

US-CHINA  
BUSINESS  
COUNCIL



JUNE 2017

# STATE EXPORT REPORT

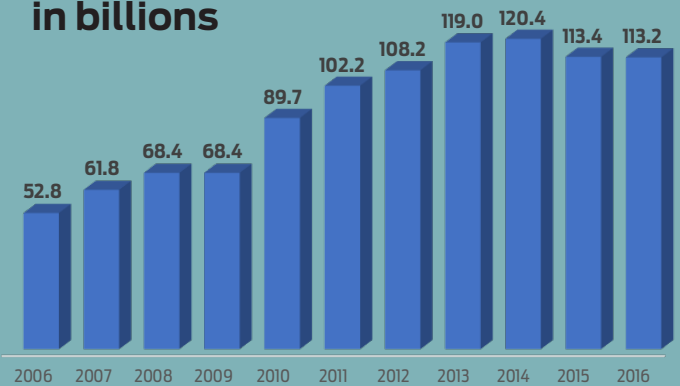
CHINA IS ONE OF THE TOP FIVE GOODS  
OR SERVICES EXPORT MARKETS FOR 49 STATES

## Executive Summary

### Exports to China: Vital to US economic growth

- **China's economic growth rate is slowing, but it remains an important market for US exports.** In 2016, US goods exports to China totaled \$113 billion, holding steady with the previous year and still the third-largest US goods export market behind Canada and Mexico, our neighbors and NAFTA partners.
- **Exports of services to China are becoming significant.** In 2015, the most recent complete year of available data, US services exports to China totaled \$47 billion, making China the United States' third-largest services export market. From 2006 to 2015, US services exports to China increased more than 400 percent. Services exports to the rest of the world increased 76 percent.
- **Global trade is slowing, but exports of US goods and services to China continue to outpace exports to other major markets.** On average, US goods exports to China grew by 8 percent annually over the past 10 years, despite the modest decline over the past two years versus 2014. Of the United States' top 10 goods export markets, only Japan had positive export growth in 2016, reflecting an overall slowdown in global trade.
- **US services exports to China grew more rapidly than all other major trading partners, averaging nearly 19 percent annually over the last decade.** Only Brazil came close over the same period, with 17 percent average annual growth. The 6.8 percent growth in services exports to China in 2015 far outpaced growth in exports to the United States' top three markets: the United Kingdom (3.4 percent), Canada (-9.2 percent), and Japan (-5.2 percent).
- **China's maturing economy is undergoing important changes that have resulted in a slowdown in GDP and trade growth. Even so, US exports of goods and services to China have grown faster than exports to any other major US trading partner over the past decade.** From 2006 to 2016, US goods exports to China increased 114 percent. That is greater than the growth to any of the other top 10 US goods export markets, including the two largest US trading partners: Canada (41 percent growth) and Mexico (13 percent growth).
- **Exports continue to play an essential role in the US economy and job growth.** US goods exports to China come from a wide range of industries including transportation equipment, agriculture, computers and electronics, and chemicals. These exports also sustain logistics jobs in America's ports and throughout the country. US services exports to China included travel and education, royalties, transportation, business and professional services, and financial services.

### US Goods Exports to China, in billions



US GOODS EXPORTS TO CHINA HAVE GROWN 114 PERCENT SINCE 2006

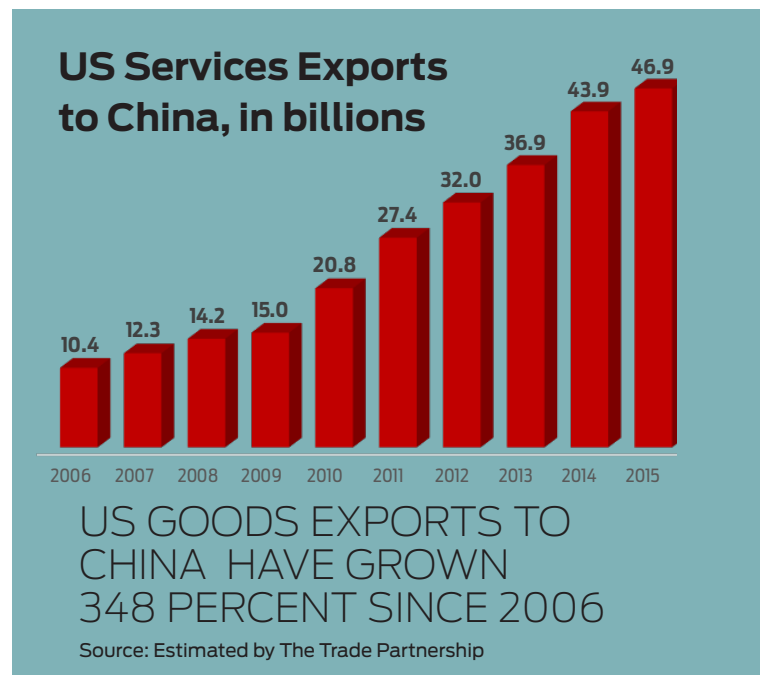
Source: Estimated by The Trade Partnership

## China: An important market for states across the country

- **Most states have seen significant increases in exports of goods and services to China since 2006.** Thirty states experienced at least triple-digit goods export growth to China since 2006, and four states saw growth of more than 500 percent over the same period: Alabama, Montana, North Dakota, and South Carolina. Every US state had triple-digit services export growth to China since 2006, 16 states had export growth of more than 400 percent.
- **China is among the top five goods and services export markets for most states.** China was a top three goods export market for 39 states in 2016, and among the top five for another eight states. That includes states that are not usually associated with strong China trade ties, including Alabama, Arizona, Minnesota, Michigan, New Jersey, New York, Pennsylvania, Ohio, South Carolina, and Tennessee.
- **The value of US goods and services exports to China is significant.** Last year, 29 states exported more than \$1 billion in goods to China, while another 11 states exported more than \$500 million. In 2006, only 17 states exported more than \$1 billion of goods to China and only one state exported more than \$1 billion in services to China – California.
- **While larger states like Texas, California and New York saw significant growth in exports to China, smaller states benefited, too.** Kentucky, Kansas, Utah, Wyoming, Rhode Island, Mississippi, Nevada, and New Hampshire all experienced more than 200 percent growth in goods or services exports over the past decade.

## More can be done to strengthen US exports to China

- **China is a significant market for US exports and it should be even bigger.** The United States has a small share of China’s overall market. US goods accounted for about 8.4 percent of China’s total imports in 2015, trailing behind China’s purchases from the European Union, South Korea, Japan, and Taiwan. That market share represents a decline from 2000, when the United States held a 10 percent share of China’s import market.
- **Expanding market opportunities in China requires a variety of tools.** China maintains an array of tariff and non-tariff barriers that prevent more American goods, agriculture products, and services from reaching Chinese customers. The United States should continue to bring legally sound, industry-supported cases to the World Trade Organization. Congress should expand the resources at the Office of the United States Trade Representative to build upon the successful track record of using the WTO to address unfair Chinese trade practices. The Trump administration should pursue results-oriented engagement with China designed to address barriers of longstanding concern.
- **In addition, the United States should push forward negotiations with China on a high-standard bilateral investment treaty,** which would reduce ownership and licensing barriers that keep American companies from selling more products and services in China, including exports.



## Methodology

This year's edition of the US-China Business Council (USCBC) US Exports to China by State report uses data provided by The Trade Partnership, an economic research firm. The report provides a separate breakdown of each state's goods and services exports to China. The national export totals include the export data for each state and for Washington, DC.

Goods export figures are based primarily on data from the US Census Bureau, the US Department of Agriculture (USDA), and Moody's Analytics. Goods export figures are classified according to the US government's North American Industry Classification (NAICS) system. Services export figures are based primarily on data from the US Bureau of Economic Analysis (BEA) and Moody's Analytics. Services export figures are classified according to the BEA categories.

This year's edition of US Exports to China by State uses more detailed sector categories for both goods and services. The number of reported goods sectors increased from 29 last year to 104 this year, while the number of reported services sectors increased from 8 to 33. In both cases, the more detailed sectors provide a better sense of the types of goods and services exported to China. For example, whereas past editions reported exports of "Machinery," this edition breaks those exports down further to "Agricultural & Construction Machinery" and "HVAC & Refrigeration Equipment" and "Engines & Turbines."

Goods exports cover 2006-2016; services exports are reported through 2015, the most recent year detailed services export data are available from BEA. As historical data from each of these sources is revised annually, this issue of US Exports to China by State replaces all prior editions.

Similar to previous editions of US Exports to China by State, this report uses a methodology that credits agricultural exports to states where crops are grown as opposed to states with large ports where bulk commodities are aggregated prior to export. A detailed explanation of the methodology for goods and services export estimates is available at <http://tradepartnership.com/data/cdxports-and-cdxjobs/>.

This year's edition of US Exports to China by State includes estimates for U.S. jobs supported by exports to China from each state. Estimates for "direct" and "indirect" jobs tied to exports to China from a given state are derived using domestic employment requirement tables from the U.S. Bureau of Labor Statistics. Estimates are calculated at the sector level and then summed to determine the total U.S. jobs supported by exports from the state. All reported jobs figures are for 2015, the most recent year available for both goods and services. Since "indirect" jobs may be located outside the state (e.g., autos exported from South Carolina may support tire manufacturing jobs in Ohio), it is important to note the distinction between "U.S. jobs supported by exports from Ohio to China," as reported here, and "jobs in Ohio supported by exports to China," which are not reported here.

### **Additional notes on goods export categories:**

NAICS 3399 (Miscellaneous Manufacturing) – According to the Census Bureau, "Miscellaneous Manufacturing" includes a wide range of products that cannot readily be classified in specific NAICS subsectors in manufacturing. Establishments in this subsector manufacture products as diverse as jewelry, sporting goods, toys, and office supplies.

NAICS 9100 (Waste & Scrap) – The Census Bureau includes a variety of second-hand scrap and recycled materials in this export classification, including ferrous metals, copper, aluminum, paper, wood, and sawdust. Many of these products are used by China to produce rebar steel and packaging materials.

**Additional notes on services export categories:**

Credit-Related Services – BEA classifies non-depository, non-investment financial transactions as credit-related services. The services may include credit card issuing, sales financing, trade financing, and similar activities.

Royalties from Industrial Processes – According to the BEA, “Royalties from Industrial Processes” include transactions with nonresidents that involve intangible assets – including patents, trade secrets, and other proprietary rights – that are used in connection with the production of goods.

# Sponsors

Applied Materials

Caterpillar

Chevron

Corning

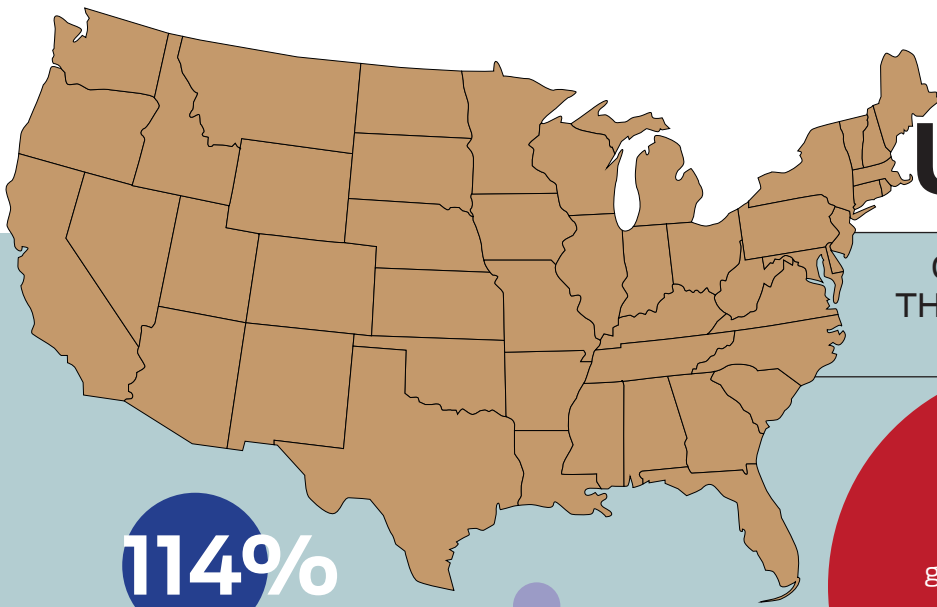
Dupont

JPMorgan

Smithfield

Thermo Fisher Scientific

Underwriters Laboratories Inc.



# US exports

CHINA IS THE UNITED STATES' THIRD-LARGEST EXPORT MARKET FOR GOODS AND SERVICES

**114%**

growth in exports of goods to China

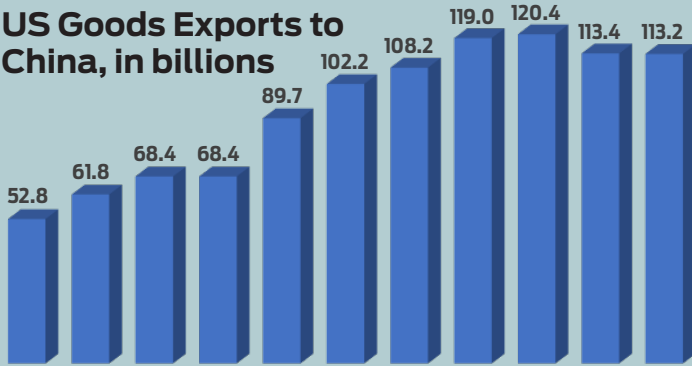
compared to 37% growth in exports of goods to rest of world

**348%**

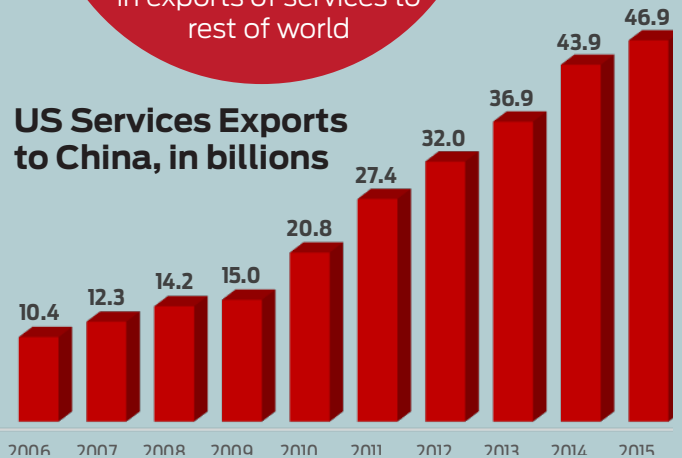
growth in exports of services to China

compared to 76% growth in exports of services to rest of world

**US Goods Exports to China, in billions**



**US Services Exports to China, in billions**



**Top Goods exports to China**

- 1. Oilseeds & Grains \$15 billion
- 2. Aerospace Products & Parts \$14 billion
- 3. Motor Vehicles \$8 billion
- 4. Semiconductors & Components \$6 billion
- 5. Navigational & Meas. Instruments \$5 billion

**Top services exports**

- 1. Travel \$26.8 billion
- 2. Royalties & License Fees \$6.0 billion
- 3. Transportation Services \$4.9 billion
- 4. Business, Professional & Technical Services \$3.7 billion
- 5. Financial Services \$3.0 billion

**Top Goods markets**

- 1. Canada \$235 billion
- 2. Mexico \$222 billion
- 3. China \$113 billion
- 4. Japan \$60 billion
- 5. United Kingdom \$49 billion

**Top services markets**

- 1. United Kingdom \$66 billion
- 2. Canada \$56 billion
- 3. China \$47 billion
- 4. Japan \$44 billion
- 5. Mexico \$31 billion

**Top 5 US states goods exporters to China**

- 1. California \$13 billion
- 2. Washington \$11 billion
- 3. Texas \$10 billion
- 4. South Carolina \$6 billion
- 5. Oregon \$5 billion

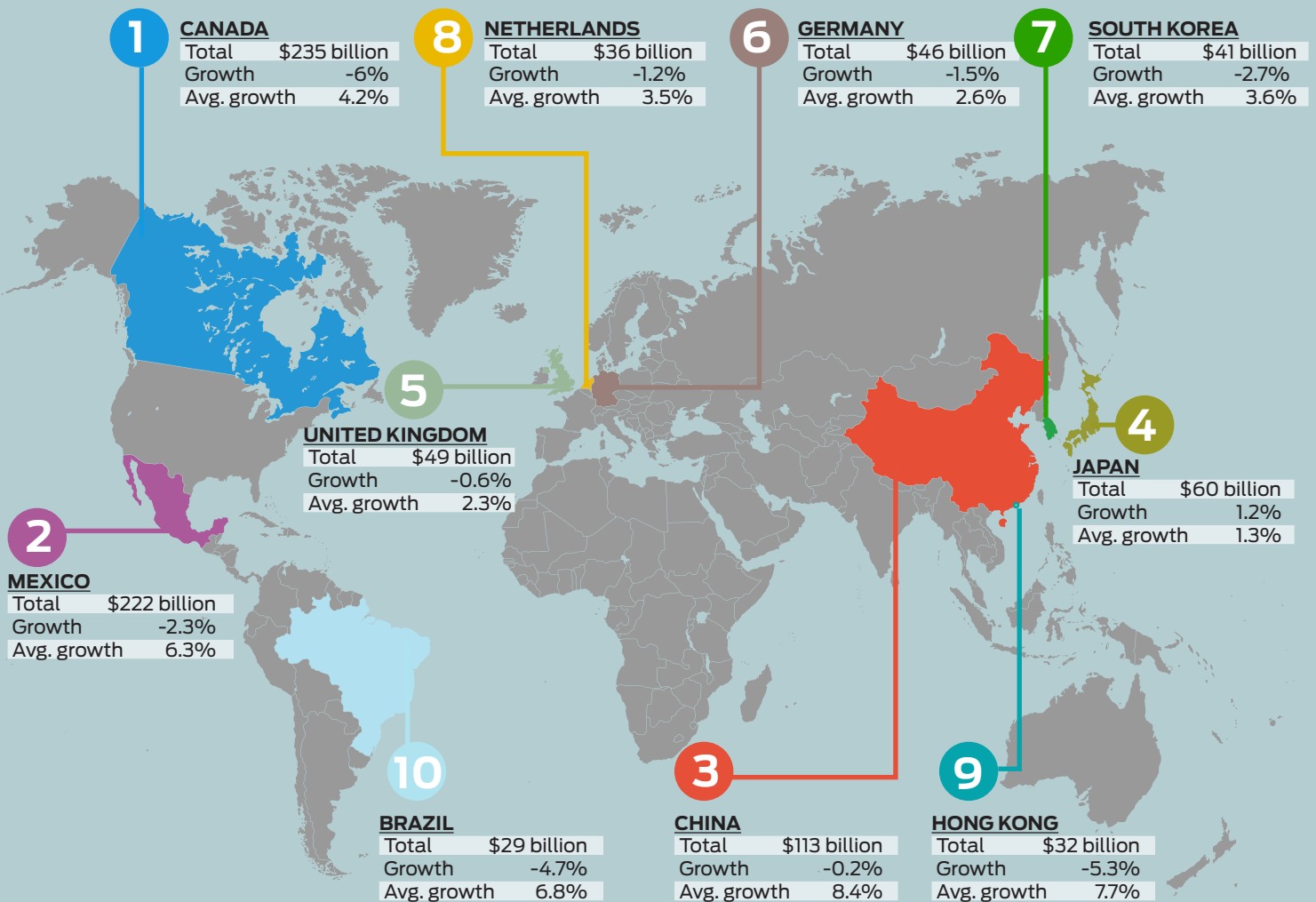
EXPORTS TO CHINA

**Top 5 US states service exporters to China**

- 1. California \$7 billion
- 2. New York \$4 billion
- 3. Texas \$3 billion
- 4. Florida \$3 billion
- 5. Massachusetts \$2 billion

# Top US Goods Export Markets, 2016

Growth represents 2016 annual growth. Average growth represents the average annual growth from 2006-2016

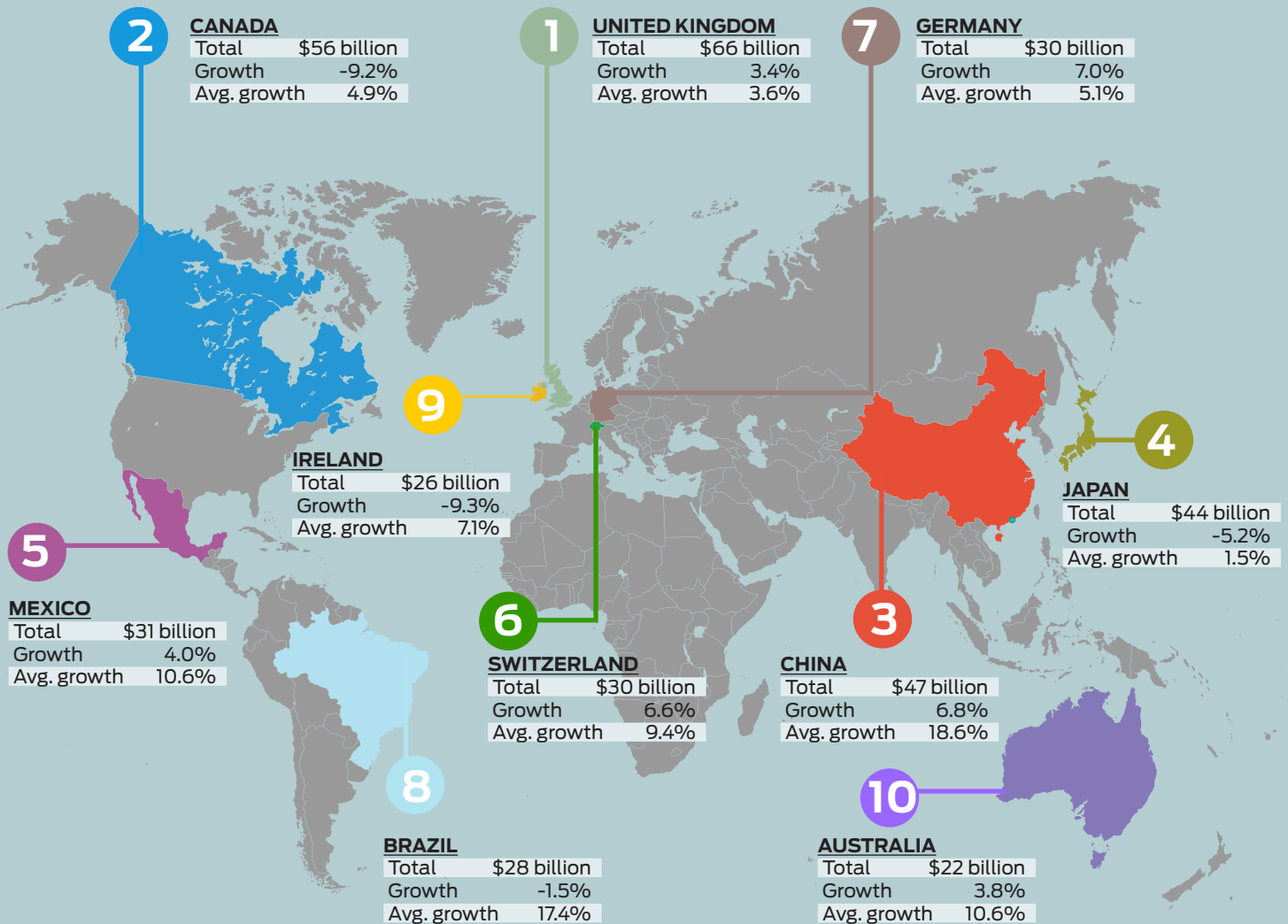


- China continues to be an important market for US goods exports, even as China's economy slows. China is currently the United States' third-largest export market. In 2016, US exports to China reached more than \$113 billion.
- Although US exports to China slowed in 2016 compared to previous years, US exports to China have grown faster over the last decade than exports to the other top 10 US trade partners.
- Hong Kong is often a throughpoint for US exports ultimately destined for China. In 2016, combined US exports to Hong Kong and China totaled nearly \$145 billion.



