Tech Trade in the States

A State-by-State Overview of International Trade in Tech Goods



TechAmerica FOUNDATION

FOREWORD

TechAmerica Foundation proudly presents our 2014 edition of *Tech Trade in the States: A State-by-State Overview of International Trade of Tech Goods*. It provides 2012 data on tech trade at the national level and export data for all 50 states, the District of Columbia, and Puerto Rico. The report also provides an estimate as to the number of jobs that are supported by export activities.

This report is a companion report to our flagship publications, *Cyberstates* and *Cybercities*, which examine the tech industry at the national, state, and metropolitan levels focusing on employment, wages, establishments, and other factors.

What is clear from this report is that the tech industry is truly a global enterprise with products, facilities, and operations proliferating throughout the world. Specifically for the United States, tech trade plays a critical role in the U.S. economy and in all 50 states.

The U.S. tech industry exported $204 billion goods in 2012, up 1.3 percent from $201 billion in 2011. Tech goods exports bottomed out at $160 billion in 2009 during the depths of the recession. Tech imports totaled $355 billion in 2012, up by 3.2 percent from 2011. Tech imports also bottomed out during the recession reaching $267 billion in 2009, and grew significantly in 2010 and 2011. However, as the economies of many key trading partners began to slow in 2012, tech exports to the world also slowed.

Technology products continue to represent a significant amount of the exports and imports to and from the United States. Tech goods represent 13 percent of all goods exported from the United States and 16 percent of all goods imported in 2012.

What may surprise readers is that the United States exports more technology products to its North American Free Trade Agreement (NAFTA) partners, Mexico and Canada, than any other country in the world. In 2012, technology exports to Mexico and Canada totaled $65.8 billion and supported over 480,000 jobs. The United States currently has fourteen free trade agreements with twenty countries, which accounts for 46.2 percent of all U.S. tech exports. As the United States moves forward with adopting new trade agreements with the Trans-Pacific Partnership (TPP) and the Transatlantic Trade and Investment Partnership (TTIP) with the European Union negotiations, we expect U.S. tech exports will continue to grow and support more American jobs than ever before. Once the TPP and the TTIP negotiations conclude, the U.S. will have 16 free trade agreements with 53 countries.

At the state level, exports play an important role in the economic vitality of nearly every state. Texas exported the most technology goods in the nation in 2012, $45.1 billion, growing 7.3 percent from $42.1 billion in 2011. This growth propelled Texas to the lead, surpassing California's $44.8 billion in tech goods exports for the first time. California saw their tech exports decline by 2.8 percent in 2012, dropping from $46.1 billion in 2011. The next largest tech export state had only one-third as many tech exports with Florida exporting $14.5 billion in 2012. Massachusetts and New York rounded out the top five states by tech exports with $7.3 billion and $6.6 billion, respectively.

When examining tech exports as a percent of total exports, we are able to examine the concentration of tech exports. Overall, tech goods exports accounted for just over 13 percent of all technology exports from the United States in 2012. In Vermont, tech goods accounted for two-thirds of all exports from the state. In New Mexico 56 percent of exports were tech goods, and in Idaho tech accounted for nearly 47 percent of all exports. Tech exports also had high concentrations in Oregon (35 percent), New Hampshire (33 percent), and Massachusetts (28.5 percent) in 2012.

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FOREWORD (cont.)

These high concentrations of tech exports were not limited to small and mid-tier states. California, Florida, and Texas all had tech export concentrations that were higher than the national average of 13 percent at 27.7 percent, 21.9 percent, and 17.0 percent, respectively.

The importance of technology trade is also evident in the large numbers of jobs it supports throughout the United States. Nationally, nearly 1.5 million jobs were supported by technology goods exports in 2012, based on data and a methodology used by the U.S. Department of Commerce. At the state level, there are jobs supported across all 50 states by tech exports. Well over half a million jobs alone are supported in Texas and California combined. But even landlocked states like Idaho, Colorado, Utah, South Carolina, New Mexico, and Kentucky each have over 10,000 jobs supported by tech exports.

Clearly the United States benefits from the global nature of the technology industry. From international specialization in design, production, assembly, and fabrication, the United States often sits in the middle of a very long supply chain that results in some of the world's most innovative technology products.

Currently, the United States is in negotiations with 11 other countries on a Trans-Pacific Partnership (TPP) agreement to strengthen trade relationships among this trade block. So a strong strategic economic alliance among these countries would help to promote economic growth and strengthen relationships within a group of important allies for the United States. This trading block, which includes Canada, Mexico, New Zealand, Australia, Japan, Taiwan, and Singapore among others, represents some of the strongest key relationships in the Pacific region for the United States. Improved trade relations not only help U.S. economic interests but also help the U.S. to strengthen ties with other economies.

This new trade agreement, along with the Transatlantic Trade & Investment Partnership, would build upon a number of bilateral agreements with countries within this block to develop a 21st century free trade agreement that addresses the technology industry's most important issues, such as intellectual property and cross-border data flows.

This report shows how the TPP and the EU-27 are important trading partners for many state economies. Each individual state overview page includes a graph that shows tech good exports to the TPP region and compares this block against the long standing important relationship with the European Union.

A key component to successfully completing TPP and the TTIP negotiations is to provide the president of the United States with Trade Promotion Authority (TPA). This allows the president the ability to negotiate in good faith with our trading partners, while at the same time reserving Congress's constitutional right to provide oversight and input into the process.

In a world economy that is still finding its footing after a slow climb out of the most recent recession, a new trade agreement could help provide a strong foundation for all countries involved. Especially, in a region that is increasingly become more important in the world economy. The United States needs to continue to build and strengthen its relationships within the Pacific rim and a new trade agreement could help in those efforts.



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ABOUT

TechAmerica Foundation

TechAmerica Foundation educates industry executives, policymakers, and opinion leaders on the promise of technological innovation to advance prosperity, security, and the general welfare. Launched in 1981, the foundation is a 501(c)(3) non-profit, non-partisan affiliate of TechAmerica, which is the leading voice and resource for the U.S. technology industry. TechAmerica Foundation disseminates award-winning industry, policy, and market research covering topics such as U.S. competitiveness in a global economy, innovation in government, and other areas of national interest. The Foundation also organizes conferences and seminars to explore pertinent issues with government and industry representatives, and to share the Foundation's findings.

TechAmerica

TechAmerica is the leading voice for the U.S. technology industry – the driving force behind productivity growth and job creation in the United States and the foundation of the global innovation economy. Representing premier technology companies of all sizes, we are the industry's only trade association dedicated to advocating for the ICT sector before decision makers at the state, federal and international levels of government. With offices in Washington, D.C.; Silicon Valley; Brussels; and Beijing, as well as a regional presence around the U.S. through its State Government Affairs arm, TechAmerica delivers its members top-tier business intelligence and networking opportunities on a global scale. TechAmerica is committed to expanding market opportunities and driving the competitiveness of the U.S. technology industry around the world. Learn more about TechAmerica at www.techamerica.org.

Tech Trade in the States

Tech Trade in the States 2014: A state-by-state overview of international trade of tech goods is a companion report to our regular *Cyberstates* report. Like *Cyberstates,* it tracks the importance of the technology industry throughout the country and in each individual state. However, instead of jobs and wages this report examines international trade flows to and from the United States with other countries and the economic benefit for the states. *Tech Trade in the States* updates previous reports that were published under the titles *Trade in the Cyberstates* and *Cybernation*. For more information, visit: techamericafoundation.org.

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TABLE OF CONTENTS

FOREWORD	**1**
KEY FINDINGS	**6**
CHAPTER 1: U.S. TECH EMPLOYMENT	**8**
CHAPTER 2: TECH EMPLOYMENT BY STATE	**16**
STATE OVERVIEW PAGES	22
APPENDIX A: U.S. TECH METRICS	**74**
APPENDIX B: STATE TECH METRICS	**80**
APPENDIX C: STATE TECH RANKINGS	**81**
APPENDIX D: STATE TECH INDUSTRY RANKINGS	**85**
DEFINITION OF THE TECH INDUSTRY	**88**
TECH NAICS CODE DEFINITION	**89**
METHODOLOGY	**90**

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KEY FINDINGS – NATIONAL

U.S. Tech Exports

- The United States exported $204 billion in technology goods to the world in 2012, an increase of $2.7 billion or 1.3 percent from 2011.
- After transportation, tech goods were the second largest export sector in the U.S. economy, representing 13.2 percent of all U.S. exports in 2012.
- Within the various sectors that comprise the technology goods, semiconductor manufacturing remained the largest tech export sector in 2012, accounting for $59 billion worth of exports, despite declining 4 percent from 2011.
- Tech exports increased in four sectors: navigational equipment, magnetic and optical media, communications equipment and computer and peripheral equipment. Tech exports decreased in two sectors: semiconductors and audio and video equipment.
- Mexico and Canada were the leading destinations for U.S. tech exports with $37.8 billion and $28 billion, respectively, in 2012. China was the third largest destination for U.S. tech goods accounting for $13.9 billion in exports, followed by Japan and Hong Kong.
- U.S. tech exports supported 1.5 million American jobs, based on data and methodology from the U.S. Department of Commerce.
- U.S. tech exports to the countries that comprise the TPP totaled $94.7 billion in 2012, compared to the $31.6 billion to the countries of the EU-27.

U.S. Tech Imports

- U.S. tech imports reached $355 billion in 2012, up 3.2 percent from $344 billion in 2011.
- The U.S. imports more technology products than any other industry in 2012, $355 billion compared with $326 billion for second ranked oil and gas imports.
- The largest tech import sector in 2012 was computers and peripheral equipment ($100.6 billion), followed by communications equipment ($93.2 billion) and semiconductors and other electrical components ($73 billion).
- The United States imported the most technology products from China in 2012 at $158.4 billion, followed by $54.5 billion from Mexico, and $19.5 billion from Japan. The value of an import represents the total value of the good as it enters the United States. Often this value represents the assembly of a multitude of parts that span a global supply chain. The import value is often only attributed to the last country of origin, as such the complete supply chain is not captured in the value of the import.

U.S. Tech Trade Balance

- The tech goods trade deficit was $151 billion in 2012, up slightly from 2011 deficit of $143 billion.

LEADING U.S. TECH EXPORT DESTINATIONS 2012

(in billions)

	2011	2012	Numeric Change
1. Mexico	$36.4 B	$37.8 B	+$1.4 B
2. Canada	$28.2 B	$28.0 B	-$0.2 B
3. China	$13.8 B	$13.9 B	+$0.2 B
4. Japan	$8.4 B	$9.2 B	+$0.9 B
5. Hong Kong	$8.9 B	$9.2 B	+$0.3 B

U.S. TECH GOODS EXPORTS BY LARGEST SECTORS 2011 vs. 2012

(in billions)

	2011	2012	Percent Change
Semiconductors	$61.5 B	$59.1 B	-4.0%
Electromedical Equipment	$48.0 B	$50.6 B	+5.4%
Computer and Peripheral Equipment	$48.4 B	$49.3 B	+1.8%
Communications Equipment	$32.0 B	$33.8 B	+5.8%
Industrial Equipment	$10.5 B	$10.2 B	-2.8%
Total Tech Industry Exports	**$201.1 B**	**$203.9 B**	**+1.3%**

U.S. EXPORTS BY INDUSTRY 2012

1. Transportation	$248.2 B
2. Tech Goods	$203.9 B
3. Chemicals	$197.6 B
4. Machinery	$165.8 B
5. Petroleum Products	$111.2 B

Some numeric change may not calculate due to rounding.

Source: U.S. Department of Commerce

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KEY FINDINGS – STATES

State Tech Exports

- Texas was the leading tech export state with $45.1 billion in exports in 2012, up 7.3 percent or $3 billion from 2011.
- California's tech exports totaled $44.8 billion in 2012, down 2.8 percent from 2011.
- Thirty-two states saw their tech exports increase from 2011 to 2012 – the leading states were Texas, New Mexico, Tennessee, and South Caroline – measured by dollar increase.
- The fastest growing states on a percentage basis from 2011 to 2012 were the District of Columbia, New Mexico, Arkansas, and Montana (albeit often from a small base).
- California had the largest decrease in tech exports, declining $1.3 billion from 2011 to 2012. Texas for the first time surpassed California as the leading tech exporter in 2012.
- Vermont boasted the highest concentration of tech exports, with 67 percent of exports technology goods. Tech accounted for 56 percent of exports in New Mexico and 47 percent in Idaho.
- Texas was the leading exporter of semiconductors and other electrical components, communications equipment, and computer equipment in 2012.
- California was the leading exporter of computer equipment and measuring and control instruments.

State Tech Export Employment

- Tech exports supported nearly 1.5 million U.S. jobs. In Texas, some 331,000 jobs were supported by tech exports.
- California's tech exports supported the second highest number of jobs at 328,300 in 2012. California and Texas together accounted for nearly half of all jobs supported by tech exports.
- Other leading states included Florida (106,100 jobs), Massachusetts (53,600 jobs), and New York (48,600 jobs).

