U.S. Exporters Up Since 2009

- More than 304,000 U.S. companies exported goods in 2013, down slightly from 2012 but up 10 percent since 2009. Nearly 98 percent (297,343) of these companies were small- or medium-sized with fewer than 500 employees.
- SMEs were responsible for nearly 34 percent of goods exports (by value) in 2013.
- Among all U.S. manufacturers that exported goods in 2013, nearly 97 percent were SMEs and exports from these companies represented 19 percent of the value of exports from manufacturers.
- In 2013, wholesalers and other non-manufacturing firms (including unclassified firms) made up 76 percent of all SME exporters, generating 66 percent of total SME exports.

Many U.S. Companies Both Export and Import

- More than 405,000 U.S. companies engaged in goods trade in 2013.
- Of those companies that engaged in trade, 83,199 both exported and imported merchandise in 2013, of which 78,567 (94 percent) were SMEs.
- SMEs accounted for 97 percent (178,839) of identified importers in 2013.
- SMEs imported $618.4 billion in goods in 2012, which was a 0.3 percent decrease from 2012. Known goods imports overall declined by 1.1 percent in 2013.

Small Businesses Could Benefit from Entering New Markets

- In 2013, 59 percent of all SME exporters (nearly three-fifths) posted sales to only one foreign market.
- Ninety-two percent of all SME exporters do business from a single U.S. location, with only 18 percent of SME exports going to affiliates (related parties) abroad.
- Canada is by far the most popular export destination for SMEs. In 2013, more than 90,000 SME exporting companies registered sales to Canada.

SMEs Stand to Benefit from New FTAs

- In 2013, nearly 21,000 SMEs exported goods to South Korea and more than 14,000 SMEs exported goods to Colombia.
- The number of SME exporters sending goods to Korea increased by 377 companies since 2011.
- In 2013, almost 93,000 SMEs exported goods to the European Union.

Value of SME Exports at the Local Level

- California had both the most exporters (75,175) and the most SME exporters (72,032) overall in 2013.
- The number of SMEs exporting from Texas grew by nearly 700 between 2012 and 2013, the largest increase among the 50 states. Rhode Island saw the fastest growth in the number of SME exporters, up 4.0 percent in 2013.