# Top US Services Export Markets, 2015

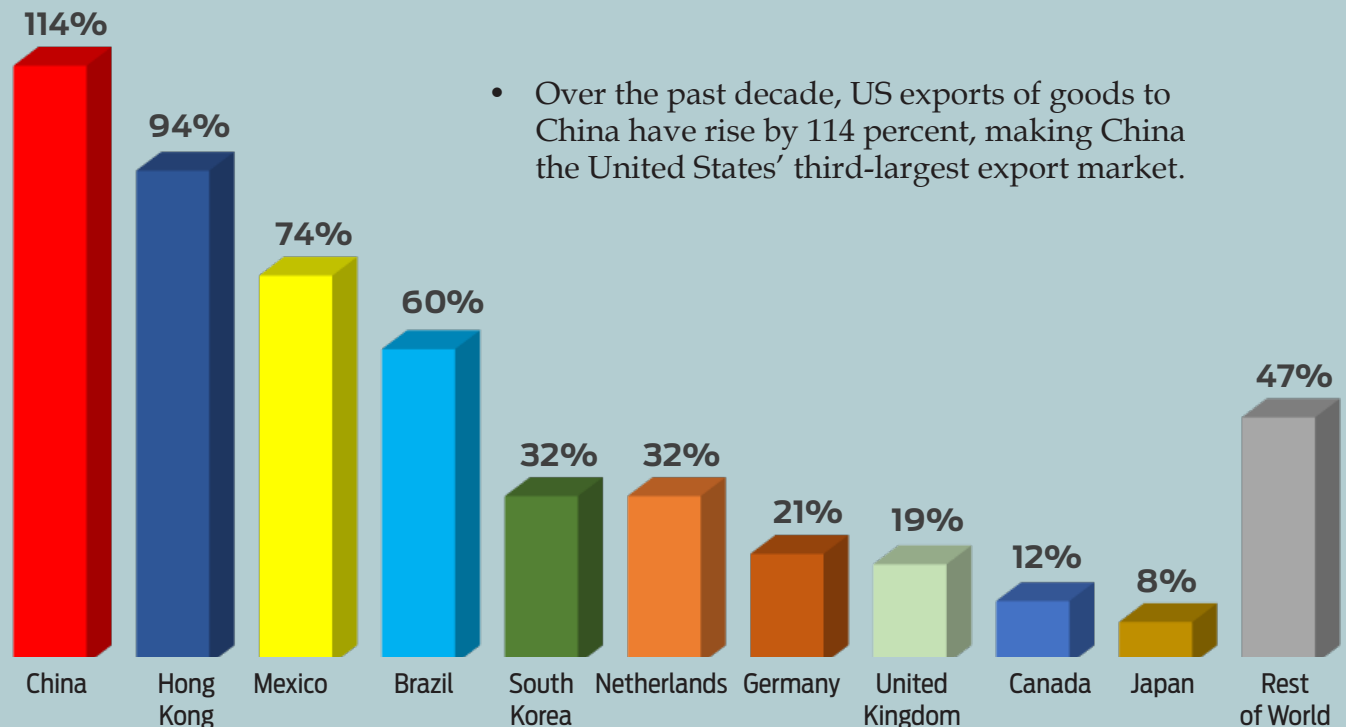
Growth represents 2015 annual growth. Average growth represents the average annual growth from 2006-2015.



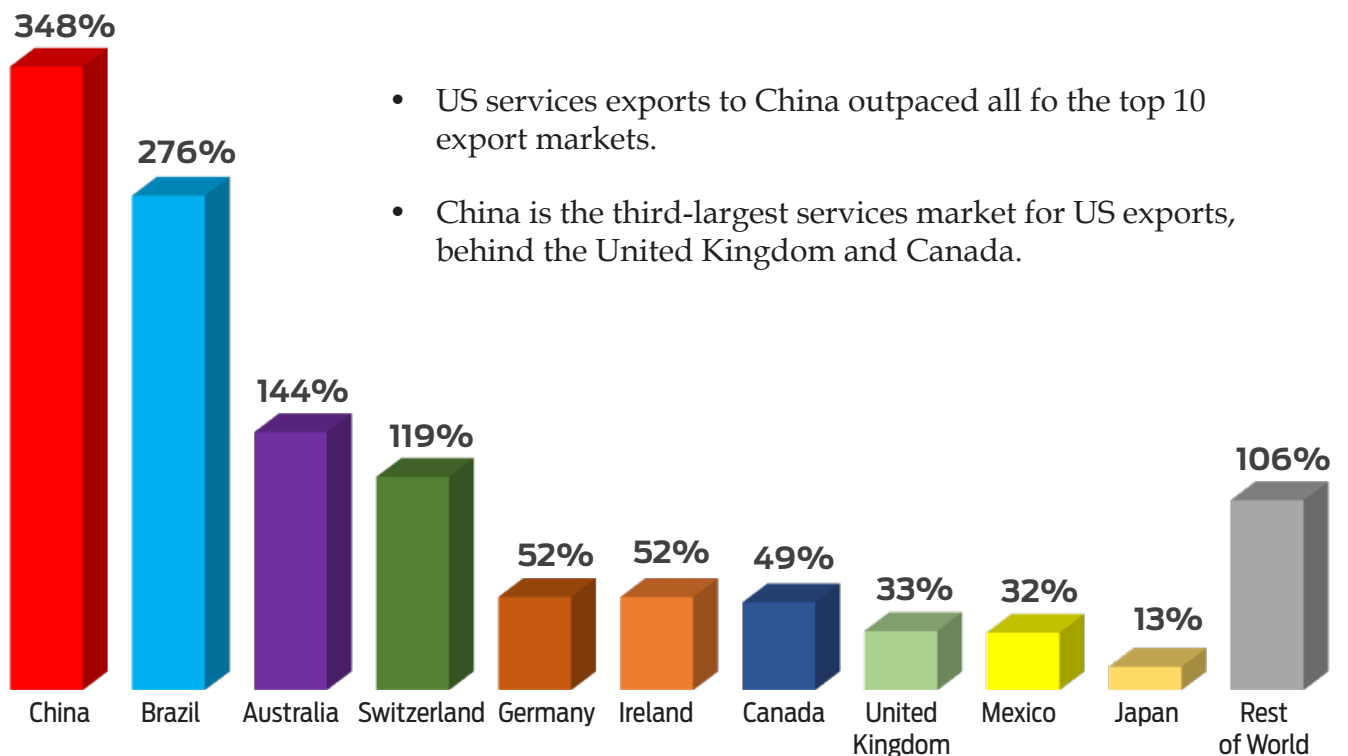
- China is an increasingly important market for US services exports and is currently the United States' third-largest export market. In 2015, US exports to China reached more than \$47 billion.
- Despite China's slowing economy, US exports to China have grown faster over the last decade than exports to any other top US trade partner. US services exports include travel and tourism, when Chinese students and visitors come to the United States; royalties from industrial processes, such as patents; and business management and advisory services.

# Fastest growing US export markets

## Most growth in US goods exports from 2006-2016



## Most growth in US services exports from 2006-2015

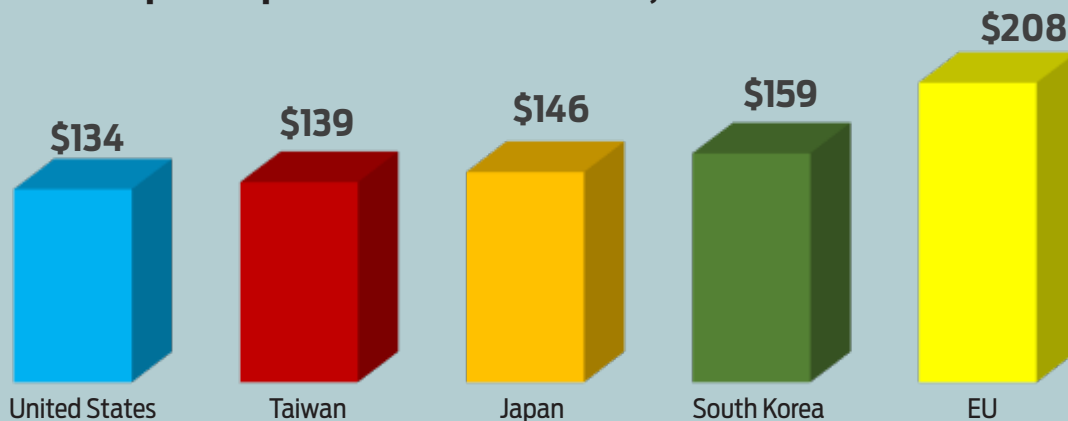


Note: Rankings are based on export data for 2006 and 2016 for goods, and 2006 and 2015 for services, comparing the top 10 markets for US exports. "Rest of World" export growth for this page is calculated using the cumulative sums for US exports to all remaining markets (non-top 10) for those years. Full-year services export data are available only through year-end 2015.



# China's imports

China's top 5 import sources in 2016, in billions



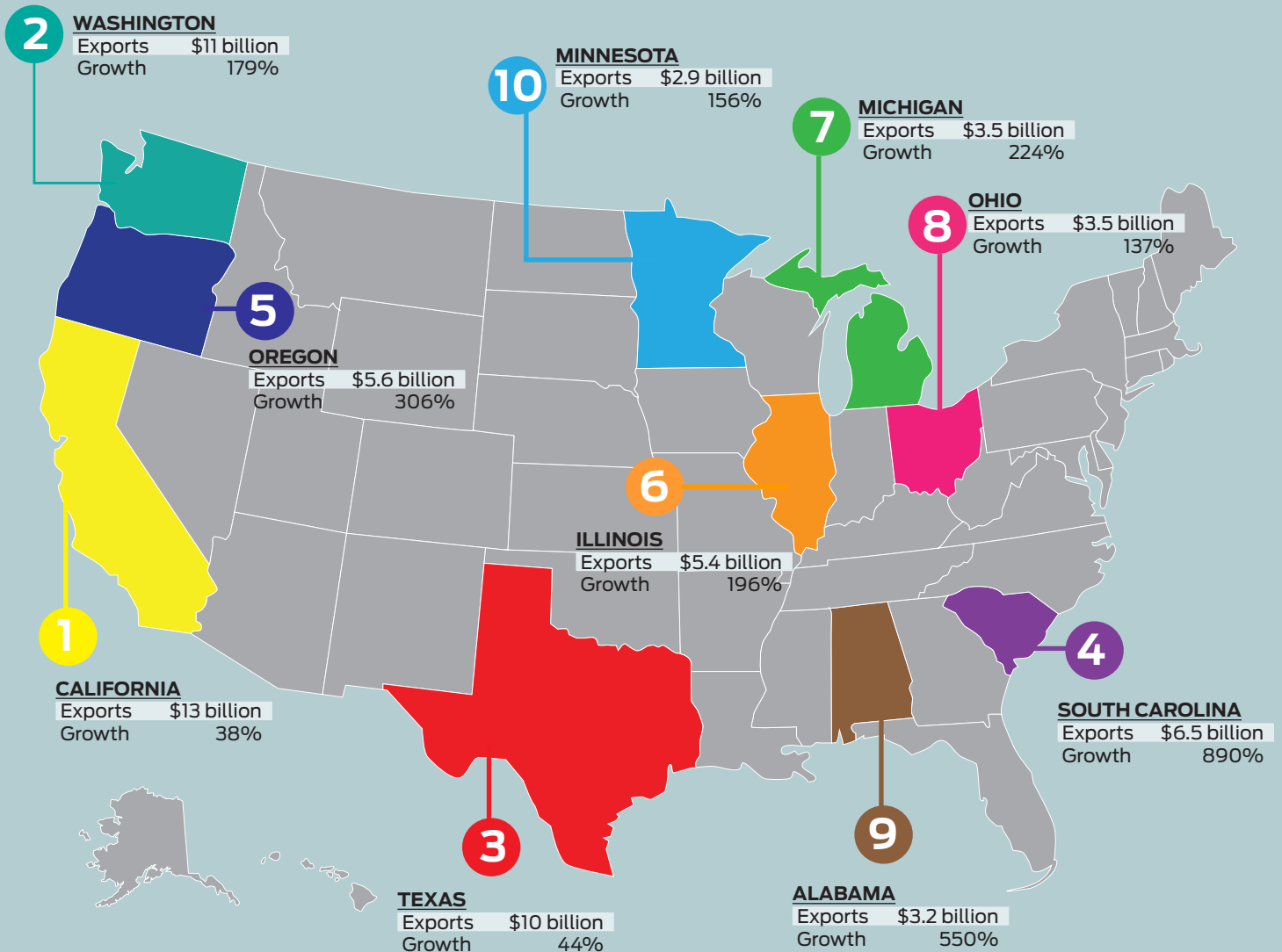
## THE UNITED STATES IS ONLY CHINA'S FIFTH-LARGEST SOURCE OF IMPORTS

- The European Union and South Korea continue to export more goods to China than the United States. The United States also fell two places in 2016 to become the fifth-ranked source of imports for China, overtaken by Taiwan and Japan.
- Although US exports to China have grown significantly over the last decade, US imports to China in 2016 accounted for about 8.4 percent of China's total imports.
- China's slowing economy has had an impact on its purchases of US goods. Chinese imports of US products between 2015 and 2014 were down 9.6 percent. While the decline was notable, three of the other top import sources to China saw declines: imports from Taiwan were down 2.8 percent, from South Korea were down 8.9 percent, and from the EU were down 0.4 percent. Only Japanese imports saw an increase — of 1.7 percent.

Note: Data for this chart are based on PRC government statistics. The value of PRC imports from the United States is higher than US exports to China because of several data discrepancies between US and PRC trade statistics, reflecting methodological differences regarding shipping costs, as well as tariffs that are applied as goods pass through other customs territories on their way to China.

# Top State Goods Exporters to China, 2016

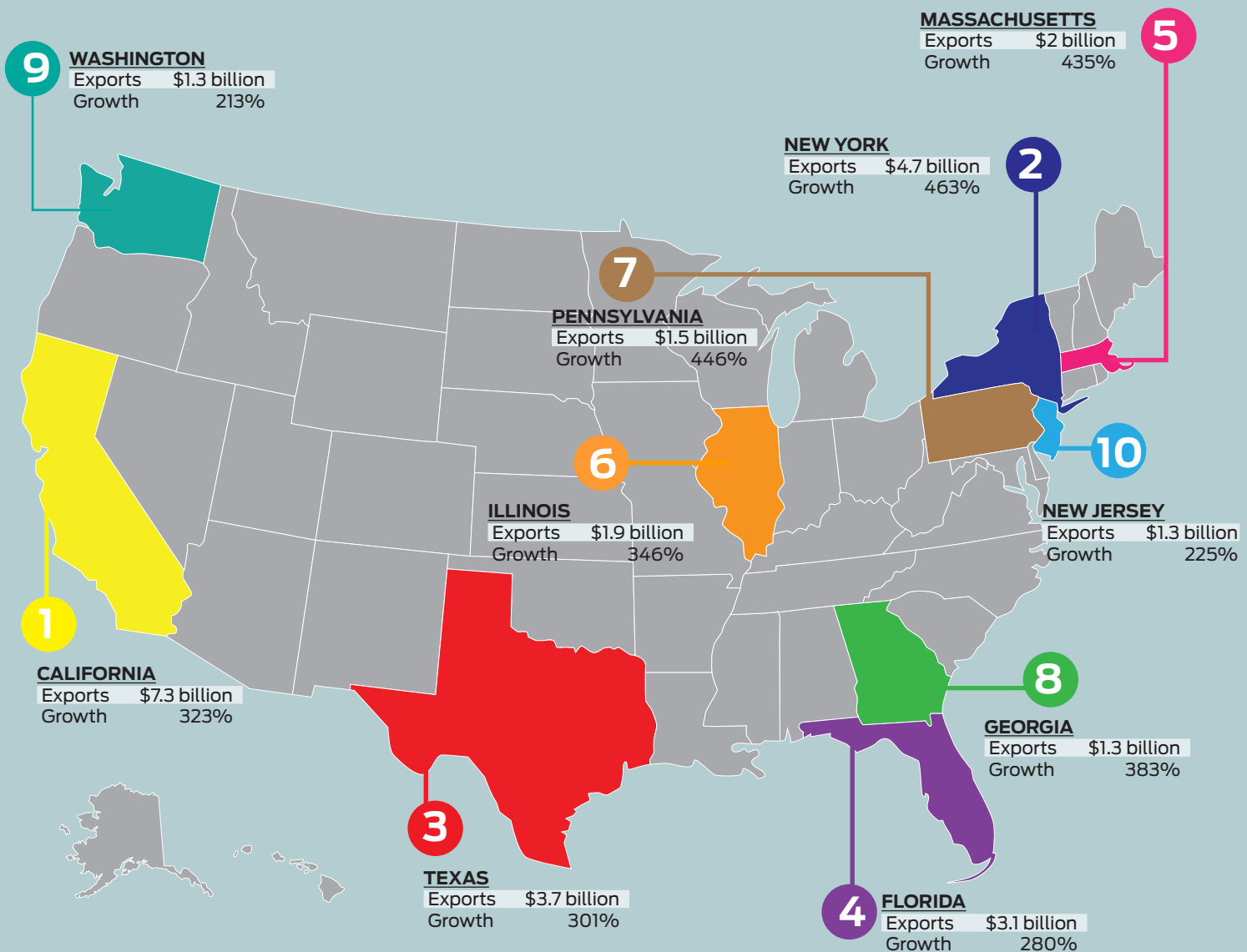
Growth represents the total growth from 2006-2016.



- Thirty states experienced triple-digit goods export growth to China since 2006. Four states – Alabama, Montana, North Dakota, and South Carolina – saw export growth of more than 500 percent over the past decade.
- In 2016, 29 states exported more than \$1 billion in goods to China, while another 11 states exported more than \$500 million. In 2006, only 17 states exported more than \$1 billion to China.
- The top 10 states exporting goods to China in 2016 span the nation. This list includes states that are not often thought of as those benefiting from trade with China – Alabama, Minnesota, Michigan, New York, Ohio, South Carolina and Tennessee.

# Top State Services Exporters to China, 2015

Growth represents the total growth from 2006-2015.



- All 50 states experienced triple-digit services export growth to China since 2006. Sixteen states – Montana, Indiana, Idaho, South Dakota, North Dakota, Iowa, Maine, Nebraska, North Carolina, Vermont, New York, Mississippi, Missouri, Oregon, Rhode Island, and Pennsylvania – saw export growth of more than 400 percent over the period.
- In 2015, 14 states exported more than \$1 billion in services to China, while another eleven states exported more than \$500 million. In 2006, only one state exported more than \$1 billion to China – California.
- The top 10 states exporting services to China in 2015 span the nation. This list includes states that are not often thought of as those benefiting from trade with China – Massachusetts, Georgia, and Pennsylvania.

