

# A Tale of Two Recessions: Decomposing Trade Patterns after the Pandemic and the Financial Crisis

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**Abstract:** I construct a multi-sector dynamic general equilibrium model of trade between the United States and the rest of the world to investigate why the pandemic affected services trade much more adversely than goods trade, in contrast to trade patterns observed during and after the 2008 financial crisis. Different parameters in the model represent the various channels through which trade would have reacted to the two recessions in the way that it did. I calibrate parameter values to match trade and gross output data, and primary results come from holding a subset of these parameters constant and observing how closely the resultant counterfactual trade patterns resemble the data. I find that trade frictions play the biggest role in explaining post-pandemic trade, while preferences over consumption and leisure play the biggest role in explaining trade during and after the financial crisis.

# 1 Introduction

A simple plot of trade in goods and services over the past twenty years reveals some striking observations. During the financial crisis, trade in goods fell sharply, while trade in services suffered a much slighter decline. The combined imports and exports of goods fell by 23%, while that of nondurables fell by seven percent. During the recession driven by the coronavirus pandemic, trade in goods and trade in services both fell, but trade in *services* was much more negatively affected (Federal Reserve Economic Database). In this paper, I ask why trade in goods and services behaved so differently after the two recessions, and what factors could have motivated the different trade patterns.

We can learn important macroeconomic lessons by answering this question. First, trade in services has increased rapidly over the past two decades (FRED), and extant trade literature has not focused on it much, often assuming that services are non-traded. Learning what factors drive trade in services would provide invaluable insight into a rapidly growing phenomenon. Furthermore, an examination of trade can provide some clarity on our present economic circumstances. Economists and policymakers have partially attributed a forty-year high in inflation to supply chain issues, and more recent developments such as OPEC's decision to cut oil production could gum up supply chains once again. Our trade findings can therefore inform policy decisions. For example, if a post-pandemic fall in services trade was driven entirely by lockdowns, policymakers should be especially desirous to avoid using lockdowns in the future. If pandemic measures played a relatively small role compared to consumer tastes, then policymakers need not be as restrained when consider lockdowns and might want to consider other measures to stimulate demand.

The easiest explanation for recent trade patterns is that lockdowns and border closures made trade in services virtually impossible to conduct, while having a less potent effect upon trade in goods. About ten percent of trade in services comes from tourism, for example, and U.S. tourism imports fell by ninety percent in the second quarter of 2020 (Census Bureau). However, trade in services still has not fully recovered even with the lifting of pandemic restrictions, and this explanation does not provide a holistic view of why 2020 would have been so different from 2008, when governments did not impose pandemic restrictions of any sort. Myriad other factors at play include consumer tastes, an increased disutility of labor in some sectors as opposed to others, and the difficulty of investing in durable goods. Some evidence exists to show why each played a role in trade behavior, but endogeneity issues make figuring out precisely what role each factor played a difficult task. For example, consumers might have decided to consume fewer goods or services in response to a decline in trade, rather than the other way around, and both the decline in services consumption and the decline in services trade could be explained by a third factor, such as pandemic-induced trade frictions.

Because the factors explaining patterns in trade are difficult to disentangle, a structural model can provide useful assistance in determining what causes what. I construct a dynamic trade model with two countries and a representative consumer in each country. Goods and services sectors will be broken down into two more sectors—durables and nondurables, in-person and remote services respectively—to represent the differential response that different types of goods and services had to economic shocks. Production occurs in a round-about fashion, and the representative consumer will have preferences over both labor and leisure. Important dynamics come from the consumer’s disutility of labor preference in each sector and the expenditure weight placed on each sector when consuming, in addition to more standard shocks such as iceberg trade costs and productivity. I discern the effect each factor had on goods and services trade by holding various subsets of factors constant and observing how closely the resultant trade time series align with the time series observed in the data.

Preliminary results indicate that trade frictions play the biggest role in explaining trade movement during the pandemic, especially for services trade. Consumer tastes and the disutility of labor play the biggest role in explaining trade patterns during the financial crisis.

## 1.1 Literature Review

This paper complements scholarship on the disproportionate decline in trade after the 2008 recession. Bems, Johnson, and Yi (2013) survey this literature, concluding that a collapse in aggregate expenditure on trade-intensive durable goods was the main driver of the trade collapse, followed by shocks to credit supply. Eaton, Kortum, Neiman and Romalis (2016) use a structural model to counterfactually decompose recession-era trade by the factors that could have caused it. Levchenko, Lewis and Tesar (2009) take a more reduced-form approach, using disaggregated U.S. trade and production data to evaluate various explanations for the recessionary trade decline. Other papers that examine the influence of financial frictions on the trade collapse are Amiti and Weinstein (2011), Chor and Manova (2012) and Paravisini et al. (2012), and other papers focusing primarily on expenditure effects and Bems et al. (2010, 2011) and Bussière et al. (2013). Kee et al. (2013) and Gawande et al. (2011) take a look at post-recessionary protectionism, concluding that since most countries actually liberalized during the crisis, protectionism does not satisfactorily explain any declines in trade during the Great Recession. I will expand this analysis to the more recent economic downturn and determine what factors would have behaved differently in 2008 compared to 2020. Furthermore, many of these papers do not discuss the difference between trade in goods and services, and often simply assume that services are non-traded. I add to the trade literature by building a model that explicitly incorporates

services and making a comparison between the drivers of goods trade and the drivers of services trade.

My research also contributes to a more recent body of research on how the pandemic disrupted supply chains. Jiang, Rigobon and Rigobon (2021) use a stylized model of a supply chain to find that in the presence of substantial supply uncertainty, multinational firms choose to orient their supply chains in a manner that is not optimal for each individual producer but minimizes the possibility of supply disruptions. Data-driven papers on supply chain disruptions include Bonadio, Huo, Levchenko, and Pandalai-Nayar (2021), which looks at supply chains among sixty-four countries, and Meier and Pinto (2020), which shows that sectors that were more exposed to Chinese intermediate goods imports suffered larger contractions in production and trade during the pandemic. Other papers, such as Cavallo and Kryvtsov (2021), Santacreu and LaBelle (2021), and Ha, Kose and Ohnsorge (2021) focus more on how supply chain disruptions contributed to inflation. My paper does not directly discuss supply chains or inflation, but by using a roundabout production structure to explain why trade fell in certain sectors more than others, we gain a better understanding of *why* supply chains broke down and derive policy implications from that understanding.

An extensive body of structural literature before the pandemic also focused on global value chains. My model framework borrows heavily from Alessandria, Kaboski, and Midrigan (2012), a paper that uses inventories to explain trade wedges between standard models and the data. Zhou (2021), Carreras-Valle (2022), and Lee and Yi (2018) also analyze global value chains in the context of external situations such as trade wars or storage uncertainty.

The rest of the paper proceeds as follows. Section 2 introduces stylized facts behind goods and services trade in the 2008 and 2020 recessions, as well descriptive evidence of what factors might have driven them. Section 3 introduces the model. Section 4 explains how I calibrated and estimated the model, while Section 5 displays results. Section 6 concludes.

## 2 Descriptive Statistics

Figure 1a) shows that while both goods trade and services trade declined substantially in 2020, goods trade fell to 80–85% of its pre-pandemic value while services trade fell to 75% of its pre-pandemic value. Furthermore, goods trade has since recovered to its pre-pandemic level, while services trade has not. However, this post-pandemic pattern in trade does not match a similar pattern in production; Figure 1b) shows that the patterns for trade do not hold for gross output. In fact, gross output in the U.S. displayed a slightly *lower* proportional decline for services than for goods, with services only decreasing by less than ten percent between Q1 2020 and Q2 2020 and goods decreasing by about thirteen percent. These observations suggest that there must exist some factor unique to trade that does not apply to the economy as a whole.

