IMPACT OF TRADE
How Trade Brings Prosperity to America's Local Communities
America boasts the biggest, most productive, and dynamic economy in the world because we've engaged the global trading system. But most Americans don’t realize the positive impact of international trade and investment on their everyday lives. They may even have negative views based on scare tactics and misperceptions advanced by opponents of global trading and investment.

In fact, international trade and foreign investment combined exceed one-third the size of the U.S. economy. Trade in products and services and money invested here from overseas grow our economy, create jobs, and increase incomes. U.S. exports directly support an estimated 12 million good-paying U.S. jobs, and imports directly support another 10 million jobs plus boost choice, quality, and purchasing power for American consumers. Foreign companies with operations in the United States directly support another 5 million high-paying jobs and millions more indirectly.

Small and midsize businesses are the biggest beneficiaries of foreign trade and investment. In nearly all states, they account for 70% or more of the businesses engaged in global trading. With advances in Internet technology and financial and logistics services, the future for entrepreneurs in the trading arena is bright.

The following pages provide detailed official government data on the economic gains and jobs that foreign trade and investment create in each state. As the debate over America’s role in the global economy carries on, we should be confident knowing that the facts support us.

We can’t allow our economy to derail now by turning inward and shunning trade and investment opportunities. To remain competitive in the 21st century, we must expand our horizons and embrace the global economy like never before. International trade means jobs, prosperity, and revenue in local communities across America from Maine to California to Florida to Washington.
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One of the most important initiatives undertaken by the U.S. Chamber of Commerce is its nationwide grassroots program, known as TradeRoots, initiated in 1999. TradeRoots helps communities throughout the country to understand better the vast role that international trade plays in their everyday lives. In short, trade means jobs, revenue, and prosperity.

The U.S. Chamber TradeRoots initiative showcases how trade enhances the quality of life for all Americans and contributes to America’s prosperity from Oregon to New York and Arizona to Kentucky. Openness to international trade encourages productivity gains and improved competitiveness. Doing business internationally has allowed U.S. businesses, including small and medium-size enterprises, to grow in markets outside of the United States and prosper globally.

This state-by-state TradeRoots report shows the enormous benefits of the international marketplace for each state economy.

- **TRADE means jobs** for local communities throughout the United States.
- **TRADE means more business opportunities** for small and medium-size firms across America.
- **TRADE means increased manufacturing** for potential all key industrial sectors from chemicals and computers to machinery and transportation.
- **TRADE means more sales revenue** to supplement the tax base of each state to fund community assets like roads and schools.

As this report demonstrates, embracing international trade has bolstered the economic prosperity of companies from all 50 states. Nearly every state in the country exported at least a billion dollars worth of goods to markets overseas. These exports create thousands of jobs as local export-oriented businesses work to fulfill customers’ orders around the world.

### KEY TradeRoots Findings

#### Jobs

In states across the country, tens of thousands of jobs are tied to annual exports of manufactured goods. California, Texas, Ohio, Illinois, and Michigan are the nation’s leaders by the export of manufactured goods. Indeed, in California alone, **more than 700,000 jobs are supported by the $117 billion in manufactured exports from the state to the rest of the world.**

#### Small Business

TradeRoots demonstrates that in states across the nation, exports have enabled companies to stabilize and expand operations as they reduce their dependence on the existing domestic market. This phenomenon is not limited to large companies. In nearly all states, **70% or more of the businesses involved in global trade are small or medium-size.** For instance, although many large companies are found in California, 95% of the California-based companies that export overseas are small and medium-size firms. Access to international markets is crucial to the future growth of hundreds of U.S. businesses.

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1 The state employment statistics in this report are based on a conservative methodology developed through a joint statistical research project by the International Trade Administration and the Census Bureau. These statistics relate only to the export of manufactured goods. Direct exports of non-manufactured goods and services are not covered, as are any indirect effects associated with exporting non-manufactured goods and services.
Manufacturing

International trade and investment further each state’s industrial base. Globally competitive manufacturing industries are located across the country. U.S. manufacturers that produce leading-edge computers and electronic products located in such states as California, Colorado, or Texas sell their products globally. So do chemical manufacturers in Michigan and transportation equipment manufacturers in Alabama and South Carolina. These manufacturing exports account for thousands of jobs at the state level.

Global trade means more than just overseas sales. It is important to remember that the large U.S. market is one of the world’s favored investment destinations. The investments by overseas firms generate thousands of jobs and millions of dollars in wealth in each state. In the country’s largest states, nearly 550,000 Californians are employed by foreign companies and some 340,000 Texans are employed by overseas firms. In smaller states, like Alabama and Colorado, more than 70,000 workers in each state are employed by foreign firms attracted to the vibrant local business climate.

Sales Revenues

The demand for U.S. exports also generates revenues for state economies. Companies must purchase components in order to manufacture goods for export. For instance, in Ohio, these local purchases translate into $60 billion being pumped into the state economy. These sales revenues generate jobs and supplement the tax base, which in turn, fund community projects like schools and roads.

State-by-State TradeRoots Snapshots

Each snapshot displays objective U.S. government data on the economic benefits of global demand for manufactured exports at the state level. Jobs and increased economic and business development for local communities in every state are tied to global, regional, and bilateral trade initiatives.

Over the last decade, enormous new market opportunities have been created for U.S. businesses as a result of bilateral agreements with diverse countries such as Australia, Bahrain, Chile, and Morocco. Even more opportunities for American business have resulted from such regional trade agreements as the North American Free Trade Agreement and the recently approved Central American-Dominican Republic Free Trade Agreement. Further market opportunities for American companies will result from the current bilateral free trade negotiations with countries such as Korea, Thailand and Panama. In all, a strong network of TradeRoots strengthens local economies, creates jobs for American workers, and increases the competitiveness of American business.
The statistics in this report were compiled by Content First, LLC, a public policy research services firm, for the U.S. Chamber of Commerce. All the statistics in this report are from U.S. government data sources.

Most of the statistics were compiled from yearly reports produced by agencies within the U.S. Department of Commerce, including the Census Bureau, the Bureau of Economic Analysis, and the International Trade Administration (ITA). For those interested in a detailed understanding of the data contained in this report, each statistical report includes a methodology and can be found on the U.S. Department of Commerce website.

**National and State Merchandise Trade**

The 2005 merchandise trade statistics were gathered from the U.S. Department of Commerce's Office of Trade and Industry Information, International Trade Administration. The U.S. government's annual merchandise trade statistics measure the total physical movement of merchandise out of the United States to foreign countries. U.S. services export statistics are not included in this analysis. Information on U.S. exports of merchandise from the U.S. to all countries, except Canada, is compiled from copies of Shipper's Export Declarations. 1

The state-level merchandise export statistics are based on the Census Bureau's Origin of Movement (OM) state export series. The OM series allocates exports to states based on transportation origin, i.e., the state from which goods begin 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.

**Manufactured Goods Related Employment and Shipments**

The export-related employment and shipments data in this report are based on a joint statistical research project by the International Trade Administration and the Census Bureau. 2 It is important to note that the employment and shipments statistics supported by exports cited in this report relate only to the export of manufactured goods. Direct exports of non-manufactured goods (e.g., unprocessed minerals or agricultural items) and services are not covered, as are any indirect effects associated with exporting non-manufactured goods and services.

Consequently, the employment estimates are limited to manufactured exports and do not measure the full employment effect of all U.S. exports. Albeit conservative, these are the best and most objective statistics currently available from the U.S. government on exports related to employment at the state level.


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1. Most recent international trade statistics were collected from the U.S. Department of Commerce's state trade statistics website, (2005 data released in March 2006)

2. The manufactured goods related employment statistics were collected from the U.S. Census Bureau report, Exports from Manufacturing Establishments: 2002, (2002 data were revised in July 2006)
U.S. Affiliates of Foreign Companies

Foreign direct investment in the United States by foreign companies creates jobs for American workers. Data on the operations of foreign-owned companies (known as U.S. affiliates of foreign companies) in the United States were compiled from annual national and state-level statistics released by the Bureau of Economic Analysis. These statistics cover employment generated by foreign affiliates operating in the United States, among other metrics. The most recent available data on the business activities of U.S. affiliates of foreign companies are for 2004.

Small and Medium-Size Exporting Companies

The statistics on the export activities of small and medium-size enterprises in the United States were generated from the Commerce Department's Exporter Database (EDB). The EDB provides an annual snapshot of U.S. exporters—their number, characteristics, and geographic distribution. The EDB is a joint ITA-Census Bureau project and is a cornerstone of ITA's Trade Data Enhancement Initiative, the goal of which is to develop and disseminate improved statistical information on U.S. international trade and its role in the U.S. economy. The most recent available data on exports from small and medium size companies in the United States are for 2004.