TOP STATES

BY HIGH-TECH EXPORTS, 2012
(in billions)

1.	Texas	$45.1 B
2.	California	$44.8 B
3.	Florida	$14.5 B
4.	Massachusetts	$7.3 B
5.	New York	$6.6 B

BY TECH EXPORT NUMERIC GROWTH
2011-2012

1.	Texas	$3.1 B
2.	New Mexico	$788 M
3.	Tennessee	$403 M
4.	South Carolina	$294 M
5.	District of Columbia	$257 M

BY TECH CONCENTRATION OF EXPORTS
2012
(percent of exports that are tech)

1.	Vermont	67.0%
2.	New Mexico	56.2%
3.	Idaho	46.7%
4.	Oregon	34.9%
5.	New Hampshire	32.7%

Note: Rankings include the District of Columbia and Puerto Rico.

JOBS SUPPORTED BY HIGH-TECH EXPORTS, 2012
(by number of jobs)

1.	Texas	331,000
2.	California	328,300
3.	Florida	106,100
4.	Massachusetts	53,600
5.	New York	48,600

Data are rounded.
Source: U.S. Department of Commerce

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CHAPTER 1: U.S. HIGH-TECH TRADE

INTRODUCTION

This chapter examines U.S. tech merchandise trade between 2008 and 2012.

The most recent data show that technology exports totaled $204 billion in 2012. Tech exports in 2012 were 7.1 percent higher than in 2008. More recently, tech goods exports increased by 1.3 percent from 2011 to 2012.

The largest technology export sector in 2012 was semiconductors and other electronic components at $59 billion. This was followed by measuring and control instruments at $50.6 billion and computer equipment at $49.3 billion.

The tech export sectors that experienced growth between 2011 and 2012 were magnetic and optical media (12.6 percent), communications equipment (5.8 percent), measuring and control instruments (5.4 percent), and computer equipment (1.8 percent). Semiconductors and other electronic components and consumer electronics equipment both posted negative growth rates during this time period, dropping by 4.0 percent and 2.8 percent, respectively.

Technology goods imports totaled $355 billion in 2012, up 3.2 percent from 2012. The largest tech import sectors in 2012 were computers and peripheral equipment ($101 billion), communication equipment ($93 billion), and semiconductors and other electronic components ($73 billion). A significant percentage of U.S. tech imports are actually intra-company transfers, as U.S. production facilities overseas ship finished products back to the United States.

The importance of the international marketplace for U.S. tech products is reflected in the portion of overall exports that are tech goods. Tech goods represented 13.2 percent of all exports from the United States to the rest of the world in 2012 and tech goods represented 15.6 percent of total imports in 2012.

The U.S. tech trade deficit stood at $151 billion in 2012. This is up by $8.4 billion from 2011, representing the third consecutive year the tech deficit of trade has increased as the nation recovered from the recession.

The leading destinations for U.S. tech exports in 2012 were the NAFTA partners of Mexico and Canada at $37.8 billion and $28 billion, respectively. NAFTA continues to be the largest formalized trade agreement for technology exports. Other leading tech export destinations are, in order of magnitude: China, Japan, Hong Kong, Germany, South Korea, Brazil, Malaysia, and the Netherlands.

China was by far the leading importer of technology products into the United States at $158 billion in 2012, nearly three times as much as the next largest importer Mexico. The value of an import includes the total value of the imported good and as a result may not capture the entire supply chain, but may represent the final country of product assembly. Mexico has grown into an important manufacturing hub for technology products representing $54.5 billion in imports in 2012. While not as large, the next three largest tech import countries were Japan ($19.5 billion), Malaysia ($16.3 billion), and Taiwan ($15.8 billion).

The exports of all goods from the United States supports nearly 10.4 million jobs in the United States. The exporting of tech goods supported nearly 1.5 million of these jobs.

U.S. HIGH-TECH MERCHANDISE TRADE, 2008-2012
(in billions of current U.S. dollars)

Year	Exports	Imports	Balance
2008	$190	$300	- $110
2009	$161	$267	-$106
2010	$190	$325	-$135
2011	$201	$344	-$143
2012	$204	$355	-$151

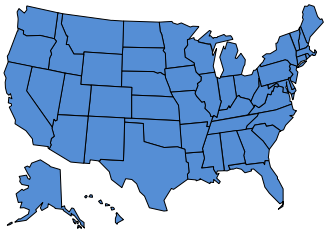
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Source: U.S. Department of Commerce

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UNITED STATES 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



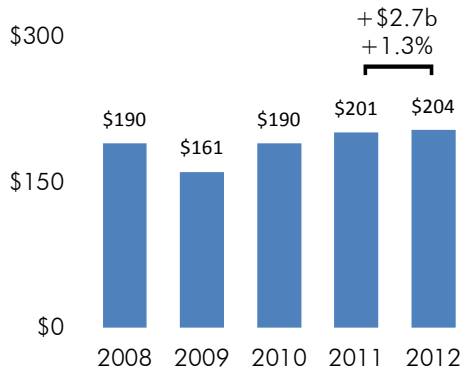
Tech Exports to World	**$204 b**
Tech Exports to Pacific*	**$85.5 b**
Tech Exports to EU-27	**$31.6 b**
Jobs Linked to All Exports	**10.4 m**

STATE TECH EXPORT RANKINGS

1st TEXAS
2nd CALIFORNIA
3rd FLORIDA
4th MASSACHUSETTS
5th NEW YORK

TECH EXPORT TRENDS

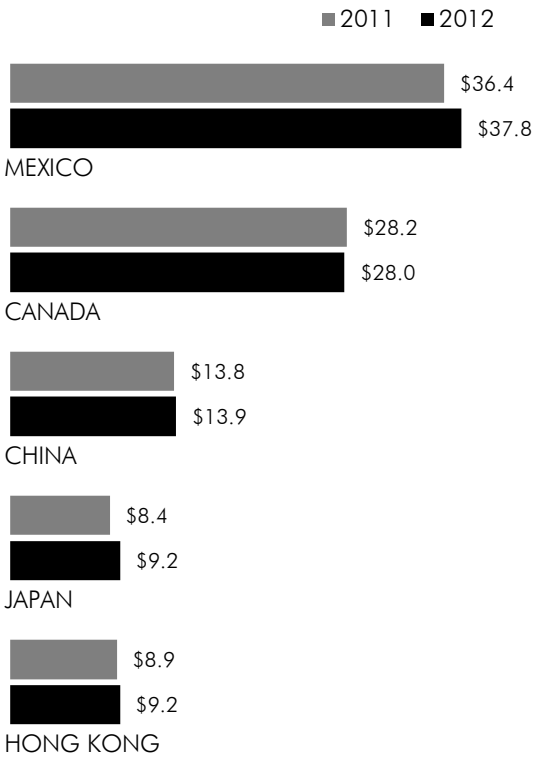
2008-2012
(in billions of current dollars)



1.5 Million Jobs in the U.S. Are Supported by Tech Exports

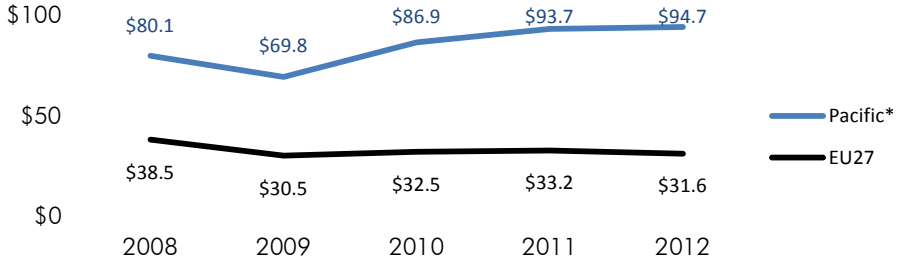
LEADING TECH EXPORT DESTINATIONS

(in billions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in billions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

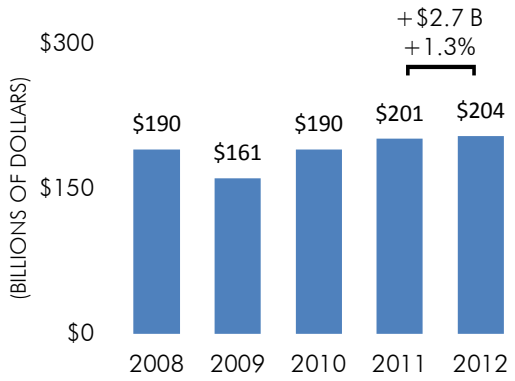
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration, U.S. Department of Commerce

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U.S. Tech Exports Continue Modest Growth

U.S. Tech Merchandise Exports 2008-2012



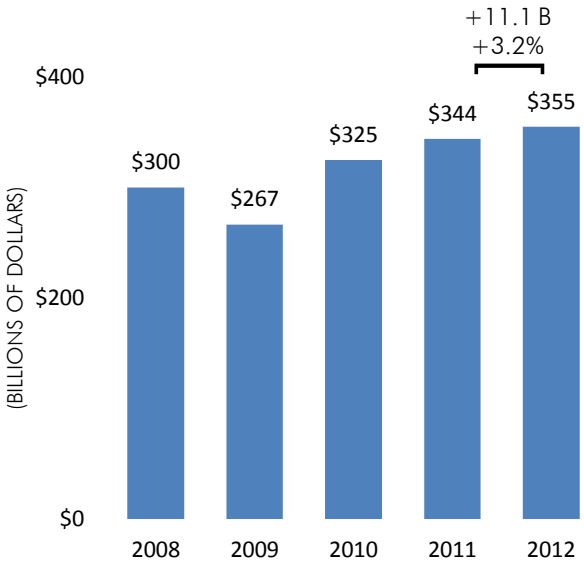
The highly competitive U.S. tech industry is selling its products around the world and has continued to increase exports since the 2008-2009 recession. Most recently, tech goods exports increased by 1.3 percent in 2012 for a total of $204 billion in exports.

Since 2009, tech merchandise exports have increased by $43.2 billion.

As U.S. tech companies continue to seek new customers and achieve global economies of scale, exports will continue to be a crucial component of economic growth.

Tech Goods Imports Continue to Increase

U.S. Tech Merchandise Imports 2008-2012



The United States imported $355 billion in technology goods in 2012, up 3.2 percent from 2011. Tech imports dropped significantly in 2009 to $267 billion, during the height of the recession, representing a growth of some $88.5 billion between 2009 and 2012.

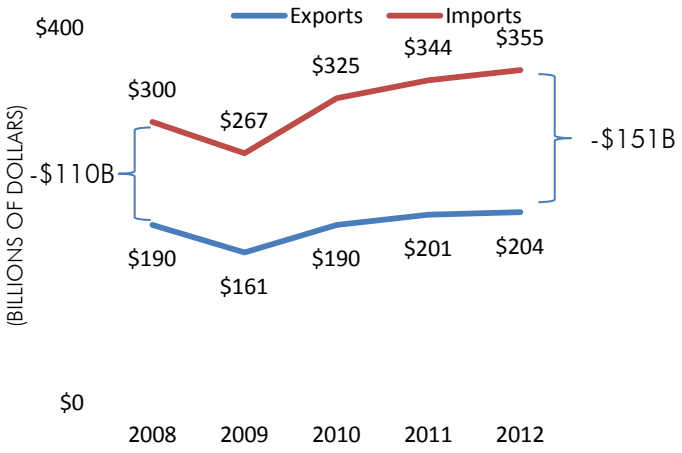
While imports are up significantly from the depths of the recession in 2009, most recently the growth of tech imports has slowed.

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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Tech Trade Balance Still In the Red

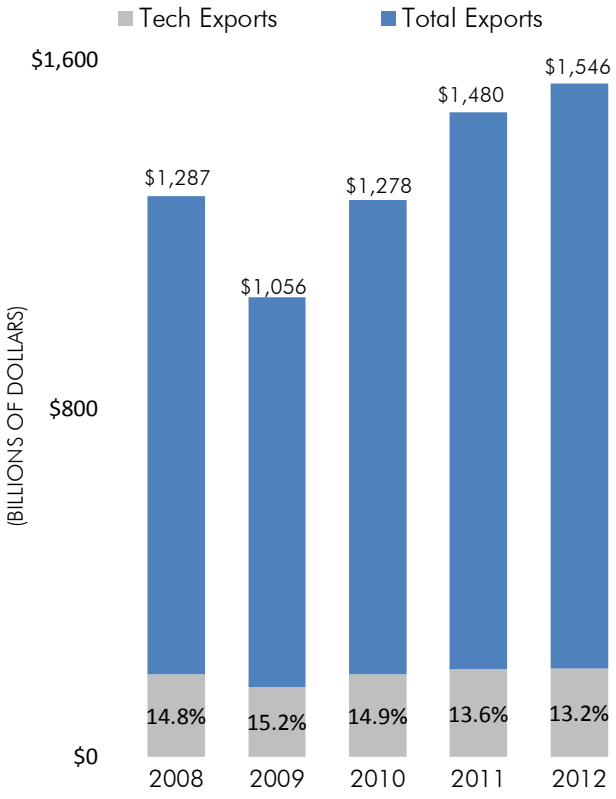


The U.S. tech balance of trade in 2012 had a deficit of $151 billion, compared to the $143 billion deficit in 2011. While both exports and imports increased, the growth of tech imports increased at a larger amount.