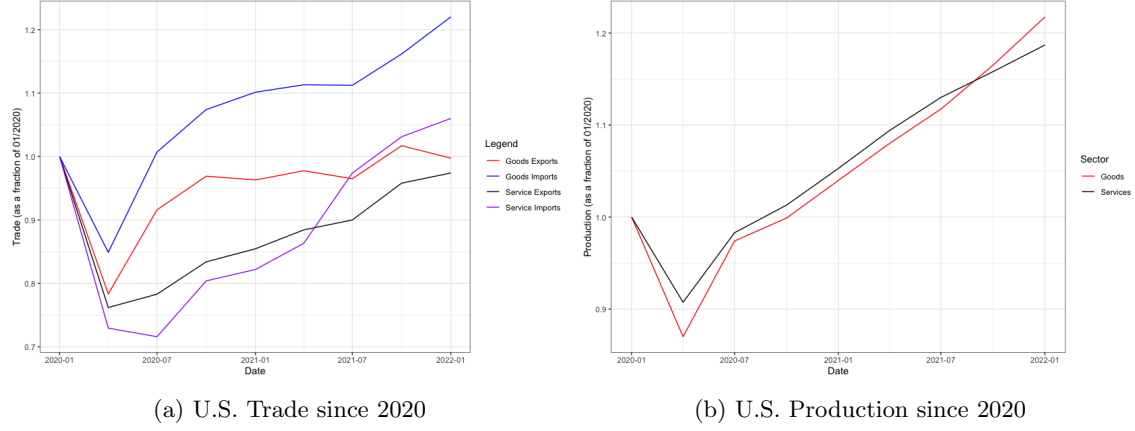


Figure 1: Pandemic-Era Production and Trade

As shown in Figure 2, goods and services also display quite different trade patterns in the two major

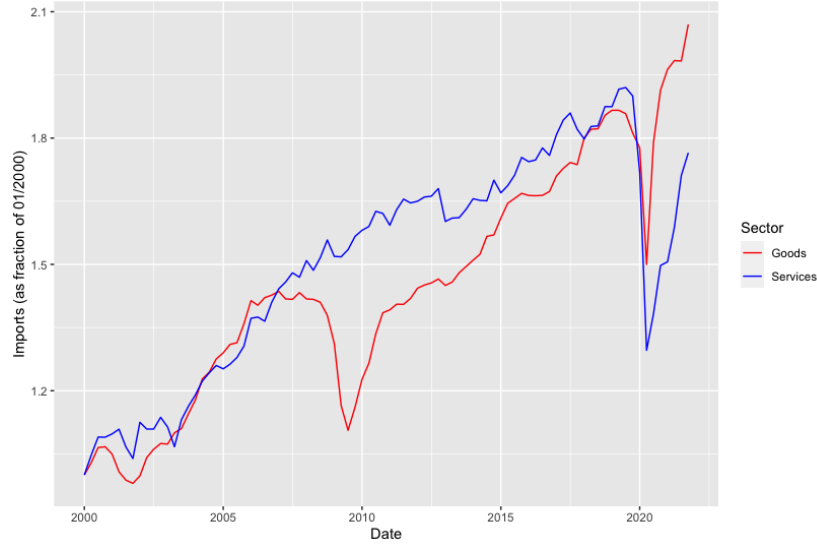


Figure 2: U.S. Imports since 2000

financial crises that have occurred in the past twenty years. While service imports were virtually unaffected by the 2008 financial crisis, goods imports dropped from around 140% of their 2000 levels to 110%. This statistic provides a clear contrast with goods and services trade in the past couple of years.

I consider four major explanations for why trade behaved in this manner:

1. The pandemic introduced new frictions to trade that affected services more adversely than goods. These frictions were not present during the financial crisis.
2. Consumers' tastes shifted from goods to services during the financial crisis, and from services to goods during the pandemic.
3. Either the financial crisis or the pandemic altered the productivity of investing in durable goods, a heavily traded sector.
4. The disutility of labor rose for employees in service sectors during the pandemic, and for employees in goods sectors during the financial crisis.

Throughout the remainder of this section, I will introduce some descriptive evidence supporting each of my posited explanations.

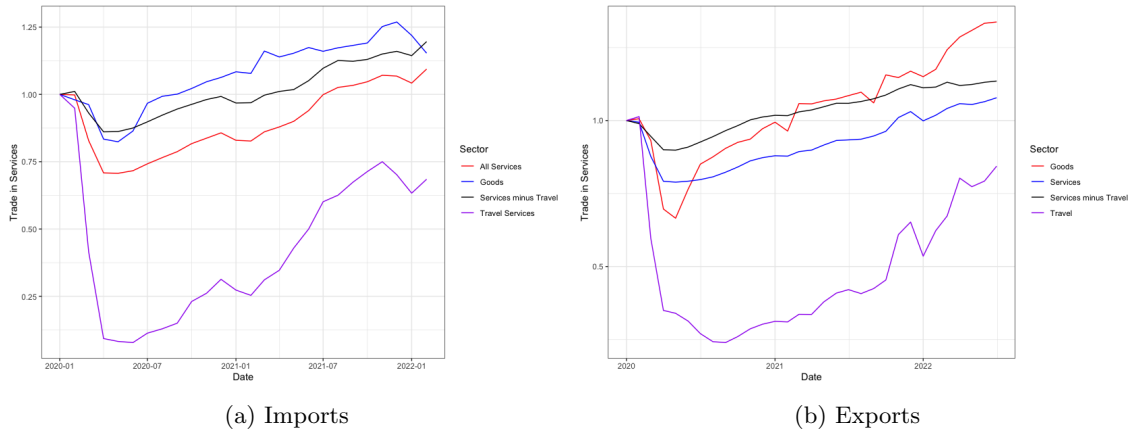


Figure 3: Services by Industry

The perhaps most obvious explanation for recent trade patterns is that border closures and lockdowns increased trade frictions, rendering several types of service trade virtually impossible. At the start of the pandemic, most countries, including the United States, closed their borders and shut down normal business operations. These measures would affect both goods and services trade, but goods trade could continue, albeit with substantial frictions, while some types of services trade such as tourism or transportation services would disappear almost entirely. We observe this phenomenon in Figure 3; while aggregate services declined by eighteen percent between January 2020 and April 2020, travel services fell by almost a hundred percent. Meanwhile, services without travel services declined by less than goods did. However, while the initial (likely pandemic-induced) drop was more severe for goods than services without travel, service imports and exports

have still had a slower recovery than goods imports and exports. Furthermore, travel services have still not recovered to their pre-pandemic levels even after countries re-opened, suggesting that some other force is at work than people simply not being able to conduct services trade. Did trade in travel services plummet because agents *couldn't* conduct trade in services, or did trade in services fall because they, for multiple potential reasons, chose not to?

One final observation is that no external shock of this nature occurred during the financial crisis, so closures and lockdowns cannot provide a full account of the contrast in trade patterns between the 2008 and 2020 recessions.

