



Exports and Employment in the Northeast in 2013

Eastern Trade Council
an affiliate of the Council of State Governments/Eastern Regional Conference

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Table of Contents

a. Overview	1
b. Trade in Goods	2
c. Trade in Services	11
d. Export Promotion	17
e. State Summaries	
<i>Connecticut</i>	<i>18</i>
<i>Delaware</i>	<i>19</i>
<i>Maine</i>	<i>20</i>
<i>Maryland</i>	<i>21</i>
<i>Massachusetts</i>	<i>22</i>
<i>New Hampshire</i>	<i>23</i>
<i>New Jersey</i>	<i>24</i>
<i>New York</i>	<i>25</i>
<i>Pennsylvania</i>	<i>26</i>
<i>Rhode Island</i>	<i>27</i>
<i>Vermont</i>	<i>28</i>

Executive Summary

- Northeast companies and their workers export billions of dollars of goods and services to more than 200 countries around the world. Exports totaled \$392.5 billion in 2013.
- Exports mean jobs. In 2013, Northeast states' goods and services exports supported approximately 1.2 million direct jobs in the region, and another 1.3 million indirect jobs in the region and in other states.
- Canada is the leading export market for the Northeast region, followed by the United Kingdom, China, Mexico and Japan. Exports to China grew faster than to any other of the leading export markets.
- Exports of goods and services from the Northeast as a whole have begun to rebound from the sharp drop they experienced in 2012. Exports were up 16.1 percent from 2012-2013, after declining 4.9 percent from 2011-2012. But some states continue to face declines in demand from key foreign markets, particularly Europe and China.
- The region is a leading exporter of metals, aerospace equipment, chemicals and computers. The Northeast accounts for 40 percent of U.S. forestry exports and 35 percent of U.S. sugar/confections exports.
- Top services exports from the Northeast include travel services, financial services, education and business services. The region accounts for 75 percent of U.S. securities transactions exports, 67 percent of financial advisory services exports, and 40 percent of insurance exports.
- Lower trade barriers that are expected to result from successful conclusions of pending free trade agreement negotiations would have a positive impact on the Northeast region's exporters, which already send 56 percent of its goods exports and 57 percent of its services exports to countries in the Trans-Pacific Partnership region and the European Union.
- The Council of State Governments/Eastern Regional Conference's Eastern Trade Council (ETC) provides critical support to companies in the region seeking to grow sales to customers outside the United States by sharing trade information, analysis and best practices, jointly promoting exports of goods and services, and advocating for federal trade promotion programs and policies that will benefit the region.

Launched in 1999, the **Eastern Trade Council (ETC)** is an affiliate organization of the Council of State Governments—Eastern Regional Conference, a non-profit, non-partisan organization serving State legislative, executive and judicial branch officials. (More information is available at <http://www.csgeast.org/>.) ETC membership consists of state trade development professionals from the ten Northeastern states: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Vermont, and the Commonwealth of Puerto Rico. For further information, contact Véronique M. Cavaillier, Senior Policy Analyst, Council of State Governments/Eastern Regional Conference, 646-383-5717, vcavaillier@csg.org.

The Trade Partnership, a Washington, DC-based economics research and consulting firm, prepared this report. Since its founding in 1991, The Trade Partnership has provided policy makers with detailed assessments of the likely impacts of trade initiatives on U.S. and foreign economies. In addition, the firm estimates exports of goods and services for every U.S. state and all 435 Congressional districts as parts of its *CDxports* database. *CDxports* provided the foundation for the analysis in this report. Information about this database can be found at <http://tradepartnership.com/data/cdxports-and-cdxjobs/>.

NORTHEAST OVERVIEW: TOTAL GOODS AND SERVICES EXPORTS

The active role Northeast regional exporters in play in global markets demonstrates that U.S. companies and workers make goods and services that customers around the world want to buy. In 2013, Northeast states exported \$392.5 billion of goods and services – about \$6,250 for every man, woman, and child in the region.

The region's global engagement is growing. From 2012 to 2013, exports increased by \$16 billion, or 4.3 percent. Exports have increased by more than \$100 billion since 2009, with every state experiencing export growth of at least 18 percent. New York led all states in the region with export growth of 43 percent between 2009 and 2013. As a group, Northeast states' goods and services exports exceeded \$1 billion *per day* in each of the last three years.

All those exports mean jobs for workers in the Northeast. In 2013, Northeast states' goods and services exports supported approximately 1.2 million direct jobs in the region. Goods exports supported 501,300 direct jobs, while services exports supported 719,100 jobs.

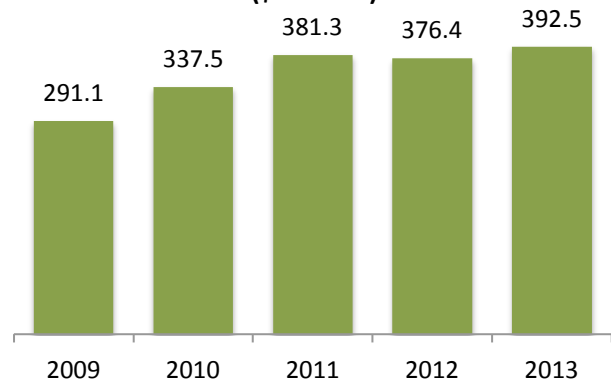
Those same exports supported another 1.3 million indirect jobs. Some of these jobs are local: when Vermont exports include parts from Massachusetts, or Pennsylvania exports embark from the Port of Baltimore, they provide jobs in the neighboring states. Similarly, workers in Northeastern states support jobs outside the region, such as when New York banks provide financing for California exports.

Jobs supported by Northeastern exports are also growing. The number of direct export-related jobs grew by 53,400 from 2012 to 2013, and by 186,600 since 2009. The number of indirect jobs grew by 69,000 and 232,700, respectively.

*Founded in 2004 on Portland's working waterfront, **Ready Seafood** now has over 50 employees; international customers account for over 70% of the company's business. John and Brendan Ready also launched Maine Seafood Ventures, providing frozen lobster products to customers around the world. Over the past 10 years, Ready Seafood has worked closely with the **Maine International Trade Center** to develop new export markets in Europe and Asia using market research services and participating in the Maine pavilion at the Seafood Expo Global trade show in Brussels.*

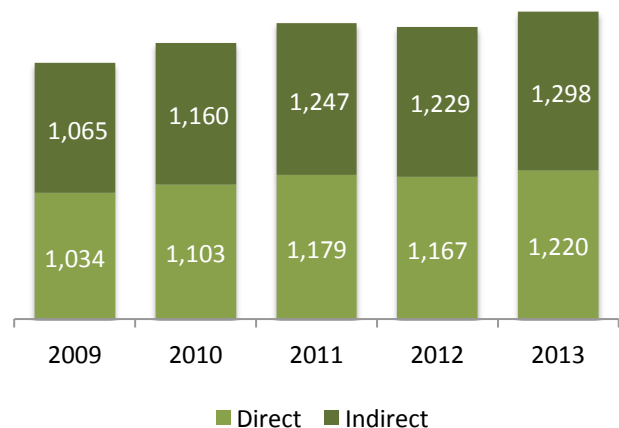
Northeast states exported \$6,250 for every man, woman, and child in the region in 2013.

Northeast Goods & Services Exports to World, 2009-2013
(\$ billions)



Exports from Northeast states supported more than 2.5 million jobs in 2013.

Jobs Supported by Northeast Goods & Services Exports to World, 2009-2013
(thousands)



* Unless otherwise noted, the source for all data is The Trade Partnership's CDxports database. More information about the database is available at <http://tradepartnership.com/data/cdxports-and-cdxjobs>.

TOP MARKETS FOR NORTHEAST GOODS & SERVICES EXPORTS

The Northeast states export to more than 230 countries around the world. Canada is the leading export market by a wide margin: the \$56.8 billion exported to Canada in 2013 was more than double the value exported to any other country. The United Kingdom was the second largest market for Northeast goods and services exports, followed by China, Mexico, and Japan.*

Between 2009 and 2013, exports to Canada experienced the largest growth by value at \$12.3 billion. Exports to China grew by \$11.6 billion, the second most of all countries. At 96 percent, exports to China grew faster than any of the other top five markets.

Numerous countries outside the top five markets also saw significant growth. Goods and services exports to Switzerland grew \$9.2 billion (108 percent) between 2009 and 2013, while exports to Hong Kong grew \$8.0 billion (122 percent). Goods exports alone to the United Arab Emirates grew \$3.0 billion (144 percent).

Of the 1.2 million direct export-related jobs in the region, 15 percent depended on exports to Canada. The United Kingdom ranked second in direct jobs supported by exports, followed by Mexico.

Exports to Australia supported more than 3,900 direct jobs per billion dollars of exports – more than any other major export market. A billion dollars in exports from Northeastern states typically supports about 3,075 direct jobs.

Direct jobs supported by exports to China grew by nearly 36,000, or 90 percent, from 2009 to 2013. China ranked first among all markets in growth, by both value and percentage, of jobs supported by exports.

The New Hampshire Office of International Commerce assisted EPTAM Plastics to access new markets in Canada and the UK with trade shows, international activities they had not participated in the past. The support and counseling offered to EPTAM in preparation for the shows led to productive business meetings and connecting with new clients. EPTAM attributes \$35,000 in new sales in 2013 directly to the assistance of the New Hampshire OIC.

Top Export Markets

Canada

2013 Total Exports: \$56.8 billion
2009-2013 Export Growth: 28 percent
2013 Direct Jobs Supported: 173,100

United Kingdom

2013 Total Exports: \$27.5 billion
2009-2013 Export Growth: 2 percent
2013 Direct Jobs Supported: 87,200

China

2013 Total Exports: \$23.6 billion
2009-2013 Export Growth: 96 percent
2013 Direct Jobs Supported: 75,400

Mexico

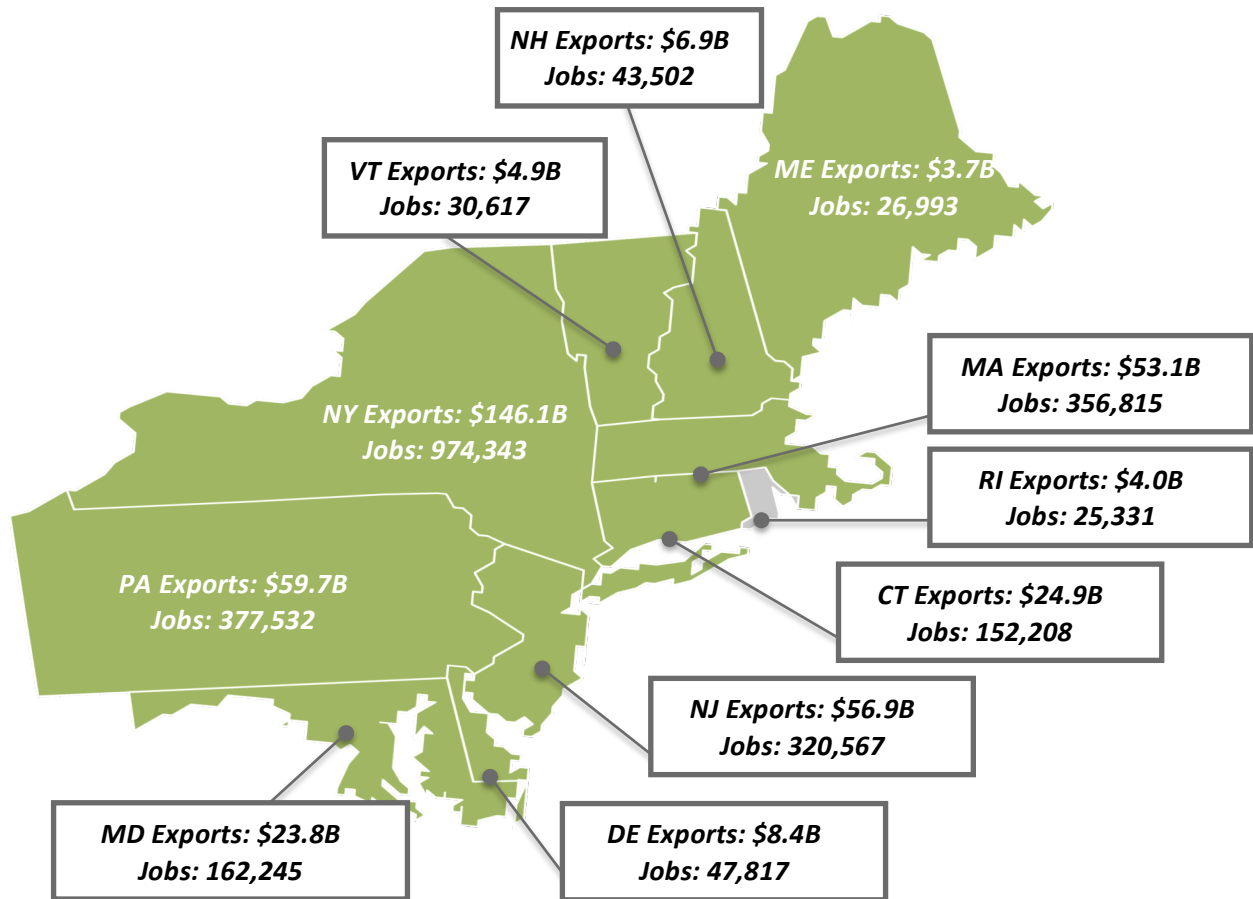
2013 Total Exports: \$19.2 billion
2009-2013 Export Growth: 44 percent
2013 Direct Jobs Supported: 68,200

Japan

2013 Total Exports: \$19.1 billion
2009-2013 Export Growth: 16 percent
2013 Direct Jobs Supported: 67,800

* Services data are not available for all countries. Among those for which data exist, sector estimates may be undisclosed for confidentiality reasons. As such, services export estimates to individual countries likely are understated.

NORTHEAST GOODS & SERVICES EXPORTS AND JOBS BY STATE

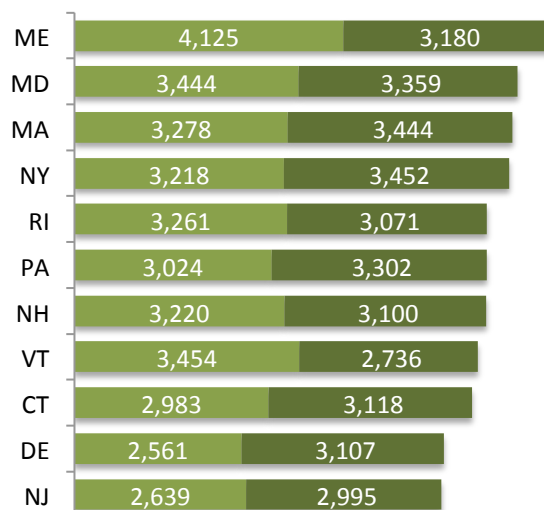


New York led all Northeast states with an estimated \$146.1 billion in goods and services in 2013. Those exports supported about 975,000 jobs. Even exports from Rhode Island – the state in the region with the lowest value of exports – supported more than 25,000 jobs.

When it comes to job impacts, the types of goods or services exported matter. A billion dollars in exports from Maine support considerably more jobs than the same value from New Jersey because Maine's top exports include labor-intensive goods (e.g. timber and logs) and services (e.g., travel services), while capital-intensive petroleum products are New Jersey's leading export.

Northeast regional exports support jobs in other U.S. states as well. Manufacturers in the region use inputs made by workers in other states, and services workers in other states support exports from the Northeast. So assistance provided to Northeast regional exporters supports jobs across the United States.

Jobs Supported by \$1 Billion in Exports, 2013



■ Direct ■ Indirect

RECENT TRENDS IN NORTHEAST GOODS & SERVICES EXPORTS

In general, exports from the Northeast have begun to rebound from the sharp drop they experienced in 2012. Exports of goods and services from the region were up 16.1 percent from 2012-2013, following a decline of 4.9 percent from 2011-2012.

Growth in demand from consumers – both companies and households -- in China, Mexico and Canada helped to offset continued declines in demand from Japan and the United Kingdom.

Some states in the region, however, continued to experience difficulties in 2013. Rhode Island, Maine, and Vermont all saw export declines from 2012 levels. Exports from Maine and Vermont also fell from 2011 to 2012.

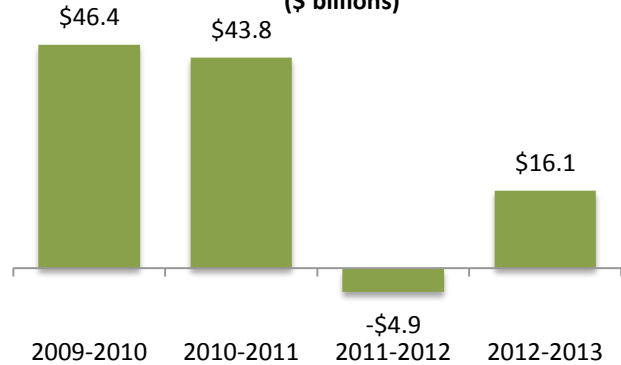
As detailed later in this report, the recent slowdown in export growth, or even declines for some states, are due primarily to contractions in foreign demand for Northeast goods exports. In contrast, services exports have grown steadily over the past five years.

