



INTERNATIONAL
TRADE
ADMINISTRATION

U.S. Exporting & Importing Companies 2016

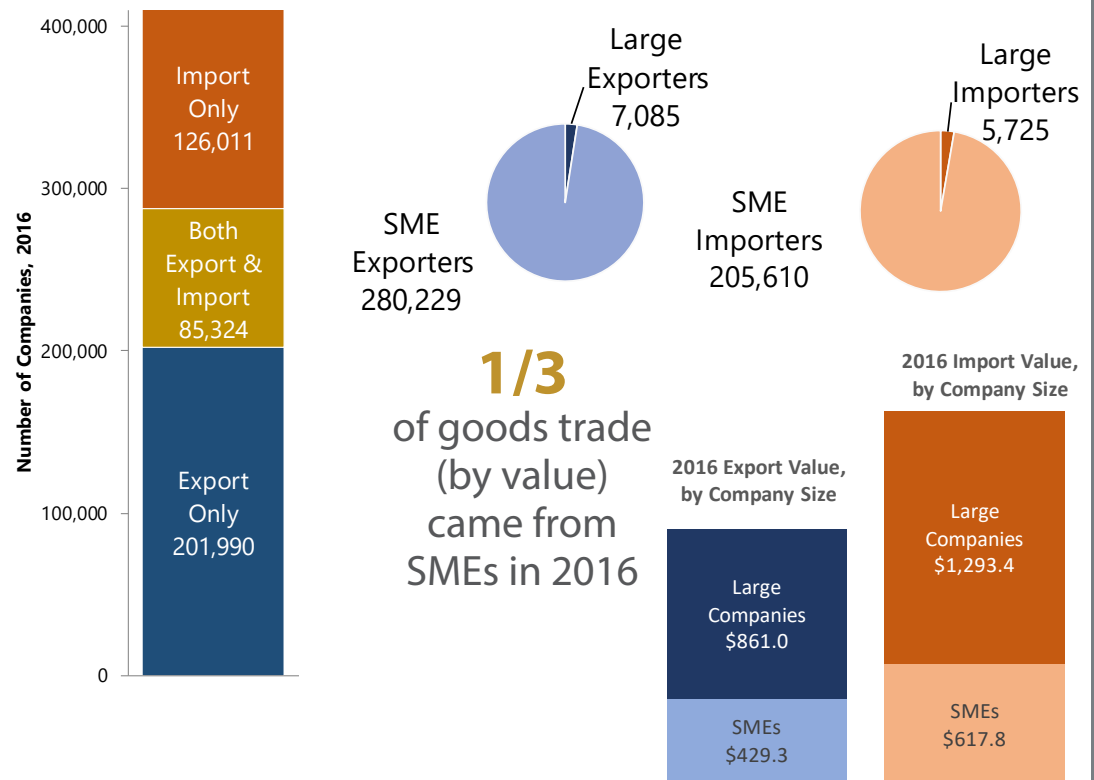
The Commerce Department's Exporter Database (EDB) is a joint project of the International Trade Administration and U.S. Census Bureau

413,325 U.S. companies engaged in goods trade in 2016

U.S. Exporters & Importers in 2016

- The number of identified goods exporters decreased by 2.8% in 2016 while the number of identified importers increased by 7.3%.
- The majority of U.S. companies engaged in international trade are small or medium-sized enterprises (SMEs).
- SMEs are defined as companies with fewer than 500 employees.
- Companies that both export and import account for the majority of trade, by value.

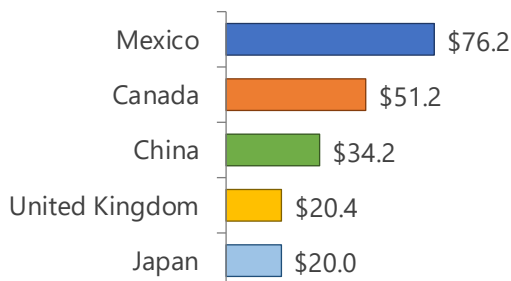
SMEs accounted for **98%** of exporters and **97%** of importers



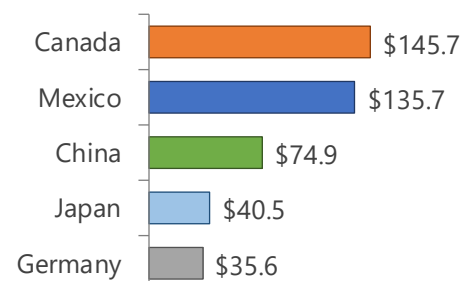
SME Exporters by Market

- Nearly 82 thousand SMEs exported goods to Canada in 2016, the most among U.S. export markets.
- SME exports accounted for more than half of U.S. goods exports to Hong Kong.