The U.S. government defines small and medium-size enterprises as those firms with fewer than 500 employees.

- Small firms = fewer than 100 employees
- Medium-size firms = 100 to 499 employees
- Large firms = 500 or more employees

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3 Most recent statistics on the foreign direct investment activities of foreign firms operating in the United States were compiled from the U.S. Bureau of Economic Analysis report, U.S. Affiliates of Foreign Companies, (preliminary 2004 and revised 2003 data released in August 2006)

Alabama EXPORTS
$10.8 billion in manufactured goods to the world

Alabama has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Alabama began trading with their neighbors, Alabamians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Alabama companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Alabama.

GROWING PROSPERITY
in Alabama and around the World

TRADE Means JOBS
Global demand for $10.8 billion in Alabama-produced manufactured goods generates nearly 78,000 jobs. These jobs are supported by Alabama businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 20 private sector jobs in Alabama.
- More than 3,000 businesses in Alabama sell their products overseas, and they all employ Alabamians.
- There are 70,600 Alabamians employed by foreign companies.
- There were 6,500 jobs added by foreign companies operating in Alabama between 1999 and 2004.
- Employment by foreign companies in Alabama was responsible for 4.4% of the state’s total private industry employment in 2004.
- 1 in 4 jobs in transportation equipment manufacturing is supported by exports.
- 1 in 4 jobs in chemicals manufacturing is supported by exports.
- 1 in 6 jobs in primary metals manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 78% of the over 3,000 Alabama businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Alabama businesses added nearly $14 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- More than $5 billion in transportation equipment sales are supported by exports.
- More than $2 billion in chemicals sales are dependent on exports.
- $10.8 billion in Alabama manufacturing exports represents 7.2% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

* The statistics in this report were compiled by Content First, LLC, a public policy research services firm, for the U.S. Chamber of Commerce. All the statistics in this report are from U.S. government data sources.
GROWING PROSPERITY in Alaska and around the World

TRADE Means JOBS
Global demand for $3.6 billion in Alaska-produced manufactured goods generates nearly 4,100 jobs. These jobs are supported by Alaska businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 55 private sector jobs in Alaska.
- 635 businesses in Alaska sell their products overseas, and they all employ Alaskans.
- There are 11,300 Alaskans employed by foreign companies.
- There were 2,400 jobs added by foreign companies operating in Alaska between 1999 and 2004.
- Employment by foreign companies in Alaska was responsible for 4.9% of the state’s total private industry employment in 2004.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 74% of the 635 Alaska businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Alaska businesses added more than $500 million to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- More than $50 million in petroleum and coal products sales are supported by exports.
- $3.6 billion in Alaska manufacturing exports represents 9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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Alaska EXPORTS $3.6 billion in manufactured goods to the world

ALASKA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Alaska began trading with their neighbors, Alaskans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Alaska companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Alaska.
Arizona EXPORTS
$14.9 billion in manufactured goods to the world

ARIZONA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Arizona began trading with their neighbors, Arizonans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Arizona companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Arizona.

GROWING PROSPERITY
in Arizona and around the World

TRADE Means JOBS
Global demand for $14.9 billion in Arizona-produced manufactured goods generates 125,900 jobs. These jobs are supported by Arizona businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 in 17 private sector jobs in Arizona.
- More than 5,500 businesses in Arizona sell their products overseas, and they all employ Arizonans.
- There are 62,900 Arizonans employed by foreign companies.
- There were 9,300 jobs added by foreign companies operating in Arizona between 1999 and 2004.
- Employment by foreign companies in Arizona was responsible for 3.1% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in transportation equipment manufacturing is supported by exports.
- 1 in 3 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 3 jobs in machinery manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 86% of the more than 5,550 Arizona businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Arizona businesses added more than $18 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $9 billion in computers and electronic products sales are dependent on exports.
- $4.1 billion in transportation equipment sales are supported by exports.
- $14.9 billion in Arizona manufacturing exports represents 6.9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
* The statistics in this report were compiled by Content First, LLC, a public policy research services firm, for the U.S. Chamber of Commerce. All the statistics in this report are from U.S. government data sources.
GROWING PROSPERITY in Arkansas and around the World

TRADE Means JOBS
Global demand for $3.9 billion in Arkansas-produced manufactured goods generates nearly 47,000 jobs. These jobs are supported by Arkansas businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 20 private sector jobs in Arkansas.
- 1,900 businesses in Arkansas sell their products overseas, and they all employ Arkansans.
- There are 32,000 Arkansans employed by foreign companies.
- There were 400 jobs added by foreign companies operating in Arkansas between 1999 and 2004.
- Employment by foreign companies in Arkansas was responsible for 3.2% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in chemicals manufacturing is supported by exports.
- 2 in 9 jobs in transportation equipment manufacturing are supported by exports.
- 1 in 6 jobs in electrical equipment manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 75% of the 1,900 Arkansas businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Arkansas businesses added $7.2 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $2.1 billion in primary metals sales are supported by exports.
- $1.2 billion in transportation equipment sales are dependent on exports.
- $1 billion in chemicals sales are dependent on exports.
- $3.9 billion in Arkansas manufacturing exports represents 4.4% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
* The statistics in this report were compiled by Content First, LLC, a public policy research services firm, for the U.S. Chamber of Commerce. All the statistics in this report are from U.S. government data sources.

Arkansas EXPORTS $3.9 billion in manufactured goods to the world

ARKANSAS has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Arkansas began trading with their neighbors, Arkansans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Arkansas companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Arkansas.

IMPACT OF TRADE on Arkansas
California EXPORTS $117 billion in manufactured goods to the world

CALIFORNIA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in California began trading with their neighbors, Californians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, California companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of California.

GROWING PROSPERITY in California and around the World

TRADE Means JOBS
Global demand for $117 billion in California-produced manufactured goods generates more than 730,000 jobs. These jobs are supported by California businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 18 private sector jobs in California.
- Nearly 59,000 businesses in California sell their products overseas, and they all employ Californians.
- There are 547,000 Californians employed by foreign companies.
- There were 17,400 jobs added by foreign companies operating in California between 1999 and 2004.
- Employment by foreign companies in California was responsible for 4.3% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 4 jobs in transportation equipment manufacturing is supported by exports.
- 2 in 9 jobs in fabricated metal products manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.
- 95% of the nearly 59,000 California businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- California businesses added nearly $96 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $36.3 billion in computers and electronic products sales are supported by exports.
- $14.3 billion in transportation equipment sales are dependent on exports.
- $117 billion in California manufacturing exports represents 7.2% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY in Colorado and around the World

**TRADE Means JOBS**
Global demand for $6.8 billion in Colorado-produced manufactured goods generates nearly 61,600 jobs. These jobs are supported by Colorado businesses fulfilling customers' needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 30 private sector jobs in Colorado.
- Nearly 4,500 businesses in Colorado sell their products overseas, and they all employ Coloradans.
- There are 71,400 Coloradans employed by foreign companies.
- Employment by foreign companies in Colorado was responsible for 3.8% of the state’s total private industry employment in 2004.
- 3 in 8 jobs in machinery manufacturing are supported by exports.
- 1 in 4 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 5 jobs in transportation equipment manufacturing is supported by exports.

**TRADE Means PROSPERITY**
Think trade is only for the big guns? Think again.

- 86% of the nearly 4,500 Colorado businesses that sell their products overseas are small and medium-size companies.

**TRADE Means REVENUE**
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Colorado businesses added $6.3 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- More than $2.5 billion in computers and electronic products sales are supported by exports.
- More than $900 million in machinery sales are dependent on exports.
- $6.8 billion in Colorado manufacturing exports represents 3.1% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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Colorado EXPORTS $6.8 billion in manufactured goods to the world

COLORADO has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Colorado began trading with their neighbors, Coloradans currently trade with communities around the world.