In some cases, declining Northeast goods exports for reflect broader national challenges. For example, the drop in scrap exports reflects a significant slowdown in the Chinese economy, a huge consumer of U.S. scrap. The region's exports fell 14 percent, the same as scrap exports from the United States as a whole.

In other cases, exporters from the Northeast are losing out despite gains by U.S. exporters outside the region. While exports of petroleum products from the rest of the country jumped, Northeast exports fell by 13 percent, due in part to disruption caused by Hurricane Sandy and the closure of refining capacity in Pennsylvania and New Jersey, which has dropped by 26 percent since 2009.

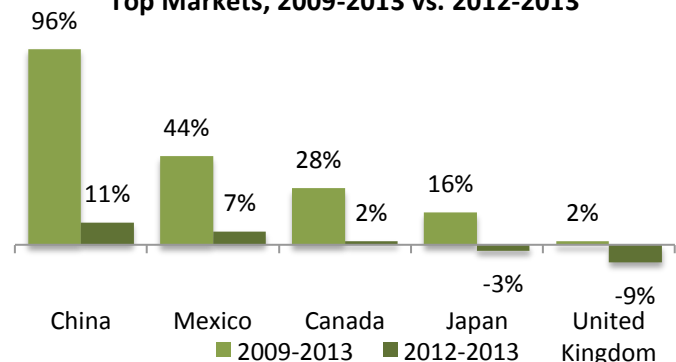
G&B Specialties, a subsidiary of Wabtec, used the services of **Pennsylvania's Center for Trade Development (CTD)** to expand sales of its track and signal products to the railway industry in Australia. The CTD assisted G&B in setting up appointments and advance research. Company President John Mensinger reports that "After four years of working with Westinghouse Rail in Australia we will start to supply them with internal point machine components. This could generate approximately \$750K worth of new business in Australia in 2013."

Annual Change in Northeast Goods & Services Exports to World (\$ billions)



Export growth has begun to rebound from its sharp drop from 2011 to 2012.

Change in Northeast Goods & Services Exports to Top Markets, 2009-2013 vs. 2012-2013



Biomedical Structures, a Warwick, Rhode Island designer, developer, and manufacturer of biomedical textiles for medical devices and other advanced clinical applications, participated in trade missions to Japan and Israel in 2012 and 2013 coordinated by a partnership between the **Rhode Island Commerce Corporation** and the **Chafee Center for International Business** at Bryant University. The trade missions helped Biomedical Structure find new partners in these key markets and further expand existing business relationships. The trade missions led to 50 feasibility projects and \$318,000 of export sales. Biomedical Structures has grown from 35 employees to 55 employees due to it increased global trade.

GOODS EXPORTS: TOP SECTORS

The Northeast states' exports of \$221.2 billion in goods in 2013 are spread across a diverse range of products. Leading exports include metals, aerospace equipment, chemicals, and computers.

Miscellaneous manufactures, which includes jewelry, sporting goods, toys, and musical instruments, was the largest export category from the Northeast states in 2013 at \$25.9 billion. Nonferrous metals (e.g., copper, silver, tin, etc.) was the second largest export category at \$19.3 billion, followed by aerospace products at \$14.3 billion.

While Northeast states accounted for 15 percent of U.S. goods exports, the share for some individual sectors is much higher. The region accounted for 40 percent of U.S. exports of forestry products and 35 percent of U.S. sugar products exports. Often, specific states or even companies explain these high regional shares.

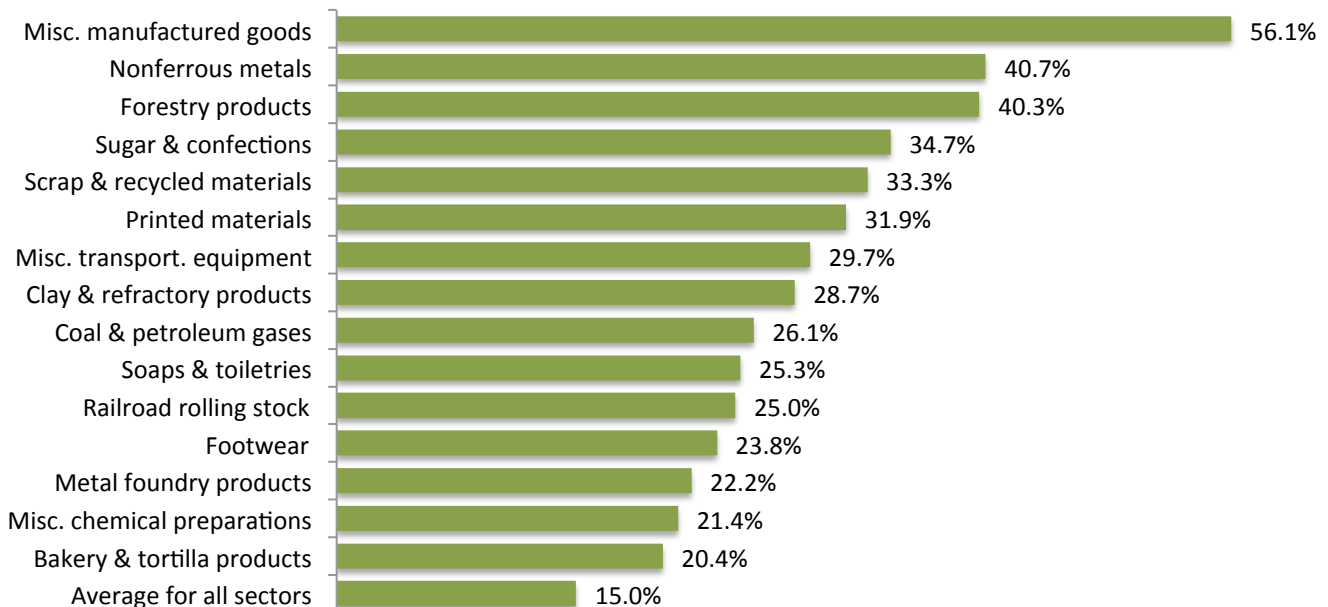
Pennsylvania is home to The Hershey Company, which exports candy to Australia, Japan, the United Kingdom, and Saudi Arabia, among many others. Companies like United Technologies in Connecticut, GE Locomotive and Harley-Davidson in Pennsylvania, Corning in New York, and Boston Scientific in Massachusetts contribute to the region's high export shares of aerospace products, transportation equipment, refractory products, and medical equipment.

Top 15 Northeast Goods Exports, 2013

Sector	Value
Misc. manufactured goods.....	\$25.9B
Nonferrous metals	\$19.3B
Aerospace products & parts.....	\$14.3B
Pharmaceuticals & medicines	\$10.2B
Nav. & measuring equipment	\$10.1B
Basic chemicals.....	\$8.0B
Semiconductors & parts.....	\$8.0B
Scrap & recycled materials.....	\$7.9B
Motor vehicles	\$7.9B
Petroleum & coal products	\$7.7B
General purpose machinery	\$7.4B
Computer equipment.....	\$5.2B
Medical equipment	\$5.1B
Communications equipment.....	\$5.0B
Resins & synthetic fibers	\$4.2B

Northeast states accounted for 40 percent of U.S. forestry exports and 35 percent of U.S. sugar and confections exports in 2013.

Northeast Share of U.S. Goods Exports by Type, 2013



GOODS EXPORTS: SECTOR TRENDS

Northeast states' 2013 goods exports represented a nearly \$60 billion, or 37 percent, increase from 2009. Export gains were widespread over this period, with many sectors registering increases of 50, 75, or even 100+ percent. For example, nonferrous metals exports grew by 164 percent from 2009 to 2013.

More recently, however, goods export growth has slowed. The region's goods exports only increased by 3.3 percent from 2012 to 2013 and remained below the \$223.1 billion exported in 2011.

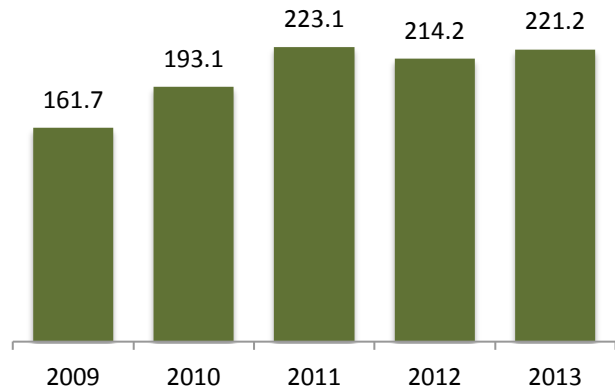
The growth rates for individual sectors clearly illustrates the recently deteriorating market for exports: only six of the top 15 regional export sectors saw positive growth from 2012 to 2013. Two sectors, scrap and recycled materials as well as petroleum and coal products, saw exports decline by more than \$1 billion in 2013.

In some cases, declining exports for Northeast companies reflect broader national challenges. The Northeast's share of U.S. goods exports has remained essentially steady, both broadly (14.3 percent in 2012; 14.5 percent in 2013) and for sectors experiencing sharp declines in exports (e.g., 33.0 percent for scrap and recycled materials exports in 2012 compared to 33.3 percent for 2013).

But in other cases, exports from the Northeast states in sectors are falling behind those from other parts of the country. The region's share of total U.S. pharmaceutical exports dropped from 24.4 percent in 2009 to 21.7 percent in 2012 and 19.9 percent in 2013 as the recession took its toll on demand from Europe. Likewise, Northeast states' share of U.S. semiconductor exports has fallen in each of the last five years, from 16.4 percent in 2009 to 13.3 percent in 2013, again because of declining demand in Europe but also intensified competition from other suppliers in Asia.*

*Hydrogen fuel cells is an emerging, important industry sector for the **State of Connecticut**. Connecticut assisted six companies in participating in the Hannover Messe 2013, the world's largest industrial trade show. As a result of show participation, these companies reported anticipated long-term export sales of \$650,000.*

Northeast Goods Exports to World, 2009-2013
(\$ billions)



Change in Top 15 Northeast Goods Export Sectors, 2012-2013 (by value change)

Sector	Value	Percent
Nonferrous metals.....	+\$4.8B	+33.6%
Misc. manufactured goods	+\$3.1B	+13.4%
Motor vehicles.....	+\$1.1B	+16.7%
Aerospace products & parts	+\$735M	+5.4%
Communications equipment	+\$558M	+12.6%
Medical equipment	+\$145M	+2.9%
Resins & synthetic fibers	-\$156M	-3.6%
Computer equipment	-\$241M	-4.4%
Nav. & measuring equipment.....	-\$381M	-3.6%
Semiconductors & parts	-\$495M	-5.9%
General purpose machinery	-\$576M	-7.2%
Basic chemicals.....	-\$798M	-9.0%
Pharmaceuticals & medicines.....	-\$866M	-7.8%
Petroleum & coal products.....	-\$1.2B	-13.2%
Scrap & recycled materials	-\$1.3B	-13.8%

Exports from the Northeast states in sectors like pharmaceuticals and semiconductors are falling behind those from other parts of the country.

*An anomaly in the way some companies report their export data seems as well to have contributed to the reported declines in the region's semiconductor exports.

GOODS EXPORTS: TOP MARKETS

Given its close proximity to the region, it is not surprising that Canada is the Northeast region's leading goods export market. In 2013, the region exported \$40.8 billion of goods to Canada, more than the next three largest countries combined. Canada was the top export market for every state in the region except Connecticut (France) and Delaware (Belgium); Canada ranked second for each of those states.

Canada was the leading export market for three-quarters of all goods sectors in the region, including navigational and measuring equipment, basic chemicals, and semiconductors.

China ranked second as the leading destination for eight goods sectors, followed by Mexico for four sectors, the Netherlands for three sectors, and Taiwan two sectors. Ten countries were the top market for one goods sector.

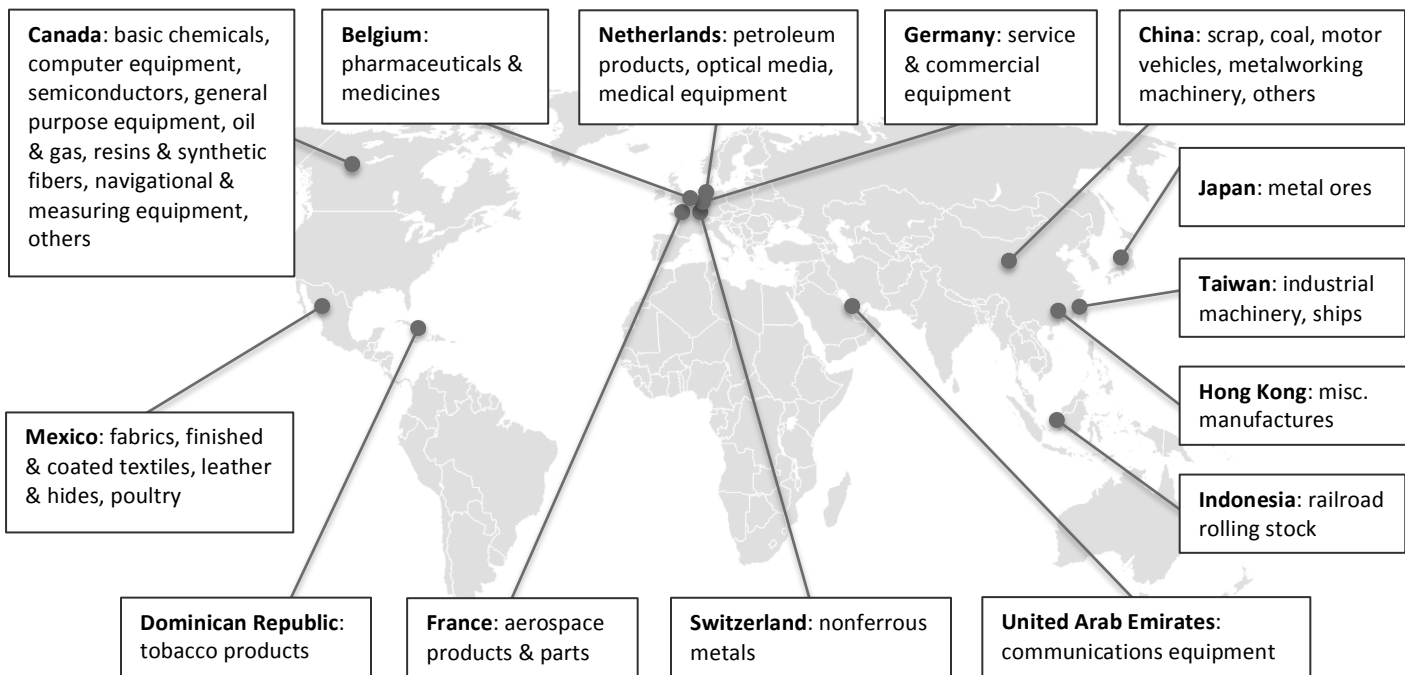
The composition of the region's exports demonstrates the fact that the Northeast is an important component in global supply chains. The region exports a varied range of raw materials, parts and components that are used to make finished goods in partner countries. This includes, for example, fabric to Mexico, later imported into the United States as finished apparel.

Top 15 Markets for Northeast Goods Exports, 2013

Country	Value
Canada.....	\$40.8B
China.....	\$14.4B
Hong Kong	\$12.8B
Mexico	\$12.3B
Switzerland	\$11.8B
United Kingdom.....	\$9.7B
Germany	\$8.8B
Japan	\$8.4B
Netherlands	\$8.3B
Belgium-Luxembourg	\$7.6B
Israel.....	\$6.7B
France.....	\$6.1B
South Korea	\$5.6B
United Arab Emirates	\$5.2B
Brazil.....	\$4.2B

Canada was the top export market for three-quarters of all goods sectors in 2013.

Top Export Markets for Northeast Goods Export Sectors, 2013



GOODS EXPORTS: MARKET TRENDS

Strong goods export growth between 2009 and 2013 resulted in overall export increases from Northeast states to each of the top 15 markets except the United Kingdom. More recently, goods export trends for several leading markets are showing strong recoveries from their 2011-2012 declines. Exports to 11 of the 15 leading export markets increased in 2013, some by very strong rates.

The New Jersey Office of International Business Development and Protocol supported Adsorptech Inc.'s participation in a U.S. Department of Commerce trade mission to Colombia and a trade show to Turkey. Our research reports compounded with STEP assistance helped the company, which supplies adsorption-based equipment products and technology consulting and services for environmental cleanup projects, grow its exports from nothing at all to over a million in just under a year.