Since 2008, the deficit in tech trade has increased by $41 billion.

The deficit is a result of many factors, not the least of which is increasing integration of the global technology supply chain. A single tech product designed and created in the United States may have components coming from all parts of the world and be assembled overseas, while the benefits mostly accrue to the designer and creator of the product.

Percentage of Tech Exports Remain Significant as Total Exports Increase



Tech products continue to be an integral part of the U.S. trade picture. In 2012, tech goods accounted for 13.2% of the $1.5 trillion in total U.S. exports to the world.

Tech as a portion of total exports has decreased as other exports have grown faster.

On the other side of the trade equation, tech accounted for 15.6 percent of the $2.3 trillion in total U.S. imports, unchanged from 2011.

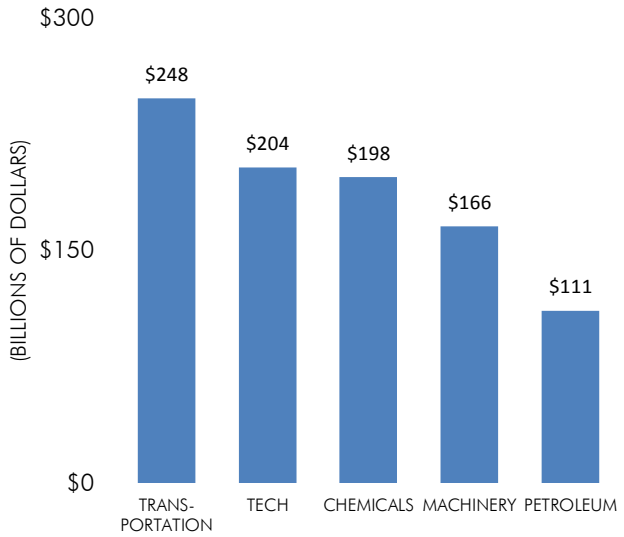
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Source: International Trade Administration, U.S. Department of Commerce

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Tech Goods are the Second Most Exported Product

U.S. Tech Merchandise Export Comparisons 2012

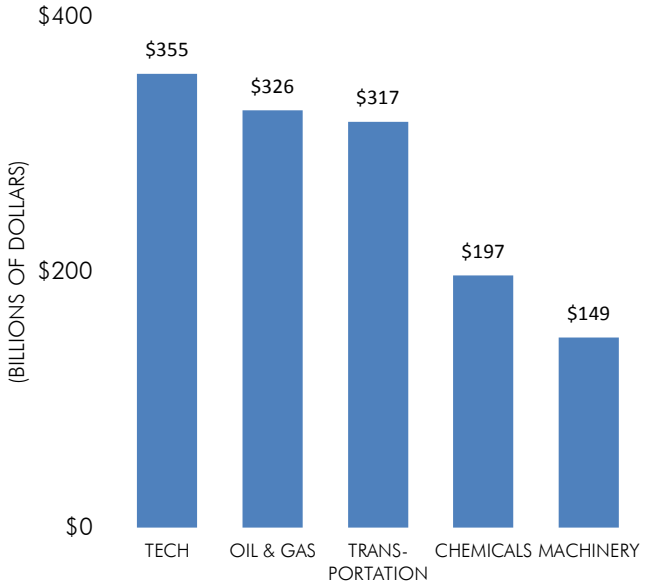


The U.S. high-tech industry was the nation's second leading exporter of goods in 2012, after the transportation products, which includes cars, airplanes, and ships.

The tech industry's $204 billion in technology exports outshined exports from other leading industries such as chemicals at $198 billion, machinery at $166 billion, and petroleum products at $111 billion.

Tech Goods are the Most Imported Products

U.S. Tech Merchandise Import Comparisons 2012



Tech goods were the largest import industry in the United States, moving ahead of energy products, which declined in 2012.

U.S. tech imports totaled $355 billion in 2012, compared to $326 in oil and gas imports.

Rounding out the top five were transportation imports (which include all autos and planes) at $317 billion, chemicals at $197, and machinery at $149 billion.

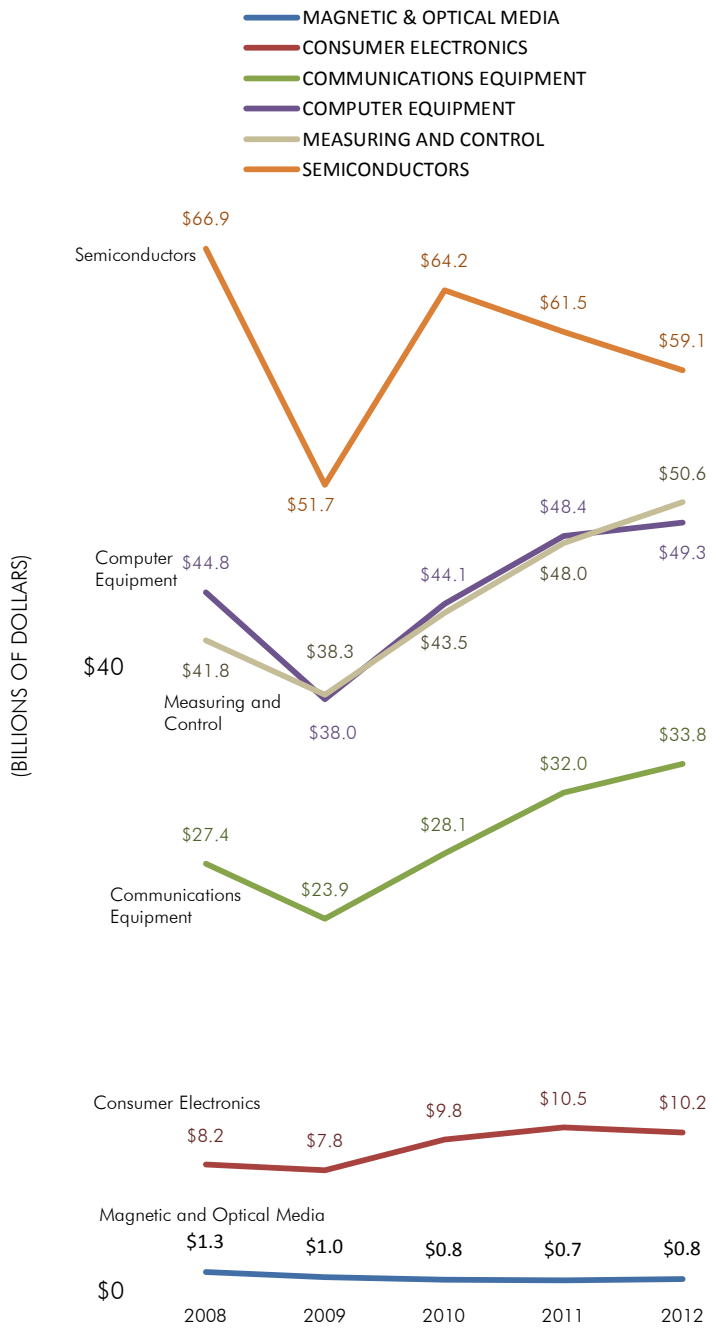
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Source: International Trade Administration, U.S. Department of Commerce

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Several Tech Sector Have Increase Significantly Since 2008

Leading U.S. Tech Export Sectors 2008-2012



At $59.1 billion, the semiconductor sector continued to be the largest tech export sector in 2012, although it has declined somewhat over the past 5 years.

Measuring and control instruments was the second largest among technology export sectors with $50.6 billion in 2012 – up by $2.6 billion, from the $48.0 billion in 2011.

Computer equipment was in third in tech exports with $49.3 billion in 2012 – up by $0.9 billion from $48.4 million in 2011.

Communications equipment continued to show steady growth in exports in 2012 with a total of $33.8 billion in exports. Like most tech sectors, exports from communications equipment bottomed out in 2009 and has since grown by nearly $10 billion or by over 40 percent.

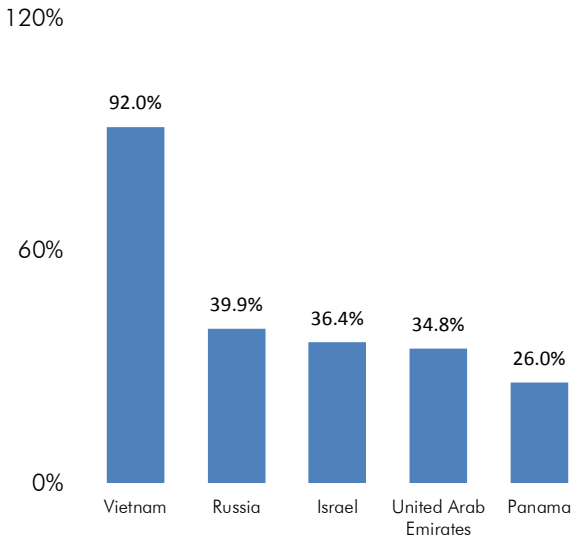
Select data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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Vietnam Almost Doubles its U.S. Tech Imports From 2012

Fastest Growing Destinations* for U.S. Tech Exports, 2011-2012



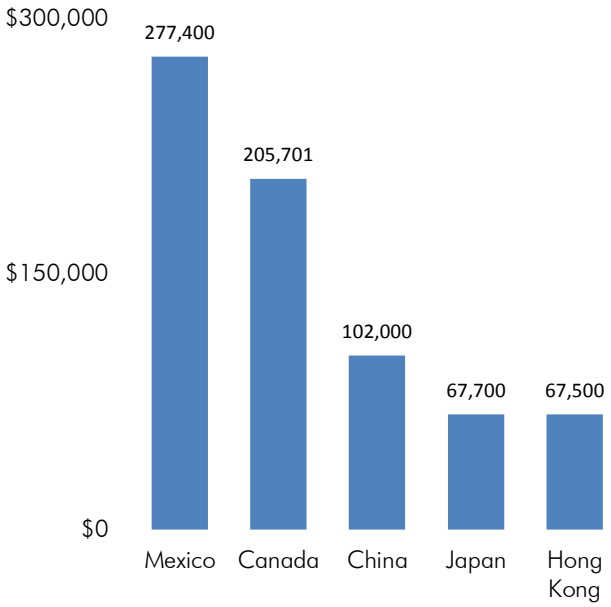
(*Of countries receiving $500 million or more in U.S. tech exports)

The U.S. tech industry's fastest growing export market was Vietnam in 2012, whose demand for U.S. tech goods grew by more than 92 percent from 2011-2012, from $473 million to $908 million.

The second fastest growing destination of tech exports was Russia with tech exports of over $1 billion, likely fueled by its acceptance into the WTO which gives them greater access to purchasing goods from the United States.

Nearly 1.5 Million U.S. Jobs are Supported by Tech Exports

Employment Supported By Tech Exports, 2012



Nearly 1.5 million American jobs are supported by U.S. tech exports to countries around the world. Mexico and Canada led the pack, supporting 277,400 and 205,700 U.S. jobs, respectively in 2012.

Tech exports to China, Japan, and Hong Kong sustained the employment of 102,000, 67,700, and 67,500 Americans, respectively in 2012.

It's no coincidence that our top two leading tech export destinations were also the two largest supporters of American jobs in terms of tech exports. Both Mexico and Canada are members of the North American Free Trade Agreement (NAFTA).