Top SME Exporter Markets, 2016 by Known Export Value



Top Large Exporter Markets, 2016 by Known Export Value



Billions of US Dollars





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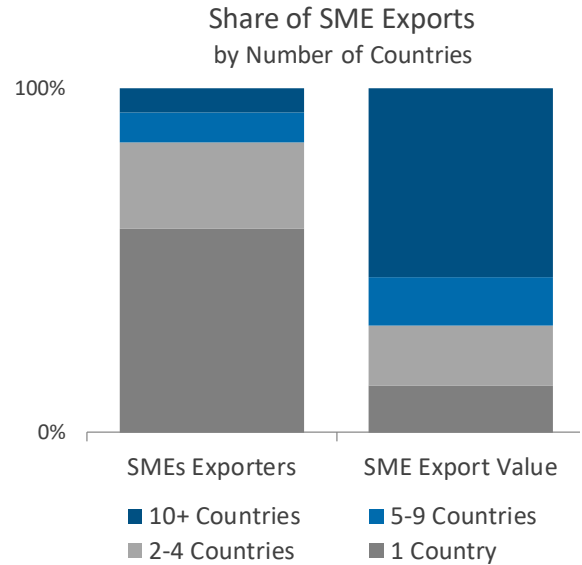
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Number of Partners

- Most companies (58%) only export to a single market. Similarly, 62% of companies import from a single country.
- The majority of trade value is concentrated among companies that trade with 10 or more partners.
- More than half of large exporters sell goods to 5 or more markets.
- 43% of large exporters sell goods to 10 or more markets.

The **7%** of SME exporters that sell to customers in at least 10 markets account for **55%** of total SME goods exports

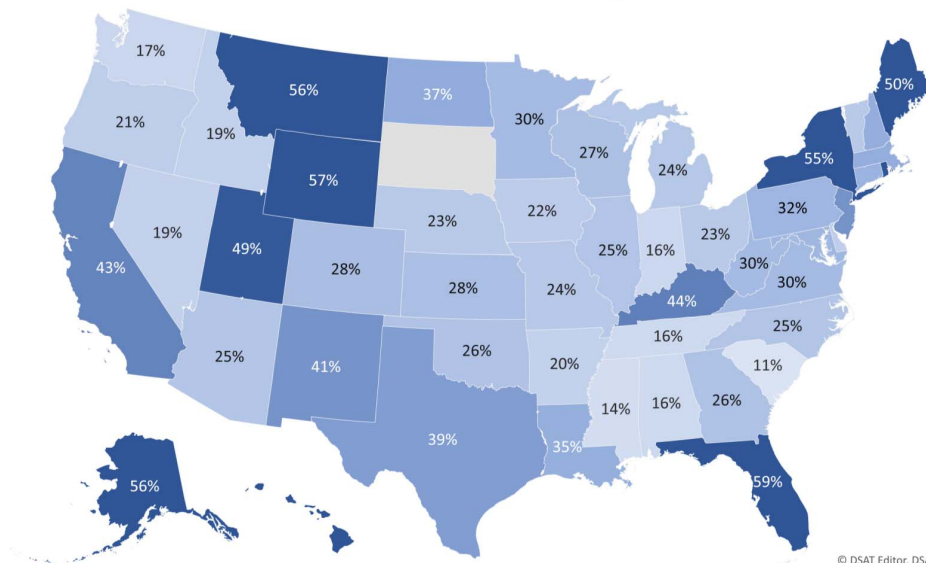
84% of SME exporters export to fewer than 5 markets



Exporters by State

- Exports from SMEs accounted for more than half the total goods export value in 8 states.
- California is home to nearly 70,000 SME exporters, the highest among the 50 states. Other top states are Florida, Texas, New York, and Illinois.

SME Share of State Known Goods Export Value



*2016 data for South Dakota is suppressed due to disclosure concerns

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Additional resources

Trade Policy and Analysis
<http://www.trade.gov/mas/ian>

Exporter Database
<http://www.trade.gov/mas/ian/smeoutlook>

Source: "A Profile of U.S. Importing and Exporting Companies": April 2018
<http://www.census.gov/foreign-trade/Press-Release/edb/2016/index.html>