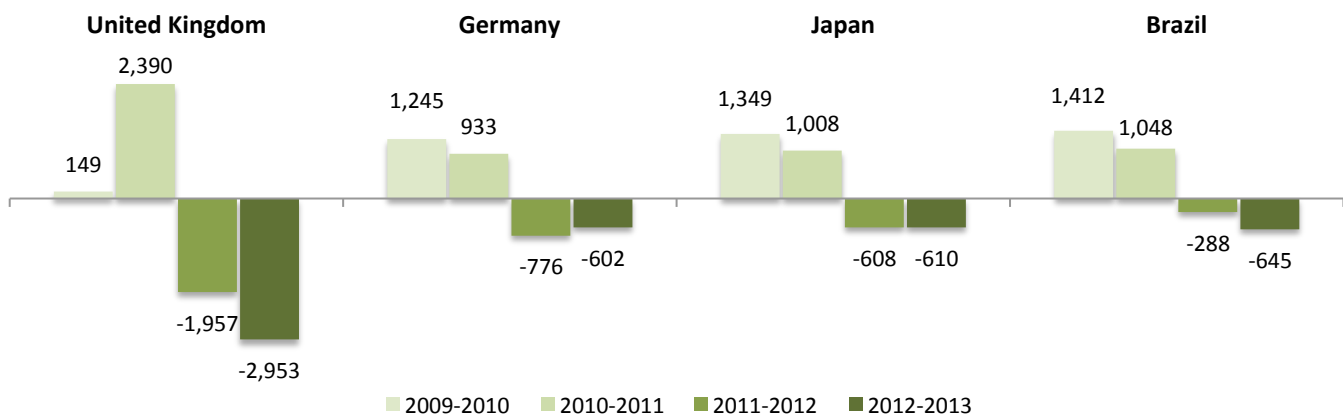
But goods export growth for the region continued to fall in 2013 for Germany, Japan, Brazil and the United Kingdom. While the trends look similar, the reason for the decline varies by country. For example, aerospace exports to Germany and Brazil were down, but up to the United Kingdom and Japan.

Change in Top 15 Northeast Goods Export Markets, 2012-2013 (by value change)

Sector	Value	Percent
Switzerland	+\$5.5B	+87.8%
Hong Kong	+\$1.6B	+13.9%
Netherlands	+\$1.3B	+17.8%
Belgium-Luxembourg	+\$1.1B	+16.9%
United Arab Emirates	+\$1.0B	+25.5%
China	+\$915M	+6.8%
Israel	+\$874M	+15.1%
Mexico	+\$751M	+6.5%
Canada	+\$368M	+0.9%
France	+\$336M	+5.8%
Korea, South	+\$37M	+0.7%
Germany	-\$602M	-6.4%
Japan	-\$610M	-6.8%
Brazil	-\$645M	-13.3%
United Kingdom	-\$3.0B	-23.3%

Northeast exports to Brazil, China, Germany, and the UK fell in both 2012 and 2013.

Annual Change in Northeast Goods Exports to Declining Markets (\$ millions)



Key declining sectors for the United Kingdom: nonferrous metals; pharmaceuticals & medicines; basic chemicals

Key declining sectors for Germany: aerospace products & parts; navigational & measuring instruments; nonferrous metals

Key declining sectors for Japan: coal & petroleum gases; medical equipment; computer equipment

Key declining sectors for Brazil: petroleum & coal products; basic chemicals; aerospace products & parts

GOODS EXPORTS: PROSPECTIVE FTA MARKETS

The United States is negotiating two large, regional free trade agreements that could open significant new markets to goods exports from the Northeast states: the Trans-Pacific Partnership (TPP) with 11 other countries of the Pacific Rim and the Transatlantic Trade and Investment Partnership (TTIP) with the 28 members of the European Union.

In 2013, the Northeast states exported \$72.5 billion in goods to the TPP countries and another \$51.0 billion to the EU. Together, the countries that are part of the two regional FTA negotiations bought 56 percent of the region's goods exports.

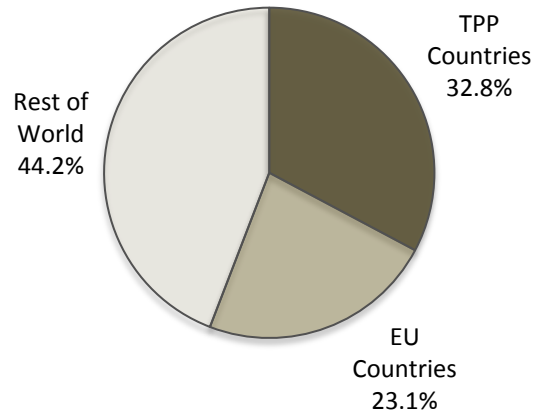
The prospective FTA markets are even more important to the region for some sectors. TPP countries accounted for about 80 percent of the region's aluminum exports and 70 percent of its sugar and candy exports. The EU accounted for about half of the region's exports of petroleum and coal products and pharmaceuticals.

The FTAs aim to reduce or eliminate tariffs faced by Northeast exporters in the partner countries, and to address a range of nontariff barriers as well. These include regulatory rules and processes affecting pharmaceuticals, medical equipment and transportation equipment, for example.

While Canada and Mexico, with which the United States already has an FTA, tend to be the largest markets among TPP members and already provide duty-free access to Northeast exports, Japan is also a major market for Northeast goods exports, and a successful TPP agreement could eliminate significant tariffs on the \$8.4 billion in goods exported there by Northeast states in 2013. While tariffs assessed by the EU are generally low, the sheer volume of trade means that the EU collects billions of dollars annually in taxes on U.S. goods export; tariffs which the TTIP aims to eliminate.

The Delaware International Trade Office assisted iChromatography/Analtech and its 15 workers to expand its business throughout the Mideast and Asia in 2013 by both introducing the company to key distributors and helping to strengthen the company's existing relationships in Japan and South Korea. The company reports continued sales increases and opportunities in those regions."

Northeast Goods Exports by Region, 2013



Importance of TPP and EU Countries for Northeast Exports by Type, 2013

Sector	TPP Value	TPP Share
Aluminum	\$1.2B	79.9%
Sugar & confections.....	\$703M	69.6%
Converted paper products.....	\$982M	65.9%
Resins & synthetic fibers	\$2.5B	59.8%
Motor vehicle parts	\$1.3B	58.6%

Sector	EU Value	EU Share
Petroleum & coal products.....	\$3.8B	49.3%
Pharmaceuticals & medicines.....	\$4.9B	48.2%
Medical equipment	\$2.1B	42.3%
Aerospace products & parts	\$5.8B	41.0%
Service & comm. equipment	\$557M	33.1%

While EU tariffs are generally low, the volume of trade results in billions of dollars in taxes collected annually on U.S. goods exports.

GOODS EXPORTS: JOBS SUPPORTED BY EXPORTS

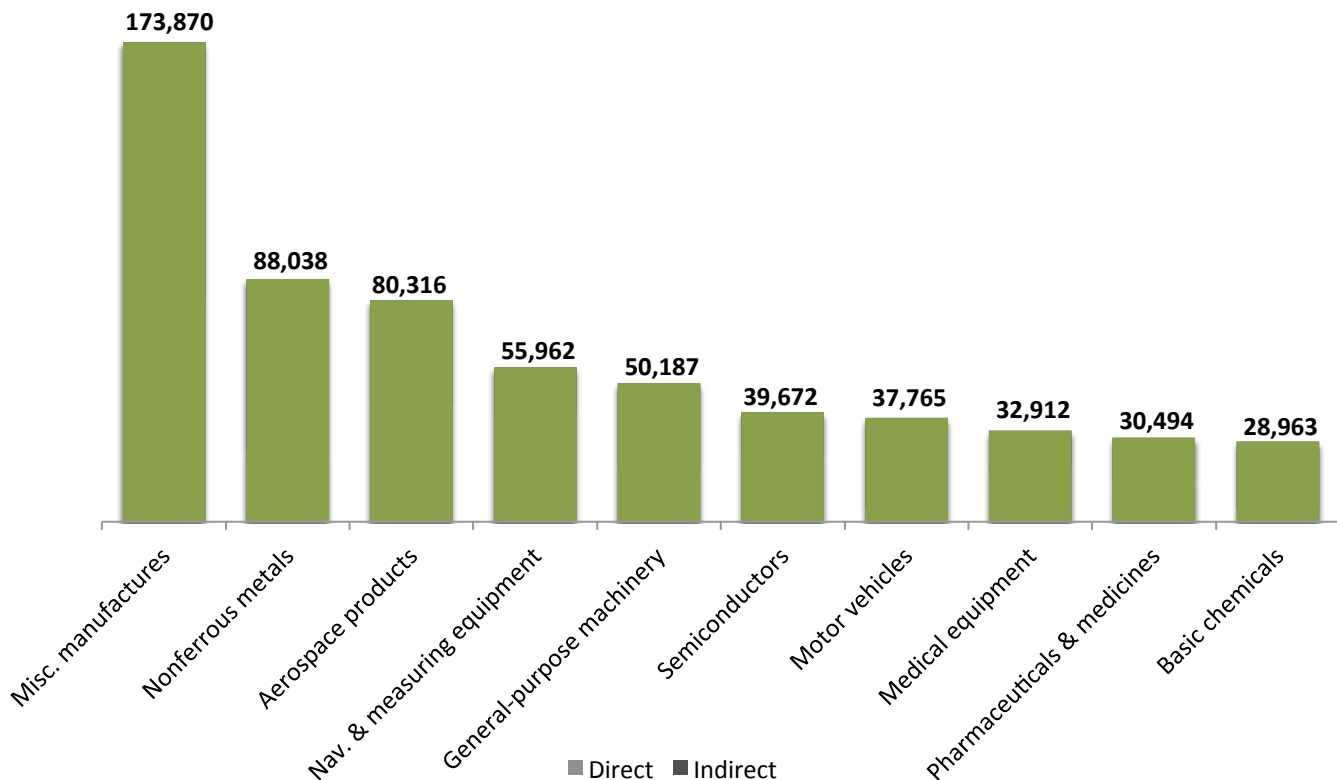
Northeast goods exports supported an estimated 1.2 million direct and indirect jobs in 2013. About a half million are direct jobs in exporting industries. Exports of miscellaneous manufactures – a category that includes jewelry, sporting goods, toys, and musical instruments – supported nearly 80,000 direct jobs, more than any other category. Several high-tech sectors ranked among the top five in jobs supported, including aerospace products, navigational and measuring instruments, and semiconductors.

High levels of sector-specific jobs are often concentrated in one state in the Northeast. More than 80 percent of the miscellaneous manufactures jobs are in New York; more than half of aerospace jobs are in Connecticut, and about a third of navigational and measuring instruments and semiconductor jobs are in Massachusetts and Vermont, respectively. This reflects, for example, the concentration of the jewelry manufacturing industry in Manhattan and the presence of companies like United Technologies in Connecticut or IBM in Vermont.

Another 650,000 indirect jobs in supporting industries depended upon Northeast exports in 2013. With a heavy reliance on purchased components and parts, Northeast exports of motor vehicles and general-purpose machinery supported large numbers of indirect jobs, both in the region and outside of it. New York's exports of those goods supported the most indirect jobs, followed by motor vehicle exports from Maryland and general-purpose machinery exports from Pennsylvania.

Estimates of direct and indirect jobs tied to goods exports are likely understated, as they do not include jobs supported by scrap and recycled materials exports, an important export product from the region. This is particularly true for states with ports like Rhode Island, where about \$1 out of every \$4 in goods exports was recycled materials.

Direct and Indirect Jobs Supported by Northeast Goods Exports by Sector, 2013



SERVICES EXPORTS: TOP SECTORS

Services exports are also important to the Northeast. Northeast states exported an estimated \$171.3 billion in services in 2013. Leading services exports included travel services, financial services, education, and business services.

Travel and tourism spending by foreign visitors was the largest services export from the Northeast states in 2013, at \$34.1 billion. Financial advisory services were the second largest export at \$22.4 billion, followed by financial securities transactions at \$10.2 billion.

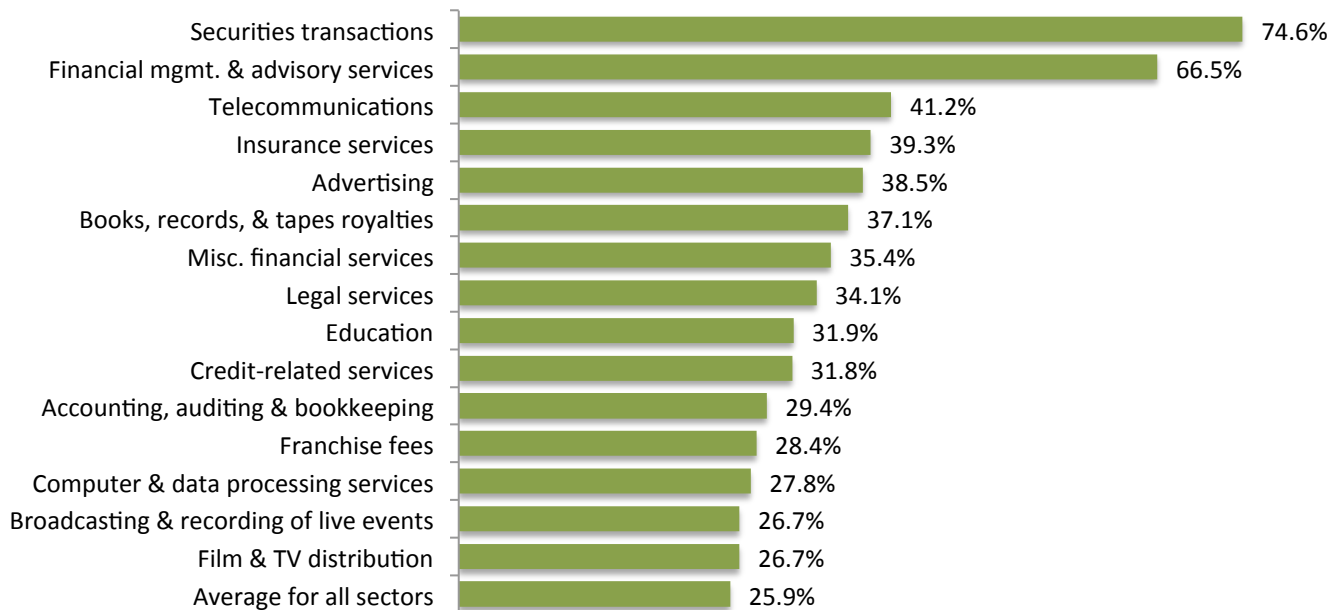
Compared to just 15 percent of U.S. goods exports, Northeast states accounted for 26 percent of U.S. services exports. Once again, the share for some sectors is much higher. The region accounted for 75 percent of securities transactions exports and 67 percent for financial advisory services exports. Northeast states accounted for nearly 40 percent of insurance services exports, with much of those exports originating in Connecticut.

Top 15 Northeast Services Exports, 2013

Sector	Value
Travel	\$34.1B
Financial mgmt. & advisory services	\$22.4B
Securities transactions	\$10.2B
Education	\$8.5B
Business mgmt. & consulting services	\$8.3B
R&D and testing services	\$7.7B
Misc. financial services.....	\$7.0B
Industrial processes royalties.....	\$6.5B
Computer software royalties	\$6.5B
Insurance services	\$6.3B
Telecommunications	\$5.8B
Credit-related services	\$5.4B
Passenger fares	\$4.7B
Film & TV distribution	\$4.2B
Trademarks royalties.....	\$3.9B

The Northeast accounted for 26 percent of U.S. services exports in 2013, considerably more than the region's share of U.S. goods exports.

Northeast Share of U.S. Services Exports by Type, 2013



SERVICES EXPORTS: SECTOR TRENDS

Services export growth from the Northeast has been strong. Total 2013 exports expanded by nearly \$42 billion, or 32 percent, from 2009. The value of exports of several services sectors, such as credit-related services and advertising, nearly doubled from 2009 to 2013.

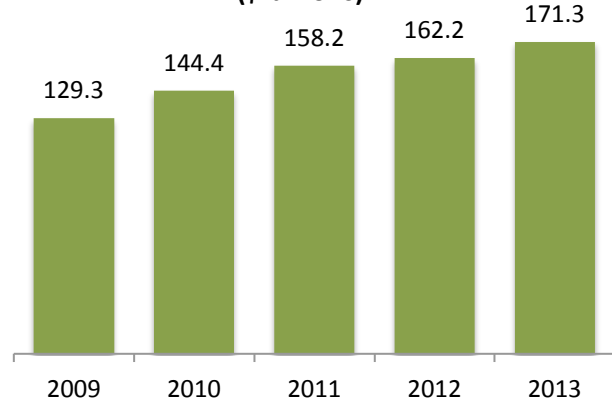
Unlike goods exports, which saw large increases from 2009 to 2011 and then declined, services exports have been slow and steady growth. The region's services exports increased every year, including by 5.6 percent from 2012 to 2013.

The growth rates for individual services sectors reflect the strengths of the region. Strong growth in financial, management and advisory services coincides with the strong competitiveness of New York providers of such services. The region accounts for 67 percent of U.S. financial advisory services exports. Double-digit growth in education services is owed to strong schools with global reputations located throughout the region, which accounts for nearly one-third of total U.S. education services exports. The importance of travel-related exports is also not surprising, given popular tourist destinations located in every state in the Northeast. The Northeast also accounts for 32 percent of total U.S. credit-related services exports, emanating from such powerhouse locations as New York, Connecticut, and Delaware.