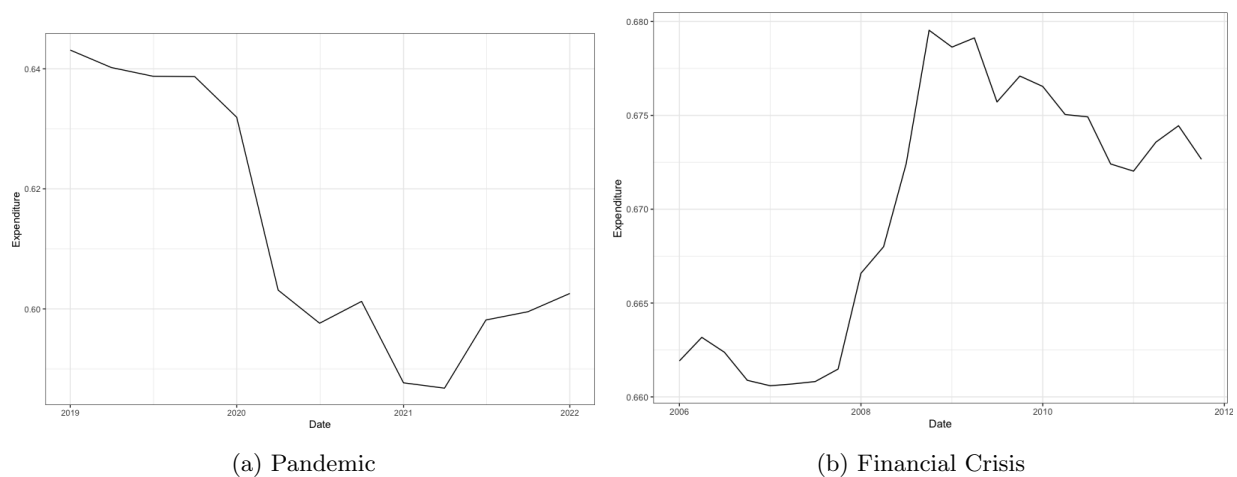


Figure 4: Services as Fraction of Total Expenditure

Figure 4 supports an “expenditure” explanation for patterns in trade. Bems et al. (2013) and Eaton et al. (2016) document that during the 2008 recession consumer demand for durable goods fell, and this fall in demand drove the fall in goods trade. Figure 4b) corroborates this story by showing that consumer expenditure on services as a fraction of total consumer expenditure rose by around two percentage points during the financial crisis before tapering off, and Figure 4a) shows that the fraction of expenditure spent on services *fell* by about five percentage points between the first quarter of 2019 and the first quarter of 2021. Because the consumption of in-person services presented an especially high risk of contracting the coronavirus, agents might have shifted their preferences from services to goods after the shock of the pandemic hit, and they might have been particularly unwilling to consume foreign services. Consumer expenditure on services therefore mimics the behavior of trade in services during both recessions. However, Figure 4 only shows a correlation between consumer preferences and imports, not a causation, and alternative explanations are plausible. Perhaps consumers spent less of their income on services because a fall in trade restricted the amount of services they could consume, and this fall in trade occurred for some other reason such as border

closures.

Another important consideration comes from the nature of consumer spending on durable goods, which are notable because consumer spending on them constitutes an investment rather than a static transaction. Did the documented decline in durable goods spending during the financial crisis occur because consumers' preferences for durable goods fell, or because investing in durable goods became less productive? To address this issue, I include in my model a parameter representing preferences for durable goods and another parameter representing the productivity of investment in durable goods. The second consumer choice explanation

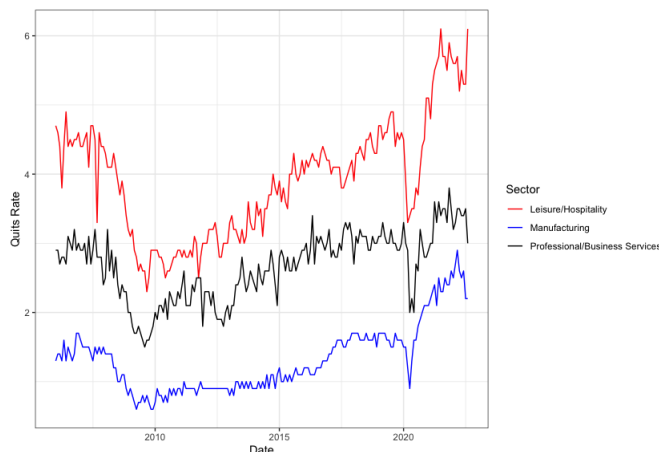


Figure 5: Quits Rate in Selected Industries

for a fall in services trade is complementary to the first, and concerns agents' disutility of labor. Figure 5 shows the quits rate for selected industries, where the quits rate is the number of quits per month as a percentage of total employment. The quits rate, while higher in general for service industries than for manufacturing, fell more steeply for service industries during the Great Recession, and the quits rate in service industries that rely on face-to-face contact has skyrocketed since the pandemic. If Americans in trade-exposed service industries left the labor force at high rates, this "Great Resignation" could negatively affect U.S. service exports, and by a similar logic a high quits rates among foreign service workers would negatively affect U.S. imports. Just like consumer preferences, this relationship suffers from strong endogeneity concerns. If trade in services falls during the pandemic for some other reason, employment in trade-exposed sectors would decline. Moreover, other factors such as consumer expenditure or border closures could lead to both a higher quits rate among service workers and a decline in services trade.

The stylized facts presented in this section indicate multiple possible explanations for why services trade declined more in 2020 and goods trade declined more than goods trade during the pandemic and goods trade declined more than services trade during the financial crisis. It is not clear which explanation dominates the others, and determining causality can be difficult. A structural model can therefore provide some invaluable



clarity in disentangling the precise contribution that each effect has on recessionary trade patterns, and I turn next to the enumeration of such a model.

### 3 Model

The model is dynamic and consists of a representative consumer in two countries, corresponding to the United States and the rest of the world.<sup>1</sup> There are four sectors: durable goods, nondurable goods, in-person services, and remote services; remote services encompass activities like financial services or information technology that can be produced remotely, while in-person services are services like hospitality or tourism that cannot. The representative consumer allocates their time in each of these sectors between labor and leisure. Producers put together goods and services using a roundabout production method where one of the inputs is a composite intermediate good made with final output from all four sectors.

#### 3.1 Production

A continuum of producers in country  $i$ , sector  $s$  at time  $t$  will use labor and a composite intermediate to produce output with the following Cobb–Douglas formulation

$$X_{ist} = (m_{ist})^{\sigma_{is}} (l_{ist})^{1-\sigma_{is}}$$

where our Cobb–Douglas parameter varies across countries and across time.  $m_{ist}$  is a composite intermediate produced with final production from all four sectors, reflecting the fact that services are often needed to produce goods and vice versa. As a function of inputs from all four sectors,  $m_{ist}$  is given by

$$m_{ist} = \prod_{n=1}^4 \left( \frac{m_{inst}}{\mu_{int}} \right)^{\mu_{int}}$$

The market is perfectly competitive, so producers have the profit function

$$\pi_{ist} = p_{ist}X_{ist} - \sum_{n=1}^4 p_{int}m_{inst} - w_{ist}l_{ist}$$

taking prices as given.

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<sup>1</sup>The “rest of the world” here refers to the U.S.’s top twenty trade partners. I exclude Vietnam and Malaysia, for which I could not find data, and include Indonesia.

### 3.2 Aggregation

Consumers in each country take in both imported goods and home-produced goods in every sector. They aggregate the goods to form a composite that will either be consumed or recycled as an intermediate. The below function gives US aggregation, and aggregation in the ROW would be defined similarly.

$$y_{Hst} = \omega_{Hs} \left( \Omega_{Hs} y_{HHst}^{\frac{\gamma-1}{\gamma}} + \tau_{st}^{\frac{1-\gamma}{\gamma}} y_{FHst}^{\frac{\gamma-1}{\gamma}} \right)^{\frac{\gamma}{\gamma-1}} \quad (1)$$

This aggregation entails using a CES technology to combine home goods, denoted by  $H$ , and foreign goods, denoted by  $F$ .  $y_{HHst}$  would therefore be goods produced in the US and consumed in the US, and  $y_{FHst}$  would be goods produced abroad and sent to the US for ultimate consumption. This CES technology is governed by elasticity parameter  $\gamma$  and iceberg transportation costs  $\tau_{st}$ , the latter of which I will calibrate so that  $y_{HHst}$  and  $y_{FHst}$  match production and export values in the data.  $\omega_{is}$  and  $\Omega_{is}$  are utility weights, calibrated so that prices in some base period are one. The aggregated  $y_{ist}$  is either consumed/invested or recycled as an intermediate input in one of the four sectors.