The nature of trade hasn't changed, but it has expanded. Now, Colorado companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Colorado.
GROWING PROSPERITY in Connecticut and around the World

TRADE Means JOBS
Global demand for $9.7 billion in Connecticut-produced manufactured goods generates nearly 83,900 jobs. These jobs are supported by Connecticut businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 17 private sector jobs in Connecticut.
- Nearly 5,200 businesses in Connecticut sell their products overseas, and they all employ Connecticuters.
- There are 102,700 Connecticuters employed by foreign companies.
- There were 9,400 jobs added by foreign companies operating in Connecticut between 1999 and 2004.
- Employment by foreign companies in Connecticut was responsible for 7.1% of the state’s total private industry employment in 2004.
- 2 in 5 jobs in transportation equipment manufacturing are supported by exports.
- 2 in 7 jobs in plastics and rubber products manufacturing are supported by exports.
- 1 in 5 jobs in fabricated metal products manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 88% of the nearly 5,200 Connecticut businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Connecticut businesses added $12.3 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $3.6 billion in transportation equipment sales are supported by exports.
- $2.6 billion in machinery sales are dependent on exports.
- $9.7 billion in Connecticut manufacturing exports represents 5% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY
in Delaware and around the World

TRADE Means JOBS
Global demand for $2.5 billion in Delaware-produced manufactured goods generates more than 9,100 jobs. These jobs are supported by Delaware businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 40 private sector jobs in Delaware.
- 900 businesses in Delaware sell their products overseas, and they all employ Delawareans.
- There are 26,100 Delawareans employed by foreign companies.
- There were 2,100 jobs added by foreign companies operating in Delaware between 1999 and 2004.
- Employment by foreign companies in Delaware was responsible for 7% of the state’s private industry employment in 2004.
- 1 in 5 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 6 jobs in chemicals manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 76% of the 900 Delaware businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Delaware businesses added $1.7 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- Nearly $670 million in chemicals sales are supported by exports.
- Nearly $140 million in plastics and rubber products sales are dependent on exports.
- $2.5 billion in Delaware manufacturing exports represents 4.6% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

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Delaware EXPORTS
$2.5 billion in manufactured goods to the world

DELWARE has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Delaware began trading with their neighbors, Delawareans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Delaware companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Delaware.
Florida EXPORTS
$33.4 billion in manufactured goods to the world

FLORIDA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Florida began trading with their neighbors, Floridians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Florida companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Florida.

GROWING PROSPERITY
in Florida and around the World

TRADE Means JOBS
Global demand for $33.4 billion in Florida-produced manufactured goods generates nearly 124,900 jobs. These jobs are supported by Florida businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 54 private sector jobs in Florida.
- Nearly 34,700 businesses in Florida sell their products overseas, and they all employ Floridians.
- There are 238,400 Floridians employed by foreign companies.
- There were 27,700 jobs added by foreign companies operating in Florida between 1999 and 2004.
- Employment by foreign companies in Florida was responsible for 3.6% of the state’s private industry employment in 2004.
- 2 in 9 jobs in computers and electronic products manufacturing are supported by exports.
- 1 in 5 jobs in electrical equipment manufacturing is supported by exports.
- 1 in 6 jobs in machinery manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 93% of the nearly 34,700 Florida businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Florida businesses added $12.5 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- Nearly $3.9 billion in computers and electronic products sales are supported by exports.
- More than $1.7 billion in transportation equipment sales are dependent on exports.
- $33.4 billion in Florida manufacturing exports represents 5% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

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GROWING PROSPERITY in Georgia and around the World

**TRADE Means JOBS**

Global demand for $20.6 billion in Georgia-produced manufactured goods generates more than **147,000 jobs**. These jobs are supported by Georgia businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for **1 of every 22 private sector jobs** in Georgia.
- **10,000 businesses** in Georgia sell their products overseas, and they all employ Georgians.
- There are **175,900 Georgians employed** by foreign companies.
- Employment by foreign companies in Georgia was responsible for **5.2% of the state’s total private industry employment** in 2004.
- **2 in 7 jobs** in transportation equipment manufacturing are supported by exports.
- **2 in 7 jobs** in machinery manufacturing are supported by exports.
- **2 in 7 jobs** in chemicals manufacturing are supported by exports.

**TRADE Means PROSPERITY**

Think trade is only for the big guns? Think again.

- **85% of the 10,000 Georgia businesses** that sell their products overseas are small and medium-size companies.

**TRADE Means REVENUE**

Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Georgia businesses **added more than $25.7 billion to the local economy** in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- **$7.9 billion in transportation equipment sales** are dependent on exports.
- **$3.7 billion in chemicals sales** are supported by exports.
- **$20.6 billion in Georgia manufacturing exports** represents **5.6% of the total state economy**.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GEORGIA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Georgia began trading with their neighbors, Georgians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Georgia companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Georgia.
Hawaii EXPORTS $1 billion in manufactured goods to the world

Hawaii has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Hawaii began trading with their neighbors, Hawaiians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Hawaii companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Hawaii.

GROWING PROSPERITY in Hawaii and around the World

TRADE Means JOBS
Global demand for $1 billion in Hawaii-produced manufactured goods generates 3,800 jobs. These jobs are supported by Hawaii businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1% of Hawaii’s total private sector employment.
- Nearly 740 businesses in Hawaii sell their products overseas, and they all employ Hawaiians.
- There are 31,600 Hawaiians employed by foreign companies.
- Employment by foreign companies in Hawaii was responsible for 6.6% of the state’s total private industry employment in 2004.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 85% of the nearly 740 Hawaii businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Hawaii businesses added $524 million to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $25 million in food sales are dependent on exports.
- $8 million in printing sales are supported by exports.
- $1 billion in Hawaii manufacturing exports represents 2% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies.

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY in Idaho and around the World

TRADE Means JOBS
Global demand for $3.3 billion in Idaho-produced manufactured goods generates 25,200 jobs. These jobs are supported by Idaho businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for more than 1 of every 20 private sector jobs in Idaho.
- Nearly 1,300 businesses in Idaho sell their products overseas, and they all employ Idahoans.
- There are 12,900 Idahoans employed by foreign companies.
- 1,900 jobs were added by foreign companies operating in Idaho between 1999 and 2004.
- Employment by foreign companies in Idaho was responsible for 2.6% of the state’s total private industry employment in 2004.
- 1 in 4 jobs in fabricated metal products manufacturing is supported by exports.
- 1 in 3 jobs in primary metals manufacturing is supported by exports.
- 1 in 3 jobs in machinery manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.
- 81% of the nearly 1,300 Idaho businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Idaho businesses added more than $3.7 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $225 billion in food sales are supported by exports.
- $150 million in machinery manufacturing sales are dependent on exports.
- $3.3 billion in Idaho manufacturing exports represents 6.9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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Idaho EXPORTS $3.3 billion in manufactured goods to the world

IDAHO has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Idaho began trading with their neighbors, Idahoans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Idaho companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Idaho.
ILLINOIS has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Illinois began trading with their neighbors, Illinoisans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Illinois companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Illinois.

Global demand for $35.9 billion in Illinois-produced manufactured goods generates nearly 250,000 jobs. These jobs are supported by Illinois businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 20 private sector jobs in Illinois.
- Nearly 17,800 businesses in Illinois sell their products overseas, and they all employ Illinoisans.
- There are 235,600 Illinoisans employed by foreign companies.
- Employment by foreign companies in Illinois was responsible for 4.6% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in primary metals manufacturing is supported by exports.
- 1 in 6 jobs in chemicals manufacturing is supported by exports.
- 2 in 9 jobs in transportation equipment manufacturing are supported by exports.

Think trade is only for the big guns? Think again.

- 88% of the nearly 17,800 Illinois businesses that sell their products overseas are small and medium-size companies.

Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Illinois businesses added more than $42 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- Nearly $7.4 billion in chemicals sales are supported by exports.
- $10.2 billion in machinery sales are dependent on exports.
- $35.9 billion in Illinois manufacturing exports represents 6.4% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY in Indiana and around the World

TRADE Means JOBS
Global demand for $21.5 billion in Indiana-produced manufactured goods generates more than 167,000 jobs. These jobs are supported by Indiana businesses fulfilling customers’ needs around the world.
- Export-supported employment related to manufactured goods accounts for 1 of every 15 private sector jobs in Indiana.
- Nearly 6,400 businesses in Indiana sell their products overseas, and they all employ Indianans.
- There are 132,500 Indianans employed by foreign companies.
- Employment by foreign companies in Indiana was responsible for 5.2% of the state’s total private industry employment in 2004.
- 1 in 5 jobs in primary metals manufacturing is supported by exports.
- 2 in 9 jobs in transportation equipment manufacturing are supported by exports.
- 2 in 9 jobs in electrical equipment manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.
- 82% of the nearly 6,400 Indiana businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.
- Indiana businesses added more than $37 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- Nearly $13 billion in transportation equipment sales are supported by exports.
- $7.2 billion in primary metals sales are dependent on exports.
- $21.5 billion in Indiana manufacturing exports represents 9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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Impact of Trade

Indiana EXPORTS $21.5 billion in manufactured goods to the world

INDIANA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Indiana began trading with their neighbors, Indianans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Indiana companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Indiana.
Iowa EXPORTS
$7.3 billion in manufactured goods to the world

IOWA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Iowa began trading with their neighbors, Iowans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Iowa companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Iowa.