However, the region did experience declines in exports of some services. But these declines mirror those for U.S. exports of those services sectors generally. U.S. exports of insurance services and securities transactions, as well as royalties collected for trademarks and film and TV distribution, all fell from 2012 to 2013. Among the region's declining export sectors, only passenger fares saw national increases.

*Thanks to the insight and mentorship of New York's **Empire State Development** office and advocacy of the STEP Program, **Crystal McKenzie, Inc.**, a provider of brand consulting, strategic thinking services and marketing communications, is in the capture stage of a \$5 million project in South Africa and two \$500k efforts with a Cairo-based company in addition to a joint venture partnership for opportunities in Mexico City and Cape Town, South Africa.*

Northeast Services Exports to World, 2009-2013
(\$ billions)



Change in Top 15 Northeast Services Exports, 2012-2013 (by value change)

Sector	Value	Percent
Fin. mgmt. & advisory services	+\$3.4B.....	+17.6%
Travel	+2.4B.....	+7.5%
Education	+1.0B.....	+13.4%
R&D and testing services	+513M.....	+7.2%
Misc. financial services.....	+491M.....	+7.5%
Credit-related services	+472M.....	+9.7%
Computer software royalties	+334M.....	+5.4%
Telecommunications.....	+141M.....	+2.5%
Industrial processes royalties.....	+133M.....	+2.1%
Bus. mgmt. & consulting	+75M.....	+0.9%
Passenger fares	-\$44M.....	-0.9%
Trademarks & royalties.....	-\$54M.....	-1.4%
Film & TV distribution	-\$140M.....	-3.2%
Securities transactions.....	-\$240M.....	-2.3%
Insurance services	-\$275M.....	-4.2%

The Northeast region is a leading exporter of U.S. financial advisory services, education and credit-related services.

SERVICES EXPORTS: TOP MARKETS

The United Kingdom was the leading export market for Northeast states' services exports in 2013 at \$17.8 billion. Canada was the second largest export market at \$15.9 billion, followed by Japan at \$10.7 billion.*

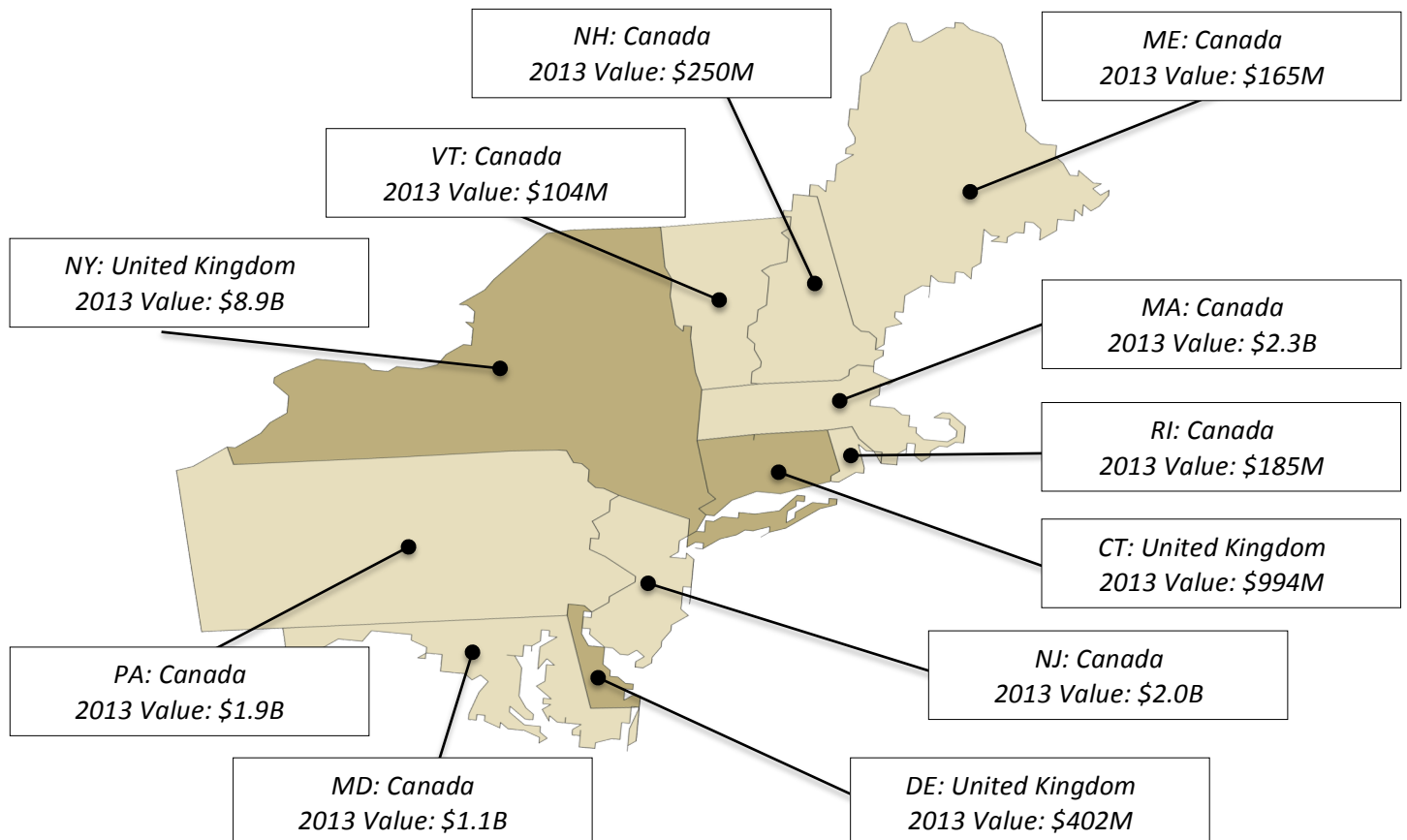
While the United Kingdom was the top overall market for the region's services exports, Canada was the top export market for most states.

The United Kingdom is particularly important for financial services exports. Not surprisingly, Canada is the top market for travel exports. China was the leading market for education exports, Brazil for telecommunications exports, and Switzerland for R&D and testing services.

Top 15 Markets for Northeast Services Exports, 2013

Country	Value
United Kingdom	\$17.8B
Canada	\$15.9B
Japan	\$10.7B
China	\$9.3B
Mexico	\$6.9B
Brazil	\$6.8B
Germany	\$6.6B
Switzerland	\$6.0B
Ireland	\$5.7B
Australia	\$5.4B
France	\$4.8B
Korea	\$4.5B
Netherlands	\$3.8B
Belgium-Luxembourg	\$3.4B
India	\$3.3B

Top Services Export Markets by State, 2013



* As noted, services export estimates to individual countries likely are understated because of unreported country and sector export estimates. While this may affect the rankings in the table, there are no undisclosed sectors for any of the top three markets.

SERVICES EXPORTS: MARKET TRENDS

Strong and steady services export growth resulted in overall export increases from Northeast states to each major world region, both from 2009 to 2013 and more recently from 2012 to 2013.*

The Asia and Pacific region edged out Europe as the biggest growth region by value for Northeast Services exports from 2012 to 2013. Northeast exports to Asia grew by slightly more than \$2.7 billion, whereas exports to Europe grew by slightly less than \$2.7 billion.

Asia's growing middle class helps explain the export increase. The top two sectors by value growth were spending on travel to, and education in, the Northeast. The top growth sectors for Europe were financial and business services, such as R&D and testing services. Travel spending by Europeans was flat between 2012 and 2013.

Northeast services exports to the Middle East increased the fastest, growing by nearly 14 percent from 2012 to 2013. Exports to the South and Central America and other Western Hemisphere (e.g., Caribbean) regions each grew by about 10 percent from 2012 to 2013.

The 2012-13 experience is consistent with the longer term trend. Since 2009, Asia and Europe have provided Northeast services exporters with the highest export growth by value between 2009 and 2013 at \$14.3 billion and \$11.1 billion, respectively.

From the perspective of growth rates, however, using the longer time frame yields a different group of key markets for Northeast services exporters. Northeast services exports to the Middle East grew by 32 percent from 2009 to 2013, compared to 41 percent for Canada, 47 percent for Asia, and 51 percent for South and Central America.

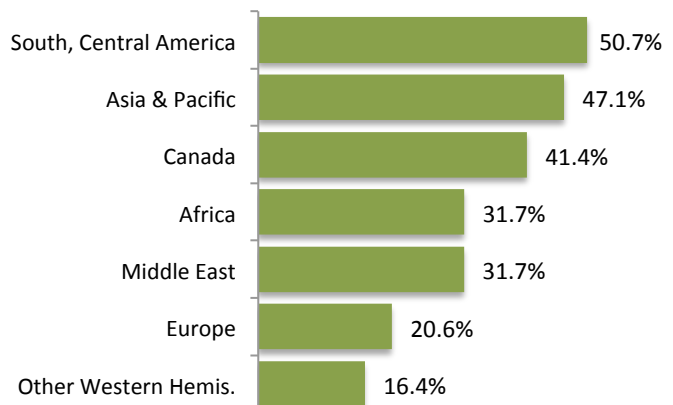
Randolph Engineering is a multi-generational family-owned and operated Massachusetts' manufacturer of premium performance eyewear for military, fashion, sporting and law enforcement markets. The company's exports to over 50 countries have fueled extraordinary growth in sales and employment. That success was underpinned in part by support from the **Massachusetts Export Center Small Business Development Center**.

Change in Northeast Services Exports to Major Regions, 2012-2013 (by value change)

Sector	Value	Percent
Asia and Pacific.....	+\$2.7B	6.5%
Europe	+\$2.7B	4.3%
South and Central America	+\$2.0B	10.1%
Other Western Hemisphere	+\$1.3B	10.2%
Middle East	+\$633M	13.6%
Canada	+\$592M	3.9%
Africa	+\$241M	8.6%

Asia's growing middle class helps explain the export increase: the top sector increases were spending on travel to, and education in, the Northeast states.

Northeast Services Export Growth by Region, 2009-2013



* At the country level, the U.S. Government does not consistently report services exports for every services category for every year. This complicates an analysis of trends in exports to individual countries over time. For example, what may appear to be a large export increase to a specific country could in fact be the result of data for a sector being included in the second year but not the first year. Therefore, this section examines trends from a regional perspective, where data disclosure issues are minimal.

SERVICES EXPORTS: PROSPECTIVE FTA MARKETS

In 2013, the Northeast states exported an estimated \$43.5 billion in services to the TPP countries for which services data are available, and another \$54.0 billion to the EU. Together, the countries that are part of the two regional FTA negotiations bought 57 percent of the region's services exports.

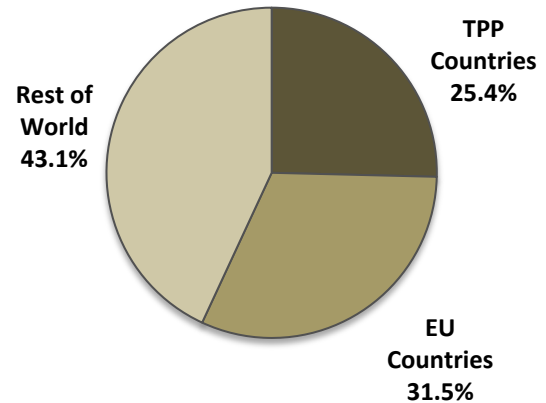
The prospective FTA partners are key markets for some Northeast services sectors. TPP countries accounted for about 60 percent of Northeast state exports of miscellaneous freight and port services and 40 percent of its advertising, insurance, and travel services exports. Canada, with which the United States already has an FTA, and Japan, which would be a new FTA partner, were the two largest export markets for Northeast services exports among the TPP members in 2013.

Europe is a particularly important region for U.S. services exports. The EU paid more than half of the royalties received from foreign buyers for Northeast books, records and tapes and film and TV distribution rights in 2013. The EU accounted for nearly half of Northeast services exports of database and information services, management and consulting services, and advertising services.

Since the United States already has tariff-reducing FTAs with a number of TPP countries, and EU tariffs tend to be low already, much of the prospective FTA gains are expected to result from opening markets for U.S. exports of services. These include reducing or even eliminating the higher costs imposed by differing regulatory regimes and practices, for example.

In addition to regional trade agreements, a prospective Trade in Services Agreement, now under negotiation under the auspices of the World Trade Organization, promises to address nontariff barriers raising the costs of Northeast services exports to countries outside the TPP and TTIP negotiations – potentially countries included in the 43 percent of the remainder of the global market for Northeast services exports.

Northeast Services Exports by Region*, 2013



* Data not available for TPP countries Brunei, Peru, and Vietnam, so they are included in "Rest of World"

Northeast states exported nearly \$100 billion in services to prospective FTA countries in 2013.

Importance of TPP and EU Countries for Northeast Services Exports by Type, 2013

Sector	TPP Value	TPP Share
Misc. freight & port services	\$337M	62.1%
Advertising	\$1.3B	40.4%
Insurance services	\$2.5B	39.8%
Travel services	\$13.3B	38.9%
Passenger fares	\$1.6B	35.4%

Sector	EU Value	EU Share
Books, records & tapes	\$337M	54.9%
Film & TV distribution	\$2.3B	53.6%
Database & info. services	\$893M	49.1%
Bus. mgmt. & consulting	\$3.9B	46.9%
Advertising	\$1.4B	43.5%

SERVICES EXPORTS: JOBS SUPPORTED BY EXPORTS

Northeast services exports directly and indirectly supported an estimated 1.4 million jobs in 2013. About 720,000 are direct jobs in exporting industries. Travel exports supported nearly 295,000 direct jobs, more than any other industry. Business management and consulting services exports supported an estimated 51,700 direct jobs, while education and financial management and advisory services exports supported about 40,000 direct jobs each.

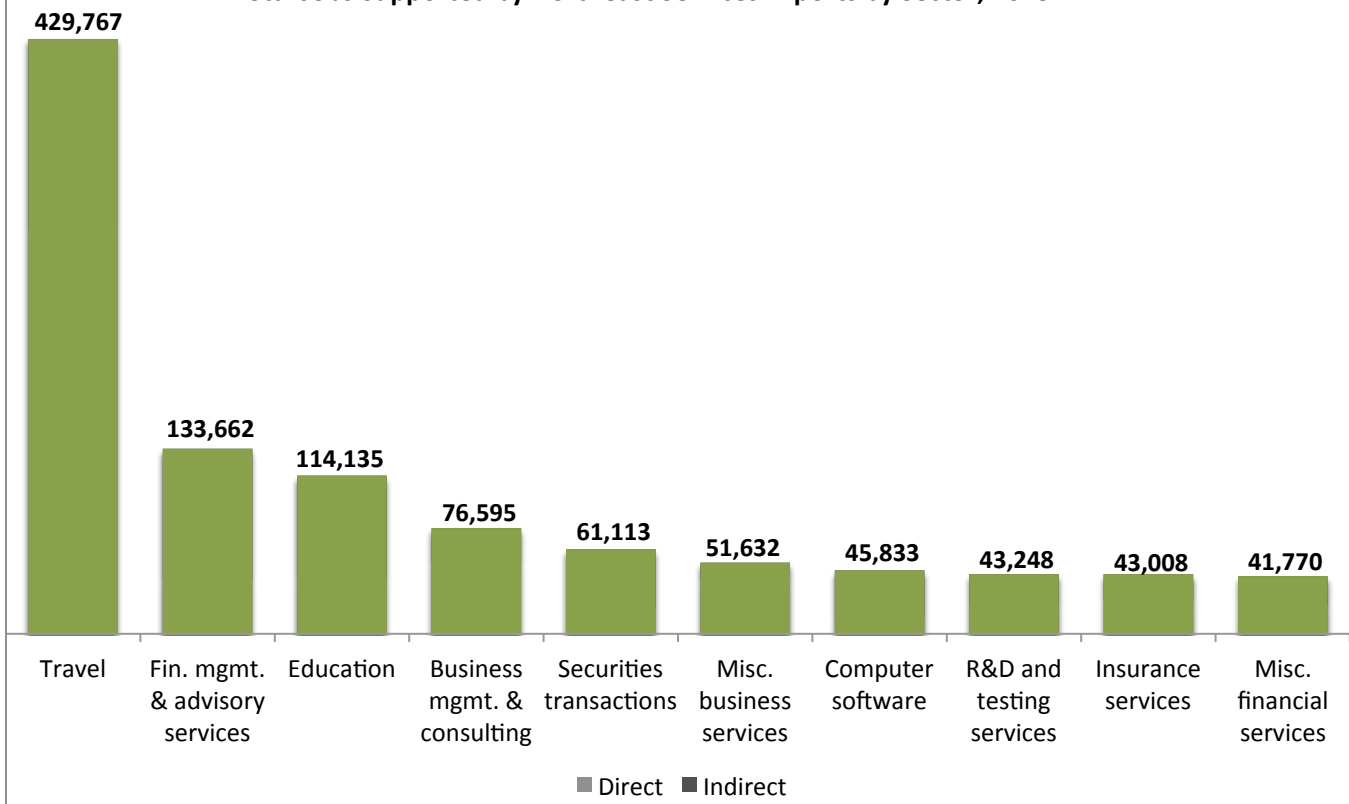
When it comes to jobs indirectly supported by financial services exports, it is no surprise that exports from New York dominate. For sectors like securities transactions, fully 75 percent of jobs are supported by New York's exports. Yet New York is not alone: about 72 percent of computer software jobs are supported by Massachusetts' exports. Jobs supported by exports of sectors such as travel and education are not as concentrated.

