



INTERNATIONAL
TRADE
ADMINISTRATION

Benefits from the U.S.-Korea Free Trade Agreement

Hawaii

www.export.gov/fta/korea/state

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The U.S.-Korea Free Trade Agreement Provides Enhanced Market Access

The U.S.-Korea Free Trade Agreement (FTA) offers tremendous opportunities for U.S. exporters. Nearly 95 percent of U.S. exports of consumer and industrial products will enter Korea duty-free within three years of entry into force of the agreement, including computers and electronic products; auto parts; power generation equipment; chemicals; medical and scientific equipment; and certain wood products. Most remaining tariffs will be eliminated within 10 years. Almost two-thirds of U.S. agricultural exports will be immediately duty-free when the FTA is implemented (\$1.9 billion duty-free out of \$2.9 billion 2005-2007 average).

Recognizing that non-tariff barriers in Korea are often as much of an impediment to market access as tariffs, the FTA includes an extensive set of provisions that will eliminate such measures across sectors, including autos, high technology, pharmaceuticals and medical devices, financial services, and telecommunications. The agreement includes strong transparency provisions, including commitments to publish in advance proposed government regulations that affect trade and to allow a reasonable opportunity for interested parties to provide input. The agreement contains strong provisions on technical barriers to trade to enhance transparency of the regulatory process in Korea and ensure nondiscriminatory treatment for U.S. companies that test and certify products to Korean standards.

Hawaii Depends on World Markets

Hawaii's export shipments of merchandise in 2007 totaled \$560 million.

Exports Support Jobs for Hawaii Workers –

Export-supported jobs linked to manufacturing account for an estimated 0.8 percent of Hawaii's total private-sector employment. Approximately 1.4 percent of all manufacturing workers in Hawaii depend on exports for their jobs. (2006 data are the latest available.)

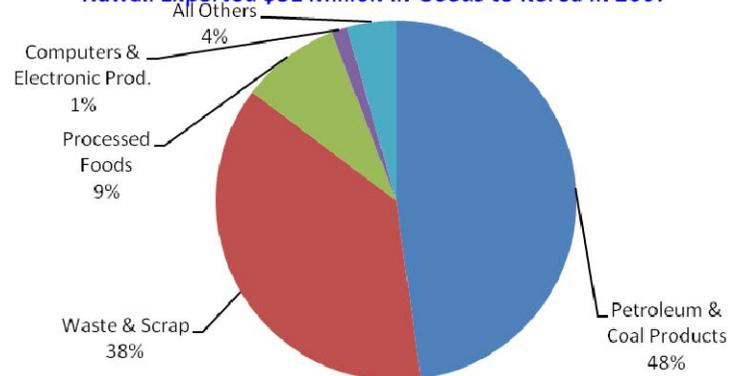
Exports Sustain Hundreds of Hawaii Businesses

– A total of 632 companies exported from Hawaii locations in 2006. Eighty-seven percent of these companies (549), or more than four-fifths, were small and medium-sized enterprises, with fewer than 500 employees.

Hawaii SMEs Will Benefit from U.S.-Korea FTA Provisions

Small and medium-sized firms generated over two-fifths (43 percent) of Hawaii's total exports of merchandise in 2006. This is the seventh highest figure among the states, and is well above the national SME share of total exports of 29 percent. This is the third highest figure among the states and is well above the national SME share of total exports of 29 percent. SMEs particularly benefit from the tariff-elimination provisions of free trade agreements. The transparency obligations, particularly those contained in the customs chapters, are also very important to SMEs, which may not have the resources to navigate customs and regulatory red tape.

Hawaii Exported \$51 Million in Goods to Korea in 2007



Source: U.S. Department of Commerce, International Trade Administration.

The U.S.-Korea FTA Moves the Trade Relationship to Full Partnership

The U.S.-Korea FTA will level the playing field by rectifying the significant tariff imbalance that currently favors Korean exporters over U.S. exporters. Korea's current applied tariffs on industrial goods average 6.2 percent. The average applied U.S. tariff rate is only 2.8 percent - less than half of the Korean rate. Because of these higher tariffs, U.S. exporters do not have equivalent access to the Korean market. The U.S.-Korea FTA levels the playing field and enhances competition because it moves the U.S.-Korea commercial relationship to full partnership and reciprocal commitments.

The Korea FTA Opens New Markets for Key Hawaii Exports

Transportation Equipment – Transportation equipment accounted for \$88 million of the state's export sales in 2007. Hawaii's exporters of transportation equipment, including aircraft, fishing vessels, locomotives, and other transportation manufactures, will benefit from U.S.-Korea FTA tariff reductions. Duties on most transportation equipment products will be eliminated immediately, including duties on 87 percent of aircraft and related parts. Duties on a small group of products will be eliminated over three or ten years.

Petroleum and Coal Products – Petroleum and coal products accounted for \$187 million of the state's merchandise exports in 2007. The U.S.-Korea FTA will eliminate duties on key products including liquefied propane and liquefied natural gas.

Processed Foods – Hawaii companies exported \$29 million in processed foods in 2007. The U.S.-Korea FTA, when implemented, will stimulate new opportunities for Hawaii businesses in this sector. Korea is a growing market for consumer-oriented foods, creating new opportunities for U.S. exports of snack foods, cheese, and juices. The U.S.-Korea FTA will enhance these opportunities by eliminating tariff and non-tariff barriers that currently hamper exports of U.S. food and consumer products to Korea. Many processed food products will receive immediate duty-free treatment such as frozen french fries and all other processed food tariffs will be eliminated in five years or less.

U.S.-Korea FTA Creates Opportunities for Hawaii's Agriculture

In 2006, Hawaii's agriculture exports to the world amounted to \$96 million (latest data available). The U.S.-Korea FTA eliminates tariffs and other barriers on most agricultural products, increasing export opportunities for U.S. agricultural products like those produced in Hawaii such as coffee, fruits, and tree nuts. With immediate elimination of duties on more than 60 percent of current U.S. trade, the U.S.-Korea FTA gives U.S. exporters improved access to the Korean market for many of the products that have been highly protected. U.S. exporters shipped \$3.5 billion in farm products to Korea in 2007.

For more information on agricultural exports and the U.S.-Korea FTA, see the fact sheets posted by the U.S. Department of Agriculture at:
<http://www.fas.usda.gov/itp/us-koreafta.asp>

Free Trade Works for Hawaii

In the first four years of the U.S.-Chile FTA (2004–2007), Hawaii's exports to Chile have increased 158 percent. Hawaii has also seen significant export growth (1,790 percent) to Singapore since that FTA took effect in 2004 and in the last three years (2005-2007), Hawaii's exports to the CAFTA-DR region have increased 1,423 percent.

All state export data in this report are based on the Origin of Movement (OM) series. This series allocates exports to state based on transportation origin, i.e., the state from which goods began their journey to the port (or other point) of exit from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Thus conclusions about "export production" in a state should not be made solely on the basis of the OM state export figures.

Sources: Bureau of the Census, U.S. Department of Commerce, Origin of Movement Series; U.S. Department of Agriculture.

Prepared by the U.S. Department of Commerce, International Trade Administration.