GROWING PROSPERITY
in Iowa and around the World

TRADE Means JOBS
Global demand for $7.3 billion in Iowa-produced manufactured goods generates 79,700 jobs. These jobs are supported by Iowa businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 15 private sector jobs in Iowa.
- 2,500 businesses in Iowa sell their products overseas, and they all employ Iowans.
- There are 36,200 Iowans employed by foreign companies.
- There were 700 jobs added by foreign companies operating in Iowa between 1999 and 2004.
- Employment by foreign companies in Iowa was responsible for 2.9% of the state’s total private industry employment in 2004.
- 2 in 5 jobs in primary metals manufacturing are supported by exports.
- 1 in 7 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 3 jobs in fabricated metal products manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 81% of the 2,500 Iowa businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Iowa businesses added nearly $14.4 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $4.7 billion in machinery sales are supported by exports.
- $2.7 billion in primary metals sales are dependent on exports.
- $7.3 billion in Iowa manufacturing exports represents 6.4% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

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GROWING PROSPERITY in Kansas and around the World

TRADE Means JOBS
Global demand for $6.7 billion in Kansas-produced manufactured goods generates 68,400 jobs. These jobs are supported by Kansas businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 15 private sector jobs in Kansas.
- Nearly 2,300 businesses in Kansas sell their products overseas, and they all employ Kansans.
- There are 32,200 Kansans employed by foreign companies.
- Employment by foreign companies in Kansas was responsible for 2.9% of the state’s total private industry employment in 2004.
- 2 in 7 jobs in computers and electronic products manufacturing are supported by exports.
- 1 in 5 jobs in electrical equipment manufacturing is supported by exports.
- 1 in 5 jobs in fabricated metal products manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 81% of the nearly 2,300 Kansas businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Kansas businesses added nearly $11.4 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- Nearly $5.5 billion in transportation equipment sales are supported by exports.
- $1.2 billion in food manufacturing sales are dependent on exports.
- $6.7 billion in Kansas manufacturing exports represents 6.4% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
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Kansas EXPORTS $6.7 billion in manufactured goods to the world

KANSAS has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Kansas began trading with their neighbors, Kansans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Kansas companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Kansas.
Kentucky EXPORTS
$14.9 billion in manufactured goods to the world

KENTUCKY has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Kentucky began trading with their neighbors, Kentuckians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Kentucky companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Kentucky.

GROWING PROSPERITY
in Kentucky and around the World

TRADE Means JOBS
Global demand for $14.9 billion in Kentucky-produced manufactured goods generates more than 90,000 jobs. These jobs are supported by Kentucky businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 16 private sector jobs in Kentucky.
- 3,200 businesses in Kentucky sell their products overseas, and they all employ Kentuckians.
- There are 84,700 Kentuckians employed by foreign companies.
- There were 2,500 jobs added by foreign companies operating in Kentucky between 1999 and 2004.
- Employment by foreign companies in Kentucky was responsible for 5.6% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in chemicals manufacturing is supported by exports.
- 2 in 9 jobs in primary metals manufacturing are supported by exports.
- 1 in 6 jobs in machinery manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 76% of the 3,200 Kentucky businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Kentucky businesses added more than $22 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $5.6 billion in transportation equipment sales are supported by exports.
- $3.3 billion in chemicals sales are dependent on exports.
- $14.9 billion in Kentucky manufacturing exports represents 10.6% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY
in Louisiana and around the World

TRADE Means JOBS
Global demand for $19.2 billion in Louisiana-produced manufactured goods generates nearly 69,000 jobs. These jobs are supported by Louisiana businesses fulfilling customers' needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 21 private sector jobs in Louisiana.
- More than 3,100 businesses in Louisiana sell their products overseas, and they all employ Louisianans.
- There are 49,900 Louisianans employed by foreign companies.
- There were 600 jobs added by foreign companies operating in Louisiana between 1999 and 2004.
- Employment by foreign companies in Louisiana was responsible for 3.1% of the state’s total private industry employment in 2004.
- 1 in 4 jobs in electrical equipment manufacturing is supported by exports.
- 1 in 4 jobs in computers and electronic products manufacturing is supported by exports.
- 2 in 9 jobs in chemicals manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 83% of the more than 3,100 Louisiana businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Louisiana businesses added nearly $15 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $9.6 billion in chemicals sales are supported by exports.
- $4.6 billion in petroleum and coal products sales are dependent on exports.
- $19.2 billion in Louisiana manufacturing exports represents 11.6% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

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IMPACT OF TRADE on Maine

Maine EXPORTS $2.3 billion in manufactured goods to the world

MAINE has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Maine began trading with their neighbors, Mainers currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Maine companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Maine.

GROWING PROSPERITY in Maine and around the World

TRADE Means JOBS
Global demand for $2.3 billion in Maine-produced manufactured goods generates 17,700 jobs. These jobs are supported by Maine businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 28 private sector jobs in Maine.
- Nearly 1,700 businesses in Maine sell their products overseas, and they all employ Mainers.
- There are 29,000 Mainers employed by foreign companies.
- There were 7,000 jobs added by foreign companies operating in Maine between 1999 and 2004.
- Employment by foreign companies in Maine was responsible for 5.6% of the state’s total private industry employment in 2004.
- 1 in 5 jobs in machinery manufacturing is supported by exports.
- 3 in 7 jobs in computers and electronic products manufacturing are supported by exports.
- 1 in 4 jobs in textile mills manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 82% of the nearly 1,700 businesses in Maine that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Maine businesses added $2.5 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- Nearly $575 million in transportation equipment sales are supported by exports.
- Nearly $430 million in computers and electronic products sales are dependent on exports.
- $2.3 billion in Maine manufacturing exports represents 5.1% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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MARYLAND EXPORTS $7.1 billion in manufactured goods to the world

MARYLAND has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Maryland began trading with their neighbors, Marylanders currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Maryland companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Maryland.
IMPACT OF TRADE on Massachusetts

Massachusetts EXPORTS $22 billion in manufactured goods to the world

Massachusetts has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Massachusetts began trading with their neighbors, Bay Staters currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Massachusetts companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Massachusetts.

GROWING PROSPERITY in Massachusetts and around the World

TRADE Means JOBS
Global demand for $22 billion in Massachusetts-produced manufactured goods generates 147,100 jobs. These jobs are supported by Massachusetts businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 19 private sector jobs in Massachusetts.
- 10,100 businesses in Massachusetts sell their products overseas, and they all employ Bay Staters.
- There are 182,900 Bay Staters employed by foreign companies.
- There were 7,000 jobs added by foreign companies operating in Massachusetts between 1999 and 2004.
- Employment by foreign companies in Massachusetts was responsible for 6.3% of the state’s total private industry employment in 2004.
- 1 in 4 jobs in primary metals manufacturing is supported by exports.
- 2 in 5 jobs in machinery manufacturing are supported by exports.
- 1 in 3 jobs in computers and electronic products manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 89% of the 10,100 Massachusetts businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Massachusetts businesses added nearly $26 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $7.6 billion in computers and electronic products sales are supported by exports.
- $2.5 billion in chemicals sales are dependent on exports.
- $3.8 billion in transportation equipment sales are dependent on exports.
- $22 billion in Massachusetts manufacturing exports represents 6.7% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY in Michigan and around the World

TRADE Means JOBS
Global demand for $37.6 billion in Michigan-produced manufactured goods generates 221,900 jobs. These jobs are supported by Michigan businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for almost 1 in 16 private sector jobs in Michigan.
- 12,100 businesses in Michigan sell their products overseas, and they all employ Michiganders.
- There are 201,000 Michiganders employed by foreign companies.
- Employment by foreign companies in Michigan was responsible for 5.3% of the state’s total private industry employment in 2004.
- 5 in 9 jobs in primary metals manufacturing are supported by exports.
- 1 in 6 jobs in chemicals manufacturing is supported by exports.
- 1 in 4 jobs in machinery manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 88% of the 12,100 Michigan businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Michigan businesses added $40.8 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- More than $17 billion in transportation equipment sales are supported by exports.
- $7.7 billion in primary metals sales are dependent on exports.
- $37.6 billion in Michigan manufacturing exports represents 9.9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
* The statistics in this report were compiled by Content First, LLC, a public policy research services firm, for the U.S. Chamber of Commerce. All the statistics in this report are from U.S. government data sources.

Michigan EXPORTS $37.6 billion in manufactured goods to the world

MICHIGAN has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Michigan began trading with their neighbors, Michiganders currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Michigan companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Michigan.
Minnesota EXPORTS $14.7 billion in manufactured goods to the world

MINNESOTA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Minnesota began trading with their neighbors, Minnesotans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Minnesota companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Minnesota.