Another 646,000 indirect jobs in supporting industries depended upon Northeast services exports in 2013. Travel services supported the most indirect jobs, but the gap between it and the next-largest sector is significantly smaller. Financial management and advisory services exports supported nearly 95,000 indirect jobs, followed by education exports at about 74,000 indirect jobs.

Once again, the type of export has a major impact on both the number of jobs supported as well as the type. Travel exports support many more direct than indirect jobs. Conversely, the majority of jobs supported by exports of financial services and computer software are indirect. Some of these will be in the region, but they could be in other parts of the United States as well.

American General Supplies, Inc., in Gaithersburg, is an after-market broker of commercial aviation spare parts; maintenance, repair, and overhaul services, and ground support equipment and services. AGS is a successful participant in the Maryland Department of Business and Economic Development's ExportMD Program. "Since 2013, our Export MD grant has helped us secure an average four new orders per month with an average value of approximately \$4,400 per order," reports Ken Connor, AGS Marketing Director.

Total Jobs Supported by Northeast Services Exports by Sector, 2013



IMPORTANCE OF SUPPORT FOR EXPORT PROMOTION

States on a Mission: Growing Local Economies through International Trade

For one small Delaware-based manufacturer, a little help from the state's international trade office literally went a long way. As we noted earlier in this report, executives of Delaware-based Analtech, Inc. have long known the importance of international trade. But it wasn't until Steven Miles, the company's general manager traveled with his colleagues to Brazil in 2011 on their first-ever trade mission, sponsored by the Delaware Office for International Trade with help from the Council of State Governments/Eastern Regional Conference's Eastern Trade Council (ETC), that he saw how critical face-to-face meetings are to establishing meaningful ties with clients abroad. The trip was made possible by a State Trade and Export Promotion (STEP) grant from the U.S. Small Business Administration, which funds efforts by state economic development agencies to help small businesses stay competitive.

"Phone calls are too limiting when doing business development. Outside of the U.S., clients still want to know who they are buying from on a personal level," said Miles. Following the visit, the company was able to significantly increase its exports to Brazil. Since then, company officials have had similar results following trade missions to India, Korea, and the Middle East. In 2013, it participated in Arab Lab, the largest technology show serving the Middle East and Africa, India, Asia and Europe. With support from the ETC's foreign trade representative in Dubai, Analtech was able to hire a network of distributors there.

Making productive connections between local businesses and foreign markets is the overarching goal of the ETC, composed of directors of international trade offices in 11 Northeastern states. In recent years, ETC has led 15 trade missions to nine countries, including Saudi Arabia, Thailand, Poland, Sweden, Germany, Turkey, South Africa, China, and the Czech Republic.

ETC members meet quarterly and work collectively to increase regional export success and trade-related job creation, and to strengthen the region's global competitiveness. Members share trade information, analysis and best practices, jointly promote exports of goods and services, and advocate for federal trade promotion programs and policies that will benefit the region. ETC partners include economic development agencies, state legislatures, industry groups, business associations, state international development organizations, federal and international trade stakeholders, trade-related transportation agency programs, and academic institutions.

"Regional collaboration in export trade promotion is a hallmark of the Eastern Trade Council," said David Mathé, Delaware's deputy director for international trade. "Delaware has benefitted greatly from our active involvement in the ETC. From offering shared-trade offices to participation in joint trade missions, the ETC has enabled Delaware to access markets through ETC's collective power that we would otherwise not have been able to enter on our own."

Over the years, ETC's unique role as facilitator between the public and private sectors has gained more urgency, as businesses in the Northeast increasingly look to foreign buyers for their products in an ever more competitive marketplace. Through trade missions, research and by promoting policies at the federal level that benefit regional companies, ETC has helped more than 130 companies across the Northeast establish and maintain international markets for their products. Last year, 16 states set new records for export sales in 2013, with 10 additional states experiencing merchandise export growth, including five in the Northeast.

"I cannot overemphasize the important role our elected officials play in helping our Delaware businesses in the global marketplace," said Analtech's Miles. "When we travel to visit with current and potential distributors, they consistently express that they are impressed by three things: the quality of our U.S.-made products, that we meet with them face-to-face, and the fact that our elected officials have visited their country and support our efforts."

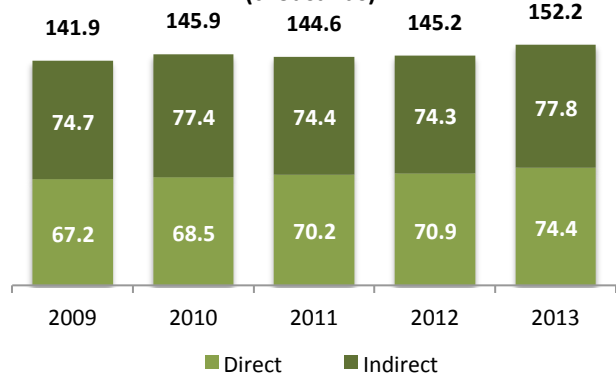
CONNECTICUT EXPORT FACTS AND FIGURES

OVERVIEW

Connecticut Exports to World (\$B)



Jobs Supported by Connecticut Exports to World (thousands)

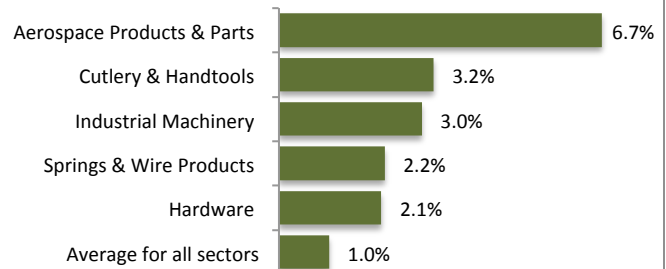


GOODS

Top Connecticut Goods Exports (\$M)

Sector	2013			2009-13 Change	2012-13 Change
	Value	Change	Change		
Aerospace Products & Parts	\$7,809	.....	\$1,567	.....	-\$159
Navigational & Meas. Instruments	\$803	.....	\$142	.....	\$125
Industrial Machinery	\$468	.....	\$329	.....	\$15
Nonferrous Metals	\$460	.....	\$288	.....	-\$33
Misc Fabricated Metal Products	\$415	.....	\$141	.....	\$62

Connecticut Share of Select US Goods Exports, 2013

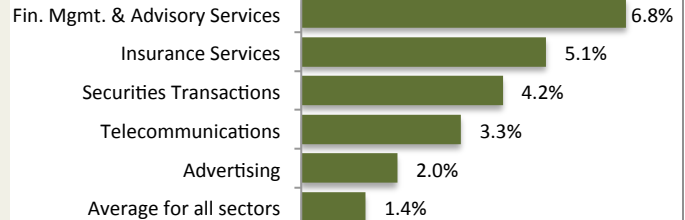


SERVICES

Top Connecticut Services Exports (\$M)

Sector	2013			2009-13 Change	2012-13 Change
	Value	Change	Change		
Fin. Mgmt. & Advisory Services	\$2,294	.....	\$628	.....	\$98
Travel	\$950	.....	\$326	.....	\$109
Insurance Services	\$826	.....	-\$208	.....	-\$53
Securities Transactions	\$580	.....	\$11	.....	\$49
Telecommunications	\$474	.....	\$185	.....	\$43

Connecticut Share of Select U.S. Services Exports, 2013

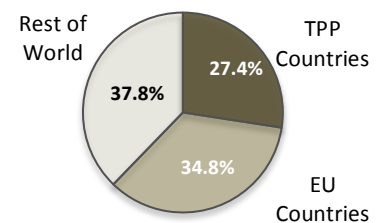


MARKETS

Exports to Top Connecticut Markets (\$M)

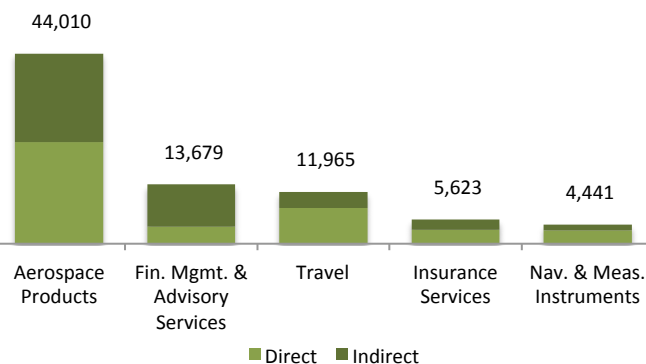
Market	Total		Goods		2009-13		2012-13		Services		2009-13		2012-13	
	2013	Change	2013	Change	2013	Change	2013	Change	2013	Change	2013	Change	2013	Change
France	\$2,664	.....	\$2,423	.....	\$231	.....	\$530	.....	\$242	.....	\$11	.....	\$22	.....
Canada	\$2,565	.....	\$1,790	.....	\$352	.....	-\$62	.....	\$776	.....	\$98	.....	\$16	.....
Germany	\$1,712	.....	\$1,375	.....	\$95	.....	-\$95	.....	\$338	.....	-\$7	.....	\$22	.....
United Kingdom	\$1,657	.....	\$663	.....	\$35	.....	\$62	.....	\$994	.....	\$88	.....	\$35	.....
Mexico	\$1,498	.....	\$1,219	.....	\$544	.....	\$80	.....	\$279	.....	\$42	.....	\$19	.....

Share of Connecticut Goods & Services Exports, 2013

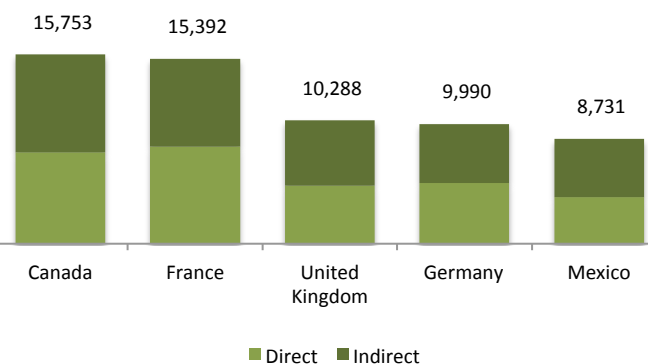


JOBS

Jobs Supported, by Sector, 2013



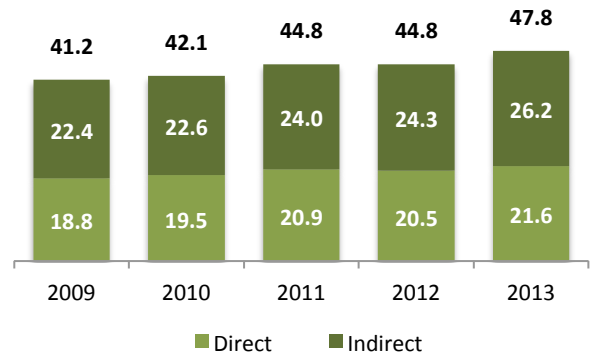
Jobs Supported, by Export Destination, 2013



DELAWARE EXPORT FACTS AND FIGURES

OVERVIEW

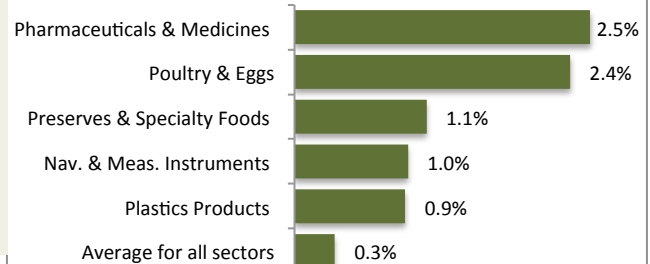
Delaware Exports to World (\$B)

Jobs Supported by Delaware Exports to World (thousands)


GOODS

Top Delaware Goods Exports (\$M)

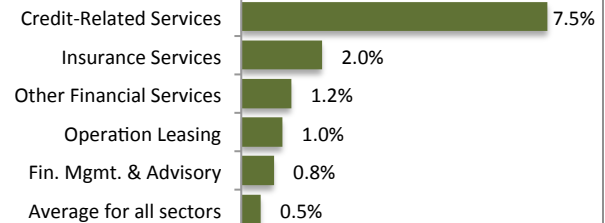
Sector	2013 Value	2009-13 Change	2012-13 Change
Pharmaceuticals & Medicines	\$1,293	-\$341	-\$401
Motor Vehicles	\$506	\$281	\$129
Petroleum & Coal Products	\$499	-\$401	\$301
Navigational & Meas. Instruments	\$494	\$3	-\$30
Other General Purpose Machinery	\$286	\$72	\$7

Delaware Share of Select US Goods Exports, 2013


SERVICES

Top Delaware Services Exports (\$M)

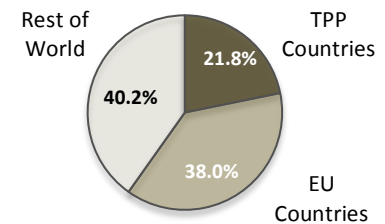
Sector	2013 Value	2009-13 Change	2012-13 Change
Credit-Related Services	\$1,265	\$659	\$136
Insurance Services	\$319	-\$16	-\$14
Management and advisory services	\$269	\$106	\$61
Other Financial Services	\$243	\$4	\$40
Travel	\$174	\$56	\$6

Delaware Share of Select U.S. Services Exports, 2013


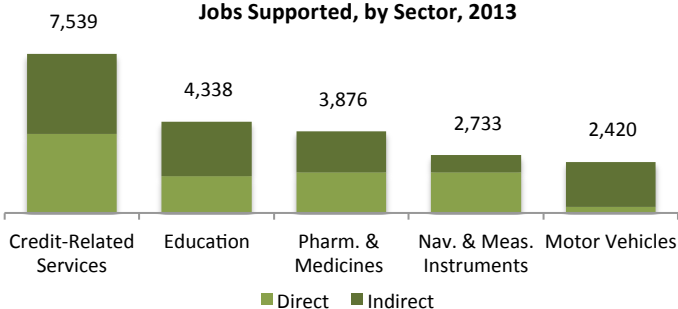
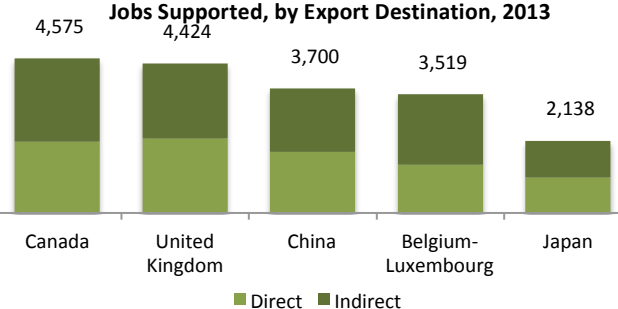
MARKETS

Exports to Top Delaware Markets (\$M)

Market	Total 2013	Goods 2013	2009-13 Change	2012-13 Change	Services 2013	2009-13 Change	2012-13 Change
Belgium-Luxembourg	\$1,104	\$1,008	\$949	\$821	\$95	\$48	\$9
United Kingdom	\$894	\$492	-\$371	-\$263	\$402	\$137	\$34
Canada	\$841	\$585	-\$478	-\$290	\$257	\$71	\$7
China	\$603	\$454	\$156	\$35	\$149	\$90	\$24
Japan	\$399	\$228	-\$37	-\$119	\$171	\$35	-\$5

Share of Delaware Goods & Services Exports, 2013


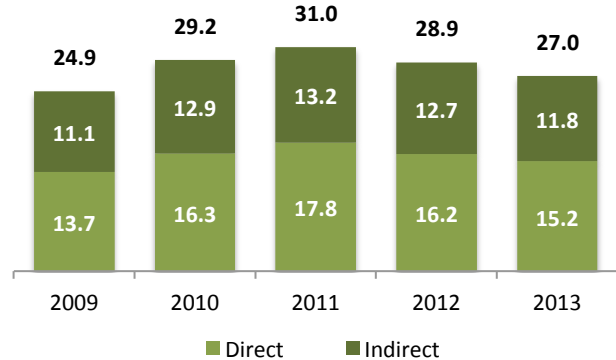
JOBS

Jobs Supported, by Sector, 2013

Jobs Supported, by Export Destination, 2013


MAINE EXPORT FACTS AND FIGURES

OVERVIEW

Maine Exports to World (\$B)

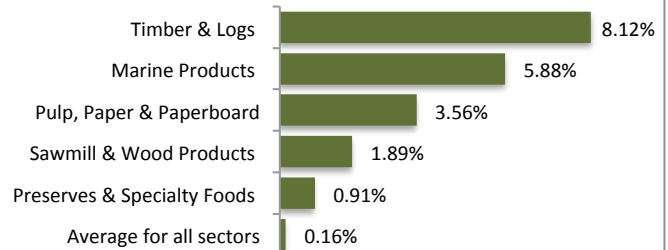
Jobs Supported by Maine Exports to World (thousands)


GOODS

Top Maine Goods Exports (\$M)

Sector	2013 Value	2009-13 Change	2012-13 Change
Pulp, Paper & Paperboard	\$581	\$132	-\$24
Marine Products	\$322	\$176	\$30
Timber & Logs	\$198	\$48	\$34
Aerospace Products	\$160	-\$10	-\$94
Semiconductors & Parts	\$135	-\$242	-\$369*

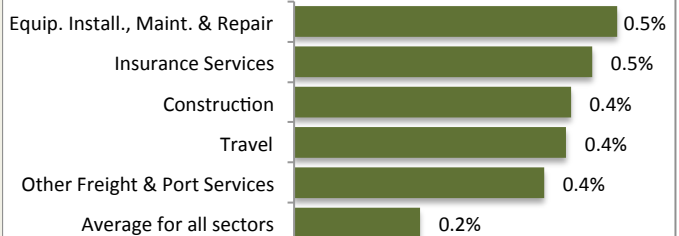
*Likely due to a data reporting anomaly.