### 3.3 Consumption

The representative consumer in country  $i$  chooses consumption and labor/leisure to maximize

$$U_{ist} = \sum_{t=0}^{\infty} \beta^t \left[ \left( c_{it}^{\frac{\theta-1}{\theta}} + \sum_{s=1}^4 (H_{ist} - \phi_{ist} h_{ist})^{\frac{\theta-1}{\theta}} \right) \right] \quad \forall t$$

$$c_{it} = \prod_{s=1}^4 \left( \frac{c_{ist}}{\eta_{ist}} \right)^{\eta_{ist}}, \quad \sum_{i=1}^4 \eta_{ist} = 1$$

The consumer has a certain stock  $H_{is}$  of time available for each sector, and they must decide to allocate that time to either leisure or to working.  $\phi_{ist}$  determines the consumer's disutility of labor in sector  $s$ . Sector 1 here is durable goods, which accumulate over time. Durable goods build up according to the accumulation equation

$$c_{1,i,t+1} = \chi_{it} x_{it}^{\alpha} c_{i1t}^{1-\alpha} + (1-\delta)c_{i1t} - \frac{\psi_{it}}{2}(x_{it} - \bar{x}_{it})^2 \quad (2)$$

In other words, the durable goods allocation next period is equal to undepreciated durable goods from this period in addition to a Cobb Douglas function of investment ( $x_{it}$ ) and the durable goods allocation this period.  $\chi_{it}$  governs the efficiency of investment,  $\alpha$  governs adjustment costs, and  $\delta$  is the depreciation rate. The consumer also faces investment adjustment costs governed by  $\psi_{it}$ , where  $\bar{x}_{it}$  is the steady-state value of

investment. Consumers have perfect foresight when making their investment decisions.

The consumer's budget constraint will be

$$p_{i1t}x_{it} + \sum_{s=2}^4 p_{ist}c_{ist} \leq \sum_{s=1}^4 w_{ist}h_{ist} + E_{it} \quad (3)$$

where  $E_{it}$  is a lump-sum payment from the representative consumer of one country to another equivalent to the value of the trade deficit.

### 3.4 Equilibrium

A competitive equilibrium in this economy consists of the following:

- Consumers maximize utility subject to their budget constraint.
- Firms maximize profit.
- Final good markets clear:

$$y_{i1t} = \sum_{n=1}^4 m_{in1t} + x_{it} \quad (4)$$

$$y_{ist} = \sum_{n=1}^4 m_{inst} + c_{ist} \quad \forall s \in \{2, 3, 4\} \quad (5)$$

Equation (4) states that durable goods aggregates in country  $i$  will either be invested or recycled as intermediate goods to be used in production. (5) states that aggregates in all other sectors will be either consumed or recycled as intermediate goods.

- Input market clears:

$$X_{ist} = y_{iHst} + y_{iFst} \quad \forall i \quad \forall s \quad \forall t \quad (6)$$

(6) states that production in country  $i$  is either consumed in country  $i$  or sent abroad as an export.

- Labor market clears:

$$l_{ist} = h_{ist} \quad \forall i \quad \forall s \quad \forall t$$

### 3.5 Equilibrium Conditions

Here, I will lay out all the equilibrium conditions that will be used in calibration and estimation. The conditions are broken down by the part of the model to which they belong.

#### 3.5.1 Firms

Firms maximize profit over the composite intermediate good and labor, so with the Cobb–Douglas production function we get two first–order conditions and a price index.

$$P_{int} = p_{ist} \sigma_{is} m_{ist}^{\sigma_{is}-1} l_{ist}^{1-\sigma_{is}} \frac{\mu_{in} m_{ist}}{m_{inst}} \quad (7)$$

$$w_{ist} = (1 - \sigma_{is}) p_{ist} m_{ist}^{\sigma_{is}} l_{ist}^{-\sigma_{is}} \quad (8)$$

$$P_{int} m_{inst} = \mu_{in} m_{ist} P_{ist}^f \quad (9)$$

where  $P_{ist}^f$  is the composite price index paid by the firm in sector  $s$  for intermediate goods.

#### 3.5.2 Aggregation by Origin

Consumers use a CES function to combine home and foreign goods. We can set this up as a cost minimization problem as in Alessandria et al. (2012):

$$\begin{aligned} \min_{y_{Hist}, y_{Fist}} \quad & p_{Hist} y_{Hist} + p_{Fist} y_{Fist} \\ \text{s.t.} \quad & y_{ist} = \omega_{is} \left( \Omega_{is}^{\frac{\gamma-1}{\gamma}} y_{Hist}^{\frac{\gamma-1}{\gamma}} + \tau_{st}^{\frac{1-\gamma}{\gamma}} y_{Fist}^{\frac{\gamma-1}{\gamma}} \right)^{\frac{\gamma}{\gamma-1}} \geq \bar{Y} \\ & y_{Hist}, y_{Fist} \geq 0 \end{aligned}$$

where  $\bar{Y}$  is some arbitrary minimal level of production. The first–order conditions from this problem give us

$$y_{Hist} = \left( \frac{p_{Fist}}{\Omega_{is} p_{Hist}} \right)^{\gamma} \tau^{\gamma-1} y_{Fist} \quad (10)$$

as well as a price index

$$P_{ist} = \frac{1}{\omega_{is}} \left( \Omega_{is}^{\gamma} P_{Hist}^{1-\gamma} + (\tau_{st} P_{Fist})^{1-\gamma} \right)^{\frac{1}{1-\gamma}} \quad (11)$$

### 3.5.3 Consumers

At the level of aggregate consumption, the representative consumer has the FOC

$$\phi_{ist}(H_{st}(1 - \mu_{ist}) - l_{ist})^{\frac{-1}{\theta}} = \frac{c_{it}^{\frac{-1}{\theta}}}{P_{it}w_{ist}} \quad \forall s \quad (12)$$

This equation relates consumption to labor and leisure. Going down to the sector level, first-order conditions are

$$\frac{\eta_{ijt}}{c_{ijt}} = \frac{\eta_{ijt}}{c_{ij't}}, \quad j \in \{2, 3, 4\} \quad (13)$$

$$\frac{y_{it}\eta_{i2t}}{\beta c_{i2t}} \frac{P_{i1t}}{\chi_{it}\alpha\left(\frac{x_{it}}{c_{i1t}}\right)^{\alpha-1} - \psi_{it}} = \left[(1 - \delta) + (1 - \alpha)\chi_{it+1}\left(\frac{x_{it+1}}{c_{i1t+1}}\right)^{\alpha}\right] \frac{P_{i1t+1}}{\chi_{it+1}\left(\frac{x_{it+1}}{c_{i1t+1}}\right)^{\alpha-1} - \psi_{it+1}} \frac{c_{it+1}\eta_{i2t+1}}{c_{i2t+1}} + \frac{y_{it+1}\eta_{i1t+1}}{c_{i1t+1}} \quad (14)$$

Finally, we have market clearing conditions for production and final goods as well as the budget constraint. This completes our characterization of the equilibrium.

## 4 Calibration and Solving the Model

This section proceeds in three steps. First, I describe the data that I used to calibrate the model. The solution method then follows in two steps; I first find parameter values so that my data satisfies the equilibrium conditions detailed in section 3.5, and then I solve the model given those parameters to reverse-engineer the data. I can then consider various counterfactual equilibria to determine how factors in the model affected American trade.

