



## U.S. Trading Companies: 2010 Highlights

Highlights of the extended data files contained in the U.S. Exporter Database. Data is available here:

<http://tse.export.gov/edb>

### U.S. Exporters and Exports Increased in 2010

- More than 293,000 U.S. companies exported goods in 2010, 6.0 percent higher than 2009.
- Nearly 98 percent of U.S. exporters (286,661) in 2010 were small or medium-sized companies (SMEs) with fewer than 500 employees.
- Known export revenue of SMEs rose to \$383.4 billion in 2010, up 24.1 percent from 2009.
- SMEs were responsible for 33.7 percent of goods exports in 2010.
- Known exports from SME manufacturers rose to \$126.9 billion in 2010, up 30.9 percent from 2009.
- SME manufacturers were responsible for 33.1 percent of SME export value in 2010.
- SME manufacturers account for 24.3 percent of SME exporters.
- Among all U.S. manufacturers that exported goods in 2010, nearly 97 percent were SMEs and exports from these companies represented nearly 19 percent of the value of exports from manufacturers.
- In 2010, wholesalers and other non-manufacturing firms (including unclassified firms) made up 76 percent of all SME exporters, generating 67 percent of total SME exports.

### Many U.S. Companies Both Export and Import

- Of those companies that engaged in trade, 80,640 both exported and imported merchandise in 2010. Of these, 76,335 were SMEs.
- In 2010, the total number of identified importers stood at 181,648, which was an increase of 1.0 percent from 2009's figure of 179,831.
- SMEs accounted for 97.2 percent (176,635) of identified importers in 2010.
- SMEs imported \$531.3 billion in goods in 2010, which was a 23.2 percent increase from 2009.

### Small Businesses Could Benefit from Entering New Markets

- In 2010, 59 percent of all SME exporters-nearly three-fifths-posted sales to only one foreign market.
- Ninety-three percent of all SME exporters do business from a single U.S. location, and only 17 percent of SME exports go to affiliates (related parties) abroad.
- Canada is by far the most popular export destination for SMEs. In 2010, some 89,897 SME exporting companies registered sales to Canada.
- Together, the NAFTA countries accounted for 26 percent of U.S. merchandise exports from SMEs in 2010. However, SMEs are less dependent on exports to our NAFTA partners than large companies. Developing markets in Asia and South and Central America represent a larger share of exports for SMEs than for large companies. In 2010, nearly 14 percent of SME exports went



to markets in South/Central America, compared to only 10 percent for large companies. China and India also represented a larger share of the exports for SME companies than for large companies.

### **SMEs Stand to Benefit from New FTAs**

- Both South Korea and Colombia ranked among the top 25 export markets in 2010. Increases in both the export value and number of SME exporters exceeded the overall average.
- In 2010, more than 19,500 SMEs exported \$11.4 billion in goods to South Korea, a 34 percent increase from the known SME export value in 2009.
- In 2010, nearly 13,000 SMEs exported \$4.0 billion in goods to Colombia, an increase of 32 percent from the known SME export value in 2009.

### **Value of SME Exports at the Local Level**

- California had the most exporters (nearly 62,000), the most SME exporters (59,500), and the largest value of SME exports (\$68.1 billion) in 2010.
- SME exporters represent a large share of the value of U.S. exports in both small and large states. 79 percent of Montana's exports in 2010 were from SMEs, the highest share in the nation. Florida, Rhode Island, Wyoming, and New York were all over 50% SME share as well.
- Five 3-digit zip-codes exported more than \$20 billion in merchandise in 2010. Another nine exported more than \$10 billion. Two of the largest exporters by 3 digit zip-code were 770 and 775, both located in the Houston metropolitan area with exports of \$45.0 billion and \$20.7 billion respectively.
- 233 3-digit zip-codes exported more than \$1 billion in merchandise in 2010.
- The four largest 5 digit zip-code exporters are in the Miami, Florida area. Zip 33166 had over 4,200 exporters in 2010.
- New York was the largest metro exporter in 2010, with nearly 34,000 exporters to the world. Other large metro exporters were Los Angeles (nearly 33,500) and Miami (more than 27,000).
- Nearly one-third of U.S. metropolitan areas (118 metropolitan areas) had more than 500 exporters in 2010.

The Exporter Database provides a statistical overview and tables outlining the export activities of U.S. [small and medium-sized enterprises \(SMEs\)](#) in 2010. SMEs are defined as firms that have fewer than 500 employees. All figures in this overview and tables include only identifiable or known exports, i.e., exports that can be linked to individual companies using information on U.S. export declarations.

All statistics contained in this report were generated from the Commerce Department's Exporter Database (EDB), which provides an annual statistical snapshot of U.S. exporters: their number, characteristics, and geographic distribution. The EDB is a joint project of the International Trade Administration's [Office of Trade and Industry Information](#) and the U.S. Census Bureau's [Foreign Trade Division](#). It 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.