Maine Share of Select US Goods Exports, 2013


SERVICES

Top Maine Services Exports (\$M)

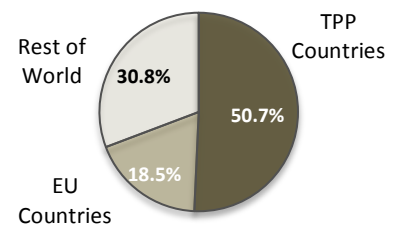
Sector	2013 Value	2009-13 Change	2012-13 Change
Travel	\$625	\$187	\$38
Equip. Install., Maint. & Repair	\$83	\$30	\$10
Insurance Services	\$76	\$1	-\$1
Other Financial Services	\$73	\$35	\$14
Bus. Mgmt. & Consulting Services	\$72	\$16	-\$1

Maine Share of Select U.S. Services Exports, 2013


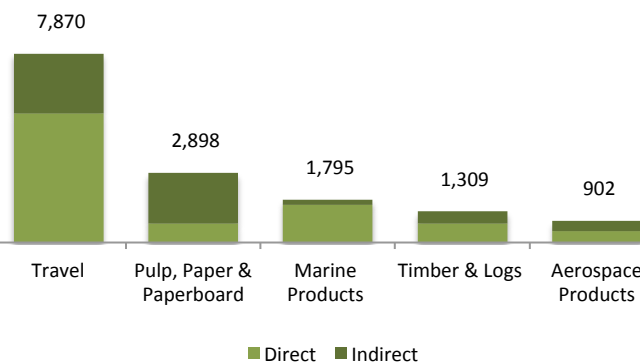
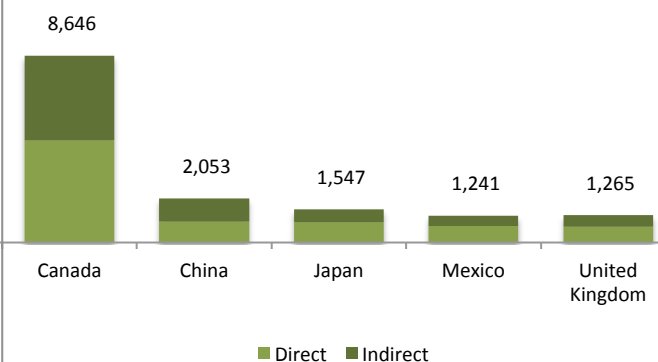
MARKETS

Exports to Top Maine Markets (\$M)

	Total 2013	Goods 2013	2009-13 Change	2012-13 Change	Services 2013	2009-13 Change	2012-13 Change
Canada	\$1,266	\$1,101	\$311	-\$138	\$165	\$55	\$7
China	\$310	\$226	\$50	-\$21	\$84	\$54	\$10
Japan	\$212	\$120	\$19	-\$5	\$92	\$18	\$3
United Kingdom	\$159	\$53	\$22	-\$3	\$105	\$17	\$2
Mexico	\$131	\$47	\$1	\$8	\$84	\$15	\$5

Share of Maine Goods & Services Exports, 2013


JOBS

Jobs Supported, by Sector, 2013

Jobs Supported, by Export Destination, 2013


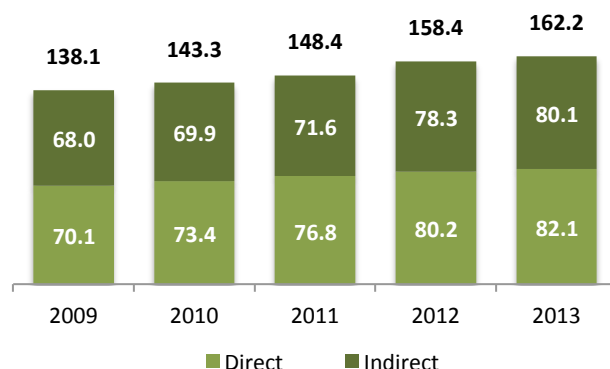
MARYLAND EXPORT FACTS AND FIGURES

OVERVIEW

Maryland Exports to World (\$B)



Jobs Supported by Maryland Exports to World (thousands)

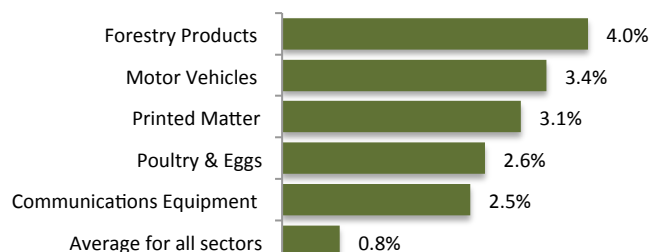


GOODS

Top Maryland Goods Exports (\$M)

Sector	2013 Value	2009-13 Change	2012-13 Change
Motor Vehicles	\$2,527	\$1,332	\$285
Pharmaceuticals & Medicines	\$1,018	\$9	\$24
Communications Equipment	\$886	\$446	-\$50
Aerospace Products & Parts	\$594	-\$70	-\$58
Navigational & Meas. Instruments	\$542	\$88	-\$3

Maryland Share of Select US Goods Exports, 2013

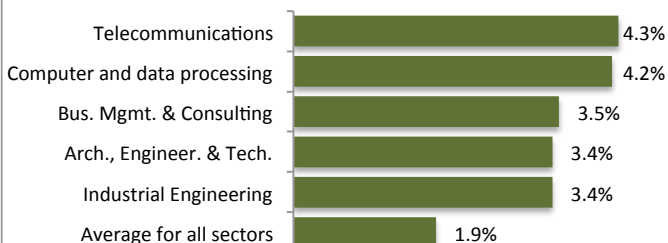


SERVICES

Top Maryland Services Exports (\$M)

Sector	2013 Value	2009-13 Change	2012-13 Change
Travel	\$3,214	\$1,183	\$210
Bus. Mgmt. & Consulting Services	\$1,281	\$184	\$14
Fin. Mgmt. & Advisory Services	\$1,017	\$292	\$77
R&D and Testing Services	\$974	\$367	\$48
Telecommunications	\$604	\$160	\$20

Maryland Share of Select U.S. Services Exports, 2013

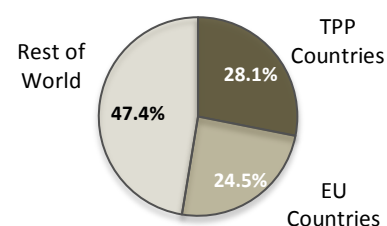


MARKETS

Exports to Top Maryland Markets (\$M)

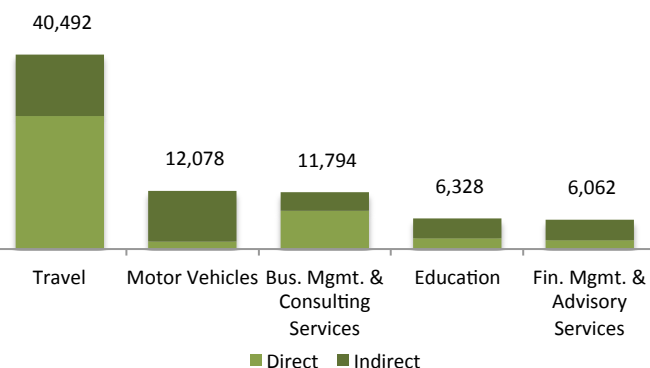
Market	Total 2013	Goods 2013	2009-13 Change	2012-13 Change	Services 2013	2009-13 Change	2012-13 Change
Canada	\$2,975	\$1,832	\$552	\$68	\$1,143	\$374	\$2
United Kingdom	\$1,546	\$450	\$133	-\$102	\$1,096	\$168	-\$19
Japan	\$1,249	\$459	\$129	\$1	\$790	\$151	-\$16
China	\$1,248	\$557	-\$13	-\$15	\$692	\$410	\$70
Saudi Arabia	\$1,132	\$982	\$613	\$137	\$150	\$78	\$14

Share of Maryland Goods & Services Exports, 2013

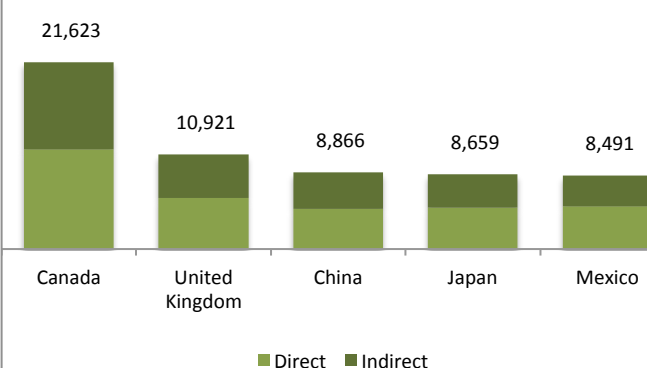


JOBS

Jobs Supported, by Sector, 2013



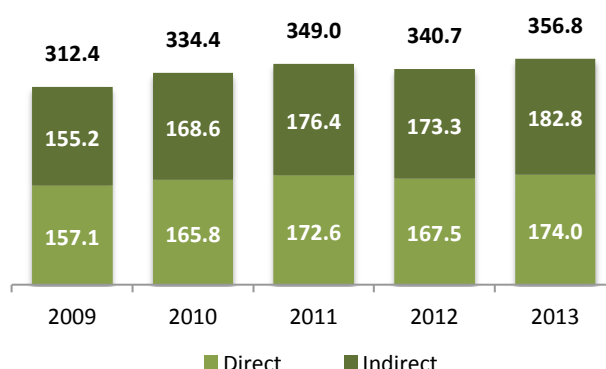
Jobs Supported, by Export Destination, 2013



MASSACHUSETTS EXPORT FACTS AND FIGURES

OVERVIEW

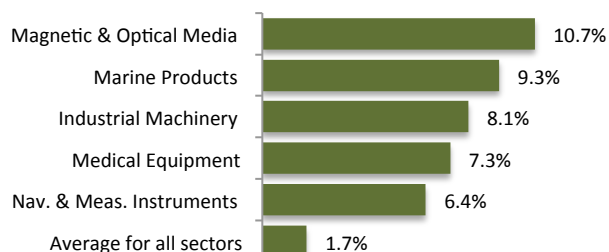
Massachusetts Exports to World (\$B)

Jobs Supported by Massachusetts Exports to World (thousands)


GOODS

Top Massachusetts Goods Exports (\$M)

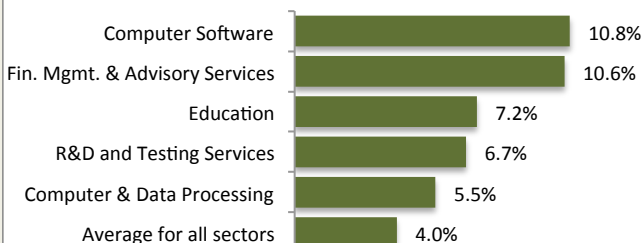
Sector	2013 Value	2009-13 Change	2012-13 Change
Navigational & Meas. Instruments	\$3,259	\$535	-\$197
Nonferrous Metals & Processing	\$2,674	\$20	\$911
Medical Equipment & Supplies	\$2,303	\$83	\$50
Pharmaceuticals & Medicines	\$2,080	-\$804	\$221
Semiconductors & Components	\$1,995	-\$218	\$4

Massachusetts Share of Select US Goods Exports, 2013


SERVICES

Top Massachusetts Services Exports (\$M)

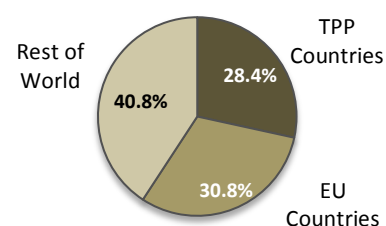
Sector	2013 Value	2009-13 Change	2012-13 Change
Travel	\$4,844	\$1,602	\$299
Computer Software	\$4,643	\$1,226	\$59
Fin. Mgmt. & Advisory Services	\$3,574	\$1,142	\$460
R&D and Testing Services	\$2,027	\$806	\$150
Education	\$1,919	\$666	\$204

Massachusetts Share of Select U.S. Services Exports, 2013


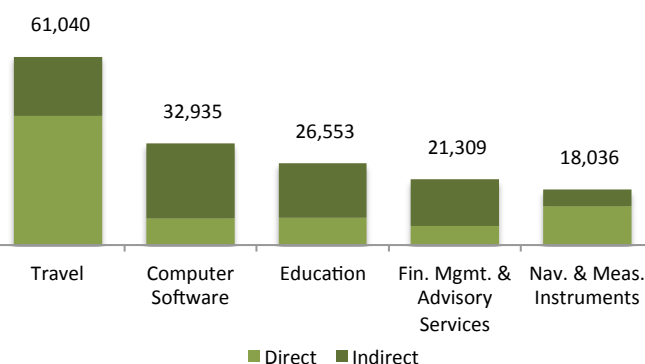
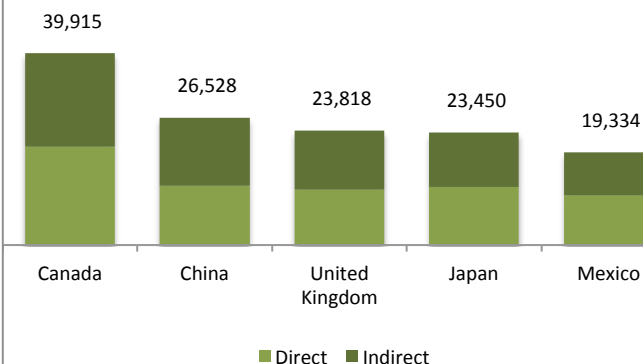
MARKETS

Exports to Top Massachusetts Markets (\$M)

Market	Total 2013	Goods 2013	2009-13 Change	2012-13 Change	Services 2013	2009-13 Change	2012-13 Change
Canada	\$5,895	\$3,626	\$587	\$223	\$2,268	\$716	\$31
United Kingdom	\$3,608	\$1,375	-\$2,655	-\$1,198	\$2,234	\$263	\$21
Japan	\$3,499	\$1,727	\$29	-\$251	\$1,772	\$333	-\$53
China	\$3,488	\$1,959	\$599	\$106	\$1,529	\$941	\$226
Mexico	\$2,822	\$1,856	\$957	\$251	\$966	\$241	\$48

Share of Massachusetts Goods & Services Exports, 2013


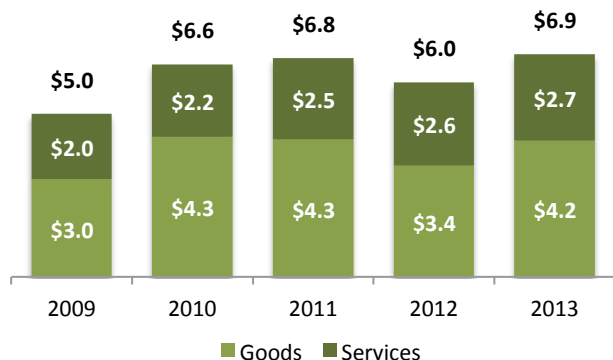
JOBS

Jobs Supported, by Sector, 2013

Jobs Supported, by Export Destination, 2013


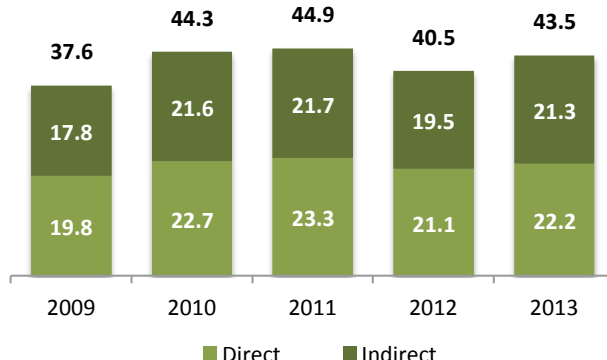
NEW HAMPSHIRE EXPORT FACTS AND FIGURES

OVERVIEW

New Hampshire Exports to World (\$B)