# Alabama

**550%**

growth in exports of goods to China

compared to 34% growth in exports of goods to rest of world

**427%**

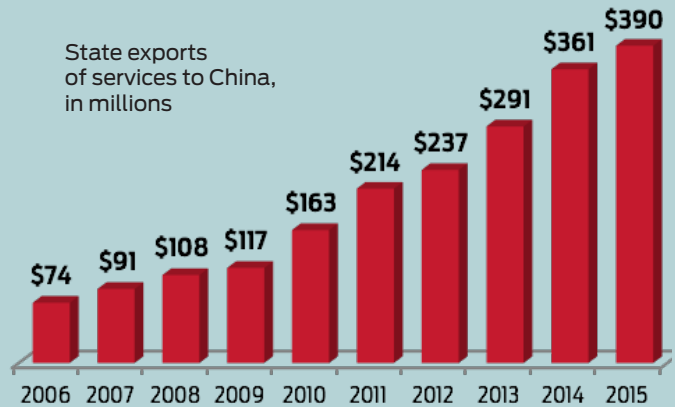
growth in exports of services to China

compared to 78% growth in exports of services to rest of world

State exports of goods to China, in billions



State exports of services to China, in millions



**Top Goods Export Markets, 2016**

1. Canada	\$4.2 billion
2. China	\$3.2 billion
3. Germany	\$3.2 billion
4. Mexico	\$2.7 billion
5. United Kingdom	\$555 million

**Top Services Export Markets, 2015**

1. Canada	\$394 million
2. China	\$390 million
3. United Kingdom	\$366 million
4. Japan	\$287 million
5. Mexico	\$258 million

## ALABAMA'S EXPORTS TO CHINA SUPPORTED 17,400 AMERICAN JOBS IN 2015

**Top Goods Exported to China, 2016**

1. Motor Vehicles	\$2.0 billion
2. Pulp & Paperboard Mill Products	\$289 million
3. Resins & Synthetic Fibers	\$288 million
4. Basic Chemicals	\$202 million
5. Oilseeds & Grains	\$75 million

EXPORTS TO CHINA

**Top Services Exported to China, 2015**

1. Travel	\$165 million
2. Education	\$70 million
3. Equipment Install., Maint., & Repair	\$38 million
4. Royalties from Industrial Processes	\$24 million
5. Architect., Engin., & Tech. Services	\$20 million

Note: Full-year services export data are available only through year-end 2015

# Alaska

149%

growth in exports of goods to China

○  
compared to -11% growth in exports of goods to rest of world

271%

growth in exports of services to China

○  
compared to 101% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. China	\$1.2 billion
2. Japan	\$812 million
3. South Korea	\$730 million
4. Canada	\$484 million
5. Germany	\$256 million

### Top Services Export Markets, 2015

1. Japan	\$182 million
2. United Kingdom	\$169 million
3. Canada	\$163 million
4. China	\$148 million
5. Mexico	\$119 million

## ALASKA'S EXPORTS TO CHINA SUPPORTED 6,600 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Marine Products	\$679 million
2. Metal Ores	\$322 million
3. Oil & Gas	\$87 million
4. Timber & Logs	\$74 million
5. Scrap Products	\$8.2 million

EXPORTS TO CHINA

### Top Services Exported to China, 2015

1. Travel	\$58 million
2. Passenger Fares	\$26 million
3. Ocean Freight & Port Services	\$22 million
4. Air Freight & Port Services	\$13 million
5. Architect., Engin., & Tech. Services	\$6.8 million

Note: Full-year services export data are available only through year-end 2015

# Arizona



**-0.1%**

growth in exports of goods to China

compared to 20% growth in exports of goods to rest of world

**391%**

growth in exports of services to China

compared to 67% growth in exports of services to rest of world

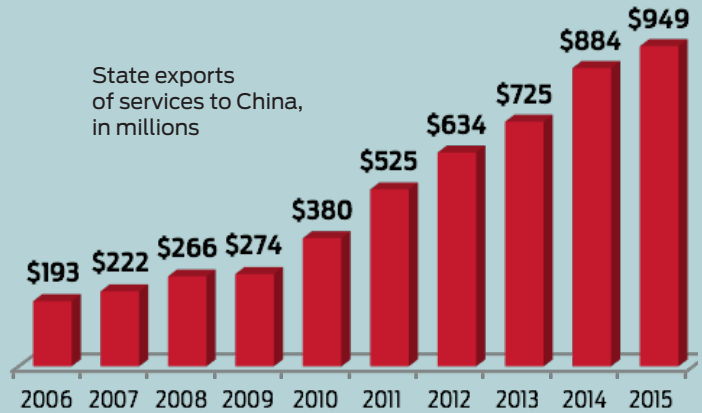
State exports of goods to China, in billions



### Top Goods Export Markets, 2016

1. Mexico	\$8.2 billion
2. Canada	\$1.8 billion
3. South Korea	\$1.3 billion
4. China	\$1.2 billion
5. United Kingdom	\$773 million

State exports of services to China, in millions



### Top Services Export Markets, 2015

1. United Kingdom	\$1.1 billion
2. Canada	\$1.0 billion
3. China	\$949 million
4. Japan	\$846 million
5. Mexico	\$678 million

## ARIZONA'S EXPORTS TO CHINA SUPPORTED 15,500 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Semiconductors & Components	\$427 million
2. Aerospace Products & Parts	\$332 million
3. Navigational & Meas. Instruments	\$55 million
4. Scrap Products	\$35 million
5. Misc. Crops	\$35 million



### Top Services Exported to China, 2015

1. Travel	\$401 million
2. Education	\$198 million
3. Passenger Fares	\$91 million
4. Royalties from Industrial Processes	\$54 million
5. Air Freight & Port Services	\$38 million

Note: Full-year services export data are available only through year-end 2015



# Arkansas

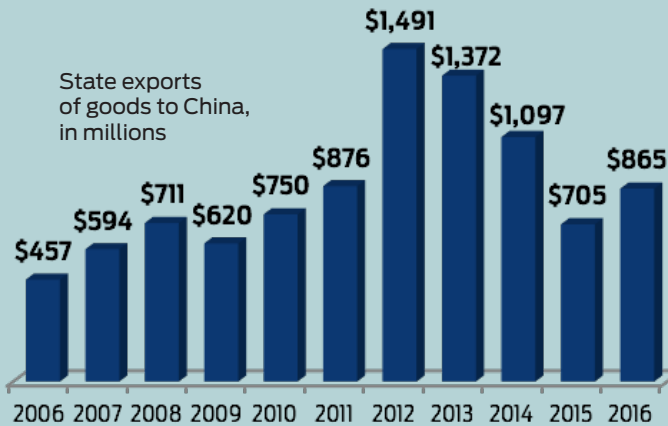


**89%**  
growth in exports  
of goods to China

compared to 27%  
growth in exports of  
goods to rest of world

**377%**  
growth in exports of  
services to China

compared to  
82% growth  
in exports of  
services to rest  
of world



### Top Goods Export Markets, 2016

1. Canada	\$1.2 billion
2. China	\$865 million
3. France	\$788 million
4. Mexico	\$710 million
5. Japan	\$321 million



### Top Services Export Markets, 2015

1. Canada	\$179 million
2. United Kingdom	\$156 million
3. China	\$155 million
4. Brazil	\$128 million
5. Mexico	\$96 million

## ARKANSAS' EXPORTS TO CHINA SUPPORTED 6,100 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$571 million
2. Resins & Synthetic Fibers	\$56 million
3. Aerospace Products & Parts	\$49 million
4. Basic Chemicals	\$49 million
5. Misc. Crops	\$37 million



### Top Services Exported to China, 2015

1. Travel	\$55 million
2. Education	\$48 million
3. Equipment Install., Maint., & Repair	\$15 million
4. Trademarks	\$10 million
5. Operational Leasing	\$9.9 million

Note: Full-year services export data are available only through year-end 2015

# California

**38%**

growth in exports of goods to China

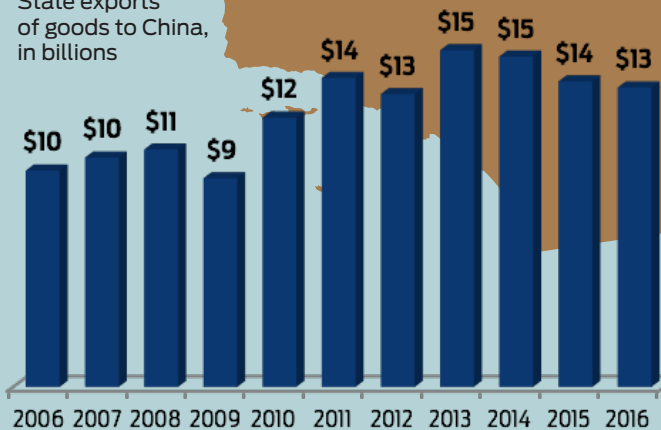
compared to 27% growth in exports of goods to rest of world

**323%**

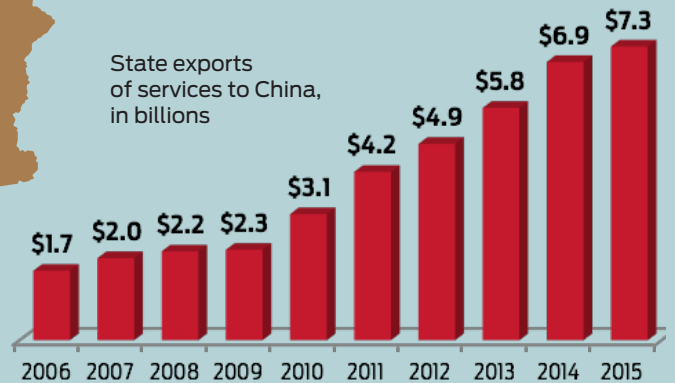
growth in exports of services to China

compared to 71% growth in exports of services to rest of world

State exports of goods to China, in billions



State exports of services to China, in billions



### Top Goods Export Markets, 2016

1. Mexico	\$25 billion
2. Canada	\$17 billion
3. China	\$13 billion
4. Japan	\$11 billion
5. Hong Kong	\$9.5 billion

### Top Services Export Markets, 2015

1. United Kingdom	\$12 billion
2. Canada	\$9.2 billion
3. Japan	\$7.4 billion
4. China	\$7.3 billion
5. Switzerland	\$6.3 billion

## CALIFORNIA'S EXPORTS TO CHINA SUPPORTED 121,100 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Communications Equipment	\$1.6 billion
2. Scrap Products	\$1.6 billion
3. Motor Vehicles	\$1.2 billion
4. Navigational & Meas. Instruments	\$1.1 billion
5. Industrial Machinery	\$787 million



### Top Services Exported to China, 2015

1. Travel	\$2.3 billion
2. Education	\$1.7 billion
3. Royalties from Industrial Processes	\$579 million
4. Film & TV Distribution	\$359 million
5. Passenger Fares	\$256 million

Note: Full-year services export data are available only through year-end 2015

# Colorado

12%

growth in exports of goods to China

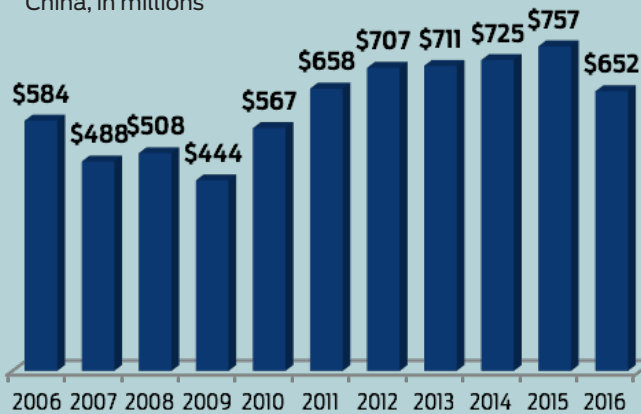
○ compared to -4% growth in exports of goods to rest of world

375%

growth in exports of services to China

○ compared to 80% growth in exports of services to rest of world

State exports of goods to China, in millions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. Canada	\$1.4 billion
2. Mexico	\$1.1 billion
3. China	\$652 million
4. Japan	\$512 million
5. South Korea	\$424 million

### Top Services Export Markets, 2015

1. United Kingdom	\$1.3 billion
2. Canada	\$1.2 billion
3. Japan	\$951 million
4. China	\$905 million
5. Brazil	\$731 million

## COLORADO'S EXPORTS TO CHINA SUPPORTED 12,600 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Navigational & Meas. Instruments	\$121 million
2. Meat Products	\$118 million
3. Scrap Products	\$54 million
4. Misc. Chemical Preparations	\$53 million
5. Oilseeds & Grains	\$42 million



### Top Services Exported to China, 2015

1. Travel	\$384 million
2. Education	\$121 million
3. Passenger Fares	\$90 million
4. Architect., Engin., & Tech. Services	\$44 million
5. Mgmt. & Advisory Services	\$40 million

Note: Full-year services export data are available only through year-end 2015

# Connecticut



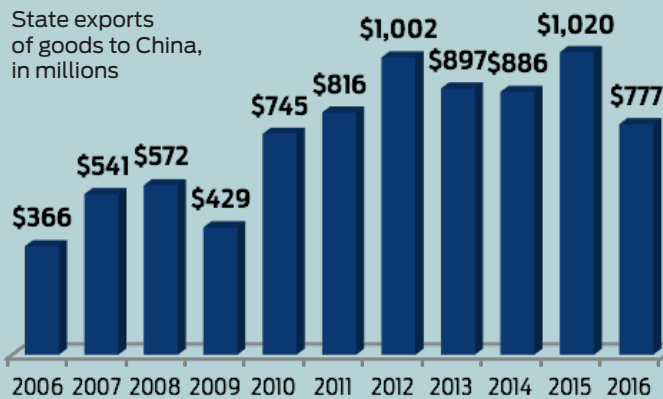
**112%**  
growth in exports  
of goods to China

compared to 12%  
growth in exports of  
goods to rest of world

**274%**  
growth in exports of  
services to China

compared to 51%  
growth in exports of  
services to rest of world

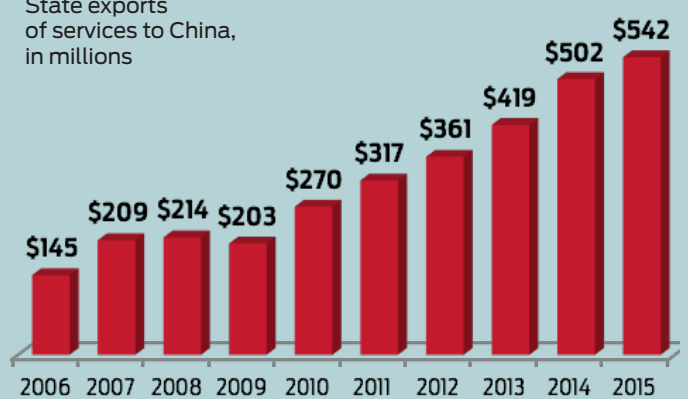
State exports  
of goods to China,  
in millions



### Top Goods Export Markets, 2016

1. France	\$1.9 billion
2. Germany	\$1.6 billion
3. Canada	\$1.6 billion
4. United Arab Emirates	\$1.2 billion
7. China	\$777 million

State exports  
of services to China,  
in millions



### Top Services Export Markets, 2015

1. British Overseas Territories (Carib.)	\$1.5 billion
2. United Kingdom	\$1.2 billion
3. Canada	\$751 million
4. China	\$542 million
5. Japan	\$533 million

## CONNECTICUT'S EXPORTS TO CHINA SUPPORTED 9,600 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Aerospace Products & Parts	\$193 million
2. Nonferrous Metals & Processing	\$109 million
3. Navigational & Meas. Instruments	\$96 million
4. Misc. General Purpose Machinery	\$33 million
5. Misc. Fabricated Metal Products	\$28 million



### Top Services Exported to China, 2015

1. Education	\$166 million
2. Travel	\$110 million
3. Mgmt. & Advisory Services	\$105 million
4. Trademarks	\$22 million
5. Royalties from Industrial Processes	\$20 million

Note: Full-year services export data are available only through year-end 2015

# Delaware

144%

growth in exports of goods to China

compared to 7% growth in exports of goods to rest of world

340%

growth in exports of services to China

compared to 112% growth in exports of services to rest of world

State exports of goods to China, in millions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. United Kingdom \$549 million
2. United Arab Emirates \$381 million
3. China \$371 million
4. Canada \$370 million
5. Saudi Arabia \$367 million

### Top Services Export Markets, 2015

1. British Overseas Territories (Carib.) \$622 million
2. United Kingdom \$385 million
3. Canada \$218 million
4. Japan \$159 million
5. China \$153 million

## DELAWARE'S EXPORTS TO CHINA SUPPORTED 3,200 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Navigational & Meas. Instruments \$98 million
2. Pharmaceuticals & Medicines \$64 million
3. Resins & Synthetic Fibers \$34 million
4. Oilseeds & Grains \$30 million
5. Basic Chemicals \$30 million

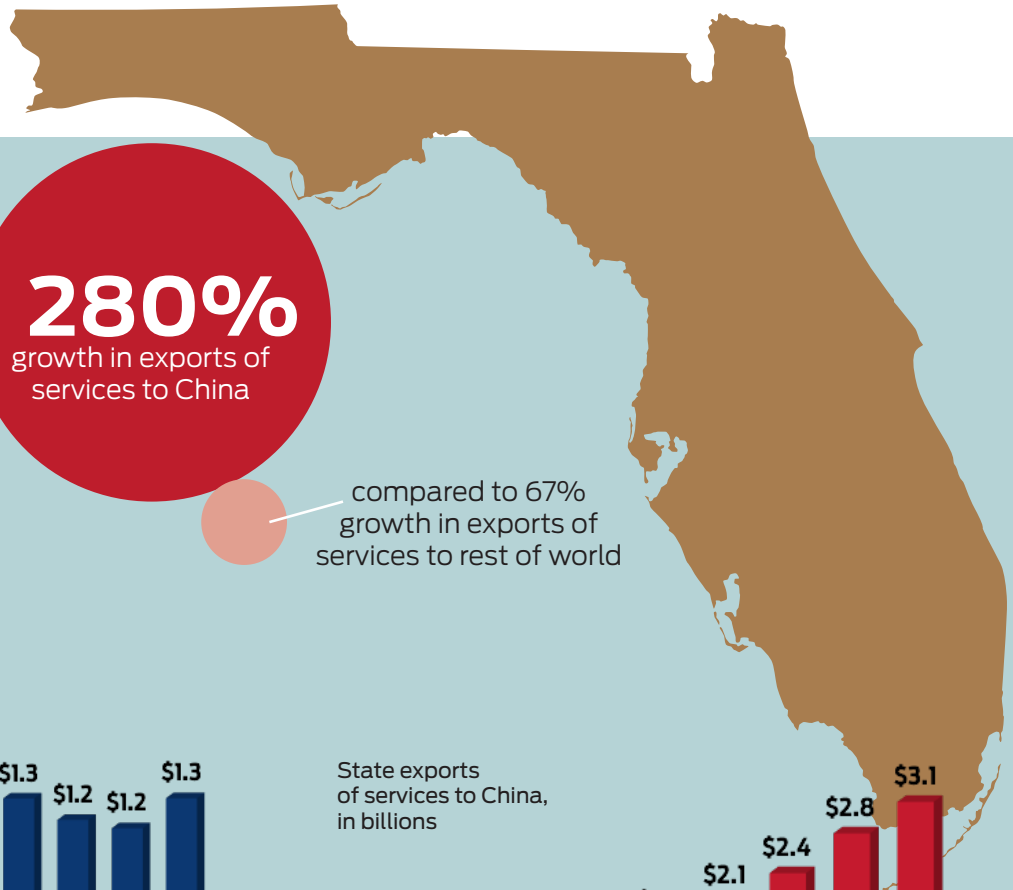
EXPORTS TO CHINA

### Top Services Exported to China, 2015

1. Education \$43 million
2. Credit-Related Services \$37 million
3. Travel \$20 million
4. Mgmt. & Advisory Services \$11 million
5. Operational Leasing \$7.1 million

Note: Full-year services export data are available only through year-end 2015

# Florida



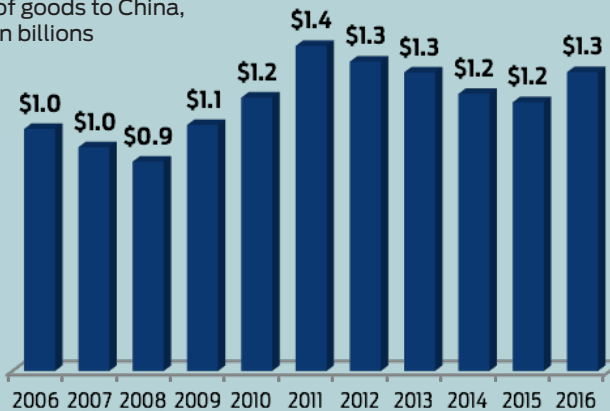
**23%**  
growth in exports  
of goods to China

compared to 34%  
growth in exports of  
goods to rest of world

**280%**  
growth in exports of  
services to China

compared to 67%  
growth in exports of  
services to rest of world

State exports  
of goods to China,  
in billions



State exports  
of services to China,  
in billions



### Top Goods Export Markets, 2016

1. Brazil	\$3.5 billion
2. Canada	\$3.4 billion
3. Mexico	\$2.8 billion
4. Colombia	\$2.1 billion
13. China	\$1.3 billion

### Top Services Export Markets, 2015

1. United Kingdom	\$3.6 billion
2. Canada	\$3.4 billion
3. China	\$3.1 billion
4. Japan	\$3.0 billion
5. Mexico	\$2.4 billion