**Note: I have not yet solved a version of the model with intertemporal equations. The solutions presented here assume that durable goods cannot be stored across periods, just like all other goods.**

### 4.1 Data

Each time period corresponds to one quarter, and the two countries in the model correspond to the United States of America and the rest of the world (ROW). The ROW is an aggregation of around 20-30 countries in the U.S.'s top thirty trading partners, comprising about eighty percent of U.S. trade. I observe data on the value of U.S. imports and exports (ROW imports and exports are defined in reverse), the value of U.S. and ROW gross output, the value of U.S. and ROW durable goods investment, U.S. and ROW aggregate price

levels, and U.S. price levels in durable goods, nondurable goods, and services. All U.S. data comes from the Federal Reserve Economic Database, while sources for non-U.S. data are the OECD and Bloomberg <sup>2</sup>.

Each allocation in the data corresponds to the *value* of that allocation in the model. For example, the data value for U.S. imports in durable goods would be equal to  $p_{F1t}y_{FH1t}$  in the model. I obtain values of  $y_{HHst}p_{Hst}$  and  $y_{FFst}p_{Fst}$ —goods intended for domestic consumption—by subtracting the value of exports from the value of gross output for both regions. U.S. price indices, meanwhile, come from the sector-level consumer price index with Q1 2014 taken as the base period. To compute a price index for the ROW, I calculated the average of CPIs for all foreign countries in my sample during the relevant quarter, weighted by the amount of trade each country does with the United States.

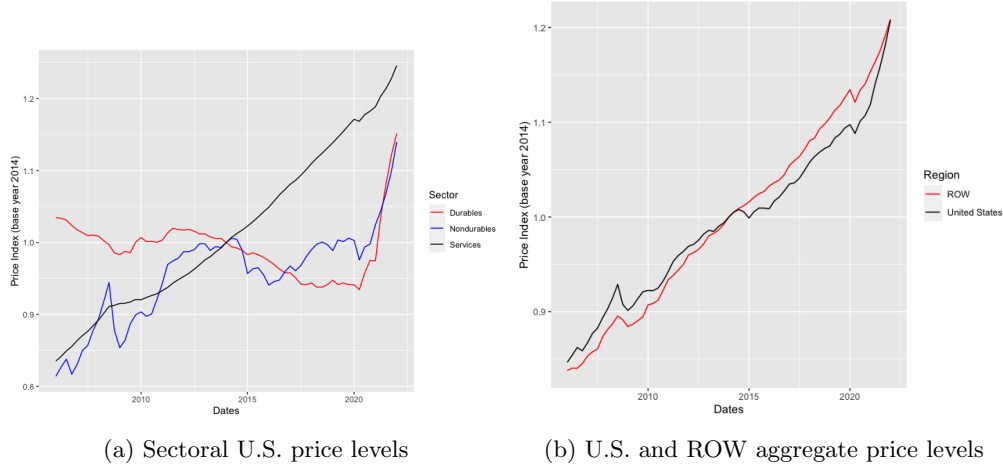


Figure 6: Price data

Figure 6 shows the U.S. price indices for durable goods, nondurable goods, and services over time. Durable goods show a steady decline in prices over the past sixteen years, while service prices show an even faster increase, reflecting increased expenditure demand for services and decreased demand for durables. Prices in all three sectors have all shot up in recent months due to inflationary pressures.

## 4.2 External Calibration

This section describes the parameters to which I assigned values, rather than computing values based on data and equilibrium conditions. Table 1 displays a complete accounting of these values.

The values for  $\alpha$ ,  $\beta$ , and  $\delta$  all come from Eaton et al. (2016). I assigned values for  $\sigma$  using the World Input–Output Tables from 2014 and the Cobb–Douglas production function from the model.

<sup>2</sup>See appendix for details on the construction of foreign output time series.

| Parameters    | Interpretation                       | Value            |
|---------------|--------------------------------------|------------------|
| $\theta$      | Consumption–leisure elasticity       | .5               |
| $\beta$       | Discount factor                      | .987             |
| $\alpha$      | Investment Cobb–Douglas              | .5               |
| $\delta$      | depreciation rate                    | .026             |
| $\sigma_{is}$ | Production<br>Cobb–Douglas parameter | Varies by sector |

Table 1: Externally Calibrated Parameters

### 4.3 Internal Calibration

Here I describe my calibration of the other parameters. This calibration uses data and the equilibrium conditions from the model.

#### 4.3.1 Utility Parameters

From (13), we know that without intertemporality each utility weight will be equal to the expenditure share for that sector. For the United States, I obtain personal consumption expenditure data from the Bureau of Economic Analysis. For the rest of the world, I compute time series of domestic production plus imports minus exports, the value of the total amount in each sector that agents will divide between consumption and intermediate goods. I then assume that consumption is a constant fraction of that value.

|                    | Great Recession |      | Pandemic |      |
|--------------------|-----------------|------|----------|------|
| Sector             | US              | ROW  | US       | ROW  |
| Durables           | .101            | .166 | .156     | .139 |
| Nondurables        | .243            | .190 | .250     | .228 |
| In–person services | .329            | .318 | .286     | .295 |
| Remote services    | .327            | .326 | .305     | .338 |

Table 2: Consumer Preference Parameters without Intertemporal Accumulation

Across both major time periods, consumers spent a majority of their expenditure on service industries as opposed to goods. However, services consumption shares declined during the pandemic when compared to the financial crisis, indicating a reluctance on consumers’ part to consume goods that might cause them to contract illness. This decline was more pronounced for in–person services than for remote services.

#### 4.3.2 Prices

We have data on US prices for durable goods, nondurable goods, and services; by normalizing the price index for in–person services to one, we can back out the index for remote services. We also have data on US production (equal to gross output minus exports), US exports, US imports, and foreign production. The

equations for nominal imports and exports are given below:

$$USDomestic_{st} = \omega_{US,s} \Omega_{US,s}^\gamma \left( \frac{P_{US,s,t}}{p_{US,s,t}} \right)^{\gamma-1} Y_{US,s,t} \quad (15)$$

$$USImports_{st} = \omega_{US,s} \left( \frac{P_{US,s,t}}{p_{ROW,s,t} \tau_{st}} \right)^{\gamma-1} Y_{US,s,t} \quad (16)$$

$$USExports_{st} = \omega_{ROW,s} \left( \frac{P_{ROW,s,t}}{p_{US,s,t} \tau_{st}} \right)^{\gamma-1} Y_{ROW,s,t} \quad (17)$$

$$ROWDomestic_{st} = \omega_{ROW,s} \Omega_{ROW,s}^\gamma \left( \frac{P_{ROW,s,t}}{p_{ROW,s,t}} \right)^{\gamma-1} Y_{ROW,s,t} \quad (18)$$

I calibrate  $\omega_{is}$ ,  $\Omega_{is}$ , and  $\gamma$  so that all prices in the first quarter of 2014 are 1. First, (14) and (17) give us

$$\omega_{is} = \frac{Y_{is,01/14}}{Y_{is,01/14} \Omega_{is}^\gamma} \quad (19)$$

and (14) and (15) give us

$$\tau_{s,01/14}^{1-\gamma} = \frac{USImports_{s,01/14}}{USDomestic_{s,01/14}} \Omega_{is}^\gamma \quad (20)$$

Going to (10), we substitute out for  $\tau$  and  $\omega_{US,s}$  while replacing all prices with 1. This enables us to solve for  $\Omega_{US,s}$ , and we find that

$$\begin{aligned} \Omega_{US,s} &= \left( \frac{USDomestic_{s,01/14}}{Y_{US,s,01/14}} \right)^{\frac{1}{\gamma}} \\ \Rightarrow \Omega_{ROW,s} &= \left( \frac{ROWDomestic_{s,01/14}}{USExports_{s,01/14}} \frac{USImports_{s,01/14}}{Y_{US,s,01/14}} \right)^{\frac{1}{\gamma}} \end{aligned}$$

where the second line comes from (16), (17), and (19). Using (18), we find  $\omega_{US,s}$  and  $\omega_{ROW,s}$ . Finally, we substitute  $\tau$  and  $\omega_{ROW,s}$  to figure out what  $\gamma$  has to be. To satisfy (10) for the ROW with unit prices, it must be that  $\gamma = 2$ . This calculation places our value for  $\gamma$  reasonably close to the value of  $\gamma = 1.5$  assumed by Alessandria et al. (2012).