Jobs Supported by New Hampshire Exports to World (thousands)

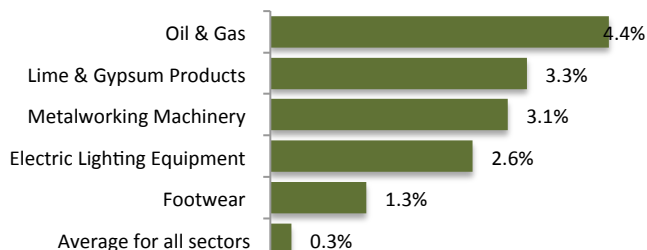


GOODS

Top New Hampshire Goods Exports (\$M)

Sector	2013 Value	2009-13 Change	2012-13 Change
Oil & Gas	\$776	\$776	\$774
Communications Equipment	\$327	\$15	\$151
Computer Equipment	\$303	\$96	-\$62
Navigational & Meas. Instruments	\$288	\$79	\$25
Metalworking Machinery	\$249	\$90	\$4

New Hampshire Share of Select US Goods Exports, 2013

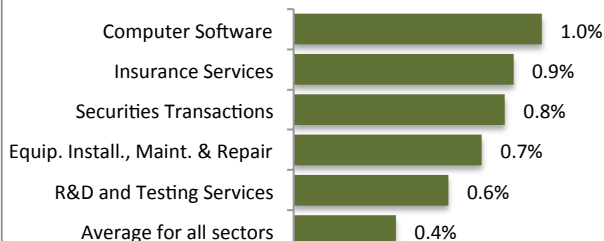


SERVICES

Top New Hampshire Services Exports (\$M)

Sector	2013 Value	2009-13 Change	2012-13 Change
Travel	\$601	\$185	\$41
Computer Software	\$419	\$48	\$26
Industrial Processes	\$223	\$82	\$3
Bus. Mgmt. & Consulting Services	\$192	\$28	-\$6
R&D and Testing Services	\$183	\$74	\$12

New Hampshire Share of Select U.S. Services Exports, 2013

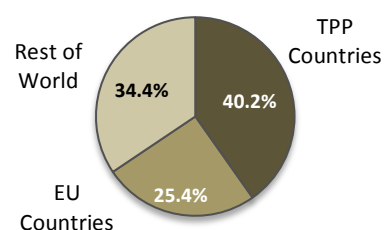


MARKETS

Exports to Top New Hampshire Markets (\$M)

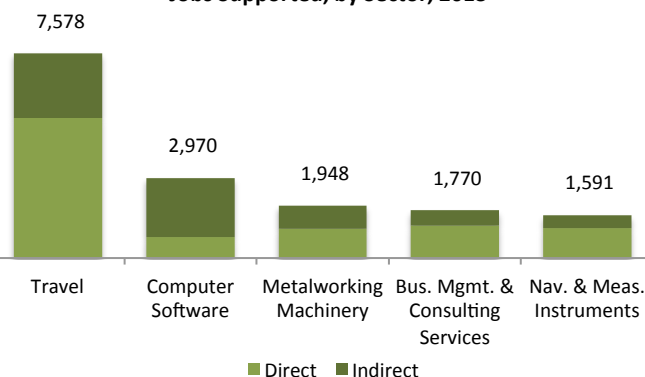
Market	Total 2013	Goods 2013	2009-13 Change	2012-13 Change	Services 2013	2009-13 Change	2012-13 Change
Canada	\$1,597	\$1,347	\$903	\$705	\$250	\$81	\$2
Mexico	\$519	\$409	-\$354	-\$63	\$111	\$24	\$5
China	\$403	\$262	\$52	-\$9	\$141	\$84	\$18
United Kingdom	\$352	\$142	\$23	\$0	\$209	\$19	-\$6
Germany	\$310	\$210	\$37	-\$13	\$100	\$1	\$0

Share of New Hampshire Goods & Services Exports, 2013

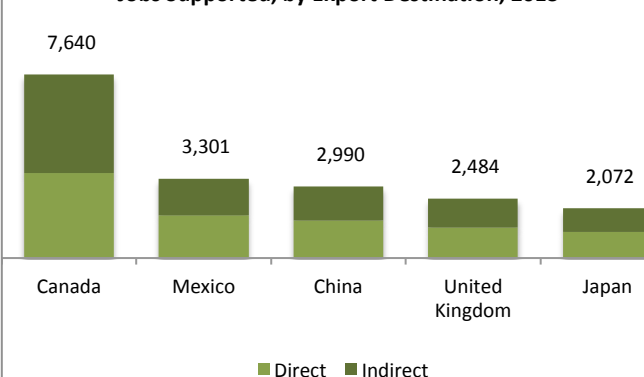


JOBS

Jobs Supported, by Sector, 2013



Jobs Supported, by Export Destination, 2013



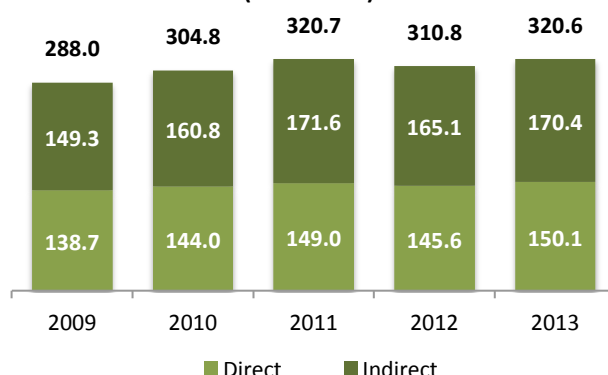
NEW JERSEY EXPORT FACTS AND FIGURES

OVERVIEW

New Jersey Exports to World (\$B)



Jobs Supported by New Jersey Exports to World (thousands)

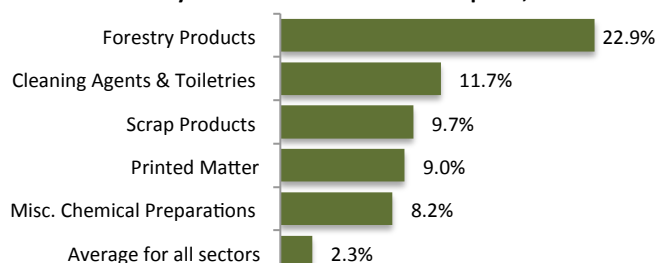


GOODS

Top New Jersey Goods Exports (\$M)

Sector	2013 Value	2009-13 Change	2012-13 Change
Petroleum & Coal Products	\$4,021	\$2,001	-\$2,084
Nonferrous Metals	\$2,571	\$1,049	\$721
Basic Chemicals	\$2,554	\$726	-\$212
Scrap Products	\$2,301	\$686	\$174
Cleaning Agents & Toiletries	\$1,891	\$597	\$101

New Jersey Share of Select US Goods Exports, 2013

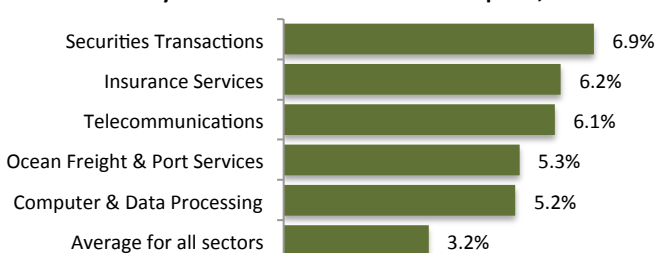


SERVICES

Top New Jersey Services Exports (\$M)

Sector	2013 Value	2009-13 Change	2012-13 Change
Travel	\$3,526	\$835	\$238
Industrial Processes	\$1,855	\$53	\$24
Passenger Fares	\$1,828	\$589	-\$16
Bus. Mgmt. & Consulting Services	\$1,603	\$333	\$21
R&D and Testing Services	\$1,434	\$485	\$73

New Jersey Share of Select U.S. Services Exports, 2013

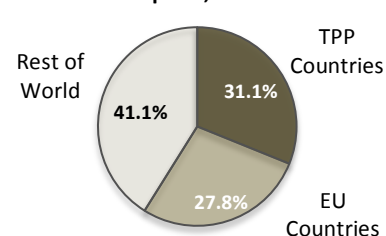


MARKETS

Exports to Top New Jersey Markets (\$M)

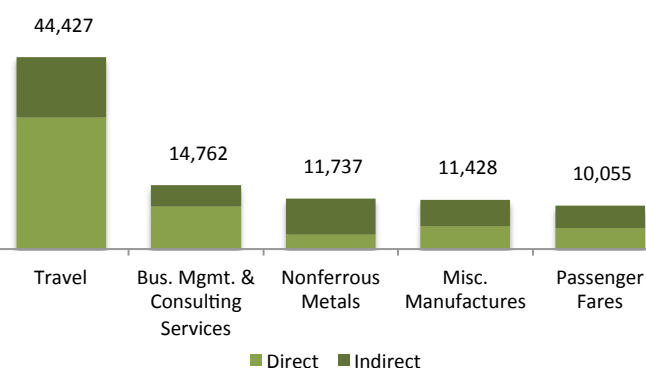
Market	Total 2013	Goods 2013	2009-13 Change	2012-13 Change	Services 2013	2009-13 Change	2012-13 Change
Canada	\$8,441	\$6,491	\$1,266	-\$160	\$1,950	\$498	\$41
United Kingdom	\$3,965	\$2,058	\$321	\$274	\$1,907	\$176	\$1
Japan	\$3,138	\$1,602	\$470	-\$18	\$1,536	\$181	\$12
Mexico	\$3,062	\$2,182	\$830	\$71	\$880	\$147	\$38
Netherlands	\$2,667	\$2,093	\$1,250	\$9	\$573	\$139	\$2

Share of New Jersey Goods & Services Exports, 2013

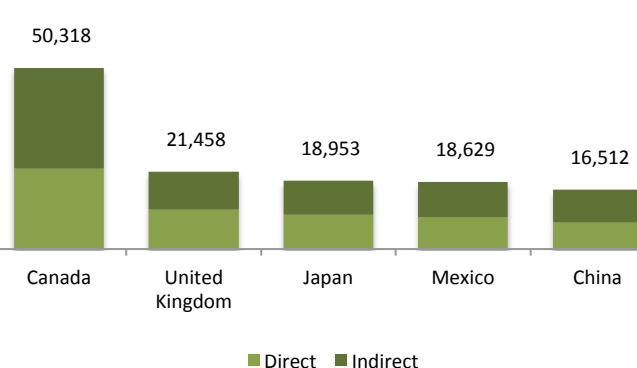


JOBS

Jobs Supported, by Sector, 2013



Jobs Supported, by Export Destination, 2013



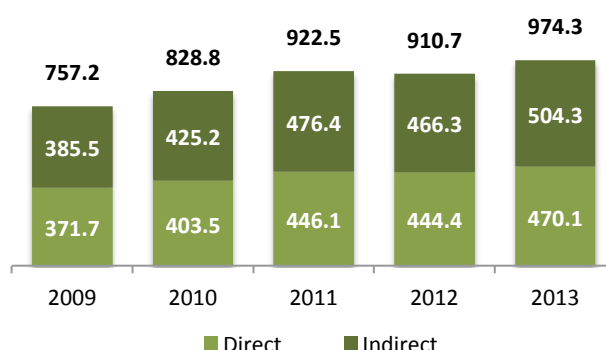
NEW YORK EXPORT FACTS AND FIGURES

OVERVIEW

New York Exports to World (\$B)



Jobs Supported by New York Exports to World (thousands)

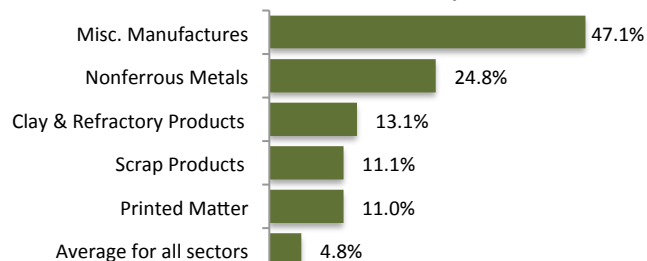


GOODS

Top New York Goods Exports (\$M)

Sector	2013			2009-13 Change	2012-13 Change
	Value	Change	Change		
Misc. Manufactures	\$21,750	...	\$9,873	...	\$2,782
Nonferrous Metals	\$11,768	...	\$9,791	...	\$3,261
Motor Vehicles	\$2,641	...	\$1,407	...	\$365
Scrap Products	\$2,634	...	-\$377	...	-\$1,027
General Purpose Machinery	\$2,469	...	\$243	...	-\$440

New York Share of Select US Goods Exports, 2013

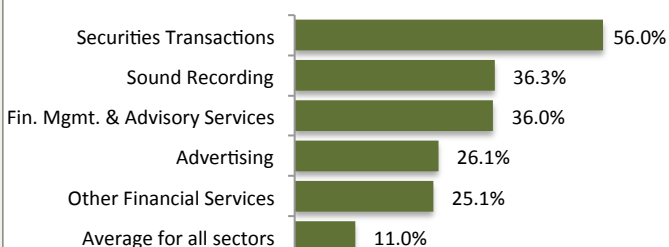


SERVICES

Top New York Services Exports (\$M)

Sector	2013			2009-13 Change	2012-13 Change
	Value	Change	Change		
Travel	\$14,288	...	\$5,450	...	\$927
Fin. Mgmt. & Advisory Services	\$12,134	...	\$3,843	...	\$1,977
Securities Transactions	\$7,684	...	\$350	...	-\$98
Other Financial Services	\$4,975	...	\$744	...	\$300
Film & TV Distribution	\$3,982	...	\$927	...	-\$165

New York Share of Select U.S. Services Exports, 2013

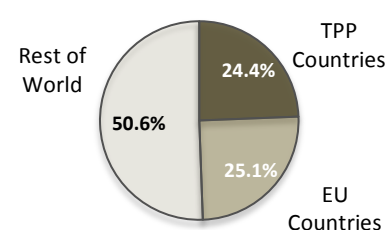


MARKETS

Exports to Top New York Markets (\$M)

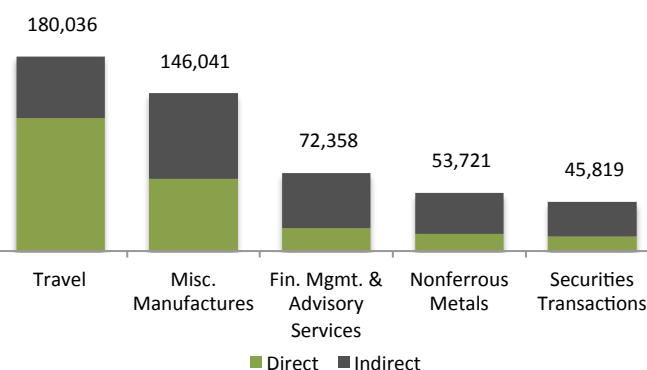
Market	Total		Goods		2009-13		2012-13		Services		2009-13		2012-13	
	2013	2013	2013	Change	2013	Change	2013	Change	2013	Change	2013	Change	2013	Change
Canada	\$17,225	...	\$10,349	...	\$1,289	...	-\$72	...	\$6,875	...	\$2,110	...	\$422	...
United Kingdom	\$11,871	...	\$2,928	...	-\$115	...	-\$1,623	...	\$8,943	...	\$1,768	...	\$214	...
Switzerland	\$10,527	...	\$8,765	...	\$7,168	...	\$4,069	...	\$1,762	...	\$247	...	-\$75	...
Hong Kong	\$9,737	...	\$8,901	...	\$6,063	...	\$390	...	\$837	...	\$198	...	\$73	...
China	\$8,678	...	\$4,963	...	\$2,569	...	\$831	...	\$3,715	...	\$2,290	...	\$637	...