## FLORIDA'S EXPORTS TO CHINA SUPPORTED 34,900 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Scrap Products	\$293 million
2. Aerospace Products & Parts	\$161 million
3. Pulp & Paperboard Mill Products	\$71 million
4. Navigational & Meas. Instruments	\$65 million
5. Misc. Manufactured Commodities	\$59 million

EXPORTS  
TO CHINA



### Top Services Exported to China, 2015

1. Travel	\$1.6 billion
2. Education	\$424 million
3. Passenger Fares	\$243 million
4. Ocean Freight & Port Services	\$212 million
5. Air Freight & Port Services	\$109 million

Note: Full-year services export data are available only through year-end 2015

# Georgia



**107%**  
growth in exports  
of goods to China

compared to 71%  
growth in exports  
of goods to rest  
of world

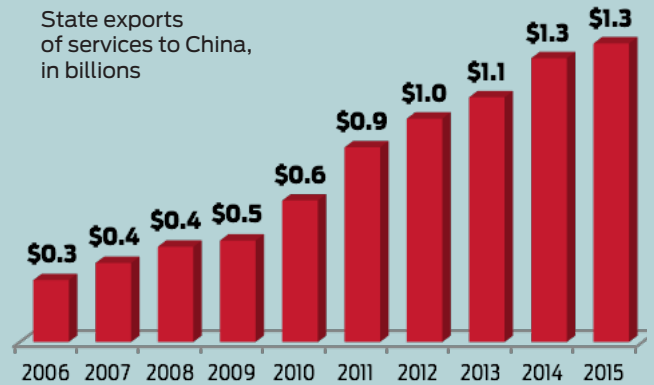
**383%**  
growth in exports of  
services to China

compared to 95% growth  
in exports of services to  
rest of world

State exports  
of goods to China,  
in billions



State exports  
of services to China,  
in billions



### Top Goods Export Markets, 2016

1. Canada	\$5.8 billion
2. Mexico	\$3.6 billion
3. China	\$2.6 billion
4. Germany	\$1.6 billion
5. Japan	\$1.4 billion

### Top Services Export Markets, 2015

1. United Kingdom	\$2.1 billion
2. Canada	\$1.9 billion
3. Japan	\$1.5 billion
4. China	\$1.3 billion
5. Brazil	\$1.1 billion

## GEORGIA'S EXPORTS TO CHINA SUPPORTED 26,100 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Pulp & Paperboard Mill Products	\$654 million
2. Aerospace Products & Parts	\$456 million
3. Misc. Crops	\$160 million
4. Scrap Products	\$146 million
5. Medical Equipment & Supplies	\$121 million



### Top Services Exported to China, 2015

1. Travel	\$411 million
2. Passenger Fares	\$235 million
3. Education	\$218 million
4. Air Freight & Port Services	\$102 million
5. Computer Software	\$45 million

Note: Full-year services export data are available only through year-end 2015

# Hawaii

**325%**

growth in exports of goods to China

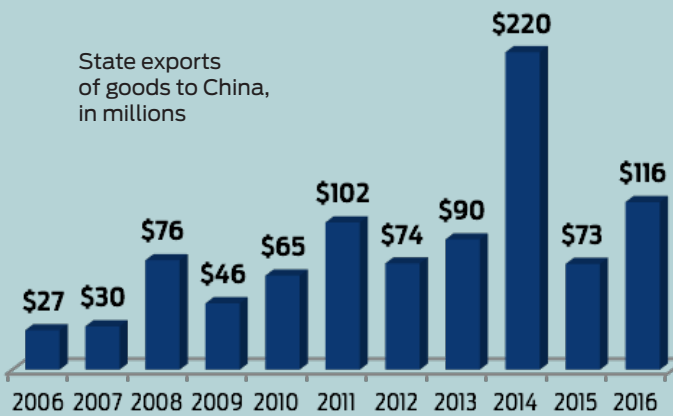
— compared to 63% growth in exports of goods to rest of world

**277%**

growth in exports of services to China

— compared to 56% growth in exports of services to rest of world

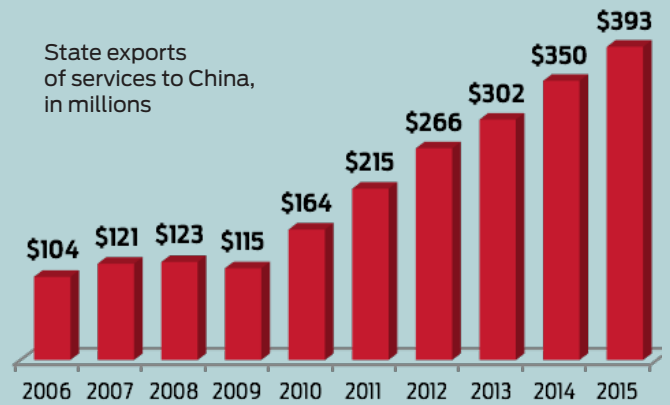
State exports of goods to China, in millions



**Top Goods Export Markets, 2016**

1. Australia	\$707 million
2. China	\$116 million
3. Canada	\$99 million
4. Singapore	\$64 million
5. Japan	\$55 million

State exports of services to China, in millions



**Top Services Export Markets, 2015**

1. Canada	\$425 million
2. China	\$393 million
3. Japan	\$391 million
4. United Kingdom	\$378 million
5. Mexico	\$341 million

## HAWAII'S EXPORTS TO CHINA SUPPORTED 3,900 AMERICAN JOBS IN 2015

**Top Goods Exported to China, 2016**

1. Basic Chemicals	\$42 million
2. Petroleum & Coal Products	\$35 million
3. Scrap Products	\$17 million
4. Timber & Logs	\$11 million
5. Marine Products	\$3.1 million

EXPORTS TO CHINA

**Top Services Exported to China, 2015**

1. Travel	\$231 million
2. Passenger Fares	\$63 million
3. Education	\$35 million
4. Air Freight & Port Services	\$22 million
5. Ocean Freight & Port Services	\$18 million

Note: Full-year services export data are available only through year-end 2015



# Idaho



**27%**

growth in exports of goods to China

compared to 36% growth in exports of goods to rest of world

**480%**

growth in exports of services to China

compared to 70% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. Canada	\$960 million
2. Singapore	\$854 million
3. China	\$759 million
4. Taiwan	\$603 million
5. Malaysia	\$349 million

### Top Services Export Markets, 2015

1. China	\$124 million
2. Switzerland	\$116 million
3. Canada	\$113 million
4. United Kingdom	\$100 million
5. Japan	\$92 million

## IDAHO'S EXPORTS TO CHINA SUPPORTED 5,500 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Navigational & Meas. Instruments	\$298 million
2. Semiconductors & Components	\$173 million
3. Oilseeds & Grains	\$117 million
4. Computer Equipment	\$37 million
5. Misc. Crops	\$25 million



### Top Services Exported to China, 2015

1. Travel	\$45 million
2. Education	\$36 million
3. Royalties from Industrial Processes	\$17 million
4. Equipment Install., Maint., & Repair	\$7.0 million
5. Trademarks	\$4.8 million

Note: Full-year services export data are available only through year-end 2015

# Illinois

**196%**  
growth in exports  
of goods  
to China

compared to 34%  
growth in exports of  
goods to rest of world

**346%**  
growth in exports of  
services to China

compared to 74% growth  
in exports of services to  
rest of world

State exports  
of goods to China,  
in billions



### Top Goods Export Markets, 2016

1. Canada	\$16 billion
2. Mexico	\$9.8 billion
3. China	\$5.4 billion
4. Germany	\$2.8 billion
5. Japan	\$2.5 billion

State exports  
of services to China,  
in billions



### Top Services Export Markets, 2015

1. United Kingdom	\$3.2 billion
2. Canada	\$2.7 billion
3. British Overseas Territories (Carib.)	\$2.3 billion
4. Japan	\$1.9 billion
5. China	\$1.9 billion

## ILLINOIS' EXPORTS TO CHINA SUPPORTED 48,100 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$2.1 billion
2. Scrap Products	\$333 million
3. Navigational & Meas. Instruments	\$322 million
4. Beverages	\$265 million
5. Motor Vehicle Parts	\$192 million



### Top Services Exported to China, 2015

1. Education	\$503 million
2. Travel	\$471 million
3. Passenger Fares	\$200 million
4. Mgmt. & Advisory Services	\$94 million
5. Air Freight & Port Services	\$82 million

Note: Full-year services export data are available only through year-end 2015

# Indiana

**282%**

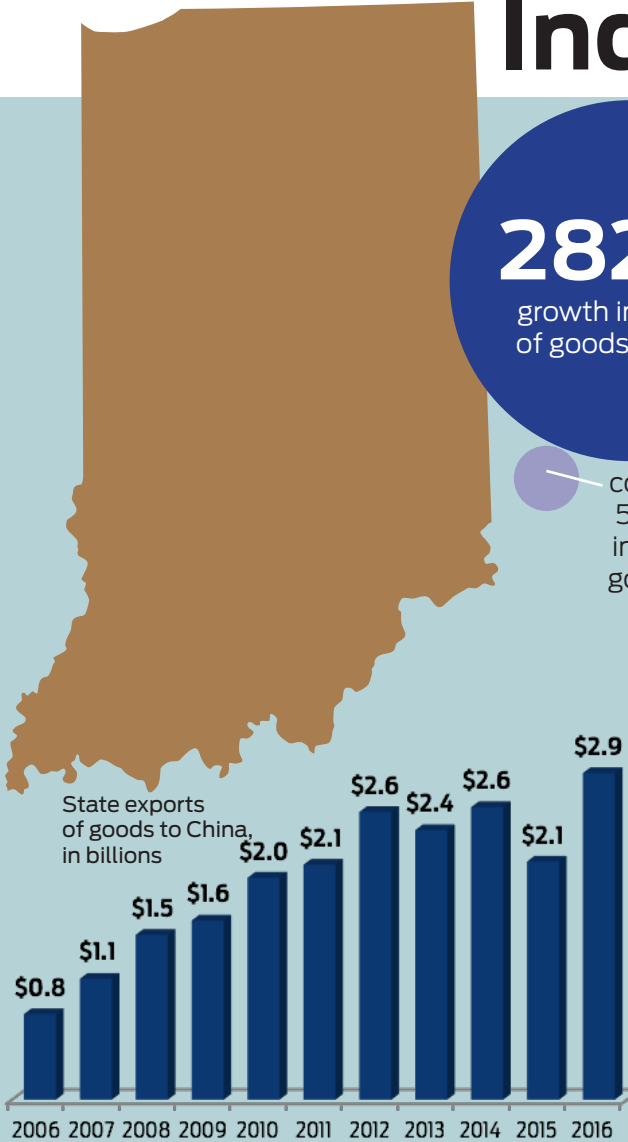
growth in exports of goods to China

compared to 51% growth in exports of goods to rest of world

**495%**

growth in exports of services to China

compared to 74% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. Canada	\$11 billion
2. Mexico	\$5.2 billion
3. China	\$2.9 billion
4. Japan	\$1.9 billion
5. Germany	\$1.8 billion

### Top Services Export Markets, 2015

1. China	\$749 million
2. Switzerland	\$714 million
3. Canada	\$584 million
4. Ireland	\$562 million
5. United Kingdom	\$538 million

## INDIANA'S EXPORTS TO CHINA SUPPORTED 20,300 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$1.2 billion
2. Pharmaceuticals & Medicines	\$321 million
3. Motor Vehicles	\$260 million
4. Medical Equipment & Supplies	\$178 million
5. Motor Vehicle Parts	\$151 million



### Top Services Exported to China, 2015

1. Education	\$307 million
2. Travel	\$180 million
3. Royalties from Industrial Processes	\$138 million
4. Equipment Install., Maint., & Repair	\$38 million
5. Trademarks	\$27 million

Note: Full-year services export data are available only through year-end 2015

# Iowa

**254%**

growth in exports of goods to China

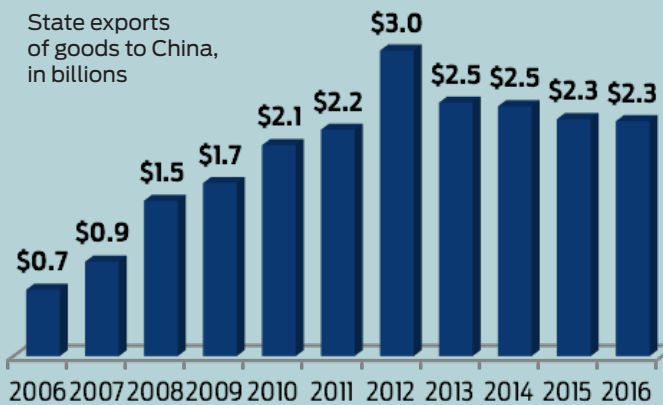
— compared to 30% growth in exports of goods to rest of world

**498%**

growth in exports of services to China

— compared to 84% growth of services to rest of world

State exports of goods to China, in billions



State exports of services to China, in millions



**Top Goods Export Markets, 2016**

1. Canada	\$3.4 billion
2. China	\$2.3 billion
3. Mexico	\$2.0 billion
4. Japan	\$1.4 billion
5. Germany	\$486 million

**Top Services Export Markets, 2015**

1. United Kingdom	\$299 million
2. Canada	\$289 million
3. China	\$278 million
4. Japan	\$212 million
5. Switzerland	\$188 million

**IOWA'S EXPORTS TO CHINA SUPPORTED 18,100 AMERICAN JOBS IN 2015**

**Top Goods Exported to China, 2016**

1. Oilseeds & Grains	\$1.8 billion
2. Beverages	\$39 million
3. Meat Products	\$34 million
4. Leather & Hide Tanning	\$34 million
5. Scrap Products	\$30 million

EXPORTS TO CHINA

**Top Services Exported to China, 2015**

1. Education	\$117 million
2. Travel	\$52 million
3. Royalties from Industrial Processes	\$34 million
4. Equipment Install., Maint., & Repair	\$24 million
5. Trademarks	\$14 million

Note: Full-year services export data are available only through year-end 2015

# Kansas

**200%**

growth in exports of goods to China

compared to 3% growth in exports of goods to rest of world

**334%**

growth in exports of services to China

compared to 50% growth in exports of services to rest of world

State exports of goods to China, in billions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. Canada	\$1.8 billion
2. Mexico	\$1.5 billion
3. China	\$1.3 billion
4. Japan	\$993 million
5. United Kingdom	\$436 million

### Top Services Export Markets, 2015

1. United Kingdom	\$330 million
2. Canada	\$302 million
3. China	\$261 million
4. Japan	\$190 million
5. Mexico	\$160 million

## KANSAS' EXPORTS TO CHINA SUPPORTED 13,700 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$767 million
2. Meat Products	\$157 million
3. Aerospace Products & Parts	\$88 million
4. Leather & Hides	\$50 million
5. Navigational & Meas. Instruments	\$27 million

EXPORTS TO CHINA

### Top Services Exported to China, 2015

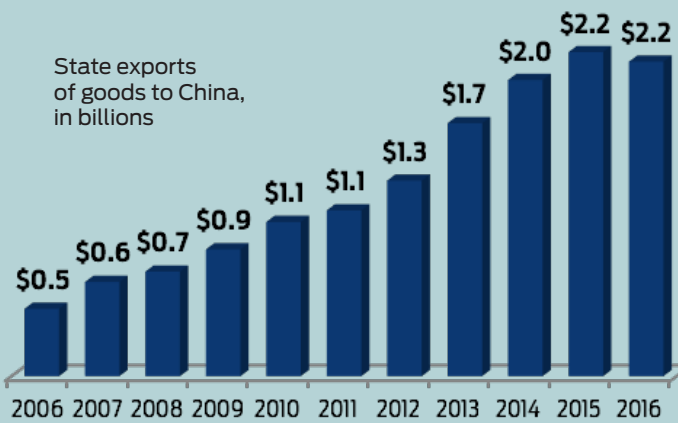
1. Travel	\$85 million
2. Education	\$79 million
3. Equipment Install., Maint., & Repair	\$18 million
4. Architect., Engin., & Tech. Services	\$12 million
5. Trademarks	\$12 million

Note: Full-year services export data are available only through year-end 2015

# Kentucky

**367%**  
 growth in exports  
 of goods to China  
 compared to 65%  
 growth in exports of  
 goods to rest of world

**323%**  
 growth in exports of  
 services to China  
 compared to 49% growth  
 in exports of services to  
 rest of world



### Top Goods Export Markets, 2016

1. Canada	\$7.4 billion
2. France	\$2.8 billion
3. United Kingdom	\$2.8 billion
4. Mexico	\$2.3 billion
5. China	\$2.2 billion

### Top Services Export Markets, 2015

1. United Kingdom	\$440 million
2. Canada	\$405 million
3. China	\$399 million
4. Japan	\$321 million
5. Mexico	\$267 million

## KENTUCKY'S EXPORTS TO CHINA SUPPORTED 15,100 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Aerospace Products & Parts	\$803 million
2. Oilseeds & Grains	\$329 million
3. Pharmaceuticals & Medicines	\$228 million
4. Resins & Synthetic Fibers	\$131 million
5. Basic Chemicals	\$69 million



### Top Services Exported to China, 2015

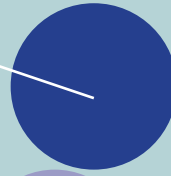
1. Travel	\$177 million
2. Education	\$69 million
3. Air Freight & Port Services	\$31 million
4. Equipment Install., Maint., & Repair	\$30 million
5. Royalties from Industrial Processes	\$27 million

Note: Full-year services export data are available only through year-end 2015

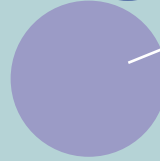
# Louisiana

**130%**

growth in exports of goods to China

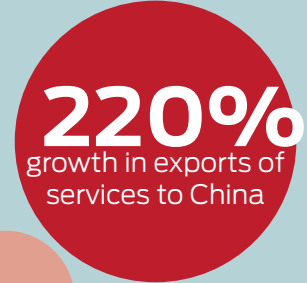


compared to 122% growth in exports of goods to rest of world



**220%**

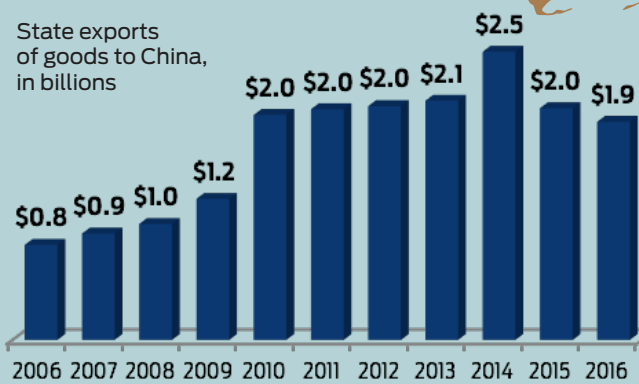
growth in exports of services to China



compared to 109% growth in exports of services to rest of world



State exports of goods to China, in billions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. Mexico	\$4.6 billion
2. Canada	\$2.7 billion
3. China	\$1.9 billion
4. Brazil	\$1.7 billion
5. Netherlands	\$1.7 billion

### Top Services Export Markets, 2015

1. China	\$835 million
2. Japan	\$827 million
3. Canada	\$722 million
4. United Kingdom	\$672 million
5. Germany	\$563 million

## LOUISIANA'S EXPORTS TO CHINA SUPPORTED 16,400 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Basic Chemicals	\$504 million
2. Oilseeds & Grains	\$292 million
3. Resins & Synthetic Fibers	\$217 million
4. Nonferrous Metals & Processing	\$170 million
5. Oil & Gas	\$160 million

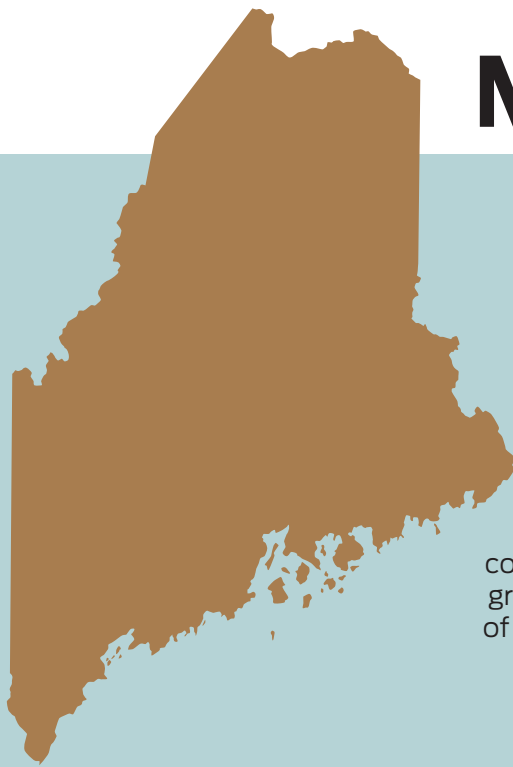


### Top Services Exported to China, 2015

1. Travel	\$325 million
2. Ocean Freight & Port Services	\$169 million
3. Royalties from Industrial Processes	\$75 million
4. Education	\$69 million
5. Operational Leasing	\$69 million