GROWING PROSPERITY in Minnesota and around the World

TRADE Means JOBS
Global demand for $14.7 billion in Minnesota-produced manufactured goods generates 121,200 jobs. These jobs are supported by Minnesota businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 19 private sector jobs in Minnesota.
- 6,400 businesses in Minnesota sell their products overseas, and they all employ Minnesotans.
- There are 83,200 Minnesotans employed by foreign companies.
- There were 5,900 jobs added by foreign companies operating in Minnesota between 1999 and 2004.
- Employment by foreign companies in Minnesota was responsible for 3.6% of the state’s total private industry employment in 2004.
- 3 in 7 jobs in computers and electronic products manufacturing are supported by exports.
- 1 in 4 jobs in machinery manufacturing is supported by exports.
- 1 in 5 jobs in primary metals manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 85% of the 6,400 Minnesota businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Minnesota businesses added $18.6 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $6.1 billion in computers and electronic products sales are supported by exports.
- $2.9 billion in machinery sales are dependent on exports.
- $14.7 billion in Minnesota manufacturing exports represents 6.3% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY
in Mississippi and around the World

TRADE Means JOBS
Global demand for $4 billion in Mississippi-produced manufactured goods generates 36,400 jobs. These jobs are supported by Mississippi businesses fulfilling customers’ needs around the world.
- Export-supported employment related to manufactured goods accounts for 1 of every 24 private sector jobs in Mississippi.
- 1,600 businesses in Mississippi sell their products overseas, and they all employ Mississippians.
- There are 25,500 Mississippians employed by foreign companies.
- There were 5,700 jobs added by foreign companies operating in Mississippi between 1999 and 2004.
- Employment by foreign companies in Mississippi was responsible for 2.8% of the state’s total private industry employment in 2004.
- 1 in 5 jobs in textile mills manufacturing is supported by exports.
- 2 in 9 jobs in primary metals manufacturing are supported by exports.
- 1 in 8 jobs in machinery manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.
- 73% of the 1,600 Mississippi businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.
- Mississippi businesses added $6.1 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $1.1 billion in chemicals sales are supported by exports.
- $537 million in paper sales are dependent on exports.
- $4 billion in Mississippi manufacturing exports represents 5% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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MISSISSIPPI has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Mississippi began trading with their neighbors, Mississippians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Mississippi companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Mississippi.
MISSOURI has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Missouri began trading with their neighbors, Missourians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Missouri companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Missouri.

TRADE Means JOBS
Global demand for $10.5 billion in Missouri-produced manufactured goods generates 87,700 jobs. These jobs are supported by Missouri businesses fulfilling customers’ needs around the world.
- Export-supported employment related to manufactured goods accounts for nearly 1 of every 25 private sector jobs in Missouri.
- Nearly 4,750 businesses in Missouri sell their products overseas, and they all employ Missourians.
- There are 84,200 Missourians employed by foreign companies.
- There were 2,500 jobs added by foreign companies operating in Missouri between 1999 and 2004.
- Employment by foreign companies in Missouri was responsible for 3.6% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in computers and electronic products manufacturing is supported by exports.
- 2 in 9 jobs in primary metals manufacturing are supported by exports.
- 1 in 7 jobs in chemicals manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.
- 82% of the nearly 4,750 Missouri businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.
- Missouri businesses added nearly $15.7 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $5.7 billion in transportation equipment sales are supported by exports.
- $2 billion in chemicals sales are dependent on exports.
- $10.5 billion in Missouri manufacturing exports represents 4.8% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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**GROWING PROSPERITY** in Montana and around the World

**TRADE Means JOBS**
Global demand for $711 million in Montana-produced manufactured goods generates nearly 5,100 jobs. These jobs are supported by Montana businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1.5% of Montana’s total private sector employment, or about 1 in every 65 jobs.
- Nearly 900 businesses in Montana sell their products overseas, and they all employ Montanans.
- There are 6,400 Montanans employed by foreign companies.
- Employment by foreign companies in Montana was responsible for 1.9% of the state’s total private industry employment in 2004.
- 3 in 8 jobs in primary metals manufacturing are supported by exports.
- 1 in 6 jobs in chemicals manufacturing is supported by exports.

**TRADE Means PROSPERITY**
Think trade is only for the big guns? Think again.

- 83% of the nearly 900 Montana businesses that sell their products overseas are small and medium-size companies.

**TRADE Means REVENUE**
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Montana businesses added nearly $540 million to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $94 million in chemicals sales are supported by exports.
- $68 million in petroleum and coal products sales are dependent on exports.
- $711 million in Montana manufacturing exports represents 2.4% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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Montana EXPORTS $711 million in manufactured goods to the world

MONTANA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Montana began trading with their neighbors, Montanans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Montana companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Montana.
Nebraska EXPORTS $3 billion to in manufactured goods to the world

NEBRASKA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Nebraska began trading with their neighbors, Nebraskans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Nebraska companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Nebraska.

GROWING PROSPERITY in Nebraska and around the World

TRADE Means JOBS
Global demand for $3 billion in Nebraska-produced manufactured goods generates 55,300 jobs. These jobs are supported by Nebraska businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 13 private sector jobs in Nebraska.
- 1,500 businesses in Nebraska sell their products overseas, and they all employ Nebraskans.
- There are 20,000 Nebraskans employed by foreign companies.
- There were 700 jobs added by foreign companies operating in Nebraska between 1999 and 2004.
- Employment by foreign companies in Nebraska was responsible for 2.6% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in electrical equipment manufacturing is supported by exports.
- 1 in 4 jobs in machinery manufacturing is supported by exports.
- 2 in 7 jobs in primary metals manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 79% of the 1,500 Nebraska businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Nebraska businesses added nearly $5.4 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- More than $860 million in machinery sales are supported by exports.
- $439 million in chemicals sales are dependent on exports.
- $3 billion in Nebraska manufacturing exports represents 4.3% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY
in Nevada and around the World

TRADE Means JOBS
Global demand for $3.9 billion in Nevada-produced manufactured goods generates nearly 12,100 jobs. These jobs are supported by Nevada businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 in 90 jobs in Nevada.
- 1,900 businesses in Nevada sell their products overseas, and they all employ Nevadans.
- There are 27,000 Nevadans employed by foreign companies.
- There were 800 jobs added by foreign companies operating in Nevada between 1999 and 2004.
- Employment by foreign companies in Nevada was responsible for 2.6% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 4 jobs in transportation equipment manufacturing is supported by exports.
- 1 in 4 jobs in machinery manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 83% of the 1,900 Nevada businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Nevada businesses added $2.5 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $190 million in transportation equipment sales are supported by exports.
- $267 million in computers and electronic products sales are dependent on exports.
- $3.9 billion in Nevada manufacturing exports represents 3.6% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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IMPACT OF TRADE on Nevada

Nevada EXPORTS
$3.9 billion in manufactured goods to the world

NEVADA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Nevada began trading with their neighbors, Nevadans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Nevada companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Nevada.
New Hampshire EXPORTS $2.5 billion in manufactured goods to the world

NEW HAMPSHIRE has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in New Hampshire began trading with their neighbors, New Hampshirites currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, New Hampshire companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of New Hampshire.

GROWING PROSPERITY
in New Hampshire and around the World

TRADE Means JOBS
Global demand for $2.5 billion in New Hampshire-produced manufactured goods generates 26,000 jobs. These jobs are supported by New Hampshire businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 21 private sector jobs in New Hampshire.
- Nearly 2,300 businesses in New Hampshire sell their products overseas, and they all employ New Hampshirites.
- There are 41,000 New Hampshirites employed by foreign companies.
- There were 11,100 jobs added by foreign companies operating in New Hampshire between 1999 and 2004.
- Employment by foreign companies in New Hampshire was responsible for 7.4% of the state’s total private industry employment in 2004.
- 5 in 9 jobs in machinery manufacturing are supported by exports.
- 1 in 6 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 6 jobs in fabricated metal products manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.
- 86% of the nearly 2,300 New Hampshire businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- New Hampshire businesses added $4.1 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $1 billion in computers and electronic products sales are supported by exports.
- Nearly $1.3 billion in machinery sales are dependent on exports.
- $2.5 billion in New Hampshire manufacturing exports represents 4.6% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies.
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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GROWING PROSPERITY 
in New Jersey and around the World

TRADE Means JOBS
Global demand for $21.1 billion in New Jersey-produced manufactured goods generates nearly 113,500 jobs. These jobs are supported by New Jersey businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 29 private sector jobs in New Jersey.
- 16,500 businesses in New Jersey sell their products overseas, and they all employ New Jerseyites.
- There are 219,700 New Jerseyites employed by foreign companies.
- There were 8,400 jobs added by foreign companies operating in New Jersey between 1999 and 2004.
- Employment by foreign companies in New Jersey was responsible for 6.4% of the state’s total private industry employment in 2004.
- 2 in 7 jobs in textile mills manufacturing are supported by exports.
- 1 in 3 jobs in machinery manufacturing is supported by exports.
- 1 in 5 jobs in computers and electronic products manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 91% of the 16,500 New Jersey businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- New Jersey businesses added $15.9 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $6.1 billion in chemicals sales are supported by exports.
- $1.4 billion in computers and electronic products sales are dependent on exports.
- $21.1 billion in New Jersey manufacturing exports represents 4.9% of the total state economy.

