

IMPACT OF TRADE

How Trade Brings Prosperity to America's Local Communities

Trade means **PROSPERITY**

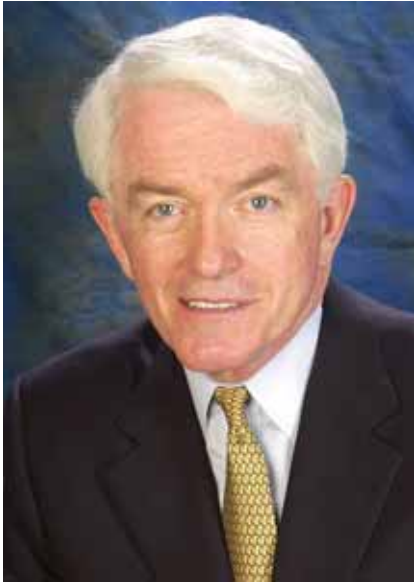
Trade means **JOB**

Trade means **REVENUE**



A MESSAGE from Thomas J. Donohue

President and CEO, U.S. Chamber of Commerce



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.¹

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.

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.



METHODOLOGY and DATA Sources

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.

Data on employment and shipments related to manufactured goods exports were projected to 2005 based on state and industry-level employment statistics from the Bureau of Labor Statistics for 2003, 2004, and 2005 and on 2003, 2004, and 2005 merchandise export trends. Using these two government data sources, we projected 2005 employment and shipments related to the export of manufactured goods.

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.³ 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).⁴ 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

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)

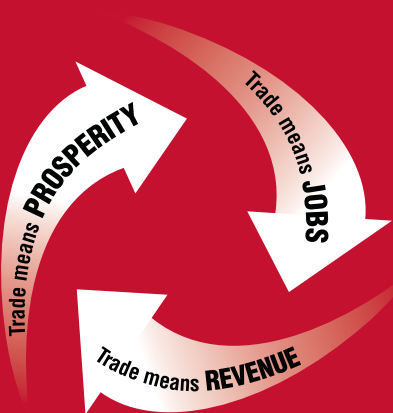
⁴ Most recent statistics on the export activities of small and medium-sized enterprises are based on the Commerce Department's Exporter Database report, *U.S. Small and Medium-Sized Enterprises*, (2004 statistics released in July 2006)

IMPACT OF TRADE on Alabama

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

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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.



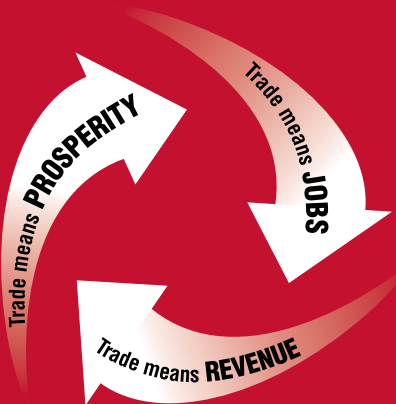
IMPACT OF TRADE on Alaska

IMPACT OF TRADE on Arizona

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

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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

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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.



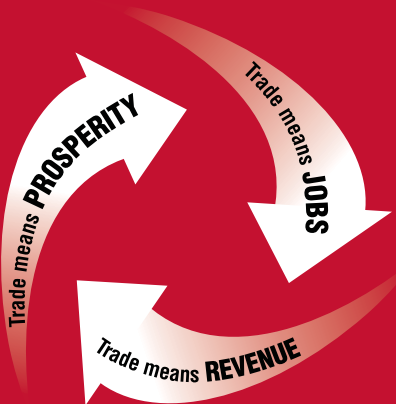
IMPACT OF TRADE on Arkansas

IMPACT OF TRADE on California

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.



IMPACT OF TRADE on Colorado

IMPACT OF TRADE on Connecticut

Connecticut EXPORTS \$9.7 billion in manufactured goods to the world

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

The nature of trade hasn't changed, but it has expanded. Now, Connecticut 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 Connecticut.



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 Connecticut residents.
- ▶ There are **102,700 Connecticut residents 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

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

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Delaware EXPORTS \$2.5 billion in manufactured goods to the world

DELAWARE 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.



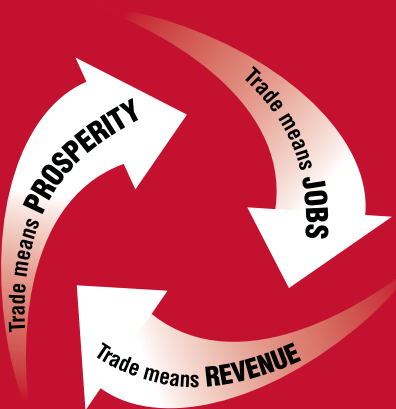
IMPACT OF TRADE on Delaware

IMPACT OF TRADE on Florida

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 guys? 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

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 **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 EXPORTS \$20.6 billion in manufactured goods to the world

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.