Note: Full-year services export data are available only through year-end 2015

# Maine



**38%**

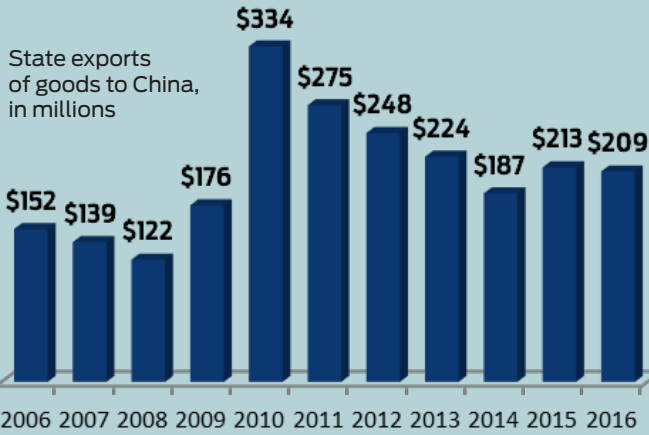
growth in exports of goods to China

○ compared to -5% growth in exports of goods to rest of world

**529%**

growth in exports of services to China

○ compared to 90% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. Canada	\$1.1 billion
2. China	\$209 million
3. Germany	\$203 million
4. Malaysia	\$165 million
5. Japan	\$88 million

### Top Services Export Markets, 2015

1. Canada	\$141 million
2. United Kingdom	\$138 million
3. China	\$121 million
4. Mexico	\$93 million
5. Japan	\$92 million

## MAINE'S EXPORTS TO CHINA SUPPORTED 2,400 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Pulp & Paperboard Mill Products	\$81 million
2. Marine Products	\$46 million
3. Converted Paper Products	\$26 million
4. Misc. Foods	\$8.8 million
5. Pharmaceuticals & Medicines	\$7.2 million



### Top Services Exported to China, 2015

1. Travel	\$72 million
2. Education	\$17 million
3. Equipment Install., Maint., & Repair	\$7.6 million
4. Trademarks	\$4.9 million
5. Architect., Engin., & Tech. Services	\$3.0 million

Note: Full-year services export data are available only through year-end 2015



# Maryland

**75%**

growth in exports of goods to China

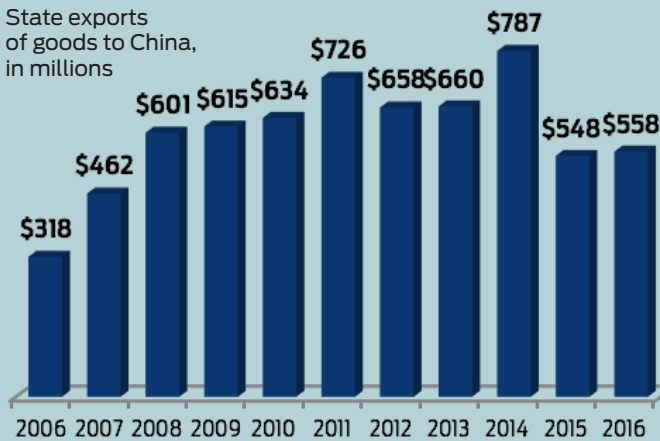
compared to 26% growth in exports of goods to rest of world

**329%**

growth in exports of services to China

compared to 86% growth in exports of services to rest of world

State exports of goods to China, in millions



### Top Goods Export Markets, 2016

1. Canada	\$1.4 billion
2. China	\$558 million
3. Saudi Arabia	\$532 million
4. United Kingdom	\$521 million
5. Mexico	\$454 million

State exports of services to China, in millions



### Top Services Export Markets, 2015

1. United Kingdom	\$1.2 billion
2. Canada	\$986 million
3. China	\$871 million
4. Japan	\$742 million
5. British Overseas Territories (Carib.)	\$649 million

## MARYLAND'S EXPORTS TO CHINA SUPPORTED 10,700 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Scrap Products	\$136 million
2. Oilseeds & Grains	\$82 million
3. Pharmaceuticals & Medicines	\$44 million
4. Navigational & Meas. Instruments	\$43 million
5. Basic Chemicals	\$37 million

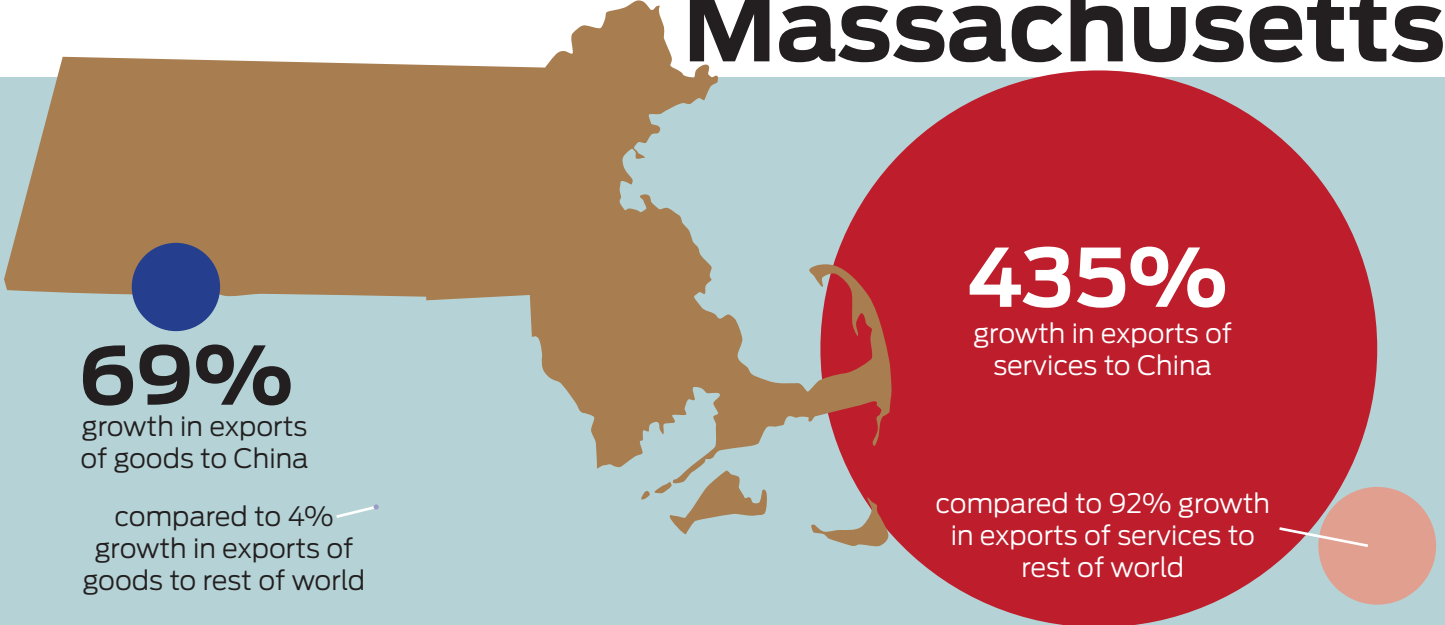
EXPORTS TO CHINA

### Top Services Exported to China, 2015

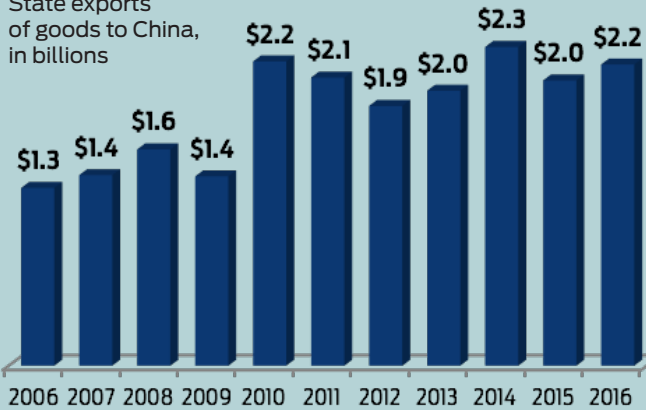
1. Travel	\$374 million
2. Education	\$184 million
3. Mgmt. & Advisory Services	\$46 million
4. Architect., Engin., & Tech. Services	\$43 million
5. Trademarks	\$28 million

Note: Full-year services export data are available only through year-end 2015

# Massachusetts



State exports of goods to China, in billions



State exports of services to China, in billions



### Top Goods Export Markets, 2016

1. Canada	\$3.0 billion
2. Mexico	\$2.5 billion
3. China	\$2.2 billion
4. Switzerland	\$1.8 billion
5. Germany	\$1.6 billion

### Top Services Export Markets, 2015

1. United Kingdom	\$2.6 billion
2. British Overseas Territories (Carib.)	\$2.4 billion
3. Canada	\$2.0 billion
4. China	\$2.0 billion
5. Japan	\$1.6 billion

## MASSACHUSETTS' EXPORTS TO CHINA SUPPORTED 30,500 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Industrial Machinery	\$393 million
2. Navigational & Meas. Instruments	\$336 million
3. Medical Equipment & Supplies	\$176 million
4. Electrical Equipment & Components	\$144 million
5. Scrap Products	\$120 million

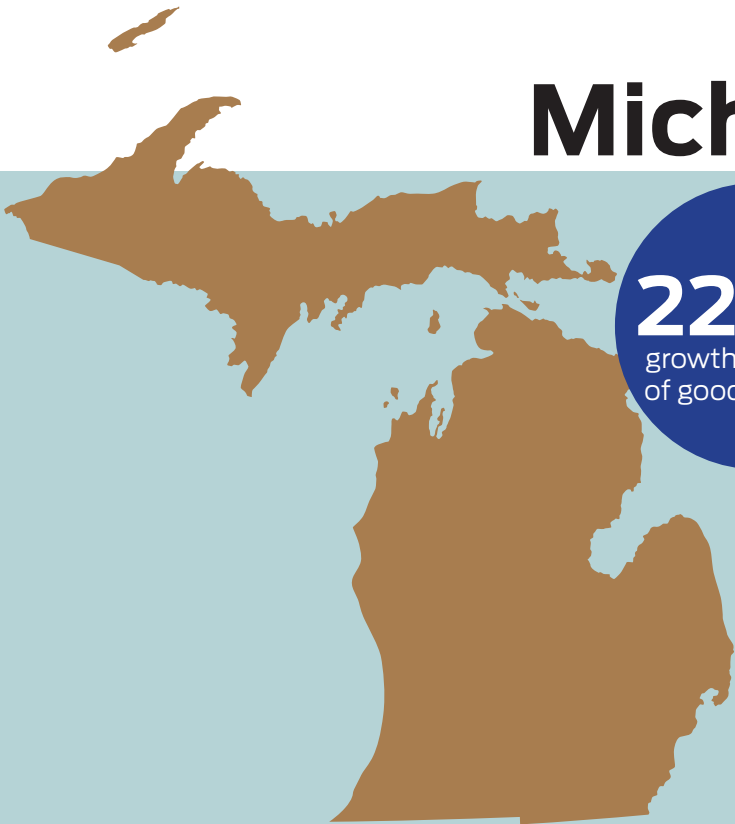


### Top Services Exported to China, 2015

1. Education	\$745 million
2. Travel	\$558 million
3. Mgmt. & Advisory Services	\$166 million
4. Royalties from Industrial Processes	\$108 million
5. Computer Software	\$101 million

Note: Full-year services export data are available only through year-end 2015

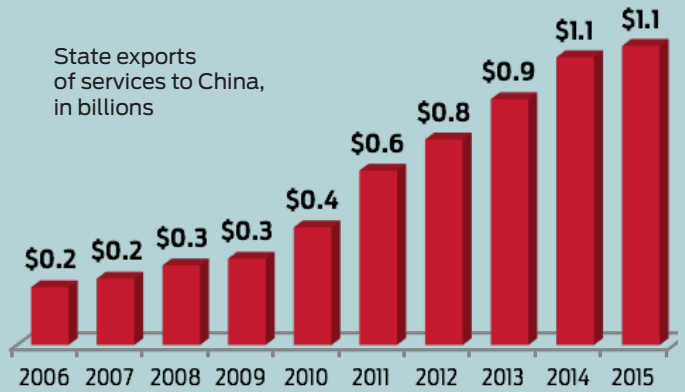
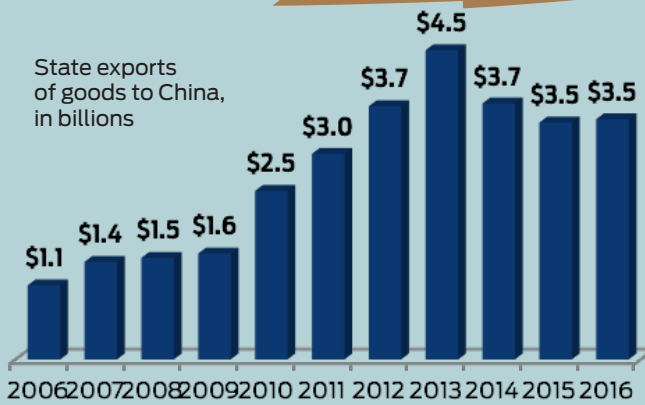
# Michigan



**224%**  
growth in exports  
of goods to China

**419%**  
growth in exports of  
services to China  
  
compared to 63% growth  
in exports of services to  
rest of world

compared to  
30% growth  
in exports of  
goods to rest  
of world



### Top Goods Export Markets, 2016

1. Canada	\$23 billion
2. Mexico	\$12 billion
3. China	\$3.5 billion
4. Germany	\$2.0 billion
5. Japan	\$1.6 billion

### Top Services Export Markets, 2015

1. Canada	\$1.1 billion
2. China	\$1.1 billion
3. United Kingdom	\$1.1 billion
4. Japan	\$842 million
5. Mexico	\$671 million

## MICHIGAN'S EXPORTS TO CHINA SUPPORTED 29,700 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Motor Vehicle Parts	\$1.0 billion
2. Oilseeds & Grains	\$332 million
3. Motor Vehicles	\$199 million
4. Navigational & Meas. Instruments	\$154 million
5. Electrical Equip. & Components	\$134 million

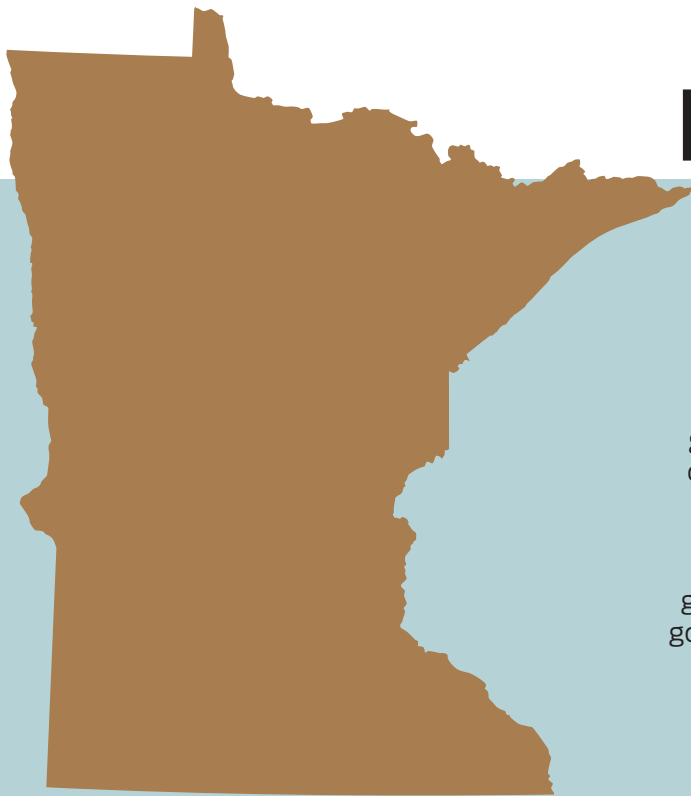


### Top Services Exported to China, 2015

1. Education	\$341 million
2. Travel	\$311 million
3. Passenger Fares	\$87 million
4. Architect., Engin., & Tech. Services	\$69 million
5. Royalties from Industrial Processes	\$66 million

Note: Full-year services export data are available only through year-end 2015

# Minnesota



**156%**

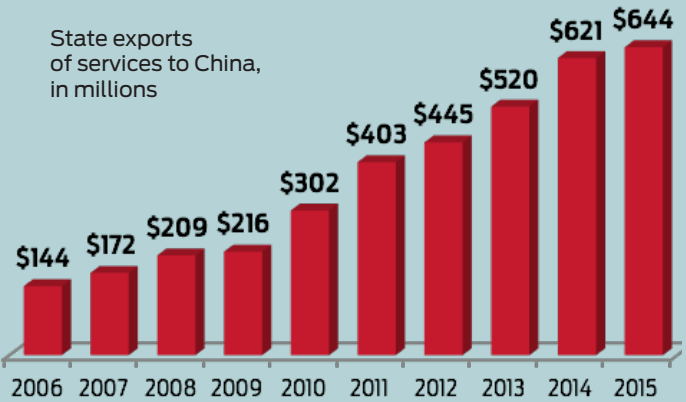
growth in exports of goods to China

compared to 14% growth in exports of goods to rest of world

**347%**

growth in exports of services to China

compared to 65% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. Canada	\$4.0 billion
2. China	\$2.9 billion
3. Mexico	\$2.6 billion
4. Japan	\$1.3 billion
5. South Korea	\$919 million

### Top Services Export Markets, 2015

1. United Kingdom	\$891 million
2. Canada	\$864 million
3. Japan	\$711 million
4. China	\$644 million
5. Switzerland	\$471 million

## MINNESOTA'S EXPORTS TO CHINA SUPPORTED 21,500 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$1.2 billion
2. Navigational & Meas. Instruments	\$243 million
3. Misc. General Purpose Machinery	\$232 million
4. Medical Equipment & Supplies	\$182 million
5. Converted Paper Products	\$114 million



### Top Services Exported to China, 2015

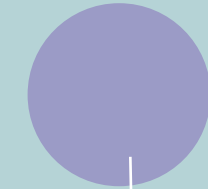
1. Travel	\$195 million
2. Education	\$133 million
3. Passenger Fares	\$71 million
4. Royalties from Industrial Processes	\$50 million
5. Air Freight & Port Services	\$32 million

Note: Full-year services export data are available only through year-end 2015

# Mississippi

160%

growth in exports of goods to China

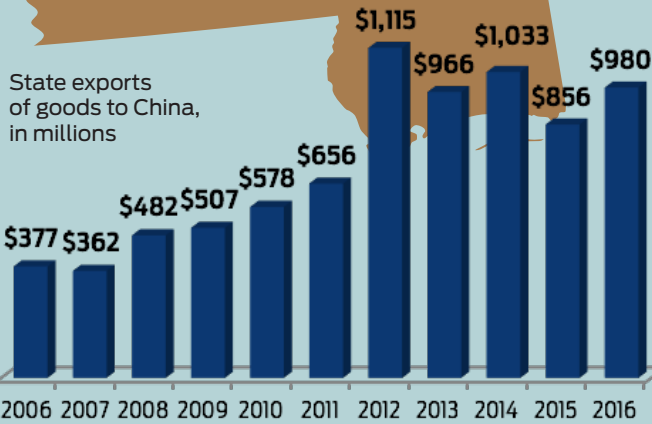


compared to 143% growth in exports of goods to rest of world

495%

growth in exports of services to China

compared to 70% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. Canada	\$2.2 billion
2. Mexico	\$1.2 billion
3. China	\$980 million
4. Panama	\$857 million
5. Guatemala	\$434 million

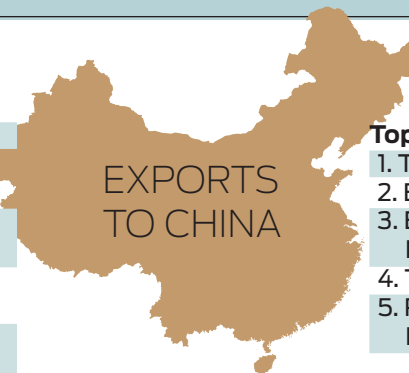
### Top Services Export Markets, 2015

1. Canada	\$230 million
2. China	\$213 million
3. United Kingdom	\$191 million
4. Mexico	\$166 million
5. Japan	\$147 million

## MISSISSIPPI'S EXPORTS TO CHINA SUPPORTED 7,600 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$423 million
2. Misc. Fabricated Metal Products	\$97 million
3. Medical Equipment & Supplies	\$95 million
4. Pulp & Paperboard Mill Products	\$92 million
5. Semiconductors & Components	\$46 million



### Top Services Exported to China, 2015

1. Travel	\$133 million
2. Education	\$25 million
3. Equipment Install., Maint., & Repair	\$16 million
4. Trademarks	\$8.7 million
5. Royalties from Industrial Processes	\$6.8 million

Note: Full-year services export data are available only through year-end 2015

# Missouri

**76%**

growth in exports of goods to China

compared to 9% growth in exports of goods to rest of world

**466%**

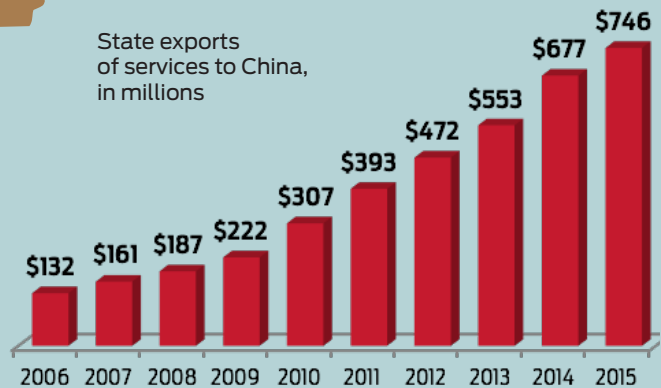
growth in exports of services to China

compared to 75% growth in exports of services to rest of world

State exports of goods to China, in billions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. Canada	\$5.2 billion
2. Mexico	\$2.3 billion
3. China	\$1.8 billion
4. Japan	\$679 million
5. Belgium	\$491 million

### Top Services Export Markets, 2015

1. United Kingdom	\$818 million
2. Canada	\$813 million
3. China	\$746 million
4. Japan	\$526 million
5. British Overseas Territories (Carib.)	\$509 million