Now let's circle back and use (14)–(17) to find trade costs in every period. Putting the four equations together leads to

$$\tau_{s,t} = \left( \frac{USImports_{st} \Omega_{US,s}^\gamma}{USDomestic_{st} \Omega_{ROW,s}} \frac{USExports_{st}}{USDomestic_{st}} \right)^{\frac{1}{2(1-\gamma)}} \quad (21)$$

Table 4 displays trade cost values for the four sectors during the Great Recession (Q4 2007–Q4 2009) and since the pandemic (Q1 2020–present). Service sectors have substantially higher trade cost values than goods sectors, reflecting the relative newness of services trade and the enhanced difficulty of trading intangible



products. Comparing the two recessions, durable goods trade costs fell slightly, while trade costs for in-person services nearly doubled. Trade costs for remote services were higher than trade costs for in-person services fifteen years ago, but the relationship has since reversed.

| $\tau_{st}$        | Great Recession | Pandemic |
|--------------------|-----------------|----------|
| Durables           | 3.03            | 2.33     |
| Nondurables        | 2.93            | 3.21     |
| In-person services | 129             | 222      |
| Remote Services    | 188             | 175      |

Table 3: Iceberg Transportation Costs

(14)–(17) will also get us price indices. Note that all price indices are normalized to 1 in the first quarter of 2014.

Figure 8 compares calibrated prices in the U.S. to calibrated prices in the ROW. The price index for durable

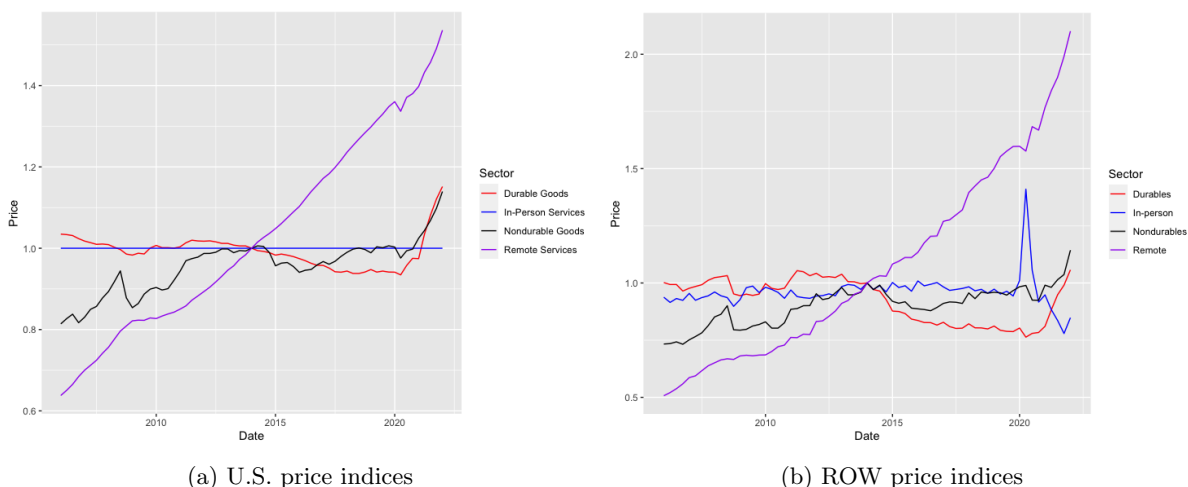


Figure 7: Prices

goods has been on a downward trend across time. The price index for remote services has been rising more or less linearly over time, reflecting increased demand, while the index for in-person services at the start of the pandemic rose sharply for the ROW<sup>3</sup> at the start of the pandemic, when such services became much harder to obtain. All sectors except in-person services have become more expensive in recent quarters, reflecting high inflation.

<sup>3</sup>Remember the price index for in-person American services has been normalized to 1.

### 4.3.3 Wages, Labor, Consumption

The remaining parameters in need of calibration are productivities  $\mu_{int}$  and disutility of labor  $\phi_{ist}$ .

From manipulating (7), (8) and (9) we have that

$$w_{ist}l_{ist} = (1 - \sigma_{is})p_{ist}X_{ist} \quad (22)$$

$$P_{int}m_{inst} = p_{ist}\sigma_{is}y_{ist}\mu_{in} \quad (23)$$

Replacing the RHS of the budget constraint with (22) and recalling that consumption spending on each good is a constant fraction of total consumption spending, we find that

$$c_{ist} = \eta_{ist} \frac{\sum_{s=1}^4 w_{ist}l_{ist} + E_{it}}{P_{ist}}$$

Furthermore, we have data on production, imports, and exports for both regions and so we can find  $y_{ist}$  using the market clearing condition (4). Using (22) and (5), we get

$$\sum_{s=1}^4 \frac{p_{ist}\sigma_{is}X_{ist}\mu_{in}}{P_{int}} = y_{ist} + c_{ist}$$

which generates values for  $\mu_{in}$ .

I need to use consumer optimality conditions for intermediate and final goods to solve for values of  $\phi$ . First, let's find wages and labor individually. Using (7)–(9) we have formulas for the wage:

$$w_{it} = (1 - \sigma)p_{ist}^{\frac{1}{1-\sigma}} \left( \frac{P_{ist}^f}{\sigma} \right)^{\frac{\sigma}{\sigma-1}} \quad (24)$$

$$P_{ist}^f = \left( \frac{P_{int}m_{innt}}{\mu_{in}} \right)^{1-\sum_{s=1}^4 \mu_{is}} \sum_{s=1}^4 \mu_{is} \prod_{s=1}^4 P_{ist}^{\mu_{is}} \quad (25)$$

where  $P_{ist}^f$  is the aggregated index for intermediate goods used by the firm.<sup>4</sup> (22) then tells us what labor allocations are. Finally, rewriting (12) gives us

$$\phi_{ist} = \left( \frac{H_{ist}(1 - \mu_{ist}) - l_{ist}}{c_{it}} \right)^{\frac{1}{\theta}} \frac{w_{ist}}{P_{it}}$$

which is an expression in terms of known values and  $\phi_{ist}$ .

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<sup>4</sup>This expression becomes simpler if  $\sum_{s=1}^4 \mu_{is} = 1$ . However, that is not a guarantee.

#### 4.4 Solving the Model

In the previous section, I discussed how to use equilibrium conditions to infer parameter values from data. Here, given the parameter values, I solve the model and reverse-engineer data values. Then I perform counterfactual exercises by holding certain parameters constant and observing any resultant changes in the equilibrium outcomes.

The bulk of the program consists of a function to find prices. I use a Newton's method equation solver to find the roots of a function that takes eight origin-level prices as inputs. The knowledge of those prices enables us to get, among other equilibrium allocations, real US imports and exports. I start with the function argument and use the price index formula (10) to get sector-level prices and wages.  $\omega_{is}$ ,  $\Omega_{is}$  and  $\tau_{st}$ , the parameters that appear in (10), were all calibrated in section 4.2.

The price function nests another function that takes as its argument real consumption in nondurable goods and, given the durable goods aggregation I have already solved for, identifies the value of nondurable goods aggregation that fulfills the budget constraint. I start by backing out  $y_{i3t}$  and  $y_{i4t}$  using the calibrated  $\eta$  parameters and the first-order conditions (11), solving from labor from (12), and then using (22) to find total production  $X_{ist}$  in each sector and country.