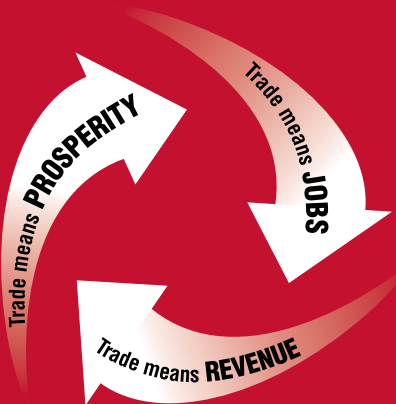
IMPACT OF TRADE on Georgia

IMPACT OF TRADE on Hawaii

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.



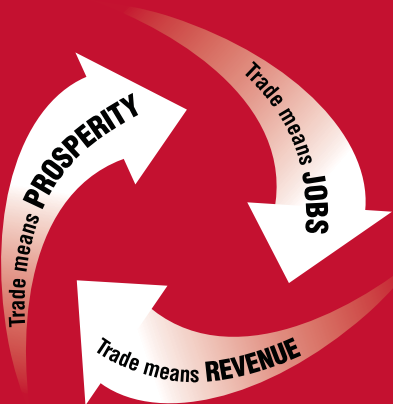
IMPACT OF TRADE on Idaho

IMPACT OF TRADE on Illinois

Illinois EXPORTS \$35.9 billion in manufactured goods to the world

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.



GROWING PROSPERITY

in **Illinois** and around the World

TRADE Means JOBS

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.

TRADE Means PROSPERITY

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**.

TRADE Means REVENUE

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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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.



IMPACT OF TRADE on Indiana

IMPACT OF TRADE on Iowa

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 guys? 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

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 **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

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

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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.



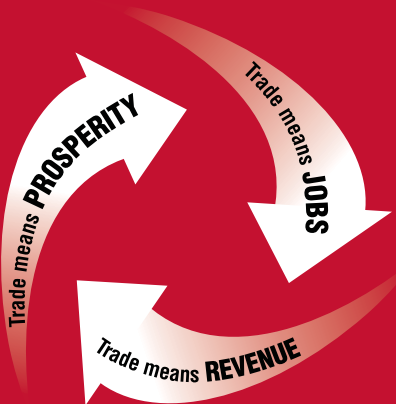
IMPACT OF TRADE on Kansas

IMPACT OF TRADE on Kentucky

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

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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

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

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Louisiana EXPORTS \$19.2 billion in manufactured goods to the world

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

The nature of trade hasn't changed, but it has expanded. Now, Louisiana 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 Louisiana.



IMPACT OF TRADE on Louisiana

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 guys? 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

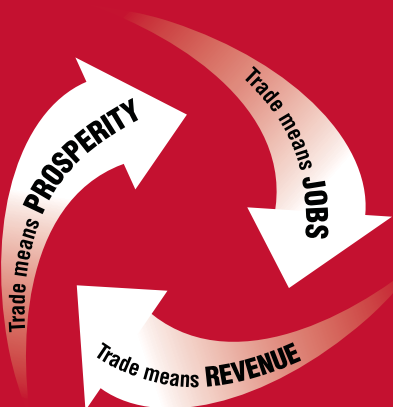
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- ▶ 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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GROWING PROSPERITY

in **Maryland** and around the World

TRADE Means JOBS

Global demand for \$7.1 billion in Maryland-produced manufactured goods generates **40,200 jobs**. These jobs are supported by Maryland businesses fulfilling customers' needs around the world.

- ▶ Export-supported employment related to manufactured goods accounts for **1 of every 51 private sector jobs** in Maryland.
- ▶ **4,700 businesses** in Maryland sell their products overseas, and they all employ Marylanders.
- ▶ There are **101,100 Marylanders employed** by foreign companies.
- ▶ There were **12,400 jobs added** by foreign companies operating in Maryland between 1999 and 2004.
- ▶ Employment by foreign companies in Maryland was responsible for **4.8% 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 textile mills manufacturing are supported by exports.

TRADE Means PROSPERITY

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

- ▶ **84% of the 4,700 Maryland 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.

- ▶ Maryland businesses **added \$5.8 billion to the local economy** in 2005 by purchasing local goods allowing them to export manufactured goods to customers worldwide.
- ▶ **Nearly \$1 billion in machinery sales** are supported by exports.
- ▶ **\$1.6 billion in computers and electronic products sales** are dependent on exports.
- ▶ **\$7.1 billion in Maryland 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

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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.



