OnTrac
Trade Impact Study

Prepared by BST Associates and
LA County Economic Development Corporation
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ITEM 1.(11)

Agenda

- > Review scope of work
- > Provide a US and California overview of trade impacts
- > Provide detailed assessment of California impacts at:
  - State Assembly
  - State Senate
  - US Congress

Study Objectives

> Analysis of the economic impacts of trade that moves through the Ports of Los Angeles and Long Beach

> Documentation of firms that ship goods through these ports

> Estimation of national impacts due to the truck and rail activity at the ports

US Congressional District 20

California US Congressional District 20

US Congressional District

District stretches across the Lower San Joaquin Valley from Fresno to Bakersfield.

Value of Products flowing in and out of District from Ports of LA/LB (2000)

Rank	Commodities	Exports	Imports	Total
1	Crop Production	$269,597,676	$2,041,255	$271,638,931
2	Apparel & Textiles	$155,365,528	$0	$155,365,528
3	Mining	$0	$18,277,460	$18,277,460
4	Forestry & Logging	$10,013	$17,407,466	$17,417,478
5	Fabricated Metals	$819,104	$11,403,784	$12,222,888
6	Machinery, Computers, Electrical Equipment	$8,223,235	$235,780	$8,459,015
7	Stone, Clay, Glass & Concrete Products	$0	$4,387,077	$4,387,077
8	Food & Tobacco Products	$4,314,939	$0	$4,314,939
9	Fishing, Hunting, & Trapping	$0	$2,042,241	$2,042,241
10	Chemicals & Refined Petroleum Products	$874,123	$237,739	$1,111,862
	Other	$384,656	$942,117	$1,326,773
	Total	$439,589,275	$56,874,918	$496,564,193

Rank	Name of Exporter	Value of exports	Emp Here	Emp Total	Sales	Sales Range	SIC	Description
Top Exporters								
1	UP RIGHT	$7,078,292	900	1200	$150.0M	$100.0MM - $249.9MM	3531-9901	Aerial work platforms: hydraulic/elec. truc
2	TAVILA SALES	$6,642,548	4	4	$900K	$0.5MM - $0.9MM	5148-0000	Fresh fruits and vegetables
3	SOUTH VALLEY FARMS	$3,336,763	45	45	$3.3M	$2.5MM - $4.9MM	0173-0000	Tree nuts
4	TREEHOUSE FARMS	$2,945,945	20	50	$40.0M	$25.0MM - $49.9MM	2068-9901	Nuts: dried, dehydrated, salted or roasted
5	COLLY HOUCHIN TRDG	$1,927,525	4	4	$200K	$0.2MM - $0.4MM	2261-9903	Sponging cotton broadwoven cloth, for th
6	MUNGER INVESTMENTS	$1,357,319	35	35	$7.1M	$5.0MM - $9.9MM	0173-9906	Pistachio grove
7	SUN MAID GROWERS	$747,587	531	550	$210.3M	$100.0MM - $249.9MM	2034-0209	Raisins
8	STAMOULES PRODUCE	$741,394	10	10	$1.5M	$1.0MM - $2.4MM	0723-0402	Fruit (fresh) packing services
9	CAL HARVEST MARKETING	$611,171	3	3	$1.4M	$1.0MM - $2.4MM	5148-0102	Fruits, fresh
Top Importers								
1	STAR FINE FOOD	$17,661,106	32	32	$51.0M	$50.0MM - $99.9MM	5149-0604	Specialty food items
2	NETAFIM IRRIGATION	$9,741,073	140	150	$16.1M	$10.0MM - $24.9MM	3523-0303	Irrigation equipment, self-propelled
3	RIO BRAVO TOMATO	$9,295,541	33	33	$7.6M	$5.0MM - $9.9MM	2033-0100	Tomato products, packaged in cans, jars,
4	SIERRA INTL	$2,364,879	74	74	$24.0M	$10.0MM - $24.9MM	5093-0202	Nonferrous metals scrap
5	PIRELLI TIRE	$2,022,652	650	0	unknown	unknown	3011-0203	Automobile tires, pneumatic
6	FENZI PAINT	$1,381,920	2	2	$200K	$0.2MM - $0.4MM	5198-0100	Paints
7	APIO	$543,194	20	0	unknown	unknown	0722-0000	Crop harvesting
8	KINGSBURG APPLE SALES	$342,870	30	30	$22.0M	$10.0MM - $24.9MM	0723-0402	Fruit (fresh) packing services