New Jersey EXPORTS $21.1 billion in manufactured goods to the world

NEW JERSEY has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in New Jersey began trading with their neighbors, New Jerseyites currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, New Jersey companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of New Jersey.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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New Mexico EXPORTS $2.5 billion in manufactured goods to the world

NEW MEXICO has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in New Mexico began trading with their neighbors, New Mexicans currently trade with communities around the world. The nature of trade hasn’t changed, but it has expanded. Now, New Mexico companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of New Mexico.

GROWING PROSPERITY
in New Mexico and around the World

TRADE Means JOBS
Global demand for $2.5 billion in New Mexico-produced manufactured goods generates 23,900 jobs. These jobs are supported by New Mexico businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 25 private sector jobs in New Mexico.
- Nearly 1,400 businesses in New Mexico sell their products overseas, and they all employ New Mexicans.
- There are 12,600 New Mexicans employed by foreign companies.
- There were 2,400 jobs added by foreign companies operating in New Mexico between 1999 and 2004.
- Employment by foreign companies in New Mexico was responsible for 2.1% of the state’s total private industry employment in 2004.
- 1 in 4 jobs in electrical equipment manufacturing is supported by exports.
- 1 in 4 jobs in chemicals manufacturing is supported by exports.
- 2 in 7 jobs in machinery manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 85% of the nearly 1,400 New Mexico businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- New Mexico businesses added $7.3 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $114 million in chemicals sales are supported by exports.
- $198 million in transportation equipment sales are dependent on exports.
- $2.5 billion in New Mexico manufacturing exports represents 3.7% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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GROWING PROSPERITY in New York and around the World

TRADE Means JOBS
Global demand for $50.5 billion in New York-produced manufactured goods generates 186,900 jobs. These jobs are supported by New York businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 37 private sector jobs in New York.
- Nearly 32,000 businesses in New York sell their products overseas, and they all employ New Yorkers.
- There are 377,000 New Yorkers employed by foreign companies.
- There were 28,700 jobs added by foreign companies operating in New York between 1999 and 2004.
- Employment by foreign companies in New York was responsible for 5.3% of the state’s total private industry employment in 2004.
- 1 in 4 jobs in machinery manufacturing is supported by exports.
- 1 in 4 jobs in primary metals manufacturing is supported by exports.
- 2 in 7 jobs in computers and electronic products manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 93% of the nearly 32,000 New York businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- New York businesses added $31 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $5.5 billion in computers and electronic products sales are supported by exports.
- $4 billion in chemicals sales are dependent on exports.
- $50.5 billion in New York exports represents 5.2% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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North Carolina EXPORTS $19.5 billion in manufactured goods to the world

NORTH CAROLINA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in North Carolina began trading with their neighbors, North Carolinians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, North Carolina companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of North Carolina.

GROWING PROSPERITY in North Carolina and around the World

TRADE Means JOBS
Global demand for $19.5 billion in North Carolina-produced manufactured goods generates 170,600 jobs. These jobs are supported by North Carolina businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 19 private sector jobs in North Carolina.
- Nearly 8,300 businesses in North Carolina sell their products overseas, and they all employ North Carolinians.
- There are 198,000 North Carolinians employed by foreign companies.
- Employment by foreign companies in North Carolina was responsible for 6.0% of the state’s total private industry employment in 2004.
- 1 in 5 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 6 jobs in chemicals manufacturing is supported by exports.
- 1 in 4 jobs in machinery manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 85% of the nearly 8,300 North Carolina businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- North Carolina businesses added $28.2 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- More than $4 billion in chemicals sales are supported by exports.
- $3.7 billion in textile mills are dependent on exports.
- $19.5 billion in North Carolina manufacturing exports represents 5.6% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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GROWING PROSPERITY in North Dakota and around the World

TRADE Means JOBS
Global demand for $1.2 billion in North Dakota-produced manufactured goods generates 11,000 jobs. These jobs are supported by North Dakota businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 24 private sector jobs in North Dakota.
- More than 900 businesses in North Dakota sell their products overseas, and they all employ North Dakotans.
- There are 6,800 North Dakotans employed by foreign companies.
- There were 1,900 jobs added by foreign companies operating in North Dakota between 1999 and 2004.
- 2 in 9 jobs in computers and electronic products manufacturing are supported by exports.
- 2 in 7 jobs in machinery manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 80% of the over 900 North Dakota businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- North Dakota businesses added $1.9 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- More than $700 million in machinery sales are supported by exports.
- Nearly $200 million in transportation equipment sales are dependent on exports.
- $1.2 billion in North Dakota manufacturing exports represents 4.9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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North Dakota EXPORTS $1.2 billion in manufactured goods to the world

NORTH DAKOTA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in North Dakota began trading with their neighbors, North Dakotans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, North Dakota companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of North Dakota.
Ohio EXPORTS
$34.8 billion in manufactured goods to the world

Ohio has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Ohio began trading with their neighbors, Ohioans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Ohio companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Ohio.

GROWING PROSPERITY
in Ohio and around the World

TRADE Means JOBS
Global demand for the $34.8 billion in Ohio-produced manufactured goods generates more than 312,000 jobs. These jobs are supported by Ohio businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for more than 1 of every 15 private sector jobs in Ohio.
- 13,000 businesses in Ohio sell their products overseas, and they all employ Ohioans.
- There are 203,600 Ohioans employed by foreign companies.
- Foreign investment in Ohio was responsible for 4.3% of the state’s total private industry employment in 2004.
- 2 in 7 jobs in transportation equipment manufacturing are supported by exports.
- 1 in 5 jobs in chemicals manufacturing is supported by exports.
- 1 in 3 jobs in primary metals manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 88% of the 13,000 Ohio businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Ohio businesses added more than $61 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- More than $22 billion in transportation equipment sales are supported by exports.
- More than $10 billion in primary metals sales are dependent on exports.
- $34.8 billion in Ohio manufacturing exports represents 7.9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

* The statistics in this report were compiled by Content First, LLC, a public policy research services firm, for the U.S. Chamber of Commerce. All the statistics in this report are from U.S. government data sources.
GROWING PROSPERITY
in Oklahoma and around the World

TRADE Means JOBS
Global demand for $4.3 billion in Oklahoma-produced manufactured goods generates 53,100 jobs. These jobs are supported by Oklahoma businesses fulfilling customers’ needs around the world.
- Export-supported employment related to manufactured goods accounts for 1 in 22 private sector jobs in Oklahoma.
- More than 2,400 businesses in Oklahoma sell their products overseas, and they all employ Oklahomans.
- There are 31,700 Oklahomans employed by foreign companies.
- Employment by foreign companies in Oklahoma was responsible for 2.7% of the state’s total private industry employment in 2004.
- 2 in 5 jobs in primary metals manufacturing are supported by exports.
- 2 in 7 jobs in machinery manufacturing are supported by exports.
- 1 in 5 jobs in electrical equipment manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.
- 82% of the more than 2,400 Oklahoma businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.
- Oklahoma businesses added $9.9 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $2.6 billion in machinery sales are supported by exports.
- $1.2 billion in fabricated metals sales are dependent on exports.
- $4.3 billion in Oklahoma manufacturing exports represents 3.6% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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Oklahoma EXPORTS
$4.3 billion in manufactured goods to the world

OKLAHOMA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Oklahoma began trading with their neighbors, Oklahomans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Oklahoma companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Oklahoma.
Oregon EXPORTS $12.4 billion in manufactured goods to the world

OREGON has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Oregon began trading with their neighbors, Oregonians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Oregon companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Oregon.