## MISSOURI'S EXPORTS TO CHINA SUPPORTED 17,200 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$885 million
2. Pharmaceuticals & Medicines	\$126 million
3. Meat Products	\$98 million
4. Scrap Products	\$78 million
5. Metal Ores	\$55 million

EXPORTS TO CHINA

### Top Services Exported to China, 2015

1. Travel	\$316 million
2. Education	\$223 million
3. Royalties from Industrial Processes	\$31 million
4. Trademarks	\$24 million
5. Credit-Related Services	\$17 million

Note: Full-year services export data are available only through year-end 2015

# Montana

**554%**

growth in exports of goods

compared to 50%  
growth in exports of  
goods to rest of world

**548%**

growth in exports of  
services to China

compared to 81% growth  
in exports of services to  
rest of world

State exports  
of goods to China,  
in millions



#### Top Goods Export Markets, 2016

1. Canada	\$569 million
2. China	\$223 million
3. Japan	\$140 million
4. South Korea	\$138 million
5. Mexico	\$131 million

State exports  
of services to China,  
in millions



#### Top Services Export Markets, 2015

1. Canada	\$101 million
2. China	\$91 million
3. United Kingdom	\$88 million
4. Mexico	\$69 million
5. Japan	\$61 million

## MONTANA'S EXPORTS TO CHINA SUPPORTED 3,000 AMERICAN JOBS IN 2015

#### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$110 million
2. Basic Chemicals	\$34 million
3. Industrial Machinery	\$29 million
4. Misc. Crops	\$17 million
5. Nonferrous Metals & Processing	\$13 million

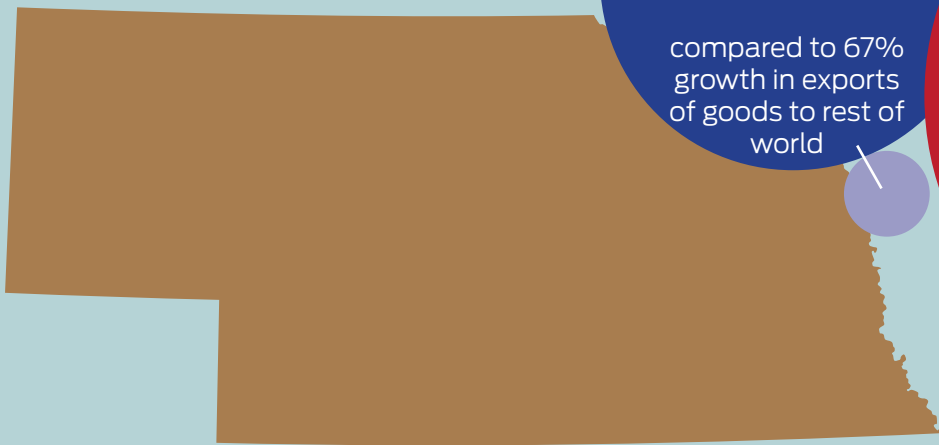
EXPORTS  
TO CHINA

#### Top Services Exported to China, 2015

1. Travel	\$52 million
2. Education	\$16 million
3. Equipment Install., Maint., & Repair	\$5.7 million
4. Trademarks	\$3.5 million
5. Architect., Engin., & Tech. Services	\$3.2 million

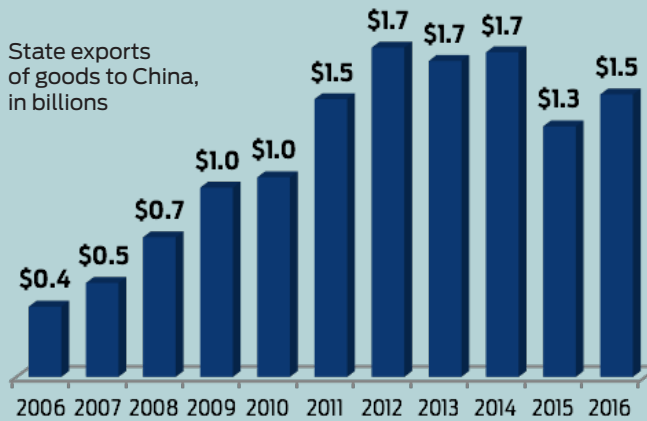
Note: Full-year services export data are available only through year-end 2015

# Nebraska



**302%**  
 growth in exports  
 of goods to China  
 compared to 67%  
 growth in exports  
 of goods to rest of  
 world

**460%**  
 growth in exports of  
 services to China  
 compared to 75% growth  
 in exports of services to  
 rest of world



**Top Goods Export Markets, 2016**

1. China	\$1.5 billion
2. Mexico	\$1.3 billion
3. Canada	\$1.2 billion
4. Japan	\$1.0 billion
5. South Korea	\$541 million

**Top Services Export Markets, 2015**

1. Canada	\$212 million
2. United Kingdom	\$187 million
3. China	\$150 million
4. Japan	\$123 million
5. Switzerland	\$88 million

## NEBRASKA'S EXPORTS TO CHINA SUPPORTED 11,000 AMERICAN JOBS IN 2015

**Top Goods Exported to China, 2016**

1. Oilseeds & Grains	\$1.1 billion
2. Meat Products	\$187 million
3. Leather & Hide Tanning	\$39 million
4. Nonmetallic Minerals	\$28 million
5. Electrical Equip. & Components	\$21 million



**Top Services Exported to China, 2015**

1. Education	\$47 million
2. Travel	\$41 million
3. Equipment Install., Maint., & Repair	\$13 million
4. Royalties from Industrial Processes	\$12 million
5. Trademarks	\$8.6 million

Note: Full-year services export data are available only through year-end 2015



# Nevada

**191%**

growth in exports of goods to China

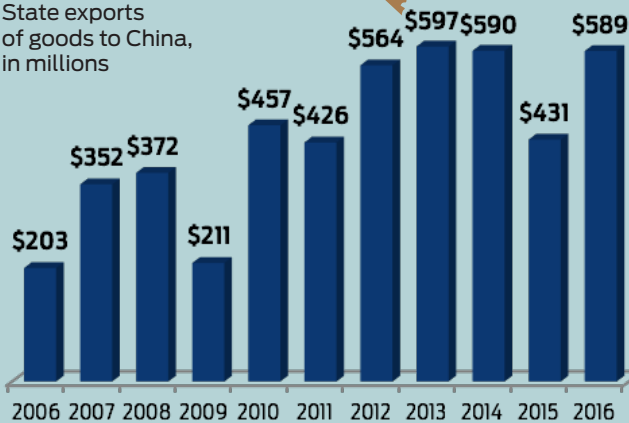
compared to 74% growth in exports of goods to rest of world

**482%**

growth in exports of services to China

compared to 57% growth in exports of services to rest of world

State exports of goods to China, in millions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. Switzerland	\$3.9 billion
2. Canada	\$1.4 billion
3. India	\$812 million
4. China	\$589 million
5. Mexico	\$489 million

### Top Services Export Markets, 2015

1. Canada	\$978 million
2. China	\$879 million
3. United Kingdom	\$845 million
4. Mexico	\$823 million
5. Japan	\$718 million

## NEVADA'S EXPORTS TO CHINA SUPPORTED 11,100 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Metal Ores	\$187 million
2. Semiconductors & Components	\$133 million
3. Pharmaceuticals & Medicines	\$61 million
4. Navigational & Meas. Instruments	\$40 million
5. Misc. General Purpose Machinery	\$22 million



### Top Services Exported to China, 2015

1. Travel	\$688 million
2. Passenger Fares	\$65 million
3. Air Freight & Port Services	\$25 million
4. Education	\$23 million
5. Equipment Install., Maint., & Repair	\$15 million

Note: Full-year services export data are available only through year-end 2015

# New Hampshire

**75%**  
growth in exports  
of goods to China

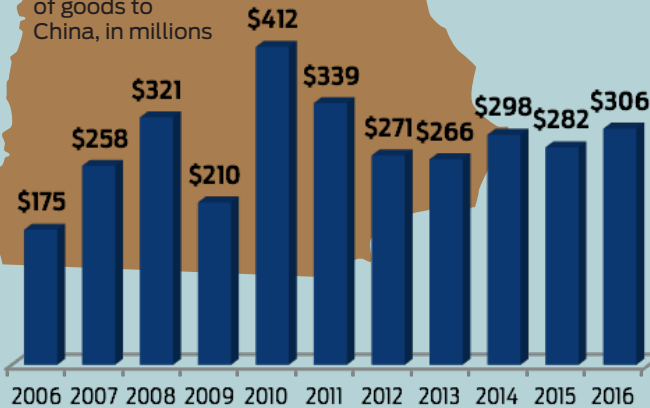
compared to 51%  
growth in exports of  
goods to rest of world

**366%**

growth in exports of  
services to China

compared to 67% growth  
in exports of services to  
rest of world

State exports  
of goods to  
China, in millions



State exports  
of services to China,  
in millions



### Top Goods Export Markets, 2016

1. Canada	\$547 million
2. Mexico	\$441 million
3. China	\$306 million
4. Germany	\$236 million
5. United Arab Emirates	\$207 million

### Top Services Export Markets, 2015

1. United Kingdom	\$242 million
2. Canada	\$211 million
3. China	\$186 million
4. Japan	\$169 million
5. Switzerland	\$143 million

## NEW HAMPSHIRE'S EXPORTS TO CHINA SUPPORTED 3,400 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Computer Equipment	\$69 million
2. Metalworking Machinery	\$45 million
3. Misc. General Purpose Machinery	\$21 million
4. Navigational & Meas. Instruments	\$20 million
5. Marine Products	\$16 million

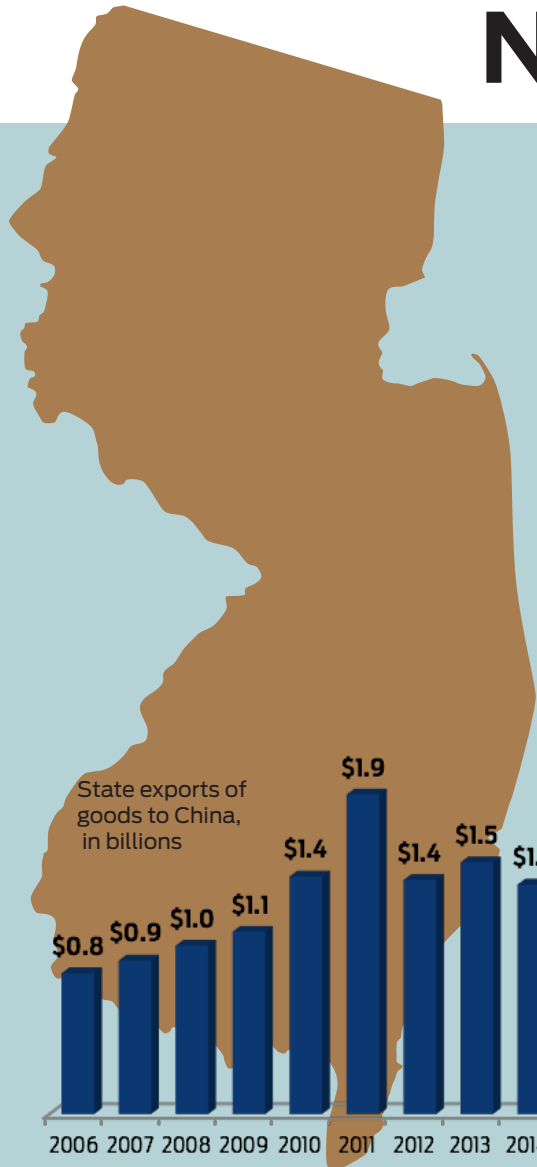
EXPORTS  
TO CHINA

### Top Services Exported to China, 2015

1. Travel	\$63 million
2. Education	\$52 million
3. Royalties from Industrial Processes	\$12 million
4. Equipment Install., Maint., & Repair	\$11 million
5. Computer Software	\$9.9 million

Note: Full-year services export data are available only through year-end 2015

# New Jersey

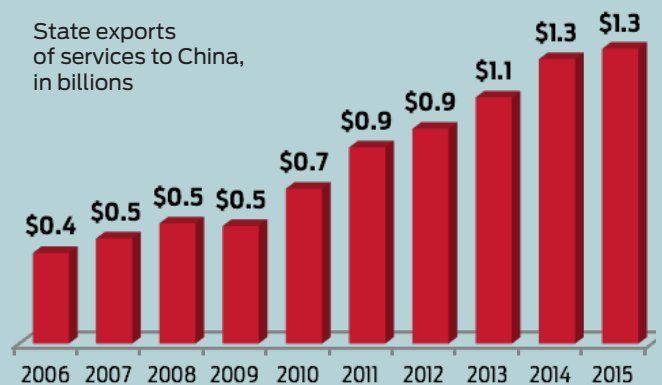


**69%**  
growth in exports  
of goods to China

compared to 9%  
growth in exports of  
goods to rest of world

**225%**  
growth in exports of  
services to China

compared to 55%  
growth in exports of  
services to rest of world



### Top Goods Export Markets, 2016

1. Canada	\$6.1 billion
2. Mexico	\$2.6 billion
3. United Kingdom	\$1.8 billion
4. Netherlands	\$1.6 billion
5. China	\$1.4 billion

### Top Services Export Markets, 2015

1. United Kingdom	\$2.0 billion
2. Canada	\$1.7 billion
3. Japan	\$1.5 billion
4. China	\$1.3 billion
5. Switzerland	\$1.1 billion

## NEW JERSEY'S EXPORTS TO CHINA SUPPORTED 18,200 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Basic Chemicals	\$128 million
2. Computer Equipment	\$117 million
3. Nonferrous Metals & Processing	\$115 million
4. Pharmaceuticals & Medicines	\$99 million
5. Scrap Products	\$96 million



### Top Services Exported to China, 2015

1. Travel	\$395 million
2. Education	\$208 million
3. Passenger Fares	\$117 million
4. Royalties from Industrial Processes	\$97 million
5. Ocean Freight & Port Services	\$58 million

Note: Full-year services export data are available only through year-end 2015

# New Mexico

**-28%**

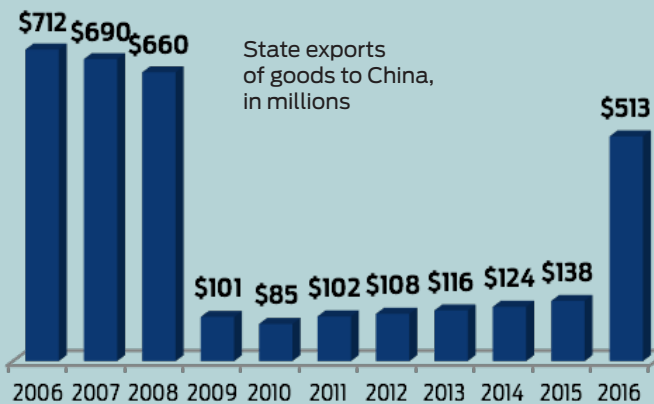
growth in exports of goods to China

compared to 46% growth in exports of goods to rest of world

**367%**

growth in exports of services to China

compared to 50% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. Mexico	\$1.5 billion
2. China	\$513 million
3. Israel	\$508 million
4. Japan	\$256 million
5. Canada	\$158 million

### Top Services Export Markets, 2015

1. Canada	\$203 million
2. United Kingdom	\$193 million
3. China	\$186 million
4. Japan	\$152 million
5. Mexico	\$135 million

## NEW MEXICO'S EXPORTS TO CHINA SUPPORTED 2,300 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Semiconductors & Components	\$379 million
2. Medical Equipment & Supplies	\$27 million
3. Scrap Products	\$23 million
4. Dairy Products	\$14 million
5. Misc. Crops	\$11 million



### Top Services Exported to China, 2015

1. Travel	\$96 million
2. Education	\$29 million
3. Equipment Install., Maint., & Repair	\$11 million
4. Royalties from Industrial Processes	\$10 million
5. Operational Leasing	\$8.4 million

Note: Full-year services export data are available only through year-end 2015

# New York

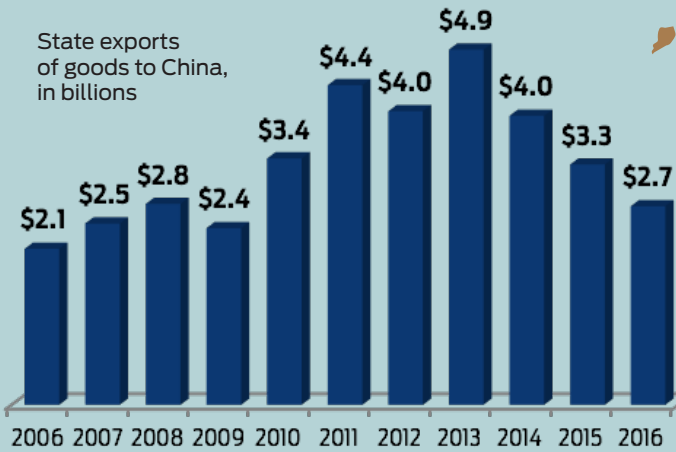
**27%**  
growth in exports  
of goods to China

compared to 21%  
growth in exports of  
goods to rest of world

**463%**  
growth in exports of  
services to China

compared to 97% growth  
in exports of services to  
rest of world

State exports  
of goods to China,  
in billions



State exports  
of services to China,  
in billions



### Top Goods Export Markets, 2016

1. Canada	\$9.3 billion
2. Hong Kong	\$6.4 billion
3. Israel	\$4.8 billion
4. Switzerland	\$4.7 billion
9. China	\$2.7 billion

### Top Services Export Markets, 2015

1. British Overseas Territories (Carib.)	\$12 billion
2. United Kingdom	\$9.8 billion
3. Canada	\$6.6 billion
4. China	\$4.7 billion
5. Japan	\$4.2 billion

## NEW YORK'S EXPORTS TO CHINA SUPPORTED 57,900 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Scrap Products	\$511 million
2. Navigational & Meas. Instruments	\$194 million
3. Misc. Manufactured Commodities	\$169 million
4. Sawmill & Wood Products	\$157 million
5. Misc. General Purpose Machinery	\$124 million

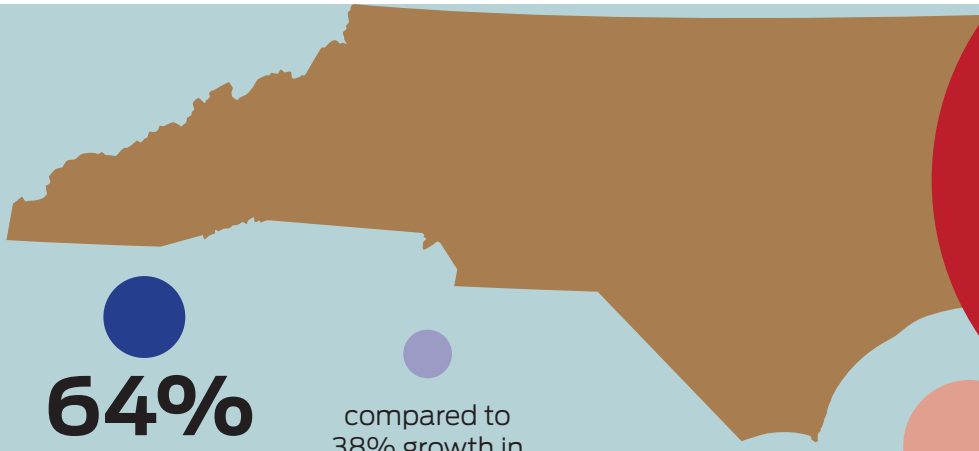


### Top Services Exported to China, 2015

1. Travel	\$1.5 billion
2. Education	\$1.3 billion
3. Mgmt. & Advisory Services	\$600 million
4. Misc. Financial Services	\$183 million
5. Credit-Related Services	\$162 million

Note: Full-year services export data are available only through year-end 2015

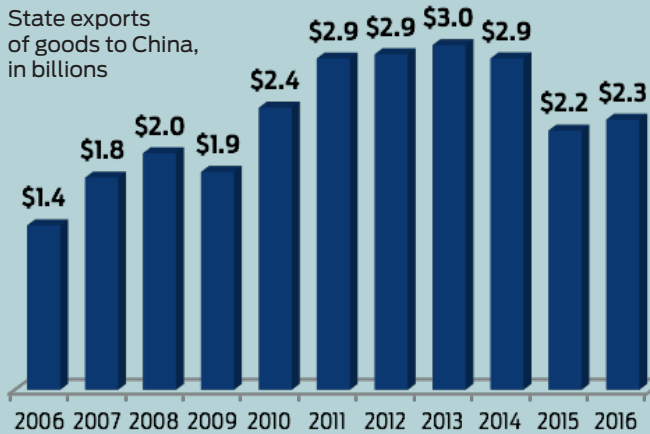
# North Carolina



**436%**  
growth in exports of services to China  
compared to 104% growth in exports of services to rest of world

**64%**  
growth in exports of goods to China  
compared to 38% growth in exports of goods to rest of world

State exports of goods to China, in billions



State exports of services to China, in billions



### Top Goods Export Markets, 2016

1. Canada	\$6.2 billion
2. Mexico	\$3.1 billion
3. China	\$2.3 billion
4. Japan	\$1.6 billion
5. Saudi Arabia	\$1.5 billion

### Top Services Export Markets, 2015

1. United Kingdom	\$1.4 billion
2. Canada	\$1.2 billion
3. British Overseas Territories (Carib.)	\$1.1 billion
4. Switzerland	\$1.1 billion
6. China	\$1.0 billion