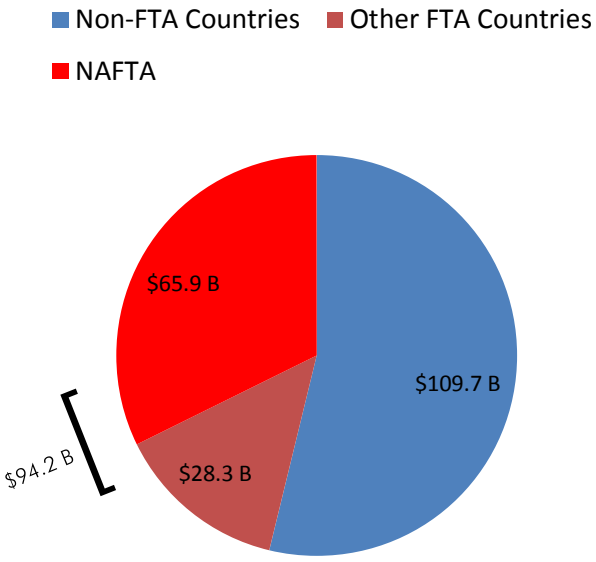
Select data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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Leading Destinations for U.S. Tech Exports

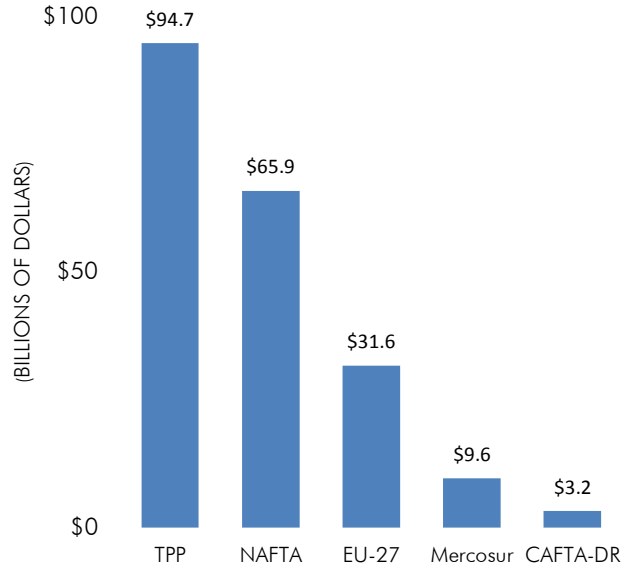
Breakdown of U.S. Tech Exports to Countries with and without FTAs, 2012



Out of the $203 billion of tech goods exported from the United States, over 46 percent of these exports are purchased by 20 free trade agreement (FTA) partners. North Atlantic Free Trade Agreement (NAFTA) partners purchase over 32 percent of overall U.S. tech goods. The remaining 18 partners purchase 14 percent of all U.S. tech goods.

The Trans-Pacific Partnership Has the Potential to Vastly Increase Trade

U.S. Tech Merchandise Exports by Trading Block, 2012



The Trans-Pacific Partnership has the potential to be the largest trade agreement for the tech industry, with tech exports totaling $94.7 billion for the countries that comprise the TPP.

This represents a 44 percent increase from NAFTA, which currently includes two of the United States' largest technology trading partners. What might be particularly surprising for many is that the United States exports more technology goods to the TPP group of countries than to the EU-27.

Select data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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CHAPTER 2: TECH EXPORTS BY LEADING STATES

INTRODUCTION

In this chapter, we examine technology merchandise exports in each state, the District of Columbia, and Puerto Rico.

The nation's leading state by tech exports in 2012 was Texas at $45.1 billion, surpassing California's exports of $44.8 billion for the first time. While Texas's tech exports increased by 7.3 percent, California's dropped by 2.8 percent between 2011 and 2012. Third ranked Florida had one-third as much exports as California at $14.5 billion. These top three states accounted for over half of all technology merchandise exports.

Massachusetts and New York rounded out the top five leading states by tech exports at $7.3 billion and $6.6 billion.

Thirty-two states saw their tech goods exports increase in 2012. States with the largest dollar increase in tech exports between 2011 and 2012 were Texas, New Mexico, Tennessee, South Carolina, and the District of Columbia. Tech exports in Texas increased by over $3 billion dollars between 2011 and 2012. The nearly $800 million increase in New Mexico, nearly $300 million increase in South Carolina, and over $250 million increase in tech exports in DC are particularly impressive giving them some of the largest percent increases in the nation.

California's exports declined by $1.3 billion, the largest drop of any state. Tech exports in Maine and Massachusetts experienced the second and third largest declines in 2012, $476 million and $371 million, respectively.

On a percentage basis, the District of Columbia, New Mexico, Arkansas, Montana, and South Carolina had the highest growth rate of tech exports between 2011 and 2012. The District of Columbia saw its tech export more than triple in 2012, representing a third year of export growth from DC. New Mexico's tech exports nearly doubled in 2012, representing a third year of strong growth, after a sharp drop in 2009.

What might surprise many is that technology exports represent a significant portion of a large number of states. Vermont, New Mexico, Idaho, Oregon, and New Hampshire were the nation's leading states by tech export concentration in 2012. Tech exports comprised 67 percent of all exports in from Vermont. Second ranked New Mexico had 56 percent of its exports as technology goods, followed by Idaho (47 percent), Oregon (35 percent), and New Hampshire (33 percent).

Tech exports supported nearly 1.5 million jobs across the nation. Based on ratios derived from the International Trade Administration, tech exports from Texas supported 331,000 jobs in the state. California was second with 328,300 jobs supported by tech exports, followed by Florida with 106,100 jobs. Every state across the nation had jobs that were supported by technology exports.

TOP STATES

BY TECH GOODS EXPORTS
2012
(in billions of dollars)

	UNITED STATES	$203.9 B
1.	Texas	$45.1 B
2.	California	$44.8 B
3.	Florida	$14.5 B
4.	Massachusetts	$7.3 B
5.	New York	$6.6 B

BY TECH GOODS EXPORTS NUMERIC GROWTH, 2011-2012

1.	Texas	+$3,051 M
2.	New Mexico	+$788 M
3.	Tennessee	+$403 M
4.	South Carolina	+$294 M
5.	District of Columbia	+$257 M

BY TECH GOODS EXPORTS PERCENT GROWTH, 2011-2012

1.	District of Columbia	233.4%
2.	New Mexico	89.4%
3.	Arkansas	28.1%
4.	Montana	25.3%
5.	South Carolina	21.0%

BY EMPLOYMENT SUPPORTED BY TECH GOODS EXPORTS

2012

	United States	1,495,000
1.	Texas	331,000
2.	California	328,300
3.	Florida	106,100
4.	Massachusetts	53,600
5.	New York	48,600

Data are rounded.
Source: International Trade Administration, U.S. Department of Commerce

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TECH TRADE BY STATE

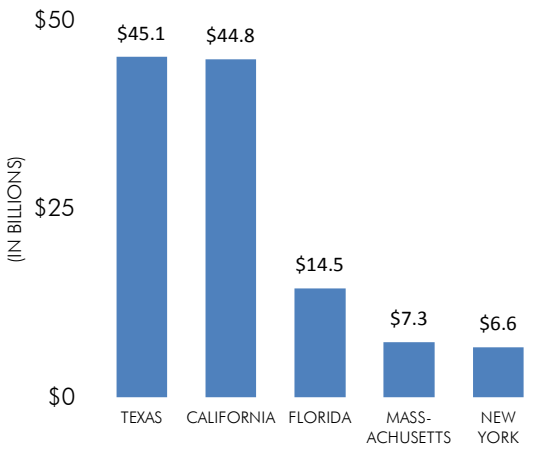
2012

KEY INDUSTRY STATISTICS

TOP STATES BY:

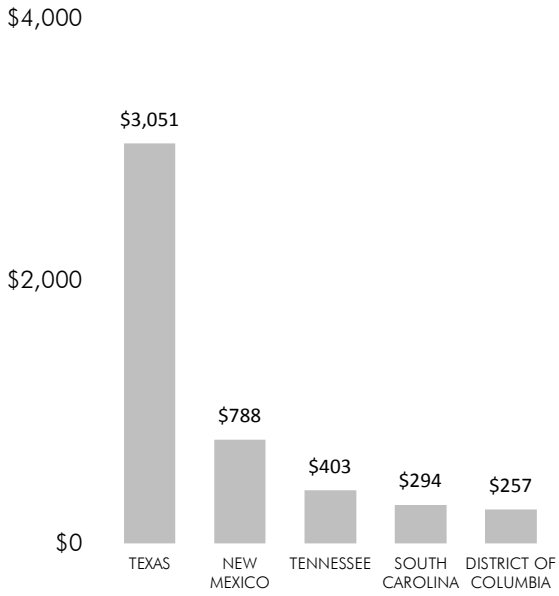
EXPORTS	TEXAS
TECH CONCENTRATION	VERMONT
NUMERIC GROWTH	TEXAS
PERCENT GROWTH	DISTRICT OF COLUMBIA

TOP STATES BY TECH EXPORT
(2012)

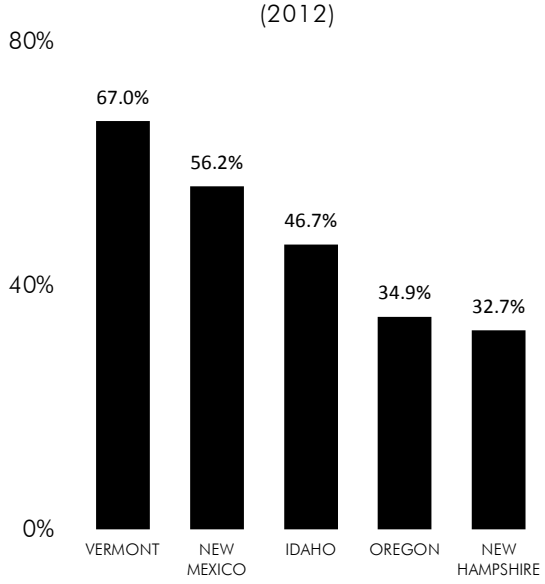


32 States Grew By Tech Trade In 2012

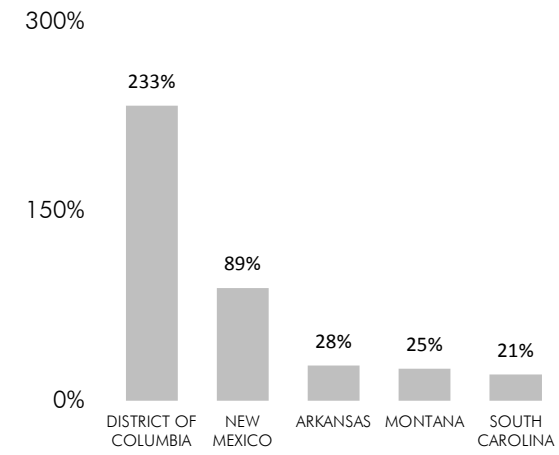
TOP STATES BY TECH EXPORT GROWTH
(2011-2012)



TOP STATES BY TECH TRADE CONCENTRATION
(2012)



TOP STATES BY TECH EXPORT RATE OF GROWTH
(2011-2012)



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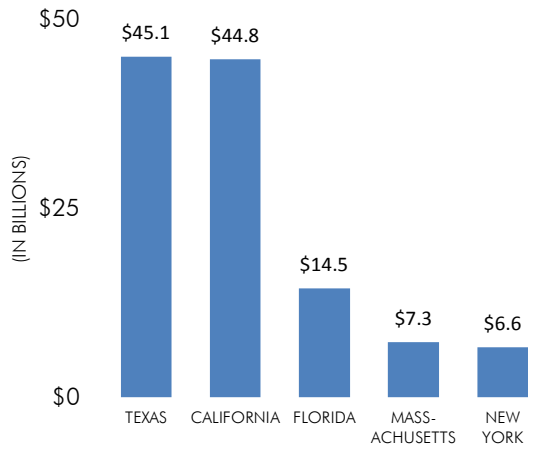
Source: International Trade Administration, U.S. Department of Commerce

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CHAPTER 2: TECH EXPORTS BY LEADING STATES

Texas Surpasses California as the Leading Tech Exporting State

Top Five States by Tech Exports 2012



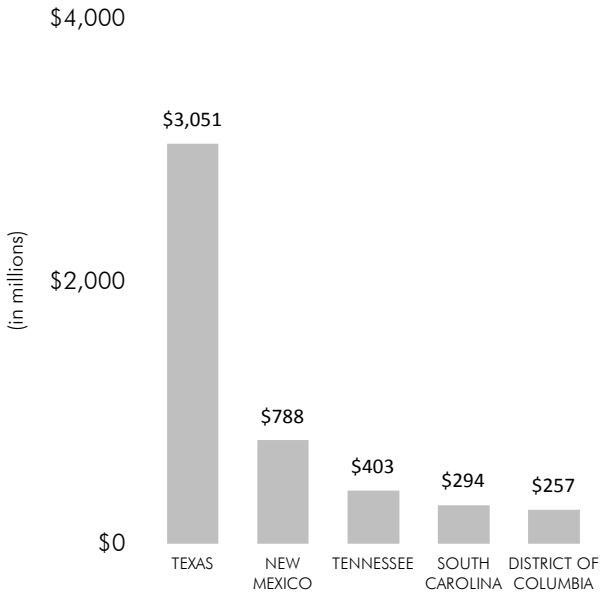
Texas was the nation's leading state by tech goods exports at $45.1 billion in 2012, surpassing California's $44.8 billion for the first time. This change was driven by Texas's 7.3 percent growth of tech exports compared to California's 2.8 percent decline of tech exports.

