

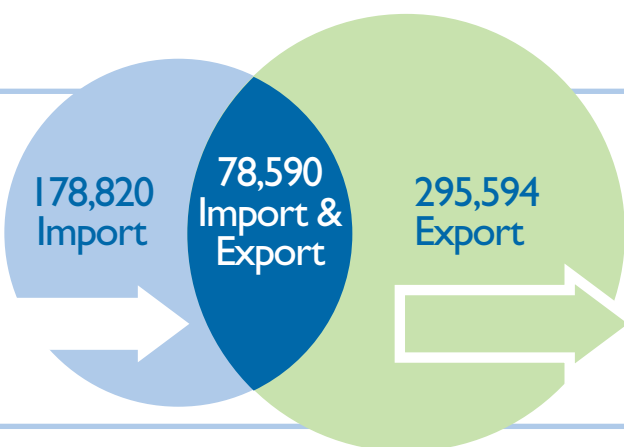
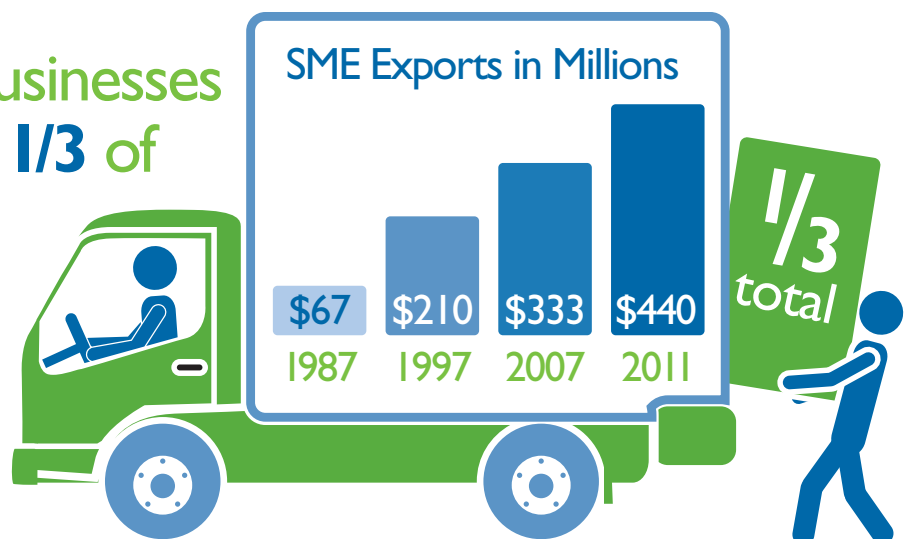
Importing/Exporting

Small Businesses Make Waves Around The World!

Presented by SCORE.org

Small/Medium Businesses (SMEs) make up **1/3** of the value of all US exports...

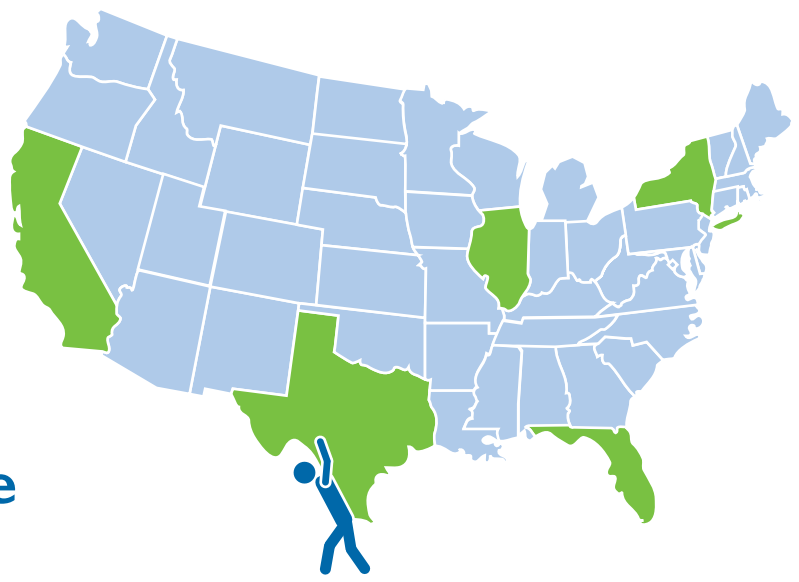
And they represent 97% of ALL exporters!



Many SMEs both Import *and* Export

(2011 figures)

California, Florida, New York, Texas and Illinois account for more than 43% of US exports.

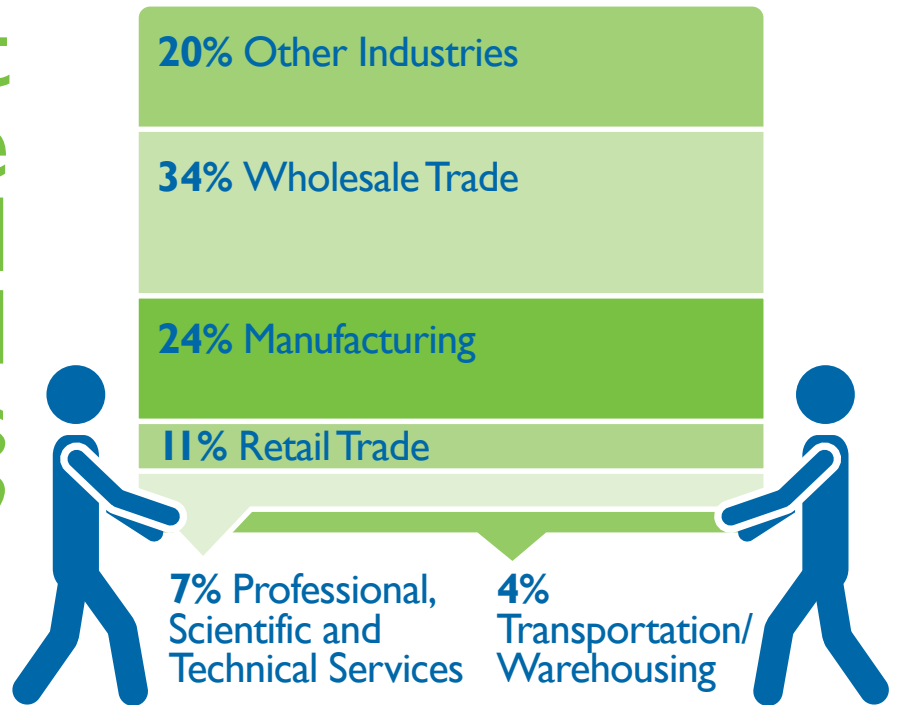


But others states are seeing rapid growth:

Wyoming	+13%	Kentucky	+7.5%	Virginia	+4.5%
Mississippi	+10%	Louisiana	+5%	Arkansas	+4.5%
Kansas	+8%	Wisconsin	+4.7%	Georgia	+4.4%
Oklahoma	+8%	Tennessee	+4.7%	Nevada	+4.2%
North Dakota	+7.7%	Washington	+4.7%	Utah	+4.2%

Percentage change in number of exporters 2010-2011.

So, what are these Small and Mid-Sized Businesses exporting?



score.org

SOURCES:

- U.S. Exporters in 2011: A Statistical Overview <http://www.trade.gov/mas/ian/smeoutlook/index.asp>
- <http://www.sbecouncil.org/about-us/facts-and-data/#sthash.jn38eNTY.dpuf>
- <http://blog.trade.gov/2012/12/06/brief-review-of-us-sme-trading-companies-in-2010/>
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