## NORTH CAROLINA'S EXPORTS TO CHINA SUPPORTED 21,700 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$234 million
2. Semiconductors & Components	\$213 million
3. Pulp & Paperboard Mill Products	\$207 million
4. Meat Products	\$205 million
5. Misc. Crops	\$134 million



### Top Services Exported to China, 2015

1. Travel	\$335 million
2. Education	\$163 million
3. Royalties from Industrial Processes	\$160 million
4. Passenger Fares	\$62 million
5. Misc. Financial Services	\$49 million

Note: Full-year services export data are available only through year-end 2015

# North Dakota

**608%**

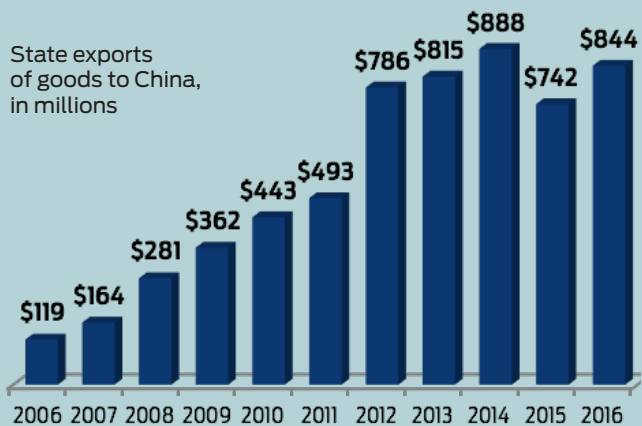
growth in exports of goods to China

**495%**

growth in exports of services to China

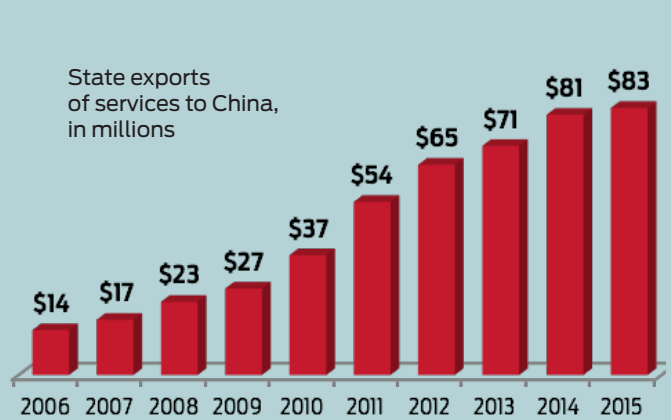
compared to 118% growth in exports of goods to rest of world

compared to 87% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. Canada	\$3.2 billion
2. China	\$844 million
3. Mexico	\$462 million
4. Japan	\$231 million
5. Australia	\$124 million



### Top Services Export Markets, 2015

1. Canada	\$104 million
2. China	\$83 million
3. United Kingdom	\$74 million
4. Japan	\$49 million
5. Mexico	\$48 million

## NORTH DAKOTA'S EXPORTS TO CHINA SUPPORTED 6,300 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$818 million
2. Ag & Construction Machinery	\$14 million
3. Misc. Crops	\$5.6 million
4. Preserves & Specialty Foods	\$877,000
5. Misc. General Purpose Machinery	\$791,000



### Top Services Exported to China, 2015

1. Operational Leasing	\$21 million
2. Travel	\$20 million
3. Education	\$17 million
4. Equipment Install., Maint., & Repair	\$8.6 million
5. Trademarks	\$4.6 million

Note: Full-year services export data are available only through year-end 2015

# Ohio

**137%**

growth in exports of goods to China

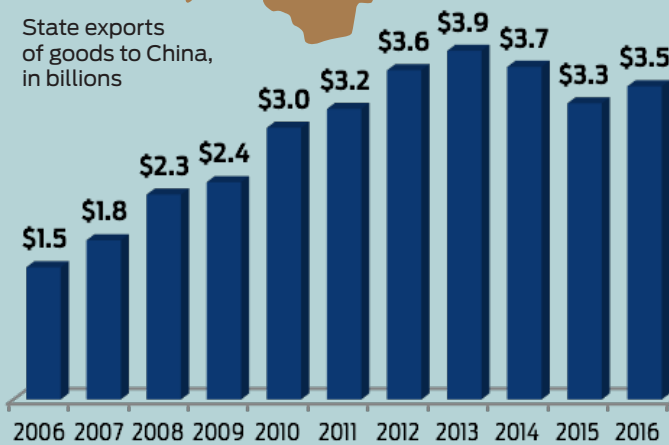
compared to 21% growth in exports of goods to rest of world

**382%**

growth in exports of services to China

compared to 53% growth in exports of services to rest of world

State exports of goods to China, in billions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. Canada	\$19 billion
2. Mexico	\$6.4 billion
3. China	\$3.5 billion
4. United Kingdom	\$1.7 billion
5. Japan	\$1.6 billion

### Top Services Export Markets, 2015

1. United Kingdom	\$1.3 billion
2. Canada	\$1.1 billion
3. China	\$1.1 billion
4. British Overseas Territories (Carib.)	\$909 million
5. Japan	\$774 million

## OHIO'S EXPORTS TO CHINA SUPPORTED 28,700 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$898 million
2. Navigational & Meas. Instruments	\$247 million
3. Aerospace Products & Parts	\$246 million
4. Plastics Products	\$178 million
5. Motor Vehicle Parts	\$168 million

EXPORTS TO CHINA

### Top Services Exported to China, 2015

1. Education	\$352 million
2. Travel	\$315 million
3. Royalties from Industrial Processes	\$56 million
4. Equipment Install., Maint., & Repair	\$55 million
5. Trademarks	\$52 million

Note: Full-year services export data are available only through year-end 2015



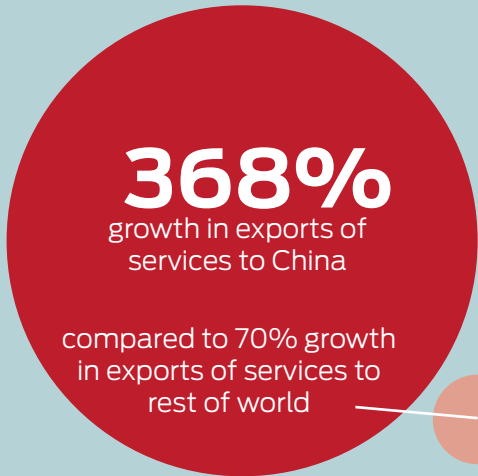
# Oklahoma



**114%**

growth in exports of goods to China

compared to 7% growth in exports of goods to rest of world



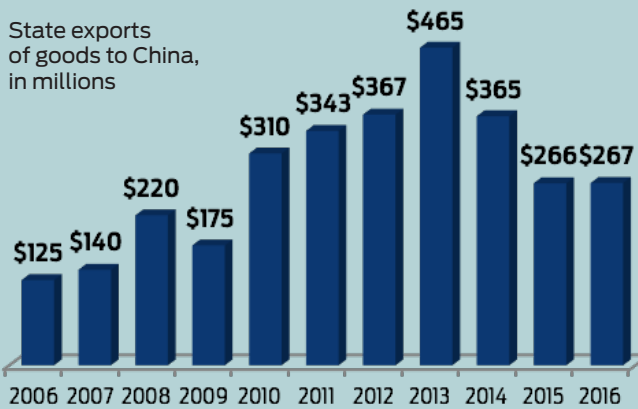
**368%**

growth in exports of services to China

compared to 70% growth in exports of services to rest of world



State exports of goods to China, in millions



State exports of services to China, in millions



**Top Goods Export Markets, 2016**

1. Canada	\$1.4 billion
2. Mexico	\$522 million
3. Germany	\$370 million
4. China	\$267 million
5. Japan	\$262 million

**Top Services Export Markets, 2015**

1. Canada	\$360 million
2. China	\$343 million
3. United Kingdom	\$334 million
4. Japan	\$255 million
5. Mexico	\$222 million

## OKLAHOMA'S EXPORTS TO CHINA SUPPORTED 4,700 AMERICAN JOBS IN 2015

**Top Goods Exported to China, 2016**

1. Oilseeds & Grains	\$73 million
2. Meat Products	\$23 million
3. Soaps, Cleaning Agents & Toiletries	\$21 million
4. Aerospace Products & Parts	\$20 million
5. Misc. Crops	\$16 million



**Top Services Exported to China, 2015**

1. Travel	\$112 million
2. Education	\$88 million
3. Passenger Fares	\$33 million
4. Operational Leasing	\$29 million
5. Equipment Install., Maint., & Repair	\$24 million

Note: Full-year services export data are available only through year-end 2015

# Oregon



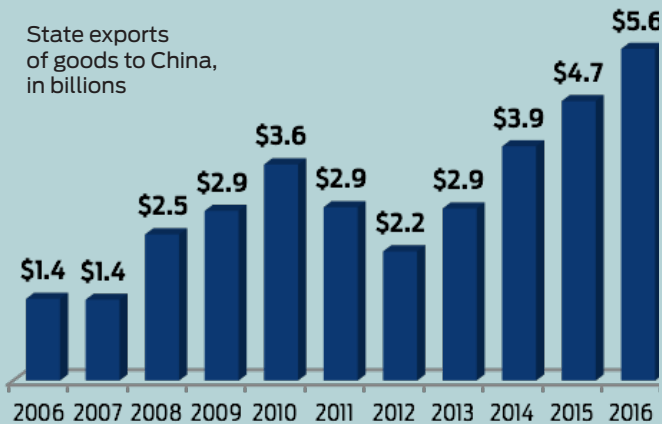
**306%**  
growth in exports  
of goods to China

compared to 19%  
growth in exports of  
goods to rest of world

**370%**  
growth in exports of  
services to China

compared to 103%  
growth in exports of  
services to rest of world

State exports  
of goods to China,  
in billions



### Top Goods Export Markets, 2016

1. China	\$5.6 billion
2. Malaysia	\$2.3 billion
3. Canada	\$2.2 billion
4. Vietnam	\$1.8 billion
5. Japan	\$1.3 billion

State exports  
of services to China,  
in millions



### Top Services Export Markets, 2015

1. Switzerland	\$1.1 billion
2. Ireland	\$713 million
3. Japan	\$627 million
4. China	\$589 million
5. United Kingdom	\$526 million

## OREGON'S EXPORTS TO CHINA SUPPORTED 25,800 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Semiconductors & Components	\$3.0 billion
2. Motor Vehicles	\$1.2 billion
3. Misc. Chemical Preparations	\$266 million
4. Industrial Machinery	\$263 million
5. Navigational & Meas. Instruments	\$113 million



### Top Services Exported to China, 2015

1. Royalties from Industrial Processes	\$186 million
2. Education	\$154 million
3. Travel	\$112 million
4. Equipment Install., Maint., & Repair	\$24 million
5. Computer Software	\$24 million

Note: Full-year services export data are available only through year-end 2015

# Pennsylvania

**83%**

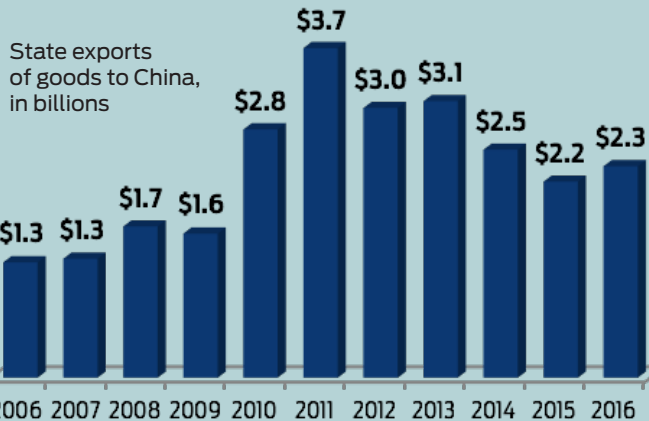
growth in exports of goods to China

compared to 37% growth in exports of goods to rest of world

**446%**

growth in exports of services to China

compared to 81% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. Canada	\$9.8 billion
2. Mexico	\$3.7 billion
3. China	\$2.3 billion
4. United Kingdom	\$2.1 billion
5. Japan	\$1.5 billion



### Top Services Export Markets, 2015

1. United Kingdom	\$2.1 billion
2. Canada	\$1.8 billion
3. China	\$1.7 billion
4. British Overseas Territories (Carib.)	\$1.4 billion
5. Japan	\$1.2 billion

## PENNSYLVANIA'S EXPORTS TO CHINA SUPPORTED 29,000 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Misc. General Purpose Machinery	\$246 million
2. Sawmill & Wood Products	\$204 million
3. Computer Equipment	\$140 million
4. Basic Chemicals	\$125 million
5. Navigational & Meas. Instruments	\$122 million



### Top Services Exported to China, 2015

1. Education	\$543 million
2. Travel	\$543 million
3. Mgmt. & Advisory Services	\$112 million
4. Equipment Install., Maint., & Repair	\$69 million
5. Architect., Engin., & Tech. Services	\$61 million

Note: Full-year services export data are available only through year-end 2015

# Rhode Island

158%

growth in exports of goods to China

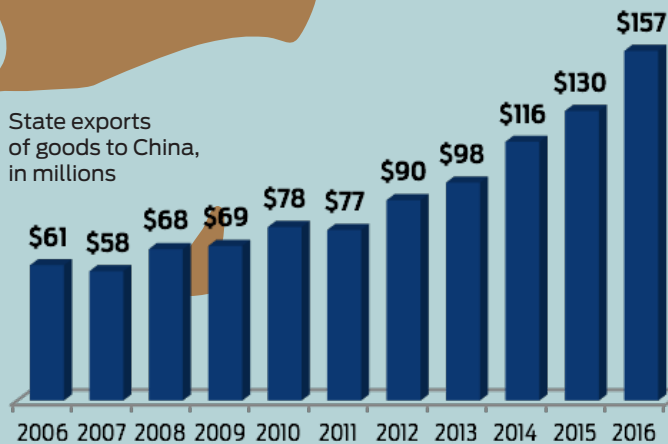
compared to 43% growth in exports of goods to rest of world

446%

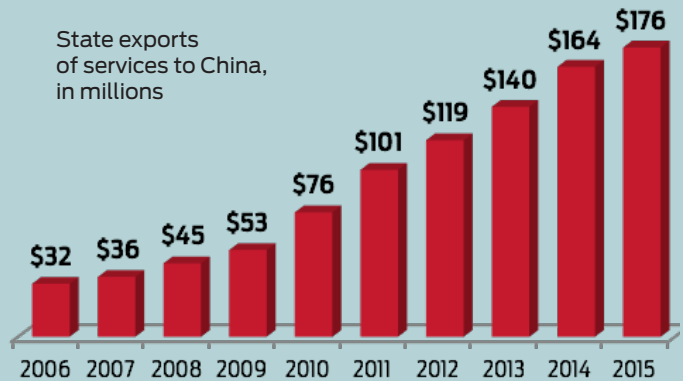
growth in exports of services to China

compared to 72% growth in exports of services to rest of world

State exports of goods to China, in millions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. Canada	\$525 million
2. Mexico	\$208 million
3. China	\$157 million
4. Dominican Republic	\$154 million
5. Taiwan	\$101 million

### Top Services Export Markets, 2015

1. China	\$176 million
2. United Kingdom	\$171 million
3. Canada	\$152 million
4. British Overseas Territories (Carib.)	\$111 million
5. Japan	\$109 million

## RHODE ISLAND'S EXPORTS TO CHINA SUPPORTED 2,400 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Marine Products	\$24 million
2. Basic Chemicals	\$23 million
3. Industrial Machinery	\$19 million
4. Nonferrous Metals & Processing	\$18 million
5. Semiconductors & Components	\$8.0 million

EXPORTS TO CHINA

### Top Services Exported to China, 2015

1. Travel	\$70 million
2. Education	\$70 million
3. Trademarks	\$4.9 million
4. Mgmt. & Advisory Services	\$4.2 million
5. Equipment Install., Maint., & Repair	\$3.4 million

Note: Full-year services export data are available only through year-end 2015

# South Carolina

**890%**

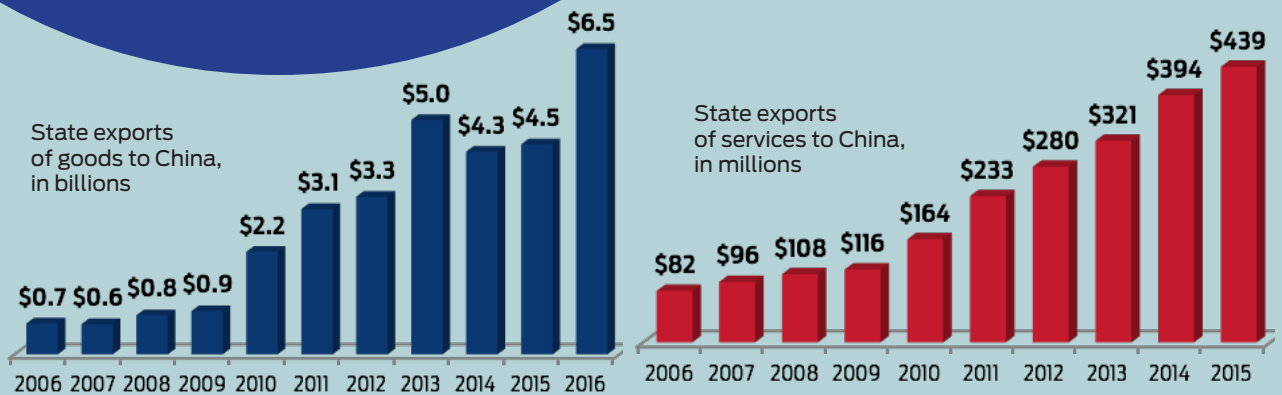
growth in exports of goods to China

compared to 94% growth in exports of goods to rest of world

**436%**

growth in exports of services to China

compared to 93% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. China	\$6.5 billion
2. Germany	\$3.7 billion
3. Canada	\$3.5 billion
4. United Kingdom	\$2.8 billion
5. Mexico	\$2.1 billion

### Top Services Export Markets, 2015

1. Canada	\$473 million
2. United Kingdom	\$443 million
3. China	\$439 million
4. Japan	\$334 million
5. Mexico	\$330 million

## SOUTH CAROLINA'S EXPORTS TO CHINA SUPPORTED 25,200 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Motor Vehicles	\$2.5 billion
2. Aerospace Products & Parts	\$2.3 billion
3. Boilers, Tanks & Containers	\$181 million
4. Motor Vehicle Parts	\$149 million
5. Meat Products	\$139 million



### Top Services Exported to China, 2015

1. Travel	\$244 million
2. Education	\$55 million
3. Equipment Install., Maint., & Repair	\$28 million
4. Royalties from Industrial Processes	\$21 million
5. Architect., Engin., & Tech. Services	\$18 million

Note: Full-year services export data are available only through year-end 2015

# South Dakota

**298%**

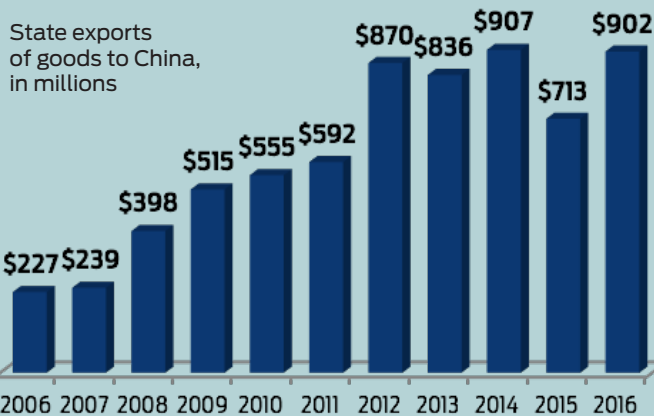
growth in exports of goods to China

compared to 23% growth in exports of goods to rest of world

**533%**

growth in exports of services to China

compared to 94% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. China	\$902 million
2. Mexico	\$547 million
3. Canada	\$496 million
4. Japan	\$264 million
5. South Korea	\$103 million

### Top Services Export Markets, 2015

1. British Overseas Territories (Carib.)	\$199 million
2. United Kingdom	\$135 million
3. Canada	\$95 million
4. China	\$73 million
5. Japan	\$57 million

## SOUTH DAKOTA'S EXPORTS TO CHINA SUPPORTED 6,000 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Oilseeds & Grains	\$826 million
2. Ag. & Construction Machinery	\$28 million
3. Misc. Crops	\$9.8 million
4. Meat Products	\$8.0 million
5. Dairy Products	\$4.1 million

EXPORTS TO CHINA

### Top Services Exported to China, 2015

1. Travel	\$30 million
2. Education	\$12 million
3. Credit-Related Services	\$10 million
4. Misc. Financial Services	\$8.1 million
5. Equipment Install., Maint., & Repair	\$5.5 million