Florida was the third largest technology exporting state with $14.5 billion in 2012. The top three tech exporting states accounted for over half of all tech exports nationwide in 2012.

Massachusetts and New York rounded out the top five tech exporting states.

Led by Texas, 32 States Experienced Growth in Tech Exports

Top Five States by Tech Export Growth 2011 - 2012



Texas had the biggest increase in tech exports between 2011 and 2012, growing by some $3.1 billion, nearly four times as much as second ranked New Mexico.

New Mexico's tech goods exports increased by $788 million in 2012, followed by Tennessee at $403 million, South Carolina at $294 million, and the District of Columbia $257 million. All of these states have seen their tech exports grow for the past three years.

Select data are rounded.

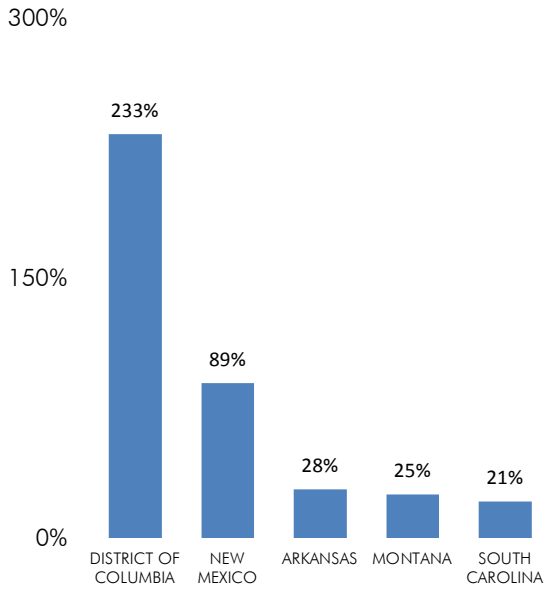
Source: International Trade Administration, U.S. Department of Commerce

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CHAPTER 2: TECH EXPORTS BY LEADING STATES

The District of Columbia's Tech Growth in the Triple Digits

Tech Export Growth Rates by Percent, 2011-2012

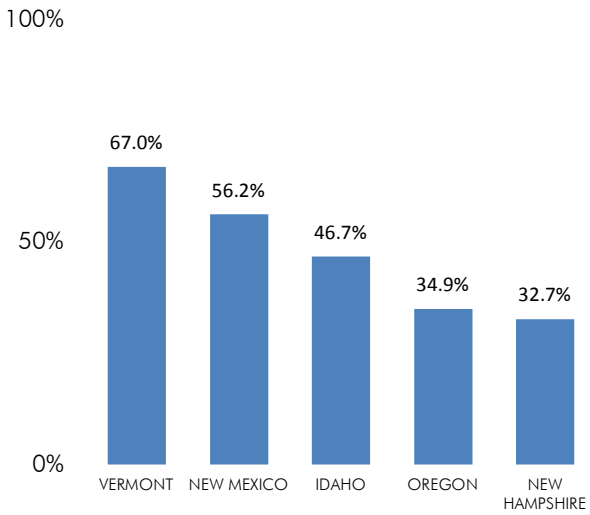


The District of Columbia had the fastest growth rate in the nation with its tech exports more than tripling between 2011 and 2012. This growth represents the third year of strong growth from DC.

New Mexico was the second fastest growing location for tech exports, nearly doubling their exports in 2012. Arkansas, Montana, and South Carolina followed with high growth rates built on three years of consistent tech export growth.

Highest Concentration of Tech Exports from Vermont

Tech Exports as a Percent of Total Exports, 2012



Vermont's exports continued to be the most heavily dependent on technology, with tech products accounting for 67 percent of all exports in the state in 2012, a fairly significant concentration.

Tech was also vital to the export activity of New Mexico and Idaho, compromising 56 and 47 percent of all goods exported from each state, respectively.

Oregon has a particularly vibrant semiconductor industry, which helps account for its high concentration (35 percent) of technology exports. New Hampshire rounded out the top five with 33 percent of all exports being tech goods exports.

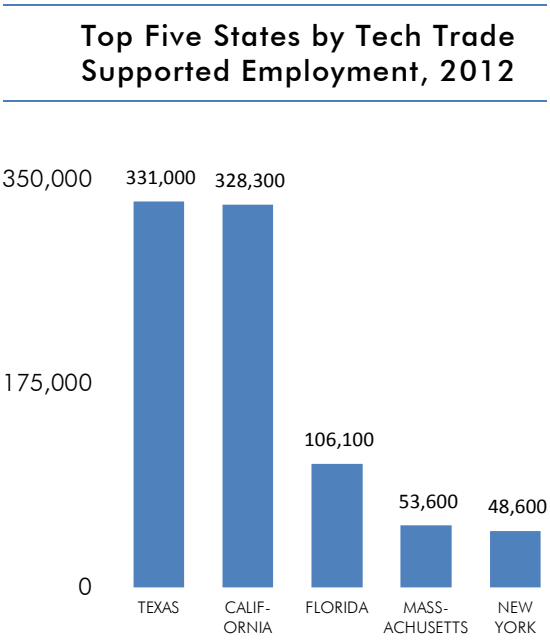
Select data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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CHAPTER 2: TECH EXPORTS BY LEADING STATES

Tech Exports in Texas and California Support Over 650,000 Jobs



Tech exports from Texas and California support over 650,000 jobs. Texas was the nation's leading state, with tech exports supporting 331,000 jobs in 2012. This was slightly more than the 328,300 jobs supported by California's tech exports.

Florida, Massachusetts, and New York completed the list of the top five states by jobs supported by tech exports at 106,100, 53,600 and 48,600 respectively in 2012.

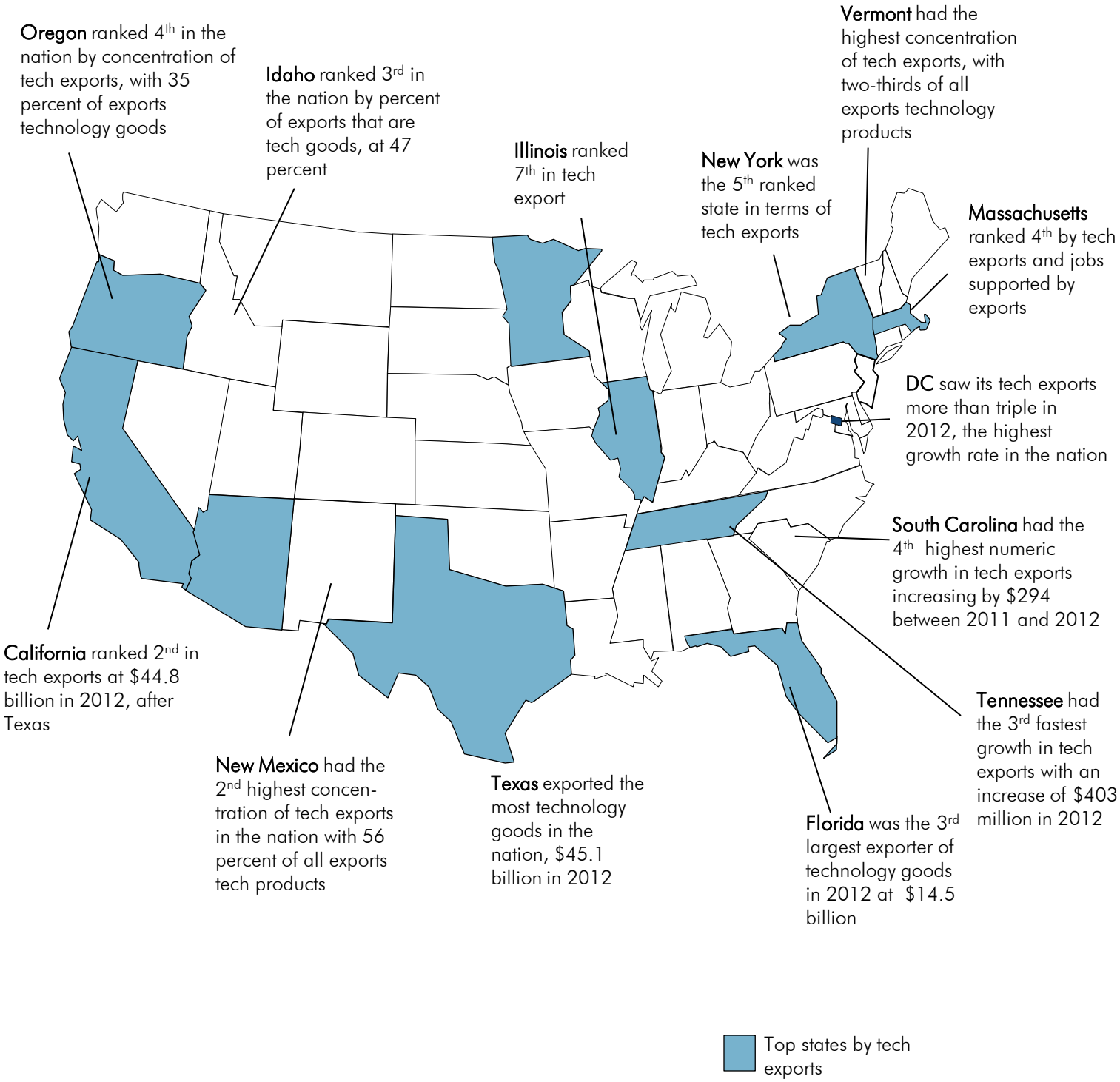
Select data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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CHAPTER 2: AN OVERVIEW OF TECH EXPORTS IN AMERICA

SELECT METRICS FOR LEADING TECH EXPORTING STATES IN 2012



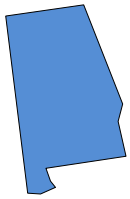
Select data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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ALABAMA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



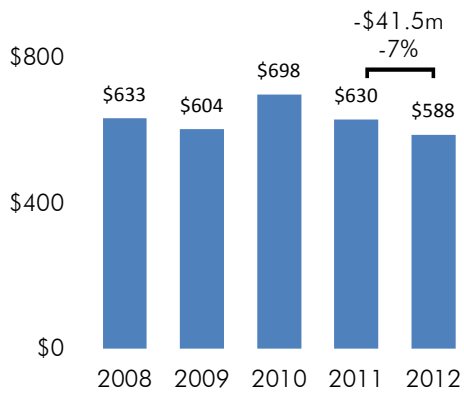
Tech Exports to World	**$588m**
Tech Exports to Pacific*	**$247m**
Tech Exports to EU-27	**$181m**
Total Jobs Linked to Exports	**131,600**

STATE RANKINGS

38th in Tech Exports to World
36th in Tech Exports to Pacific*
33rd in Tech Exports to EU-27

TECH EXPORT TRENDS

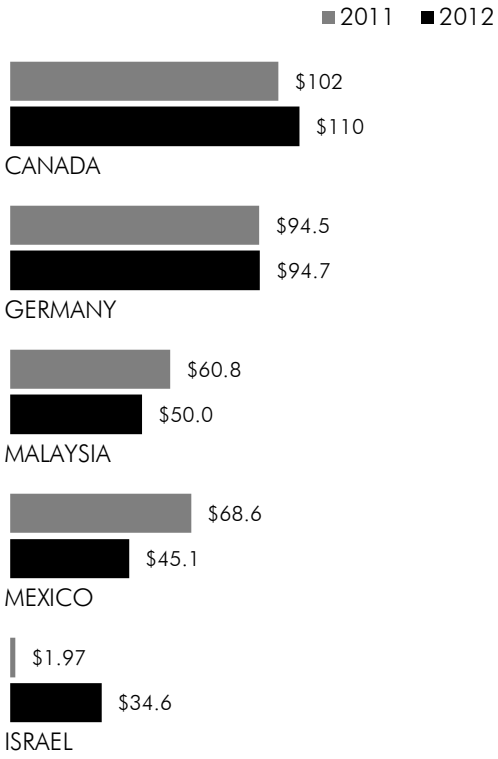
2008-2012
(in millions of current dollars)



4,300 Jobs in Alabama Are Supported by Tech Exports

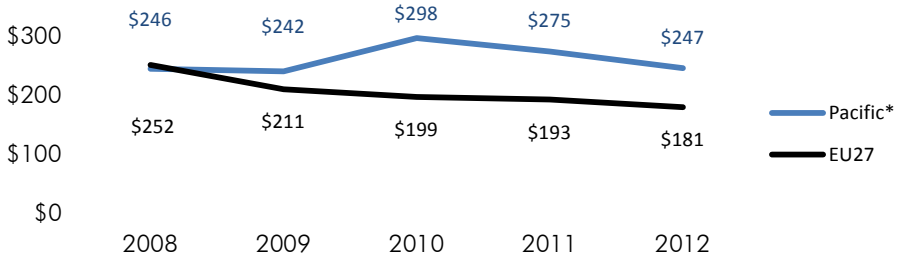
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