GROWING PROSPERITY in Oregon and around the World

TRADE Means JOBS
Global demand for $12.4 billion in Oregon-produced manufactured goods generates 65,500 jobs. These jobs are supported by Oregon businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 21 private sector jobs in Oregon.
- More than 4,750 businesses in Oregon sell their products overseas, and they all employ Oregonians.
- There are 47,600 Oregonians employed by foreign companies.
- There were 700 jobs added by foreign companies operating in Oregon between 1999 and 2004.
- Employment by foreign companies in Oregon was responsible for 3.5% of the state’s total private industry employment in 2004.
- 2 in 9 jobs in computers and electronic products manufacturing are supported by exports.
- 1 in 4 jobs in plastics and rubber products manufacturing is supported by exports.
- 4 in 9 jobs in electronic equipment manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 87% of the over 4,750 Oregon businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Oregon businesses added $7.9 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $2.6 billion in computers and electronic products sales are supported by exports.
- $1 billion in transportation equipment sales are dependent on exports.
- $12.4 billion in Oregon manufacturing exports represents 8.5% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY
in Pennsylvania and around the World

TRADE Means JOBS
Global demand for $22.3 billion in Pennsylvania-produced manufactured goods generates more than 205,000 jobs. These jobs are supported by Pennsylvania businesses fulfilling customers’ needs around the world.
- Export-supported employment related to manufactured goods accounts for 1 of every 23 private sector jobs in Pennsylvania.
- Nearly 12,700 businesses in Pennsylvania sell their products overseas, and they all employ Pennsylvanians.
- There are 225,600 Pennsylvanians employed by foreign companies.
- Employment by foreign companies in Pennsylvania was responsible for 4.5% of the state’s total private industry employment in 2004.
- 1 in 4 jobs in primary metals manufacturing is supported by exports.
- 1 in 4 jobs in machinery manufacturing is supported by exports.
- 1 in 6 jobs in transportation equipment manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.
- 87% of the nearly 12,700 Pennsylvania businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.
- Pennsylvania businesses added more than $44 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $6.4 billion in primary metals sales are supported by exports.
- $3.5 billion in machinery sales are dependent on exports.
- $22.3 billion in Pennsylvania manufacturing exports represents nearly 4.6% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

Pennsylvania EXPORTS
$22.3 billion in manufactured goods to the world

Pennsylvania has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Pennsylvania began trading with their neighbors, Pennsylvanians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Pennsylvania companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Pennsylvania.
Rhode Island EXPORTS $1.3 billion in manufactured goods to the world

RHODE ISLAND has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Rhode Island began trading with their neighbors, Rhode Islanders currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Rhode Island companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Rhode Island.

GROWING PROSPERITY in Rhode Island and around the World

TRADE Means JOBS
Global demand for $1.3 billion in Rhode Island-produced manufactured goods generates 16,700 jobs. These jobs are supported by Rhode Island businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 25 private sector jobs in Rhode Island.
- More than 1,500 businesses in Rhode Island sell their products overseas, and they all employ Rhode Islanders.
- There are 26,100 Rhode Islanders employed by foreign companies.
- There were 6,600 jobs added by foreign companies operating in Rhode Island between 1999 and 2004.
- Employment by foreign companies in Rhode Island was responsible for 6.1% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 4 jobs in machinery manufacturing is supported by exports.
- 1 in 5 jobs in primary metals manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 86% of the more than 1,500 Rhode Island businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Rhode Island businesses added $2.2 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $363 million in computers and electronic products sales are supported by exports.
- $104 million in chemicals sales are dependent on exports.
- $1.3 billion in Rhode Island manufacturing exports represents 2.9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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GROWING PROSPERITY in South Carolina and around the World

TRADE Means JOBS
Global demand for $13.9 billion in South Carolina-produced manufactured goods generates nearly 118,000 jobs. These jobs are supported by South Carolina businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 13 private sector jobs in South Carolina.
- More than 4,500 businesses in South Carolina sell their products overseas, and they all employ South Carolinians.
- There are 121,700 South Carolinians employed by foreign companies.
- Employment by foreign companies in South Carolina was responsible for 7.9% of the state’s total private industry employment in 2004.
- 8 in 9 jobs in computers and electronic products manufacturing are supported by exports.
- 2 in 5 jobs in primary metals manufacturing are supported by exports.
- 1 in 3 jobs in transportation equipment manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 81% of the more than 4,500 South Carolina businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- South Carolina businesses added $26.4 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $4.1 billion in chemicals sales are supported by exports.
- $6.2 billion in transportation equipment sales are dependent on exports.
- $13.9 billion in South Carolina manufacturing exports represents 10% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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South Carolina EXPORTS $13.9 billion in manufactured goods to the world

SOUTH CAROLINA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in South Carolina began trading with their neighbors, South Carolinians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, South Carolina companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of South Carolina.
South Dakota EXPORTS
$941 million in manufactured goods to the world

SOUTH DAKOTA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in South Dakota began trading with their neighbors, South Dakotans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, South Dakota companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of South Dakota.

GROWING PROSPERITY
in South Dakota and around the World

TRADE Means JOBS
Global demand for $941 million in South Dakota-produced manufactured goods generates 9,100 jobs. These jobs are supported by South Dakota businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 33 private sector jobs in South Dakota.
- Nearly 800 businesses in South Dakota sell their products overseas, and they all employ South Dakotans.
- There are 5,500 South Dakotans employed by foreign companies.
- Employment by foreign companies in South Dakota was responsible for 1.7% of the state’s total private industry employment in 2004.
- 1 in 6 jobs in computers and electronic products manufacturing is supported by exports.
- 2 in 9 jobs in electrical equipment manufacturing are supported by exports.
- 1 in 8 jobs in machinery manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 71% of the nearly 800 South Dakota businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- South Dakota businesses added $1.5 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $543 million in computers and electronic products sales are supported by exports.
- $223 million in machinery sales are supported by exports.
- $941 million in South Dakota manufacturing exports represents 3% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies.

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY in Tennessee and around the World

TRADE Means JOBS
Global demand for $19.1 billion in Tennessee-produced manufactured goods generates nearly 137,400 jobs. These jobs are supported by Tennessee businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods account for nearly 1 of every 16 private sector jobs in Tennessee.
- More than 5,300 businesses in Tennessee sell their products overseas, and they all employ Tennesseans.
- There are 126,900 Tennesseans employed by foreign companies.
- Employment by foreign companies in Tennessee was responsible for 5.4% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in chemicals manufacturing is supported by exports.
- 1 in 4 jobs in transportation equipment manufacturing is supported by exports.
- 1 in 5 jobs in fabricated metal products manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.
- 79% of the more than 5,300 Tennessee businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Tennessee businesses added $28 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $4.1 billion in chemicals sales are supported by exports.
- $5.8 billion in transportation equipment sales are dependent on exports.
- $19.1 billion in Tennessee manufacturing exports represents 8.4% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies
Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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TENNESSEE has a long history of successful trade that in manufactured goods has continued unabated right up until today. Much like when the settlers in Tennessee began trading with their neighbors, Tennesseans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Tennessee companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Tennessee.
Texas EXPORTS
$128.8 billion in manufactured goods to the world

TEXAS has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Texas began trading with their neighbors, Texans currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Texas companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Texas.

GROWING PROSPERITY
in Texas and around the World

TRADE Means JOBS
Global demand for $128.8 billion in Texas-produced manufactured goods generates more than 455,000 jobs. These jobs are supported by Texas businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 18 private sector jobs in Texas.
- 28,300 businesses in Texas sell their products overseas, and they all employ Texans.
- There are 341,200 Texans employed by foreign companies.
- There were 5,900 jobs added by foreign companies operating in Texas between 1999 and 2004.
- Employment by foreign companies in Texas was responsible for 4.2% of the state’s total private industry employment in 2004.
- 2 in 7 jobs in chemicals manufacturing are supported by exports.
- 1 in 5 jobs in electrical equipment manufacturing is supported by exports.
- 2 in 7 jobs in computers and electronic products manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 91% of the 28,300 Texas businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Texas businesses added more than $83 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- Nearly $32 billion in chemicals sales are supported by exports.
- $14.5 billion in computers and electronic products sales are dependent on exports.
- $128.8 billion in Texas manufacturing exports represents 13.1% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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**GROWING PROSPERITY in Utah and around the World**

**TRADE Means JOBS**
Global demand for $6.1 billion in Utah-produced manufactured goods generates **56,000 jobs**. These jobs are supported by Utah businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 16 private sector jobs in Utah.
- **2,300 businesses** in Utah sell their products overseas, and they all employ Utahans.
- There are **30,900 Utahans employed** by foreign companies.
- There were **5,800 jobs added** by foreign companies operating in Utah between 1999 and 2004.
- Employment by foreign companies in Utah was responsible for **3.3% of the state’s total private industry employment** in 2004.
- **3 in 5 jobs** in primary metals manufacturing are supported by exports.
- **2 in 5 jobs** in transportation equipment manufacturing are supported by exports.
- **1 in 3 jobs** in computers and electronic products manufacturing is supported by exports.

**TRADE Means PROSPERITY**
Think trade is only for the big guns? Think again.

- **83% of the 2,300 Utah businesses** that sell their products overseas are small and medium-size companies.

