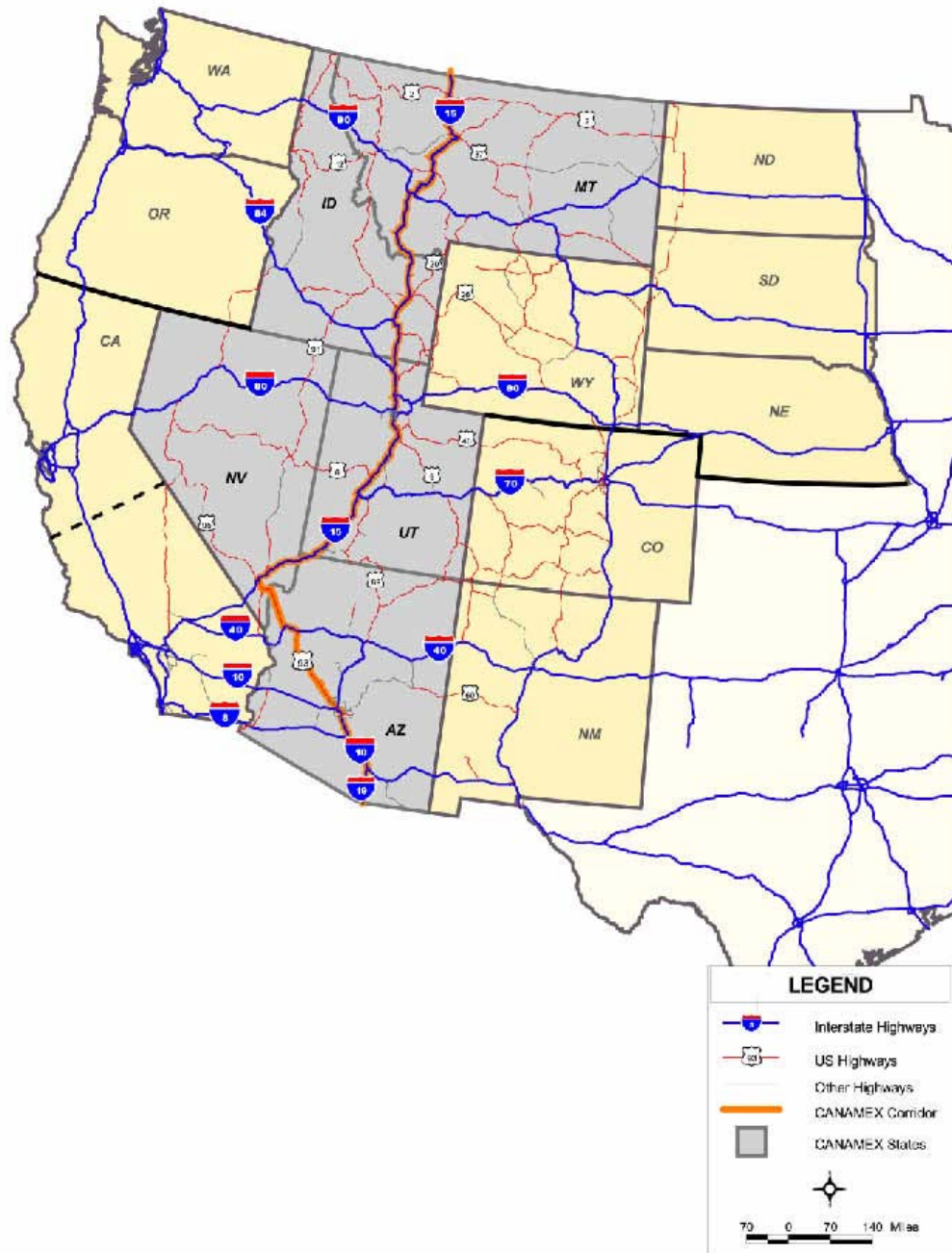


Source: Bureau of Transportation Statistics, US Department of Transportation, Transborder Surface Freight Data <<http://www.bts.gov/transborder/reports/annual02/state/states2002.html> >Accessed June 10, 2005.

9. FUTURE NAFTA TRANSPORT PATTERN: CANAMEX CORRIDOR

Looking ahead to the future, Utah is central to the main western surface route for trade among the US, Canada, and Mexico. Planning has proceeded to improve the surface transit route so that goods can be transported on four lane highways throughout the trading area, i.e. from Mexico City to Edmonton, Canada. This is termed the “CanaMex Corridor.” The location of the Walmart distribution center by St. George and the planned Costco distribution center in Salt Lake indicate the likely importance of surface transportation to this trade and to Utah.

The graphic below shows the centrality of I-15 through Utah to the entire corridor. While most of the goods movement through Utah at present is not between the Canamex countries, that component is likely to grow in the future. The Utah section, I-15, is already four lane highway and can participate in the growth of surface trade.