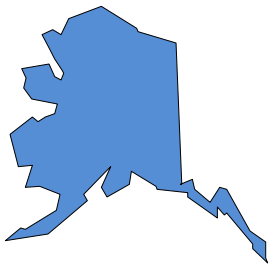
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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ALASKA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



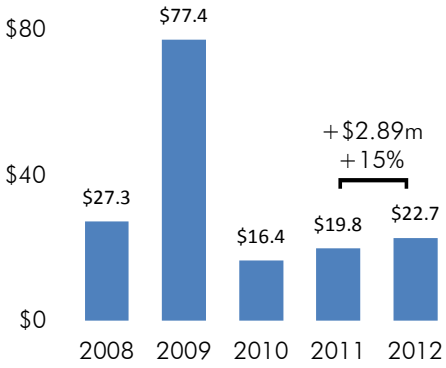
Tech Exports to World	**$22.7m**
Tech Exports to Pacific*	**$13.8m**
Tech Exports to EU-27	**$2.08m**
Total Jobs Linked to Exports	**30,600**

STATE RANKINGS

52nd in Tech Exports to World
50th in Tech Exports to Pacific*
52nd in Tech Exports to EU-27

TECH EXPORT TRENDS

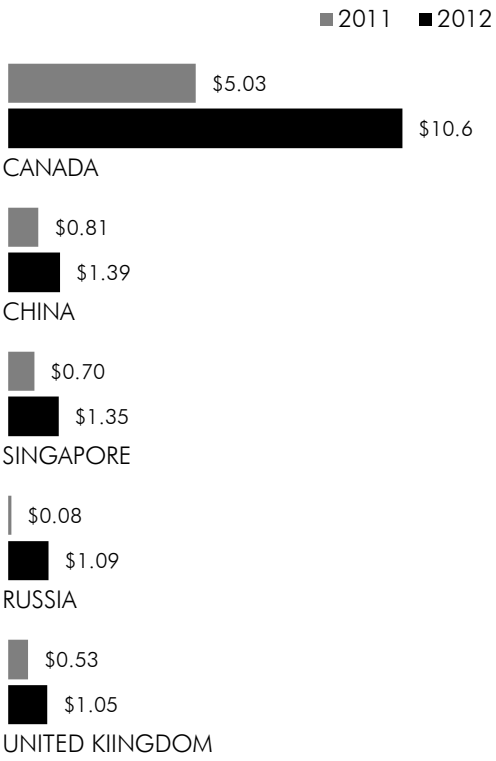
2008-2012
(in millions of current dollars)



167 Jobs in Alaska Are Supported by Tech Exports

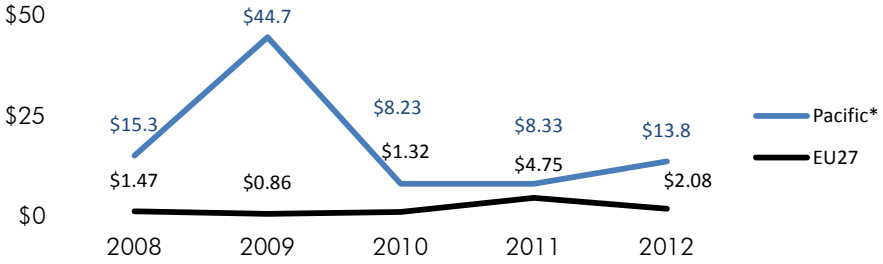
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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ARIZONA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



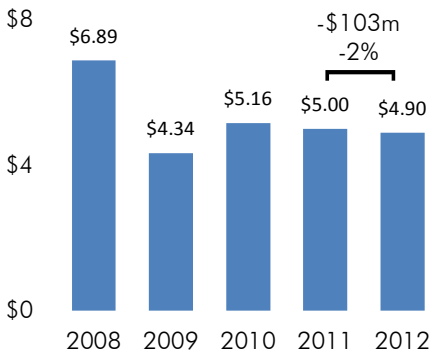
Tech Exports to World	**$4.90b**
Tech Exports to Pacific*	**$2.4b**
Tech Exports to EU-27	**$613m**
Total Jobs Linked to Exports	**123,800**

STATE RANKINGS

8th in Tech Exports to World
8th in Tech Exports to Pacific*
13th in Tech Exports to EU-27

TECH EXPORT TRENDS

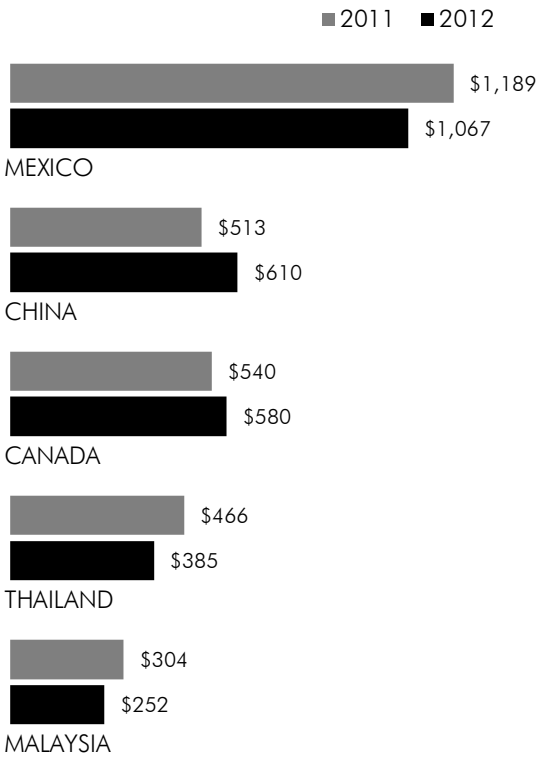
2008-2012
(in billions of current dollars)



35,900 Jobs in Arizona Are Supported by Tech Exports

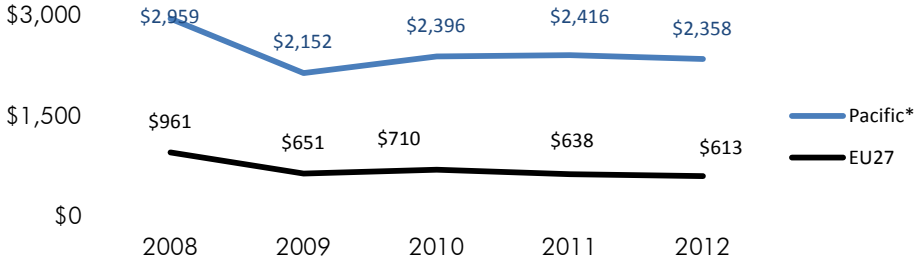
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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ARKANSAS 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



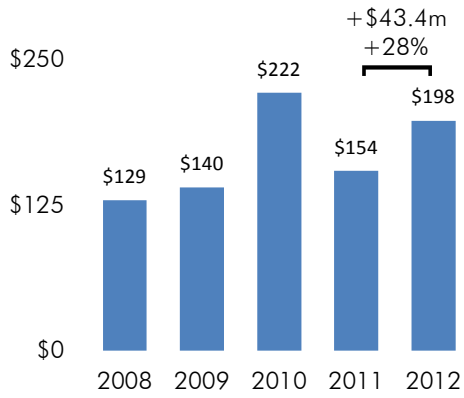
Tech Exports to World	**$198m**
Tech Exports to Pacific*	**$85.5m**
Tech Exports to EU-27	**$26.5m**
Total Jobs Linked to Exports	**51,200**

STATE RANKINGS

44th in Tech Exports to World
41st in Tech Exports to Pacific*
44th in Tech Exports to EU-27

TECH EXPORT TRENDS

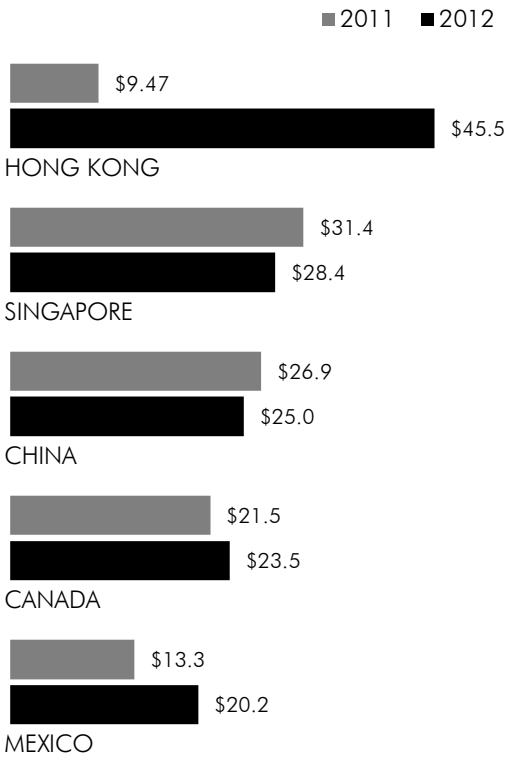
2008-2012
(in millions of current dollars)



1,450 Jobs in Arkansas Are Supported by Tech Exports

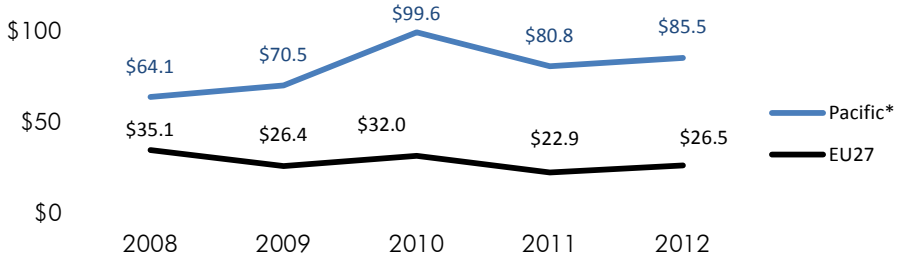
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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CALIFORNIA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



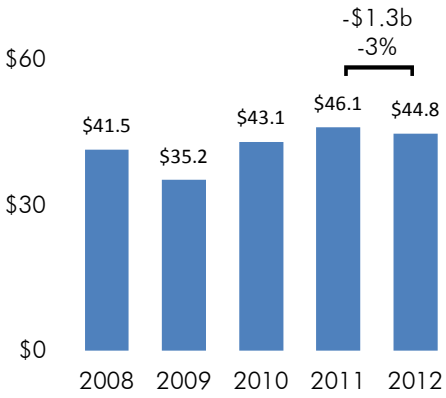
Tech Exports to World	**$44.8b**
Tech Exports to Pacific*	**$20.5b**
Tech Exports to EU-27	**$6.91b**
Total Jobs Linked to Exports	**1.1 m**

STATE RANKINGS

2nd in Tech Exports to World
2nd in Tech Exports to Pacific*
1st in Tech Exports to EU-27

TECH EXPORT TRENDS

2008-2012
(in billions of current dollars)



328,300 Jobs in California Are Supported by Tech Exports

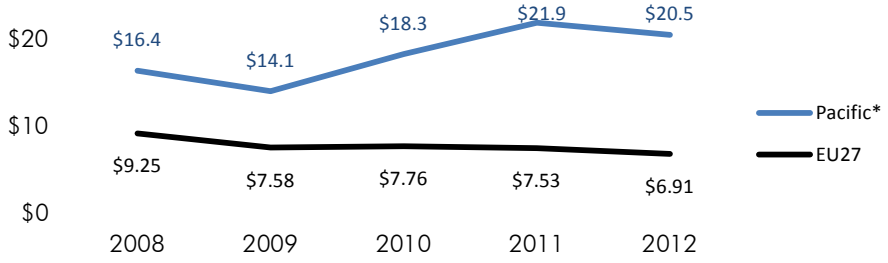
LEADING TECH EXPORT DESTINATIONS

(in billions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in billions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

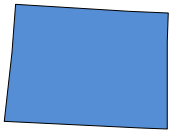
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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COLORADO 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



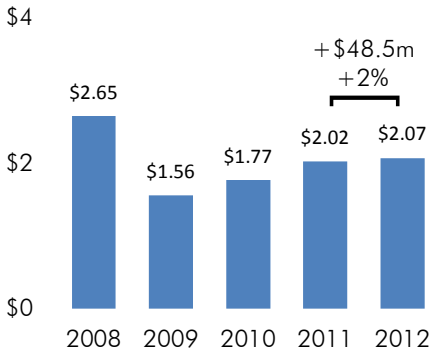
Tech Exports to World	**$2.07b**
Tech Exports to Pacific*	**$717m**
Tech Exports to EU-27	**$506m**
Total Jobs Linked to Exports	**54,900**

STATE RANKINGS

22nd in Tech Exports to World
25th in Tech Exports to Pacific*
17th in Tech Exports to EU-27