Note: Full-year services export data are available only through year-end 2015

# Tennessee

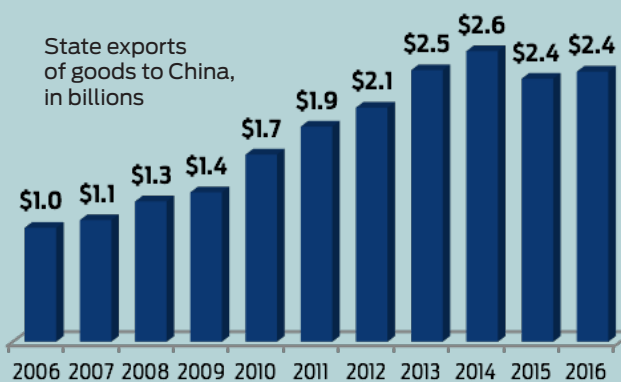


**137%**  
growth in exports  
of goods to China

compared to 51%  
growth in exports of  
goods to rest of world

**390%**  
growth in exports of  
services to China  
  
compared to 58% growth  
in exports of services to  
rest of world

State exports  
of goods to China,  
in billions



State exports  
of services to China,  
in millions



### Top Goods Export Markets, 2016

1. Canada	\$8.7 billion
2. Mexico	\$4.5 billion
3. China	\$2.4 billion
4. Japan	\$1.8 billion
5. Belgium	\$1.3 billion

### Top Services Export Markets, 2015

1. United Kingdom	\$900 million
2. Canada	\$844 million
3. China	\$715 million
4. Japan	\$547 million
5. Mexico	\$538 million

## TENNESSEE'S EXPORTS TO CHINA SUPPORTED 18,800 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Basic Chemicals	\$324 million
2. Medical Equipment & Supplies	\$298 million
3. Oilseeds & Grains	\$294 million
4. Resins & Synthetic Fibers	\$230 million
5. Navigational & Meas. Instruments	\$180 million



### Top Services Exported to China, 2015

1. Travel	\$378 million
2. Education	\$93 million
3. Air Freight & Port Services	\$50 million
4. Equipment Install., Maint., & Repair	\$39 million
5. Royalties from Industrial Processes	\$36 million

Note: Full-year services export data are available only through year-end 2015

# Texas



**44%**

growth in exports of goods to China

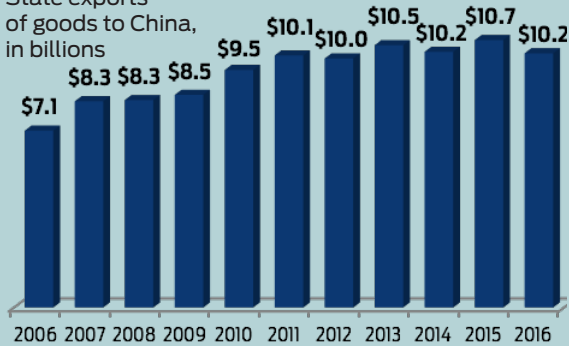
**301%**

growth in exports of services to China

compared to 53% growth in exports of goods to rest of world

compared to 73% growth in exports of services to rest of world

State exports of goods to China, in billions



### Top Goods Export Markets, 2016

1. Mexico	\$92 billion
2. Canada	\$19 billion
3. China	\$10 billion
4. Brazil	\$7.0 billion
5. South Korea	\$6.8 billion

State exports of services to China, in billions



### Top Services Export Markets, 2015

1. United Kingdom	\$4.9 billion
2. Canada	\$4.2 billion
3. China	\$3.7 billion
4. Japan	\$3.5 billion
5. Switzerland	\$2.9 billion

## TEXAS' EXPORTS TO CHINA SUPPORTED 75,800 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Basic Chemicals	\$1.6 billion
2. Oil & Gas	\$1.2 billion
3. Resins & Synthetic Fibers	\$1.2 billion
4. Semiconductors & Components	\$598 million
5. Industrial Machinery	\$576 million



### Top Services Exported to China, 2015

1. Travel	\$1.0 billion
2. Education	\$615 million
3. Royalties from Industrial Processes	\$376 million
4. Passenger Fares	\$349 million
5. Equipment Install., Maint., & Repair	\$236 million

Note: Full-year services export data are available only through year-end 2015



# Utah

148%

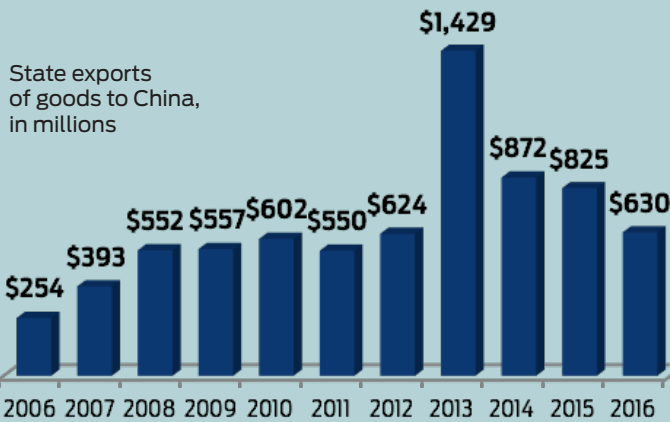
growth in exports of goods to China

compared to 76% growth in exports of goods to rest of world

361%

growth in exports of services to China

compared to 93% growth in exports of services to rest of world



### Top Goods Export Markets, 2016

1. United Kingdom	\$3.1 billion
2. Hong Kong	\$1.5 billion
3. Canada	\$1.4 billion
4. Mexico	\$742 million
5. China	\$630 million



### Top Services Export Markets, 2015

1. United Kingdom	\$538 million
2. Canada	\$492 million
3. Japan	\$376 million
4. China	\$367 million
5. British Overseas Territories (Carib.)	\$337 million

## UTAH'S EXPORTS TO CHINA SUPPORTED 7,100 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Semiconductors & Components	\$136 million
2. Navigational & Meas. Instruments	\$83 million
3. Misc. Chemical Preparations	\$57 million
4. Scrap Products	\$49 million
5. Medical Equipment & Supplies	\$41 million

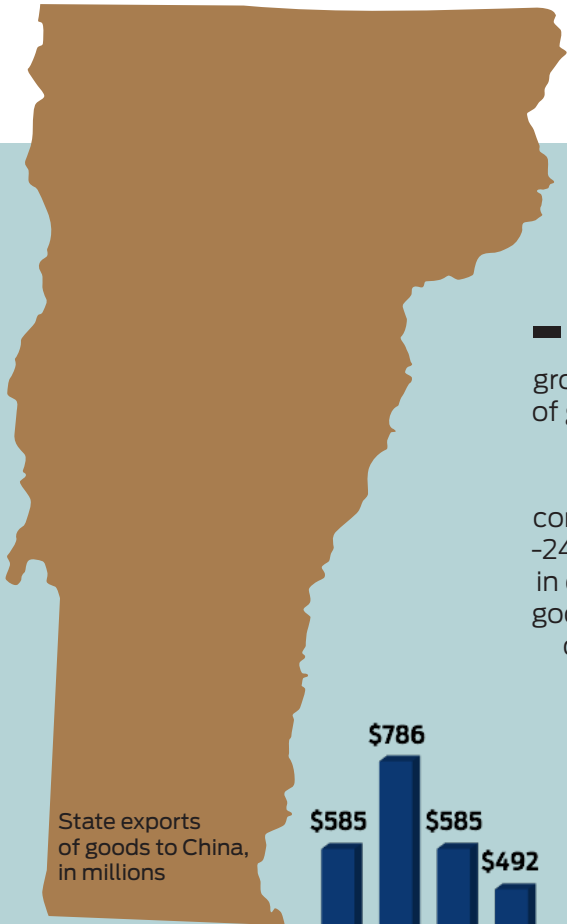


### Top Services Exported to China, 2015

1. Travel	\$118 million
2. Education	\$62 million
3. Passenger Fares	\$38 million
4. Equipment Install., Maint., & Repair	\$21 million
5. Computer Software	\$20 million

Note: Full-year services export data are available only through year-end 2015

# Vermont



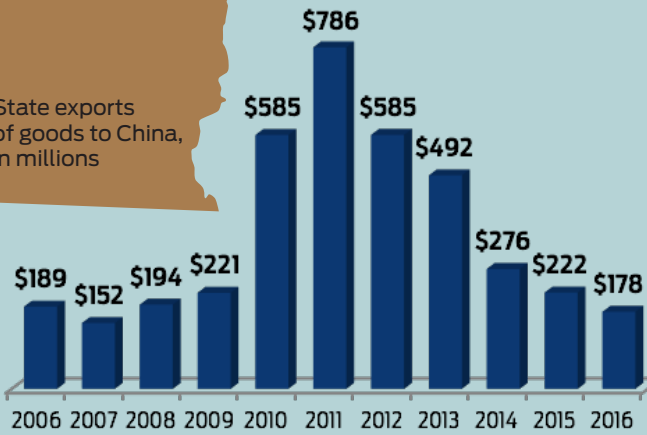
**-6%**  
growth in exports  
of goods to China

○  
compared to  
-24% growth  
in exports of  
goods to rest  
of world

**529%**  
growth in exports of  
services to China

○  
compared to 59% growth  
in exports of services to  
rest of world

State exports  
of goods to China,  
in millions



State exports  
of services to China,  
in millions



### Top Goods Export Markets, 2016

1. Canada	\$1.2 billion
2. Hong Kong	\$350 million
3. Malaysia	\$192 million
4. China	\$178 million
5. South Korea	\$154 million

### Top Services Export Markets, 2015

1. China	\$88 million
2. Canada	\$84 million
3. United Kingdom	\$83 million
4. Mexico	\$60 million
5. Japan	\$60 million

## VERMONT'S EXPORTS TO CHINA SUPPORTED 2,000 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Semiconductors & Components	\$74 million
2. Navigational & Meas. Instruments	\$19 million
3. Sawmill & Wood Products	\$15 million
4. Dairy Products	\$14 million
5. Industrial Machinery	\$7.4 million



### Top Services Exported to China, 2015

1. Travel	\$48 million
2. Education	\$24 million
3. Trademarks	\$2.5 million
4. Royalties from Industrial Processes	\$2.2 million
5. Equipment Install., Maint., & Repair	\$2.1 million

Note: Full-year services export data are available only through year-end 2015

# Virginia

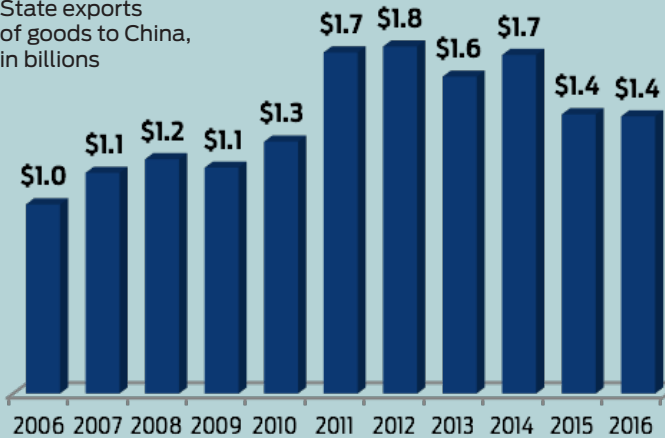
**47%**  
growth in exports of goods to China

compared to 11% growth in exports of goods to rest of world

**256%**  
growth in exports of services to China

compared to 70% growth in exports of services to rest of world

State exports of goods to China, in billions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. Canada	\$2.9 billion
2. China	\$1.4 billion
3. Mexico	\$1.1 billion
4. United Kingdom	\$899 million
5. Germany	\$812 million

### Top Services Export Markets, 2015

1. United Kingdom	\$1.7 billion
2. Canada	\$1.4 billion
3. Japan	\$1.1 billion
4. China	\$1.0 billion
5. Germany	\$780 million

## VIRGINIA'S EXPORTS TO CHINA SUPPORTED 17,300 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Pulp & Paperboard Mill Products	\$138 million
2. Meat Products	\$131 million
3. Scrap Products	\$131 million
4. Resins & Synthetic Fibers	\$121 million
5. Pharmaceuticals & Medicines	\$102 million

EXPORTS TO CHINA

### Top Services Exported to China, 2015

1. Travel	\$335 million
2. Education	\$188 million
3. Passenger Fares	\$88 million
4. Ocean Freight & Port Services	\$56 million
5. Architect., Engin., & Tech. Services	\$56 million

Note: Full-year services export data are available only through year-end 2015

# Washington

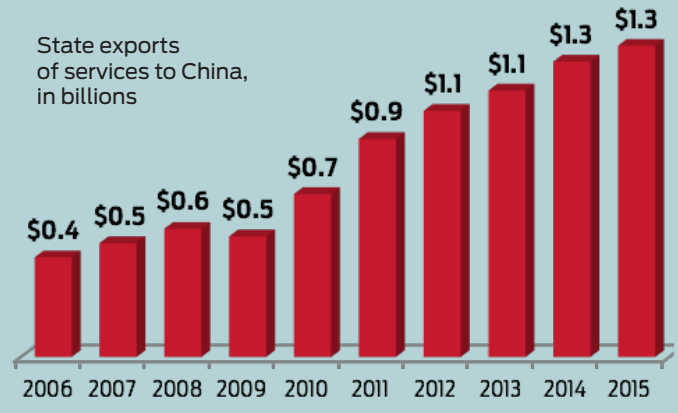


**179%**  
growth in exports of goods to China

**213%**  
growth in exports of services to China

compared to 72% growth in exports of goods to rest of world

compared to 74% growth in exports of services to rest of world



**Top Goods Export Markets, 2016**

1. China	\$12 billion
2. Canada	\$6.9 billion
3. Japan	\$5.6 billion
4. United Arab Emirates	\$4.1 billion
5. United Kingdom	\$3.5 billion

**Top Services Export Markets, 2015**

1. Japan	\$1.9 billion
2. Canada	\$1.8 billion
3. United Kingdom	\$1.6 billion
4. China	\$1.3 billion
5. Germany	\$1.1 billion

## WASHINGTON'S EXPORTS TO CHINA SUPPORTED 83,800 AMERICAN JOBS IN 2015

**Top Goods Exported to China, 2016**

1. Aerospace Products & Parts	\$8.8 billion
2. Motor Vehicles	\$641 million
3. Navigational & Meas. Instruments	\$393 million
4. Timber & Logs	\$313 million
5. Pulp & Paperboard Mill Products	\$218 million



**Top Services Exported to China, 2015**

1. Travel	\$343 million
2. Computer Software	\$282 million
3. Education	\$264 million
4. Passenger Fares	\$96 million
5. Ocean Freight & Port Services	\$85 million

Note: Full-year services export data are available only through year-end 2015

# West Virginia

156%

growth in exports of goods to China

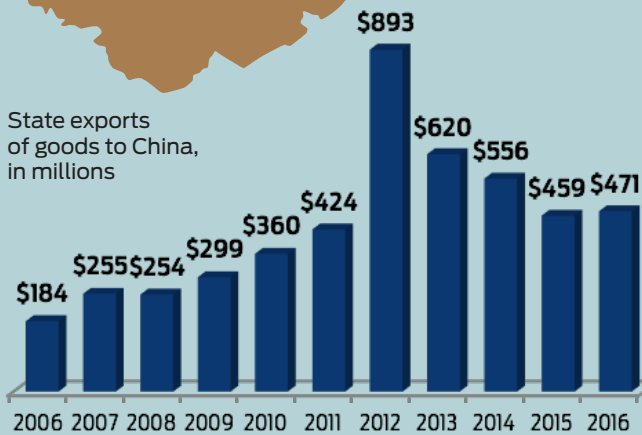
compared to 50% growth in exports of goods to rest of world

378%

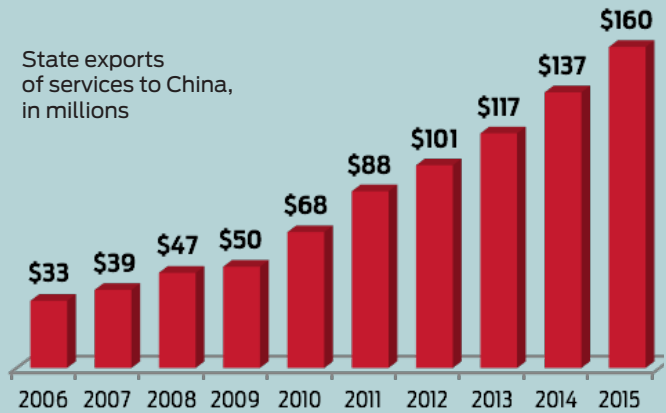
growth in exports of services to China

compared to 61% growth in exports of services to rest of world

State exports of goods to China, in millions



State exports of services to China, in millions



### Top Goods Export Markets, 2016

1. Canada	\$1.5 billion
2. China	\$471 million
3. Brazil	\$269 million
4. Belgium	\$269 million
5. Netherlands	\$267 million

### Top Services Export Markets, 2015

1. China	\$160 million
2. Canada	\$145 million
3. United Kingdom	\$128 million
4. Japan	\$105 million
5. Mexico	\$100 million

## WEST VIRGINIA'S EXPORTS TO CHINA SUPPORTED 3,700 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Resins & Synthetic Fibers	\$199 million
2. Sawmill & Wood Products	\$85 million
3. Nonferrous Metals & Processing	\$28 million
4. Basic Chemicals	\$22 million
5. Medical Equipment & Supplies	\$20 million

EXPORTS TO CHINA

### Top Services Exported to China, 2015

1. Travel	\$73 million
2. Education	\$37 million
3. Equipment Install., Maint., & Repair	\$15 million
4. Royalties from Industrial Processes	\$9.9 million
5. Trademarks	\$6.7 million

Note: Full-year services export data are available only through year-end 2015

# Wisconsin



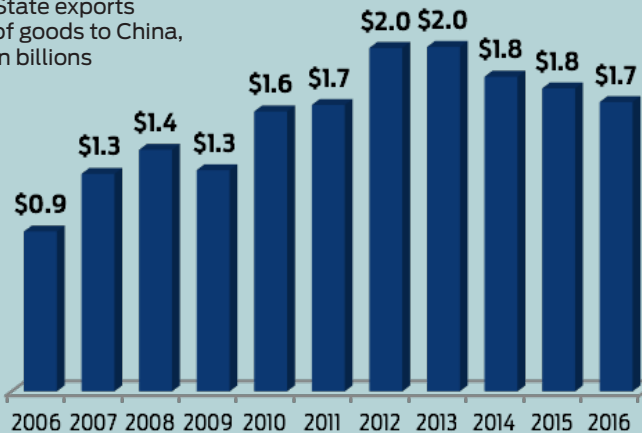
**81%**  
growth in exports  
of goods to China

compared to 20%  
growth in exports of  
goods to rest of world

**428%**  
growth in exports of  
services to China

compared to 69% growth  
in exports of services to  
rest of world

State exports  
of goods to China,  
in billions



State exports  
of services to China,  
in millions



### Top Goods Export Markets, 2016

1. Canada	\$6.5 billion
2. Mexico	\$3.0 billion
3. China	\$1.7 billion
4. Japan	\$942 million
5. United Kingdom	\$780 million

### Top Services Export Markets, 2015

1. Canada	\$526 million
2. United Kingdom	\$462 million
3. China	\$428 million
4. Japan	\$398 million
5. Mexico	\$276 million

## WISCONSIN'S EXPORTS TO CHINA SUPPORTED 14,000 AMERICAN JOBS IN 2015

### Top Goods Exported to China, 2016

1. Navigational & Meas. Instruments	\$335 million
2. Oilseeds & Grains	\$250 million
3. Semiconductors & Components	\$71 million
4. Misc. General Purpose Machinery	\$54 million
5. Motor Vehicles	\$50 million



### Top Services Exported to China, 2015

1. Travel	\$160 million
2. Education	\$116 million
3. Computer Software	\$29 million
4. Royalties from Industrial Processes	\$28 million
5. Trademarks	\$25 million

Note: Full-year services export data are available only through year-end 2015

# Wyoming

**234%**  
growth in exports  
of goods to China

compared to  
33% growth in  
exports of goods  
to rest of world

**296%**  
growth in exports of  
services to China

compared to 45%  
growth in exports  
of services to rest  
of world

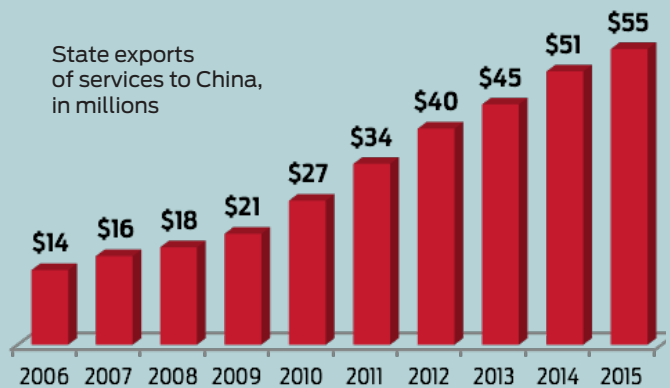
State exports  
of goods to China,  
in millions



**Top Goods Export Markets, 2016**

1. Brazil	\$190 million
2. Canada	\$185 million
3. Indonesia	\$80 million
4. Japan	\$66 million
5. China	\$56 million

State exports  
of services to China,  
in millions



**Top Services Export Markets, 2015**

1. Canada	\$70 million
2. China	\$55 million
3. United Kingdom	\$50 million
4. Mexico	\$37 million
5. Japan	\$33 million

## WYOMING'S EXPORTS TO CHINA SUPPORTED 800 AMERICAN JOBS IN 2015

**Top Goods Exported to China, 2016**

1. Basic Chemicals	\$29 million
2. Oilseeds & Grains	\$15 million
3. Misc. Crops	\$8.6 million
4. Navigational & Meas. Instruments	\$678,000
5. Misc. Animal Productions	\$455,000

EXPORTS  
TO CHINA

**Top Services Exported to China, 2015**

1. Travel	\$22 million
2. Equipment Install., Maint., & Repair	\$10 million
3. Operational Leasing	\$8.2 million
4. Education	\$7.0 million
5. Trademarks	\$3.8 million

Note: Full-year services export data are available only through year-end 2015