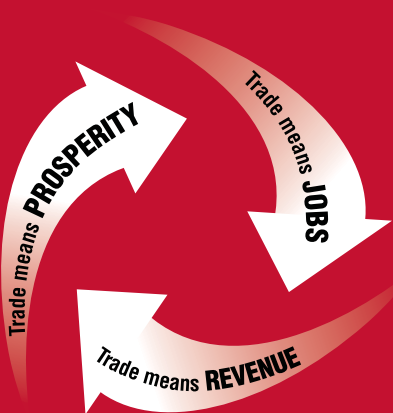
IMPACT OF TRADE on Maryland

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 guys? 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

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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.



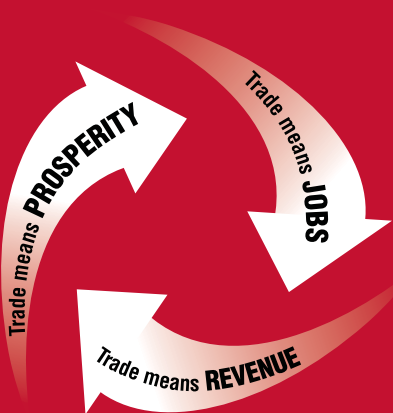
▶ IMPACT OF TRADE on Michigan

IMPACT OF TRADE on Minnesota

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

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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

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Mississippi EXPORTS \$4 billion in manufactured goods to the world

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.



IMPACT OF TRADE on Mississippi

IMPACT OF TRADE on Missouri

Missouri EXPORTS \$10.5 billion in manufactured goods to the world

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.



GROWING PROSPERITY

in **Missouri** and around the World

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 guys? Think again.

- ▶ **82% of the nearly 4,750 Missouri businesses** that sell their products overseas are **small and medium-size companies**.

TRADE Means REVENUE

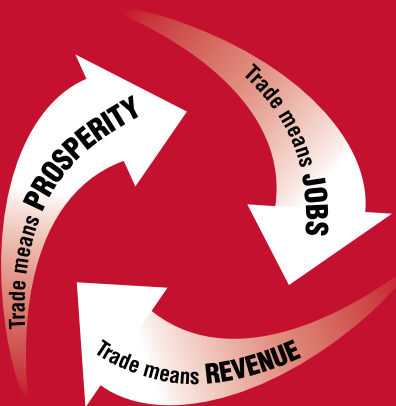
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- ▶ 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

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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.



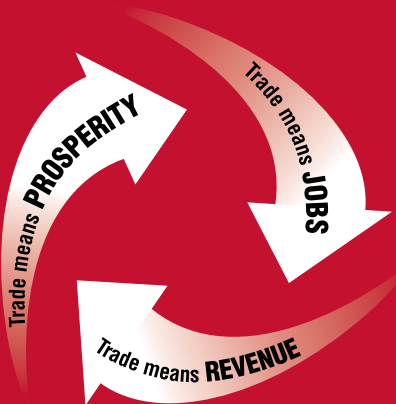
IMPACT OF TRADE on Montana

IMPACT OF TRADE on Nebraska

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

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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

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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.



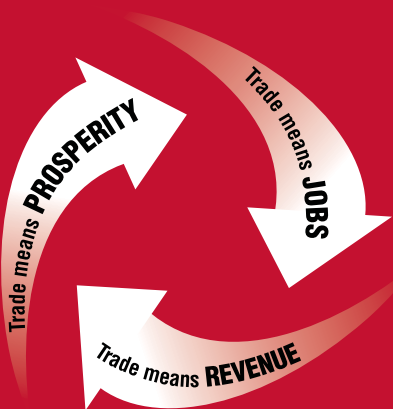
IMPACT OF TRADE on Nevada

IMPACT OF TRADE on New Hampshire

**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

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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.

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 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.



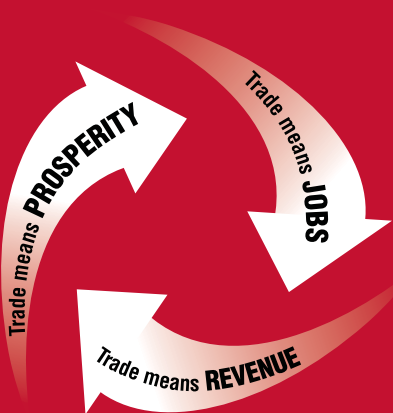
IMPACT OF TRADE on New Jersey

IMPACT OF TRADE on New Mexico

**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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New York EXPORTS \$50.5 billion in manufactured goods to the world

NEW YORK 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 York began trading with their neighbors, New Yorkers currently trade with communities around the world.

The nature of trade hasn't changed, but it has expanded. Now, New York 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 York.