TECH EXPORT TRENDS

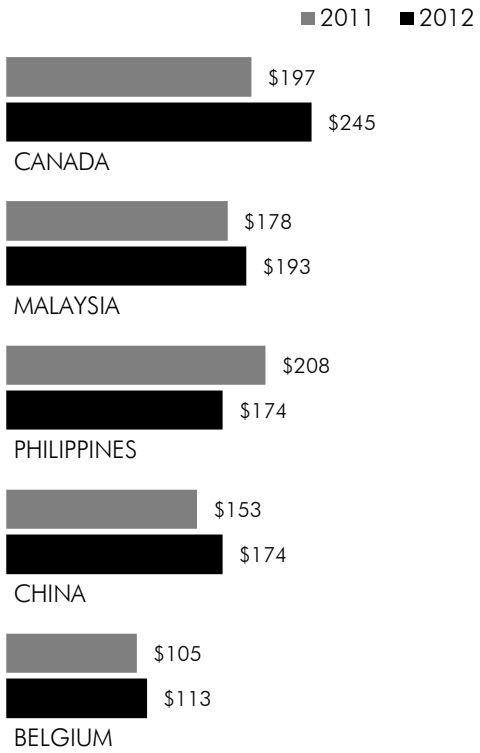
2008-2012
(in billions of current dollars)



15,200 Jobs in Colorado Are Supported by Tech Exports

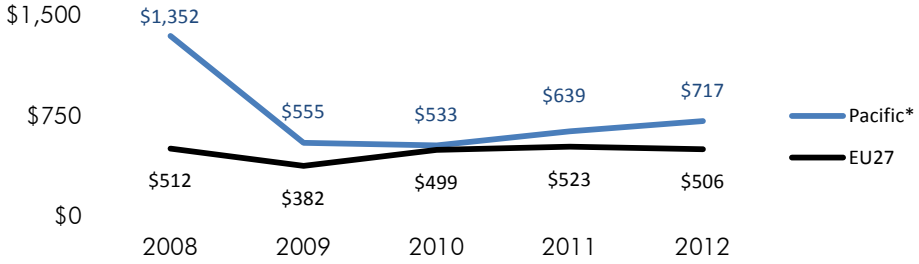
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

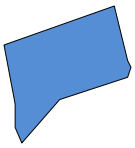
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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CONNECTICUT 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



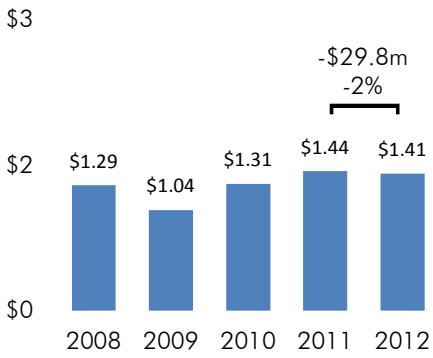
Tech Exports to World	**$1.41b**
Tech Exports to Pacific*	**$530m**
Tech Exports to EU-27	**$431m**
Total Jobs Linked to Exports	**107,300**

STATE RANKINGS

30th in Tech Exports to World
30th in Tech Exports to Pacific*
20th in Tech Exports to EU-27

TECH EXPORT TRENDS

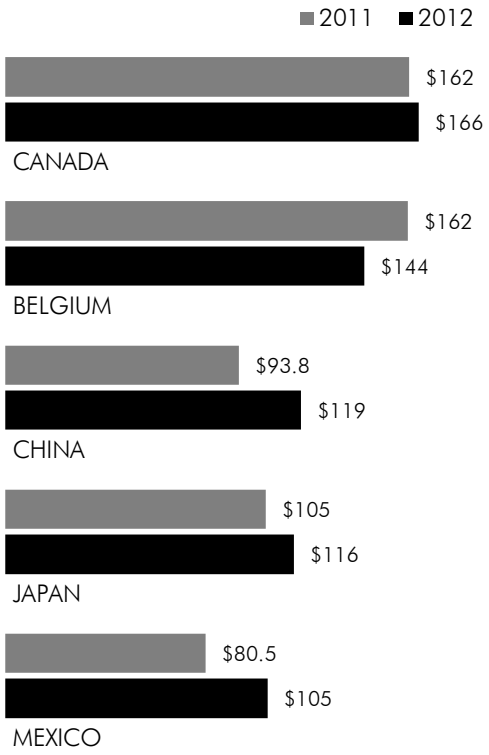
2008-2012
(in billions of current dollars)



10,300 Jobs in Connecticut Are Supported by Tech Exports

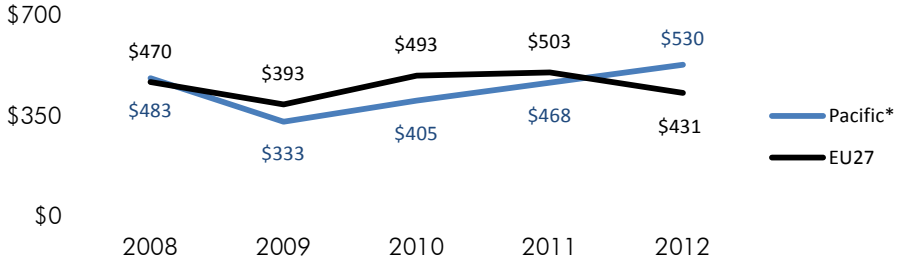
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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DELAWARE 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



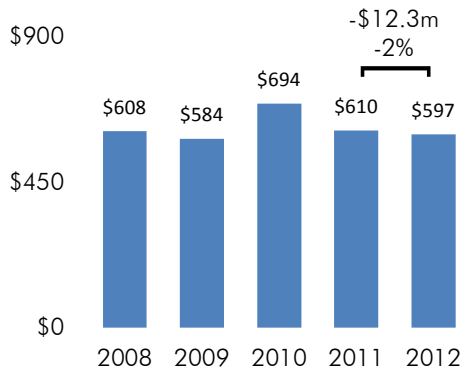
Tech Exports to World	**$597m**
Tech Exports to Pacific*	**$130m**
Tech Exports to EU-27	**$169m**
Total Jobs Linked to Exports	**34,400**

STATE RANKINGS

36th in Tech Exports to World
40th in Tech Exports to Pacific*
35th in Tech Exports to EU-27

TECH EXPORT TRENDS

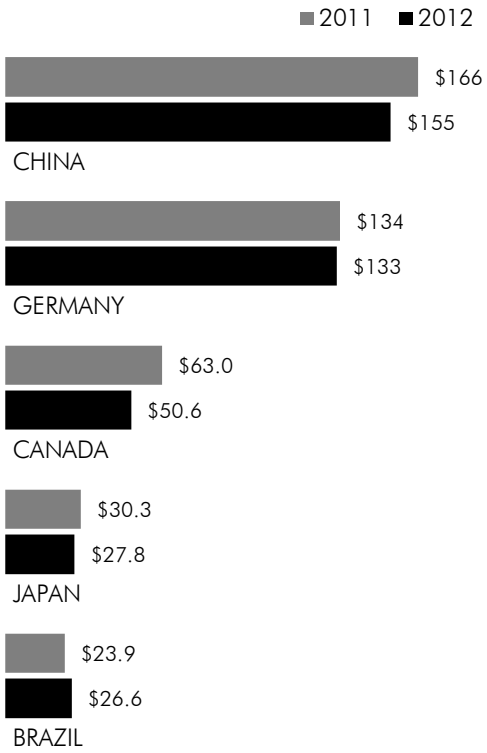
2008-2012
(in millions of current dollars)



4,400 Jobs in Delaware Are Supported by Tech Exports

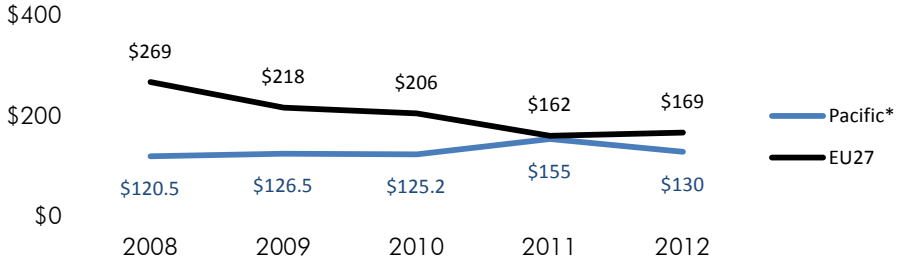
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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DISTRICT OF COLUMBIA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



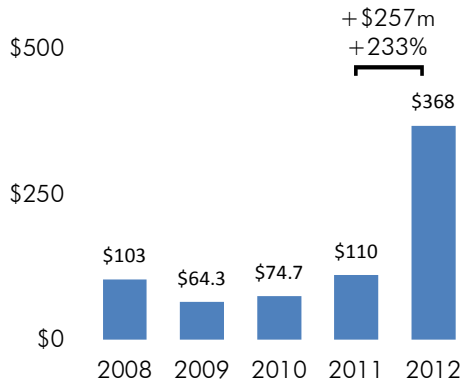
Tech Exports to World	**$368m**
Tech Exports to Pacific*	**$6.6m**
Tech Exports to EU-27	**$21.2m**
Total Jobs Linked to Exports	**13,500**

STATE RANKINGS

41st in Tech Exports to World
52nd in Tech Exports to Pacific*
46th in Tech Exports to EU-27

TECH EXPORT TRENDS

2008-2012
(in millions of current dollars)



2,700 Jobs in District of Columbia Are Supported by Tech Exports

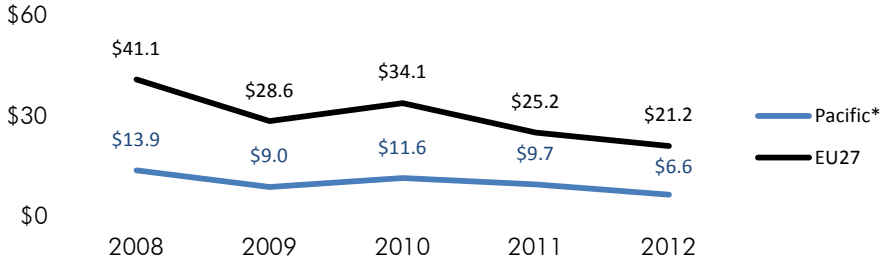
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

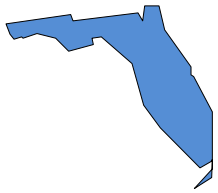
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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FLORIDA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



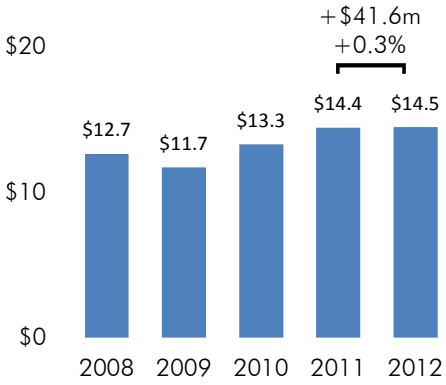
Tech Exports to World	**$14.5b**
Tech Exports to Pacific*	**$2.8b**
Tech Exports to EU-27	**$841m**
Total Jobs Linked to Exports	**445,200**

STATE RANKINGS

3rd in Tech Exports to World
5th in Tech Exports to Pacific*
10th in Tech Exports to EU-27

TECH EXPORT TRENDS

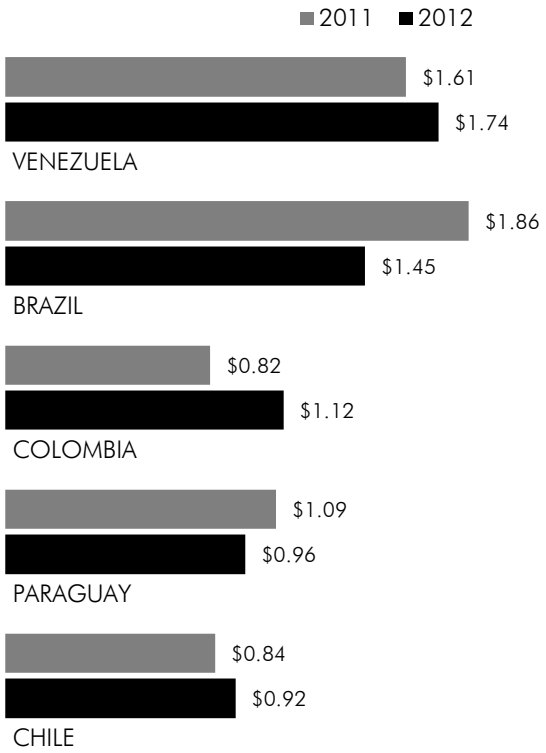
2008-2012
(in billions of current dollars)