**TRADE Means REVENUE**
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Utah businesses **added $7 billion to the local economy** in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- **$1.4 billion in primary metals sales** are supported by exports.
- **$1.5 billion in computers and electronic products sales** are dependent on exports.
- **$6.1 billion in Utah manufacturing exports** represents 6.7% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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IMpact of trade on Vermont

Vermont EXPORTS $4.2 billion in manufactured goods to the world

Vermont has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Vermont began trading with their neighbors, Vermonters currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Vermont companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Vermont.

Growing prosperity in Vermont and around the world

TRADE Means JOBS
Global demand for $4.2 billion in Vermont-produced manufactured goods generates 17,400 jobs. These jobs are supported by Vermont businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 14 private sector jobs in Vermont.
- 1,100 businesses in Vermont sell their products overseas, and they all employ Vermonters.
- There are 10,800 Vermonters employed by foreign companies.
- There were 2,200 jobs added by foreign companies operating in Vermont between 1999 and 2004.
- Employment by foreign companies in Vermont was responsible for 4.1% of the state’s total private industry employment in 2004.
- 1 in 5 jobs in electrical equipment manufacturing is supported by exports.
- 2 in 7 jobs in plastic and rubber products manufacturing are supported by exports.
- 1 in 9 jobs in printing manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 83% of the 1,100 Vermont businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Vermont businesses added $3.6 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $128 million in machinery sales are supported by exports.
- $52 million in electrical equipment sales are dependent on exports.
- $4.2 billion in Vermont manufacturing exports represents 18.3% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY
in Virginia and around the World

TRADE Means JOBS
Global demand for $12.2 billion in Virginia-produced manufactured goods generates nearly 88,100 jobs. These jobs are supported by Virginia businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1 of every 33 private sector jobs in Virginia.
- Nearly 5,800 businesses in Virginia sell their products overseas, and they all employ Virginians.
- There are 133,700 Virginians employed by foreign companies.
- Employment by foreign companies in Virginia was responsible for 4.5% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in electrical equipment manufacturing is supported by exports.
- 2 in 9 jobs in computers and electronic products manufacturing are supported by exports.
- 1 in 4 jobs in chemicals manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 83% of the nearly 5,800 Virginia businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Virginia businesses added $12.3 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $1.8 billion in transportation equipment sales are supported by exports.
- Nearly $3 billion in chemicals sales are dependent on exports.
- $12.2 billion in Virginia manufacturing exports represents 3.5% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau
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Virginia EXPORTS
$12.2 billion in manufactured goods to the world

VIRGINIA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Virginia began trading with their neighbors, Virginians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Virginia companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Virginia.
Washington EXPORTS $37.9 billion in manufactured goods to the world

WASHINGTON has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Washington began trading with their neighbors, Washingtonians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Washington companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Washington.

GROWING PROSPERITY in Washington and around the World

TRADE Means JOBS
Global demand for $37.9 billion in Washington-produced manufactured goods generates more than 217,000 jobs. These jobs are supported by Washington businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 10 private sector jobs in Washington.
- Nearly 9,300 businesses in Washington sell their products overseas, and they all employ Washingtonians.
- There are 83,400 Washingtonians employed by foreign companies.
- There were 8,000 jobs added by foreign companies operating in Washington between 1999 and 2004.
- Employment by foreign companies in Washington was responsible for 3.7% of the state’s total private industry employment in 2004.
- 4 in 5 jobs in computers and electronic products manufacturing are supported by exports.
- 4 in 7 jobs in transportation equipment manufacturing are supported by exports.
- 3 in 7 jobs in fabricated metal products manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 89% of the nearly 9,300 Washington businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Washington businesses added $38.4 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $22 billion in transportation equipment sales are supported by exports.
- $7.6 billion in computers and electronic products sales are dependent on exports.
- $37.9 billion in Washington manufacturing exports represents 14.1% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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GROWING PROSPERITY
in West Virginia and around the World

TRADE Means JOBS
Global demand for $3.1 billion in West Virginia-produced manufactured goods generates 20,900 jobs. These jobs are supported by West Virginia businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 27 private sector jobs in West Virginia.
- Nearly 850 businesses in West Virginia sell their products overseas, and they all employ West Virginians.
- There are 19,000 West Virginians employed by foreign companies.
- Employment by foreign companies in West Virginia was responsible for 3.3% of the state’s total private industry employment in 2004.
- 1 in 4 jobs in computers and electronic products manufacturing is supported by exports.
- 1 in 5 jobs in primary metals manufacturing is supported by exports.
- 2 in 7 jobs in machinery manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 71% of the nearly 850 West Virginia businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- West Virginia businesses added $4.1 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $1.5 billion in chemicals sales are supported by exports.
- $580 million in primary metals sales are dependent on exports.
- $3.1 billion in West Virginia manufacturing exports represents 5.9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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West Virginia EXPORTS $3.1 billion in manufactured goods to the world

WEST VIRGINIA has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in West Virginia began trading with their neighbors, West Virginians currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, West Virginia companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of West Virginia.
Wisconsin EXPORTS
$14.9 billion in manufactured goods to the world

WISCONSIN has a long history of successful trade in manufactured goods that has continued unabated right up until today. Much like when the settlers in Wisconsin began trading with their neighbors, Wisconsinites currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Wisconsin companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Wisconsin.

GROWING PROSPERITY in Wisconsin and around the World

TRADE Means JOBS
Global demand for $14.9 billion in Wisconsin-produced manufactured goods generates 137,400 jobs. These jobs are supported by Wisconsin businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for nearly 1 of every 17 private sector jobs in Wisconsin.
- More than 6,600 businesses in Wisconsin sell their products overseas, and they all employ Wisconsinites.
- There are 86,900 Wisconsinites employed by foreign companies in Wisconsin.
- Employment by foreign companies in Wisconsin was responsible for 3.6% of the state’s total private industry employment in 2004.
- 1 in 4 jobs in machinery manufacturing is supported by exports.
- 2 in 9 jobs in computers and electronic products manufacturing are supported by exports.
- 2 in 9 jobs in electrical equipment manufacturing are supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 85% of the more than 6,600 Wisconsin businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Wisconsin businesses added $24.3 billion to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $5.6 billion in machinery sales are supported by exports.
- $4.7 billion in transportation equipment sales are dependent on exports.
- $14.9 billion in Wisconsin manufacturing exports represents 6.9% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

* The statistics in this report were compiled by Content First, LLC, a public policy research services firm, for the U.S. Chamber of Commerce. All the statistics in this report are from U.S. government data sources.
GROWING PROSPERITY
in Wyoming and around the World

TRADE Means JOBS
Global demand for $669 million in Wyoming-produced manufactured goods generates 3,600 jobs. These jobs are supported by Wyoming businesses fulfilling customers’ needs around the world.

- Export-supported employment related to manufactured goods accounts for 1.9% of Wyoming’s private sector jobs in Wisconsin.
- 345 businesses in Wyoming sell their products overseas, and they all employ Wyomingites.
- There are 8,500 Wyomingites employed by foreign companies in Wyoming.
- There were 3,300 jobs added by foreign companies operating in Wyoming between 1999 and 2004.
- Employment by foreign companies in Wyoming was responsible for 4.3% of the state’s total private industry employment in 2004.
- 1 in 3 jobs in chemicals manufacturing is supported by exports.

TRADE Means PROSPERITY
Think trade is only for the big guns? Think again.

- 75% of the 345 Wyoming businesses that sell their products overseas are small and medium-size companies.

TRADE Means REVENUE
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- Wyoming businesses added $536 million to the local economy in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- $402 million in chemicals sales are dependent on exports.
- $669 million in Wyoming manufacturing exports represents 2.4% of the total state economy.

Note: 2005 export-related employment and sales of manufactured goods are projected; 2004 most recent available employment data on U.S. affiliates of foreign companies

Sources: Office of Trade and Industry Information, U.S. Bureau of Economic Analysis, and U.S. Census Bureau

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Impact of Trade

IMPACT OF TRADE on Wyoming

Wyoming EXPORTS $669 million in manufactured goods to the world

WYOMING has a long history of successful trade that in manufactured goods has continued unabated right up until today. Much like when the settlers in Wyoming began trading with their neighbors, Wyomingites currently trade with communities around the world.

The nature of trade hasn’t changed, but it has expanded. Now, Wyoming companies can increase sales and profits by meeting the needs of the world’s consumers, 96% of whom live outside the United States. This is the future of trade and the future of Wyoming.
U.S. Chamber of Commerce
TradeRoots
1615 H Street, NW
Washington, DC 20062-2000
Phone: 202-463-5511
Fax: 202-822-2461

For more information, visit www.TradeRoots.org.