10. MEXICO AND UTAH'S LABOR MARKET

The recent announcement by Kimberly-Clark that they would move 450 jobs from Utah to Mexico illustrates the complexity of the world labor market in this time of globalization (Mims, 2005). Earlier in the year, 750 Utah Hospira jobs were moved to California, Connecticut and Mexico. The governor's representative, Chris Roybal, "sees the recent job losses as temporary setbacks...(and) cautioned against overreacting to the occasional flow of jobs to Mexico." He stated "We may, on occasion, lose some jobs but we will gain on a trade basis over time" (Mims, 2005, A4). The caution about overreacting is certainly well-taken. The change in Utah jobs is much more affected by

the overall strength of the US economy as Chart B.10.1 shows. Utah's 3.1 percent unemployment rate in 2000 rose to 5.8 percent in 2003, and the 2.9 percent difference

CHART B.10.1



Source: US Department of Labor, Bureau of Labor Statistics. "Labor Force Statistics from the Current Population Survey." < <http://www.bls.gov/data/home.htm> > Accessed July 29, 2005.

between the US and Utah was completely erased by 2003 when both national and Utah rates had risen to 5.8 percent. Over the entire period, total employment in Utah rose from 868,783 in January of 1993 to 1,150,573 in January 2005, an increase of 281,790. The increase from 2001's 3.7 percent unemployment rate to 2002's 5.4 percent rate resulted in an increase of unemployed of 20,818 in one year! These numbers far overshadow the size of recent job losses and even the total number of jobs related to exports, i.e. the 31,100 jobs reported in section B.5.

In addition, to the extent that jobs are outsourced, it is likely that China and India will be the job destination rather than Mexico. India's large, educated and English speaking labor force has recently made it the destination for the transfer of US semi-skilled and skilled jobs. China has exhibited the world's most rapid growth in GDP and employment in recent years and has become a major outsourcing site for production of all types of goods. The very rapid growth of China's exports to Utah was seen in Table B.1.2. Scott (2005) estimated the net effect on jobs, by state, of changes in the trade balance with China between 1989 and 2003. His estimates were based on the employment requirements of the goods that are traded in the two countries. As might be expected, China's growing trade surplus led to a net loss of 1,452,000 jobs in the US.

Over the fifteen year period he estimated that Utah lost 12,765 jobs because of the shift in production of goods to China. This effect did not occur because of free trade agreements, but from a combination of factors such as China's trade and investment policy, the value of the dollar, and the rate of productivity growth in the US.

That noted, it is still important to assess the effect of NAFTA and of trade and investment with Mexico on the job situation in Utah. As noted above, there have been examples of firms that have moved their production to Mexico from Utah. When this occurs, workers can request trade adjustment assistance. Between 1993 and 2004, there were 161 applications for adjustment assistance, of which 23 were related to NAFTA. The NAFTA Transitional Adjustment Assistance program (NAFTA-TAA) certified that 2,826 workers lost their jobs in Utah due to NAFTA. Job losses were due to either Utah businesses moving production to Mexico or Canada or to using imports from either country in their production process. As an example, Table B10.1 lists the NAFTA-TAA Certifications for 2001. There were seven certifications for a total of 1967 jobs, most of which were outsourced by the Swedish firm, Autoliv ASP.

TABLE B.10.1
Utah NAFTA-TAA Certifications, 2001

Company	City	What They Produced	Estimated Workers
Fresenius Medical Care Products	Ogden	Medical equipment	85
Mark Steel Jewelry	Spring City	Jewelry	9
Bard Access Systems Division	Salt Lake City	Vascular access products	100
Kendall Med-West	Salt Lake City	Medical Kits for anesthesia procedure	16
Autoliv ASP	Ogden	Filter and lead wire assemblies	1480
Autoliv ASP	Ogden	Passenger airbag cushions	240
Artex International	St. George	Home linens and aprons	37

Source: Jobs with Justice. 2001. "NAFTA's Impact on Utah." < <http://www.jwj.org/index.htm> > Accessed August 3, 2005.

Scott and Ratner (2005) used Scott's methodology to estimate the effect of NAFTA on net jobs in the US and in each state since 1993. Since the trade deficit with both Canada and Mexico grew over this period, they estimate a net job loss: 941,459 US jobs created by exports and 1,956,750 jobs loss through imports. The net loss for the US

in their estimate is 1,015,290. In the case of Utah, they estimate that exports created 7,305 jobs, and imports cost 15,327 for a job loss of 8,022.

Net job change is only part of the issue involved, just as NAFTA is only one factor in the job changes. For example, are the jobs being created as well-paying as the jobs being displaced; does the trade adjustment assistance result in the displaced workers being able to find a comparable standard of living; how great are the benefits of lower cost goods to American consumers; and how are the benefits from outsourcing distributed between corporations and workers?

Our purpose in this section has been simply to provide information on the changes in the job market that Utah's relation with Mexico has brought about. In a later section on tourism, we will see another side to this question when we examine the centrality of immigrant labor to the ski industry.

In summary, the relation with Mexico is important in the Utah labor market. However, that is swamped by a series of other factors such as the business cycle and the role of India and China in restructuring world production. In addition, the role of Mexican citizens, documented and undocumented, in providing labor in the Utah labor market are also important factors that have more importance than the job effects of changing commercial relations.

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