Next, I need to get allocations for both imports and exports. These are necessary to find  $E_{it}$ , which goes on the right-hand side of the budget constraint. Using (10) together with the market clearing condition (3), we have a system of equations

$$\begin{aligned} X_{Hst} &= \left( \frac{p_{Fst}}{\Omega_{Hs} p_{Hst}} \right)^\gamma \tau^{\gamma-1} y_{FHst} + y_{HFst} \\ X_{Fst} &= y_{FHst} + \left( \frac{p_{Hst}}{\Omega_{Fs} p_{Fst}} \right)^\gamma \tau^{\gamma-1} y_{HFst} \end{aligned}$$

This system of equations allows us to get  $y_{FHst}$  and  $y_{HFst}$ , or US imports and exports respectively. We now have everything that goes into the budget constraint (as a function of  $c_{H2t}$  and  $c_{F2t}$ ), so we can solve for those consumption allocations. The final step involves using market clearing conditions for final goods. I get  $y_{ist}$  using the price function arguments and values of imports and exports that come out of the nested function. Consumption comes out of the nested function as well, so only  $m_{inst}$  remains. I find  $m_{ist}$  with the production function  $X_{ist} = m_{ist}^\sigma l_{ist}^{1-\sigma}$  and then use (9) to get  $m_{inst}$ . This yields eight equations as a function of eight unknown prices.

## 5 Results

### 5.1 Goods and Services

| Effect allowed to vary | Financial Crisis<br>(Q4 2008–Q2 2009) |              | Pandemic<br>(Q4 2019–Q2 2020) |              |
|------------------------|---------------------------------------|--------------|-------------------------------|--------------|
|                        | Goods                                 | Services     | Goods                         | Services     |
| <b>Everything</b>      | <b>-10.9</b>                          | <b>-5.79</b> | <b>-12.6</b>                  | <b>-35.1</b> |
| Trade cost             | 5.04                                  | -.688        | 2.93                          | <b>-32.4</b> |
| Disutility of labor    | -1.83                                 | <b>-5.99</b> | <b>-5.00</b>                  | 1.28         |
| Consumer preferences   | <b>-6.70</b>                          | -.272        | -1.18                         | -3.12        |

Table 4: Correlations between Counterfactual Goods Trade and Baseline Values

Table 4 shows the results of counterfactual experiments where each parameter in turn is the only parameter allowed to change. I compare the percent change in trade over indicated time periods between the “benchmark” model, with all parameters allowed to vary, and six other cases where I only allow one parameter to vary. Trade is simply the sum of real imports and real exports.

Trade frictions, represented by  $\tau$ , play by far the largest part in explaining movements in services trade during the pandemic. The counterfactual where only trade frictions could vary yielded a 32.4 percent decline in services trade in the first two quarters of 2020, compared with a 35.1 percent decline in services trade in the benchmark model that has all parameters freely moving. None of the other single-parameter counterfactuals even come close. Goods trade, however, does not depend strongly on trade frictions; the model with only trade costs predicts that goods trade would go *up* during the pandemic-induced downturn. Because traded service goods such as tourism and transportation depend so heavily on face-to-face contact, a pandemic that interrupted such contact would have introduced new frictions in trade. The slightly lower goods trade correlation reflects the fact that socially distanced goods trade is slightly easier to perform, and so increased trade frictions were not as devastating to goods industries.

The disutility of labor parameters influenced goods trade more strongly than trade frictions. Causes of an increased disutility of labor in the early months of the pandemic are varied and include risk of infection as well as stimulus checks and generous increases in unemployment benefits. That being said, the disutility of labor still explains less than half of movement in goods trade in early 2020, so causes driving goods trade appear more spread out than factors driving services trade.

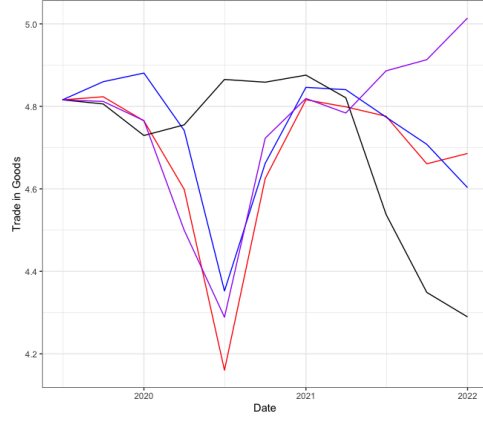
In 2008, however, consumer preferences over labor and leisure play a stronger role explaining observed trade patterns than trade frictions. Services trade can mostly be explained by the disutility of labor; if only this parameter were to vary, services trade would fall 5.79 percent between the fourth quarter of 2008 and the second quarter of 2009. Amidst harsh economic conditions, service workers decided to retire from the labor

force or work fewer hours, and this dynamic affected heavily-traded service sectors more than heavily-traded goods sectors. Goods trade, perhaps due to its larger size, cannot be explained as convincingly by a single economic factor, but the disutility of labor can still explain about half of movement in trade, while consumer preferences can explain a bit less than a third. I suggest that a powerful factor behind movements in goods trade was the documented decline in consumer tastes for durable goods, a heavily-traded sector. Eaton et al. (2016) also come to this conclusion.

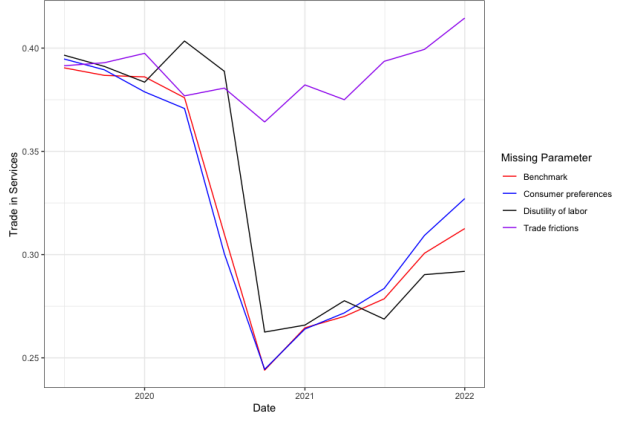
This table tells us that trade frictions overwhelmingly explain the decline in services trade observed in the early months of the pandemic, while preferences over consumption and leisure explain the decline in trade observed in the first two quarters of 2009. In addition, since services trade is smaller in magnitude and less well-established than goods trade, patterns in services trade are more likely to be driven by a single factor than movements in goods trade.

Looking at point estimates of the two downturns can only provide us with so much insight. I next take a step back and perform the opposite experiment to that depicted in Table 5. I look at a time period of several years, and I allow all parameters to vary freely except for one parameter which I hold constant. If a time series closely resembles the benchmark case, the relevant parameter does not play a large role in explaining trade results. Figure 8 displays results from these experiments.

In Figure 8b), each counterfactual time series closely resembles the benchmark case except for the counterfactual with trade costs held constant, implying that without increases in trade frictions services trade would have fallen much less and recovered more quickly. This finding corroborates the conclusion drawn by examining Table 5. Figure 8a), unlike Table 5, also suggests a decent role for trade frictions in goods trade, but this time in the absence of trade cost changes trade would have been lower. With the disutility of labor held constant, on the other hand, the 2020 contraction in goods trade would have been less severe.