IMPACT OF TRADE on New York

IMPACT OF TRADE on North Carolina

**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.



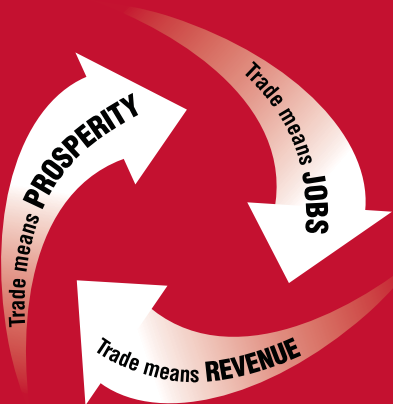
IMPACT OF TRADE on North Dakota

IMPACT OF TRADE on Ohio

**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

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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.



▶ IMPACT OF TRADE on Oklahoma

IMPACT OF TRADE on Oregon

**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

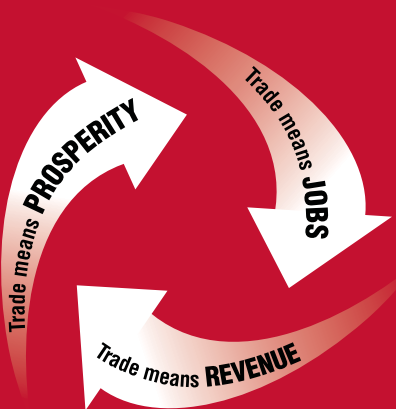
Sales revenue generates jobs and supplements the state tax base, which funds community assets like roads and schools.

- ▶ 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

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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.



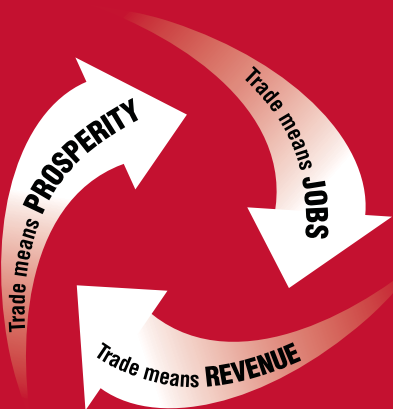
IMPACT OF TRADE on Pennsylvania

IMPACT OF TRADE on Rhode Island

**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

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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.



IMPACT OF TRADE on South Carolina

IMPACT OF TRADE on South Dakota

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 EXPORTS \$19.1 billion in manufactured goods to the world

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.



IMPACT OF TRADE on Tennessee

IMPACT OF TRADE on Texas

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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Utah EXPORTS \$6.1 billion in manufactured goods to the world

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

The nature of trade hasn't changed, but it has expanded. Now, Utah 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 Utah.



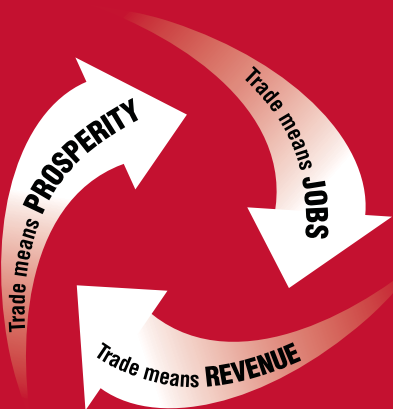
IMPACT OF TRADE on Utah

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 guys? 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.



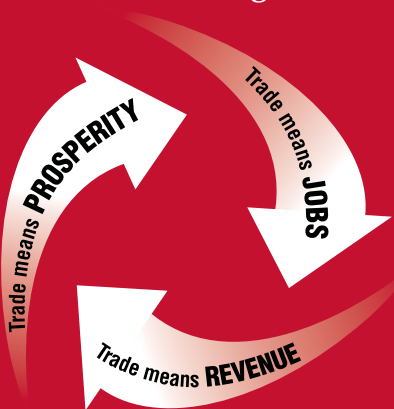
IMPACT OF TRADE on Virginia

IMPACT OF TRADE on Washington

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.

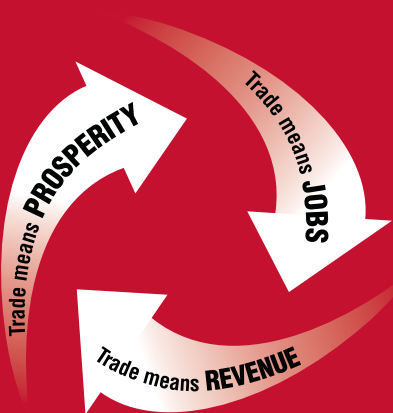
IMPACT OF TRADE on West Virginia

IMPACT OF TRADE on Wisconsin

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

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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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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.



IMPACT OF TRADE on Wyoming



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