Share of New York Goods & Services Exports, 2013

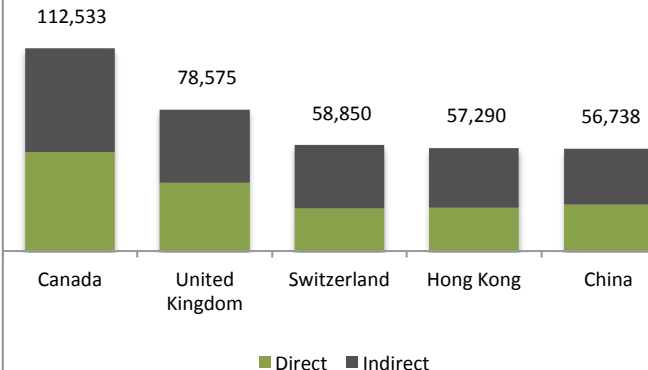


JOBS

Jobs Supported, by Sector, 2013



Jobs Supported, by Export Destination, 2013



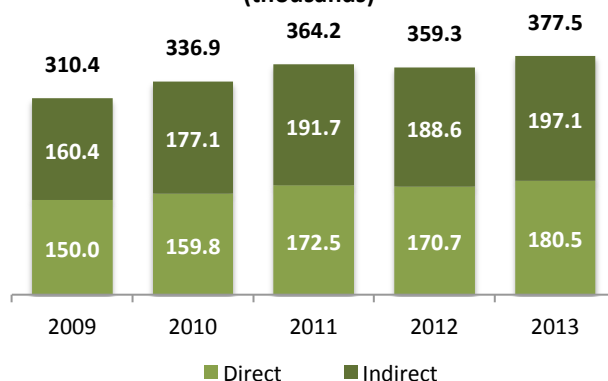
PENNSYLVANIA EXPORT FACTS AND FIGURES

OVERVIEW

Pennsylvania Exports to World (\$B)



Jobs Supported by Pennsylvania Exports to World (thousands)

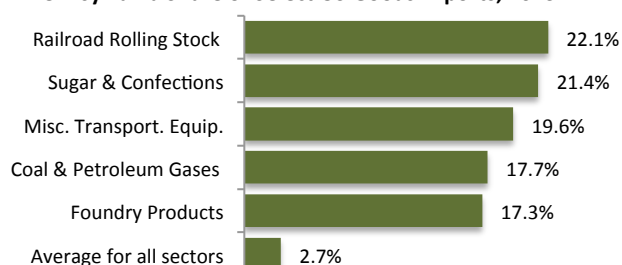


GOODS

Top Pennsylvania Goods Exports (\$M)

Sector	2013 Value	2009-13 Change	2012-13 Change
Basic Chemicals	\$2,735	\$989	-\$382
Pharmaceuticals & Medicines	\$2,574	-\$411	\$98
Petroleum & Coal Products	\$2,134	\$1,349	\$1,007
Coal & Petroleum Gases	\$1,995	\$1,359	\$734
General Purpose Machinery	\$1,715	\$462	-\$108

Pennsylvania Share of Select US Goods Exports, 2013

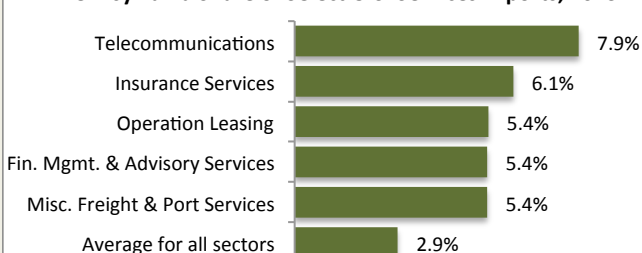


SERVICES

Top Pennsylvania Services Exports (\$M)

Sector	2013 Value	2009-13 Change	2012-13 Change
Travel	\$4,860	\$1,796	\$497
Fin. Mgmt. & Advisory Services	\$1,814	\$488	\$219
Education	\$1,391	\$503	\$177
Telecommunications	\$1,125	\$314	\$20
R&D and Testing Services	\$1,067	\$300	\$51

Pennsylvania Share of Select U.S. Services Exports, 2013

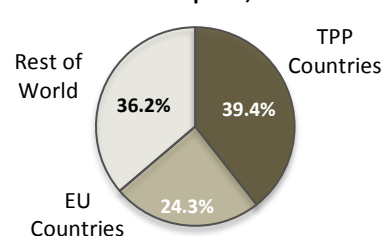


MARKETS

Exports to Top Pennsylvania Markets (\$M)

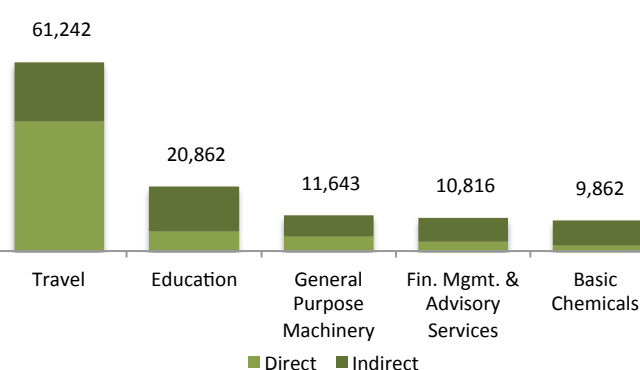
Market	Total 2013	Goods 2013	2009-13 Change	2012-13 Change	Services 2013	2009-13 Change	2012-13 Change
Canada	\$13,337	\$11,399	\$2,580	\$168	\$1,938	\$561	\$57
Mexico	\$4,366	\$3,464	\$1,484	\$606	\$902	\$228	\$71
China	\$4,171	\$2,922	\$1,383	\$52	\$1,248	\$775	\$201
United Kingdom	\$3,083	\$1,444	\$255	-\$61	\$1,638	\$167	\$23
Netherlands	\$2,764	\$2,356	\$1,596	\$1,089	\$407	\$62	\$11

Share of Pennsylvania Goods & Services Exports, 2013

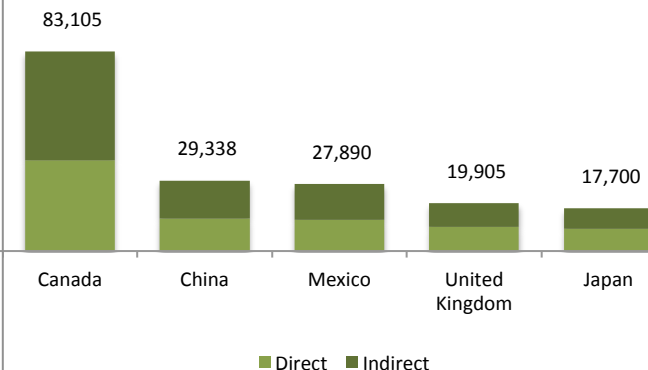


JOBS

Jobs Supported, by Sector, 2013



Jobs Supported, by Export Destination, 2013



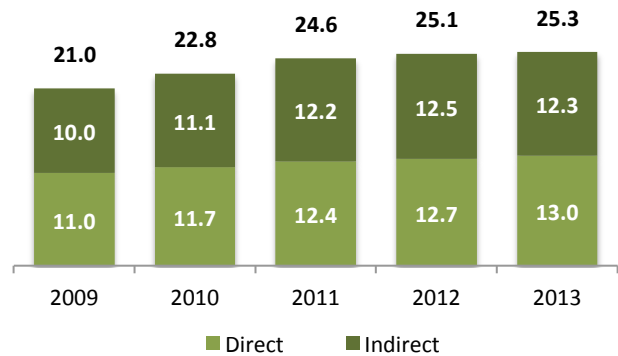
RHODE ISLAND EXPORT FACTS AND FIGURES

OVERVIEW

Rhode Island Exports to World (\$B)



Jobs Supported by Rhode Island Exports to World (thousands)

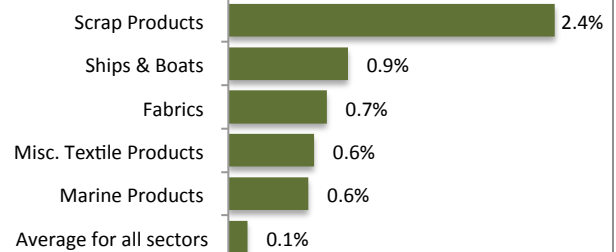


GOODS

Top Rhode Island Goods Exports (\$M)

Sector	2013			2009-13	2012-13
	Value	Change	Change		
Scrap Products	\$565	\$180	-\$79		
Nonferrous Metals	\$217	\$173	-\$12		
Misc. Manufactures	\$138	-\$9	-\$29		
General Purpose Machinery	\$114	\$45	-\$38		
Basic Chemicals	\$87	\$29	-\$35		

Rhode Island Share of Select US Goods Exports, 2013

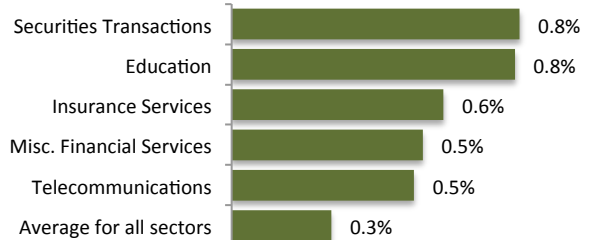


SERVICES

Top Rhode Island Services Exports (\$M)

Sector	2013			2009-13	2012-13
	Value	Change	Change		
Travel	\$615	\$198	\$45		
Education	\$212	\$61	\$15		
Fin. Mgmt. & Advisory Services	\$126	\$24	\$22		
Securities Transactions	\$111	\$42	\$15		
Misc. Financial Services	\$106	-\$11	\$14		

Rhode Island Share of Select U.S. Services Exports, 2013

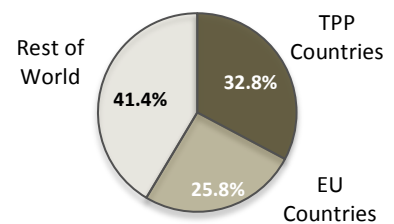


MARKETS

Exports to Top Rhode Island Markets (\$M)

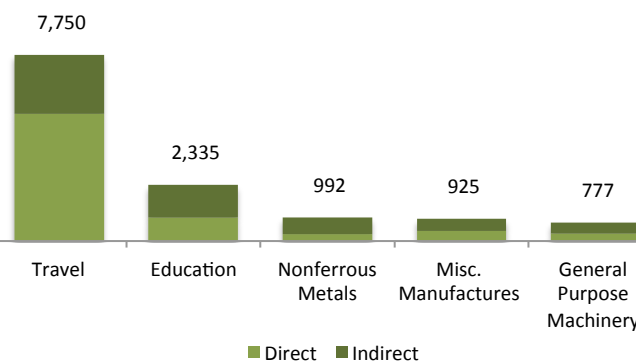
	Total		Goods		2009-13		2012-13		Services		2009-13		2012-13	
	2013	2013	2013	2013	Change	Change	2013	Change	2013	Change	2013	Change	2013	Change
Canada	\$664	\$479	-\$21	-\$96	\$185	\$55	\$3							
Germany	\$268	\$206	\$156	\$14	\$62	\$8	\$1							
Mexico	\$259	\$166	\$82	\$16	\$93	\$19	\$5							
China	\$239	\$97	\$28	\$8	\$142	\$89	\$21							
United Kingdom	\$218	\$56	-\$28	-\$36	\$161	\$20	\$2							

Share of Rhode Island Goods & Services Exports, 2013

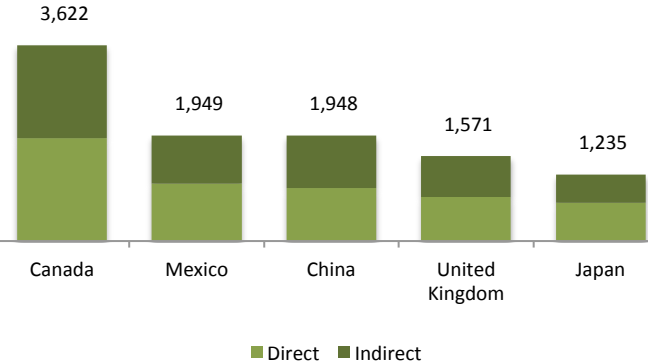


JOBS

Jobs Supported, by Sector, 2013



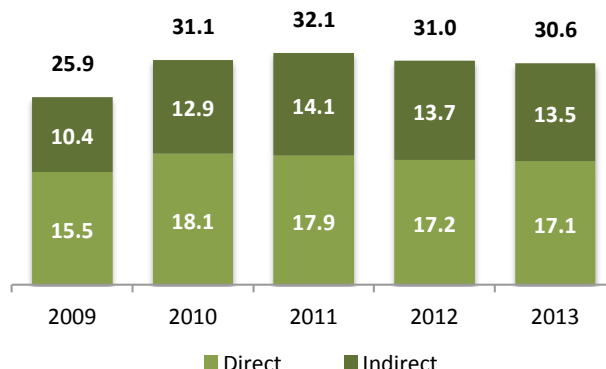
Jobs Supported, by Export Destination, 2013



VERMONT EXPORT FACTS AND FIGURES

OVERVIEW

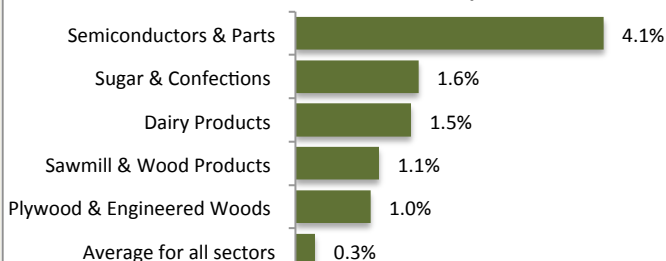
Vermont Exports to World (\$B)

Jobs Supported by Vermont Exports to World (thousands)


GOODS

Top Vermont Goods Exports (\$M)

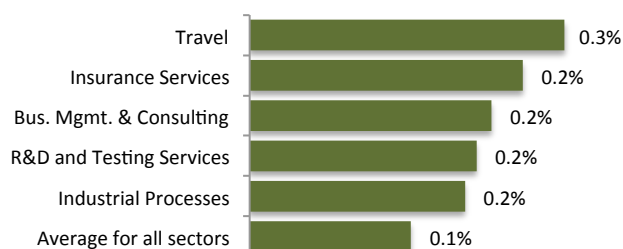
Sector	2013 Value	2009-13 Change	2012-13 Change
Semiconductors & Parts	\$2,448	\$254	-\$161
Misc. Manufactures	\$231	\$184	-\$50
Computer Equipment	\$154	\$58	\$112
Dairy Products	\$107	\$68	\$30
Navigational & Meas. Instruments	\$104	\$14	-\$13

Vermont Share of Select US Goods Exports, 2013


SERVICES

Top Vermont Services Exports (\$M)

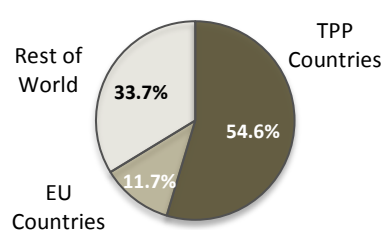
Sector	2013 Value	2009-13 Change	2012-13 Change
Travel	\$410	\$136	\$33
Industrial Processes	\$86	\$44	-\$5
Bus. Mgmt. & Consulting Services	\$79	\$22	\$3
R&D and Testing Services	\$61	\$32	\$0
Education	\$48	\$14	\$2

Vermont Share of Select U.S. Services Exports, 2013


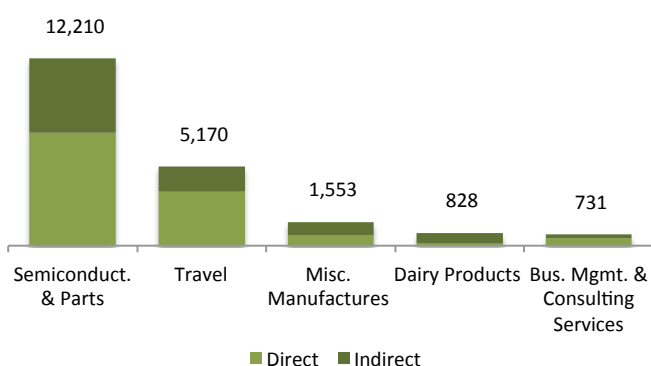
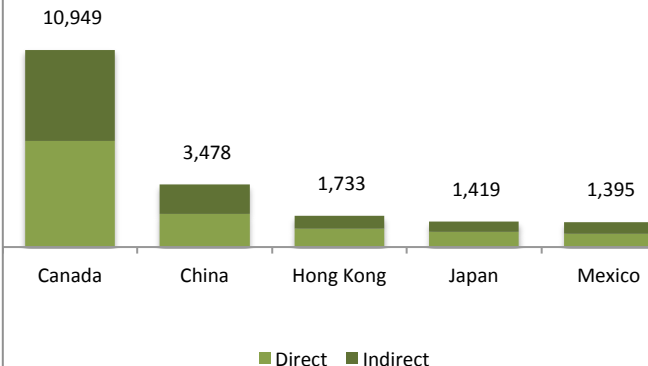
MARKETS

Exports to Top Vermont Markets (\$M)

Market	Total 2013	Goods 2013	2009-13 Change	2012-13 Change	Services 2013	2009-13 Change	2012-13 Change
Canada	\$1,945	\$1,841	\$350	\$22	\$104	\$36	\$4
China	\$554	\$491	\$270	-\$92	\$63	\$41	\$9
Hong Kong	\$340	\$333	\$75	\$79	\$7	\$0	\$0
Japan	\$220	\$154	-\$28	-\$26	\$66	\$14	\$0
Mexico	\$186	\$132	\$81	\$1	\$54	\$12	\$3

Share of Vermont Goods & Services Exports, 2013


JOBS

Jobs Supported, by Sector, 2013

Jobs Supported, by Export Destination, 2013


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