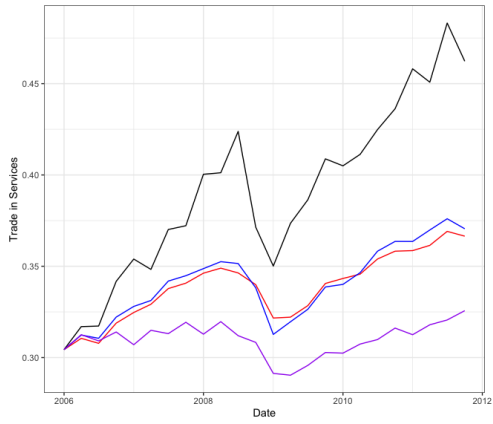
(a) Pandemic Goods Trade



(b) Pandemic Services Trade



(c) Financial Crisis Goods Trade



(d) Financial Crisis Services Trade

Figure 8: Counterfactual Trade

Let us turn our attention now to Figures 8c) and 8d), which display counterfactual time series for trade during the financial crisis. Without shifts in consumer preferences, goods trade would have been substantially higher, suggesting that consumers shifted their preferences from goods to services and this behavior explains in large part why services trade performed better than goods trade during the financial crisis. The absence of disutility of labor also altered results, with goods trade having a slower recovery and services trade failing to recover altogether.

Finally, the omission of trade costs made a difference to financial crisis-era services trade, but not goods trade. As goods trade was more well-established and subject to myriad trade deals (NAFTA, CAFTA, etc.), trade frictions in goods industries would have been less affected by economic shocks than trade frictions in service industries.



(a) Financial Crisis Durable Goods Trade



(b) Pandemic Durable Goods Trade



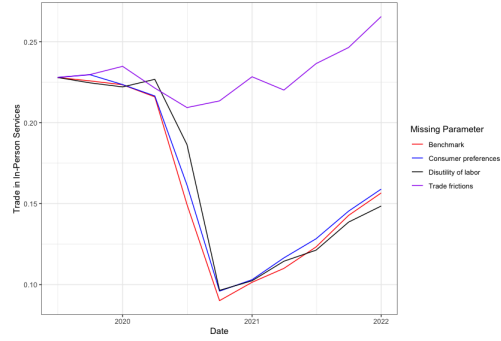
(c) Financial Crisis Nondurable Goods Trade



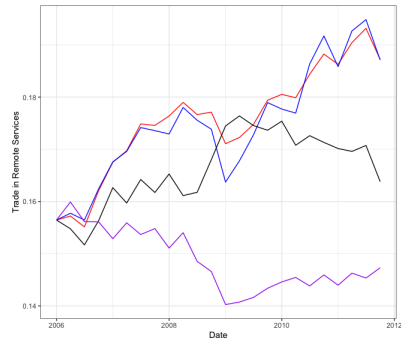
(d) Pandemic Nondurable Goods Trade



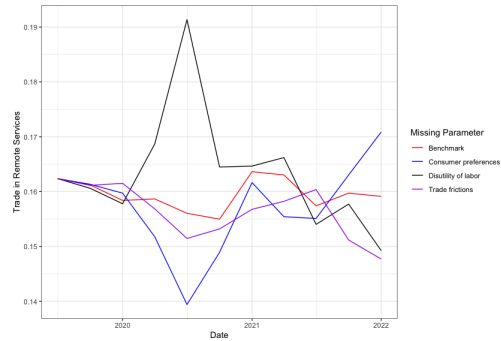
(e) Financial Crisis In-Person Services Trade



(f) Pandemic In-Person Services Trade



(g) Financial Crisis Remote Services Trade



(h) Pandemic Remote Services Trade

Figure 9: Disaggregated Counterfactual Trade

## 5.2 Disaggregated Goods and Services Trade

Next, I disaggregate goods and services sectors into their constituent components: durable goods and non-durable goods, in-person services and remote services, respectively. I perform the same exercise of holding one parameter constant at a time and observing how the resulting time series differ from our benchmark case. Figure 9 on the previous page shows results of this exercise.

Durable goods trade during the financial crisis was primarily driven by consumer preferences. Trade would have been substantially higher without changes in consumer preferences, implying that U.S. consumers turned their attention away from durable goods. During the pandemic, however, consumer preferences did not matter much, with durable goods impelled by trade frictions and the disutility of labor. Previous papers have noted an absence of heightened protectionism in the wake of the financial crisis, and the pandemic would have introduced new trade frictions that the financial crisis did not.

Nondurable goods tell a slightly different story. Trade in nondurable goods would have performed worse without evolution in consumer preferences, as consumers substituted away from durable goods to other types of goods. The disutility of labor also played an important role in aiding the recovery in nondurable goods trade and preventing the downturn from being worse. During both the pandemic and the financial crisis, without movement in trade frictions trade in non-durable goods would have been much lower.

Turning our attention to services, for in-person services during the pandemic virtually no parameter mattered but iceberg transportation costs. The observed pandemic decline in imports and exports of services such as tourism was almost entirely due to mechanical difficulties in the trading of those services. During the financial crisis, trade frictions did not play a big role with in-person services trade, but the disutility of labor did. The black line indicates that an increased disutility of labor during the downturn and subsequent decrease during the recovery help explain the V-shaped pattern in trade; without it, the V-shape goes away. I hypothesize that in-person service jobs are particularly vulnerable to the vicissitudes of the economy, and so the disinclination to work would have been especially strong during the crash (and, correspondingly, rebounded more strongly during the recovery).

Trade costs and the disutility of labor also help explain remote services trade during the financial crisis. We can attribute the slight drop and strong recovery to 1) substitution away from durable goods and 2) consumers' willingness to work. However, the counterfactual without trade costs is substantially different here as well, hinting that trade frictions in remote services were easing during the financial crisis, a phenomenon not observed for in-person services. For pandemic remote services, the most influential factor was trade frictions and consumer preferences. Preferences for remote services, which did not carry any risk at all of coronavirus infection, skyrocketed in the second and third quarters of 2020, and the desire not to work



would have increased as well due to economic conditions and generous stimulus money.

This analysis corroborates the main conclusions from Section 5.1: namely, that trade frictions were important during the pandemic and preferences over consumption and leisure played the biggest role in explaining trade during the financial crisis. However, a disaggregated look at goods and services trade reveals new insights that were not apparent before. During the financial crisis, consumer preferences for *durable* goods fell, rather than preferences for goods overall. Disutility of labor plays an important role in services trade and nondurable goods trade but not durable goods trade, where the only factors that really mattered are preferences and investment. And during the pandemic period, trade frictions were devastating for in-person services trade and slightly harmful for durable goods trade, but alleviated the extent of the downturn for nondurable goods trade.

## 6 Conclusion

In this study, I use a structural model to examine various causes behind the contrasting trade movements during the financial crisis and the pandemic. My model is dynamic and contains two countries, multiple sectors, and roundabout production. After calibrating the model to match U.S. data in imports, exports, prices and production, I perform counterfactual experiments wherein I isolate some subset of parameters in turn to see which plays the biggest role in explaining trade patterns. I find that trade frictions play the biggest part in explaining trade during the pandemic, while consumer preferences over sectors and leisure play the biggest part in explaining trade during the financial crisis.

These results imply that the primary cause behind recent developments in trade is the difficulty of conducting trade. Any policymaker wishing to revive trade in the wake of an event such as the pandemic should focus on easing trade restrictions, such as through easing border closures, rather than stimulating demand or motivating people to go back to work. Although this model does not explicitly consider inflation, its main result also implies that policymakers wishing to ameliorate inflation might wish to do so through the supply side, by considering ways to lower trade frictions. My results dovetail with some of the findings of earlier work on the financial crisis: namely, that a drop in consumer expenditure on durable goods played a big role in the fall in goods trade, and declines in investment efficiency played a smaller one. However, this study also revealed that disutility of labor played a large part in explaining trade during the financial crisis—the literature has largely not considered elastic labor.

Future research on this topic can go into more detail about the role played by elastic labor decisions in driving changes in trade. In addition, future scholarship could look at whether any of these results change in a model that incorporates inventories or delivery uncertainty. Papers such as Bems et al. (2013) have

considered inventories to play a crucial role in trade patterns by exacerbating negative effects of a trade shock, and this model does not contain a mechanism for them.

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