106,100 Jobs in Florida Are Supported by Tech Exports

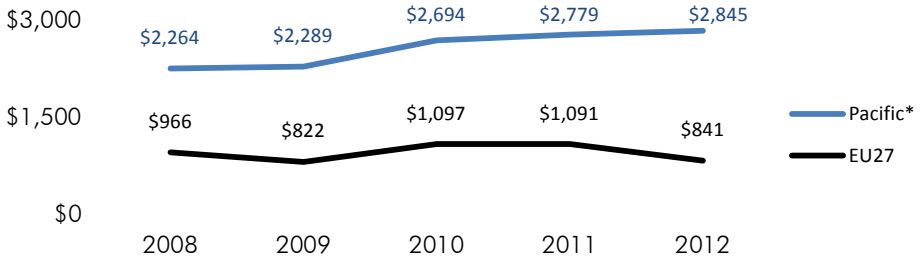
LEADING TECH EXPORT DESTINATIONS

(in billions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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GEORGIA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



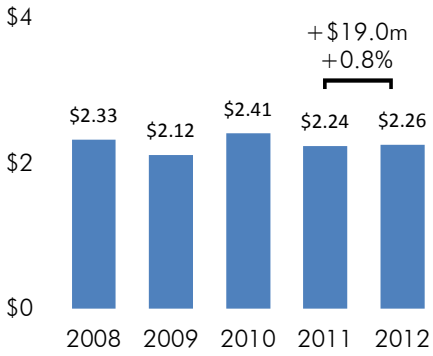
Tech Exports to World	**$2.26b**
Tech Exports to Pacific*	**$840m**
Tech Exports to EU-27	**$567m**
Total Jobs Linked to Exports	**242,500**

STATE RANKINGS

21st in Tech Exports to World
22nd in Tech Exports to Pacific*
16th in Tech Exports to EU-27

TECH EXPORT TRENDS

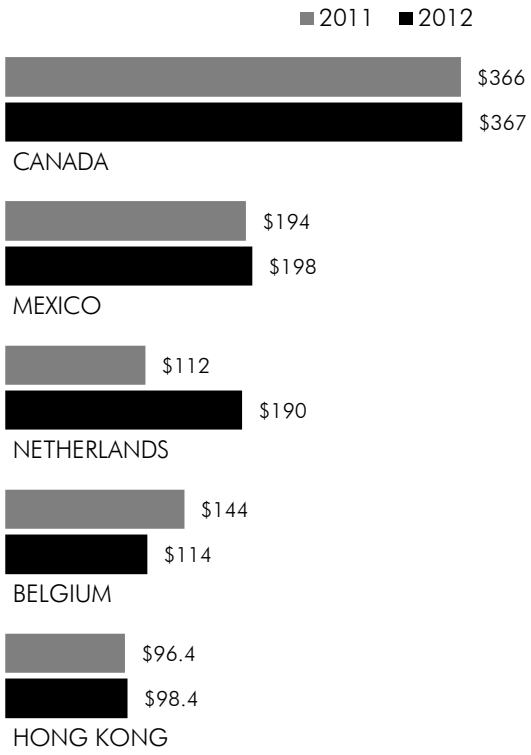
2008-2012
(in billions of current dollars)



16,500 Jobs in Georgia Are Supported by Tech Exports

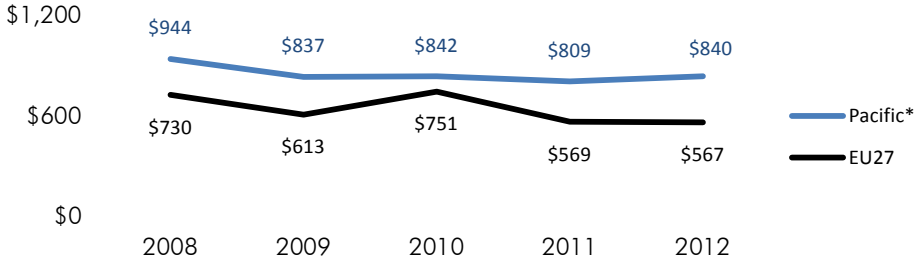
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

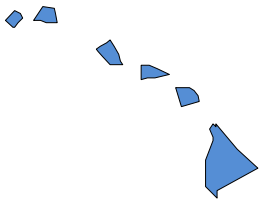
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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HAWAII 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



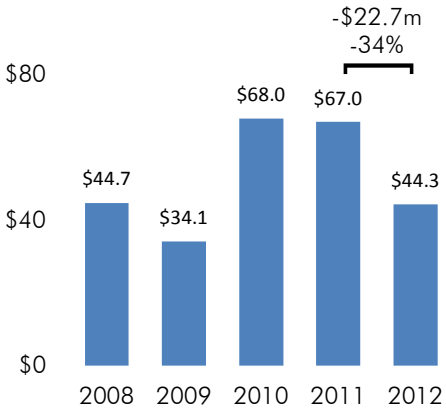
Tech Exports to World	**$44.3m**
Tech Exports to Pacific*	**$30m**
Tech Exports to EU-27	**$3.39m**
Total Jobs Linked to Exports	**4,900**

STATE RANKINGS

49th in Tech Exports to World
47th in Tech Exports to Pacific*
51st in Tech Exports to EU-27

TECH EXPORT TRENDS

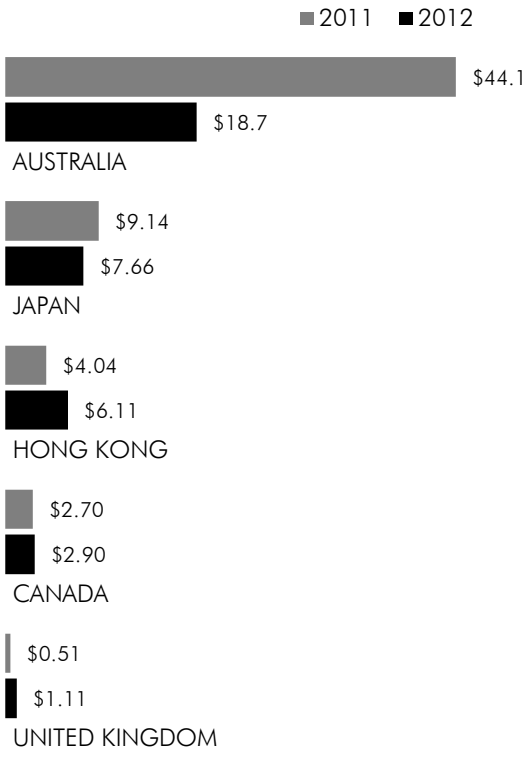
2008-2012
(in millions of current dollars)



325 Jobs in Hawaii Are Supported by Tech Exports

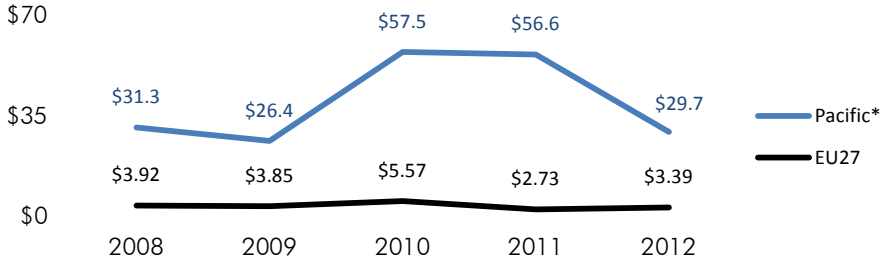
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

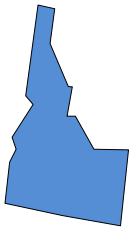
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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IDAHO 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



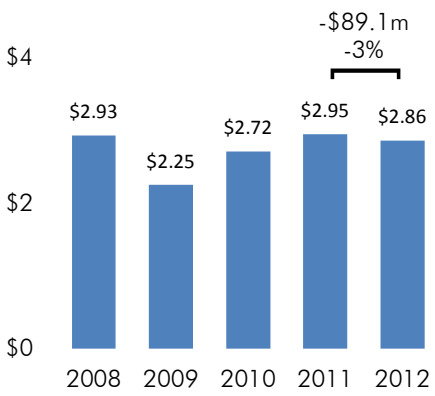
Tech Exports to World	**$2.86b**
Tech Exports to Pacific*	**$741m**
Tech Exports to EU-27	**$189m**
Total Jobs Linked to Exports	**41,100**

STATE RANKINGS

16th in Tech Exports to World
24th in Tech Exports to Pacific*
31st in Tech Exports to EU-27

TECH EXPORT TRENDS

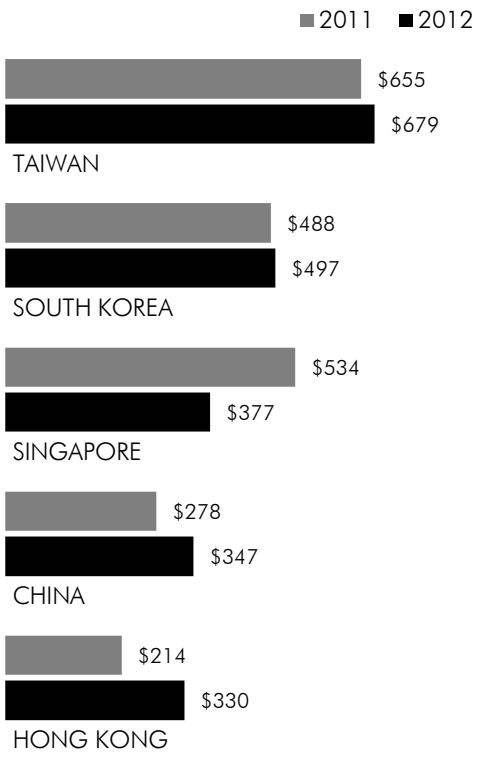
2008-2012
(in billions of current dollars)



21,000 Jobs in Idaho Are Supported by Tech Exports

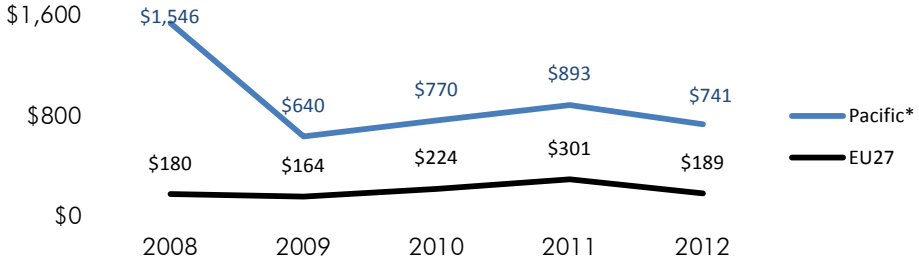
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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ILLINOIS 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



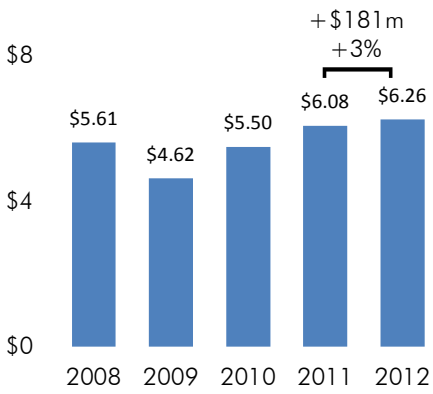
Tech Exports to World	**$6.26b**
Tech Exports to Pacific*	**$3.0b**
Tech Exports to EU-27	**$1.24b**
Total Jobs Linked to Exports	**458,100**

STATE RANKINGS

7th in Tech Exports to World
4th in Tech Exports to Pacific*
5th in Tech Exports to EU-27

TECH EXPORT TRENDS

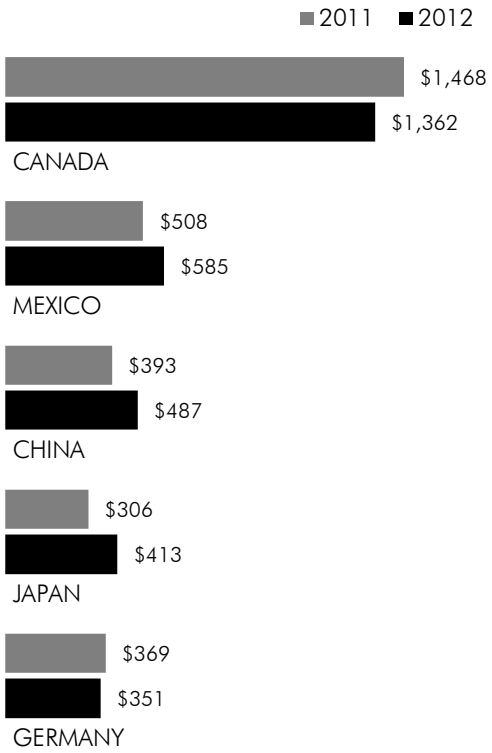
2008-2012
(in billions of current dollars)



45,900 Jobs in Illinois Are Supported by Tech Exports

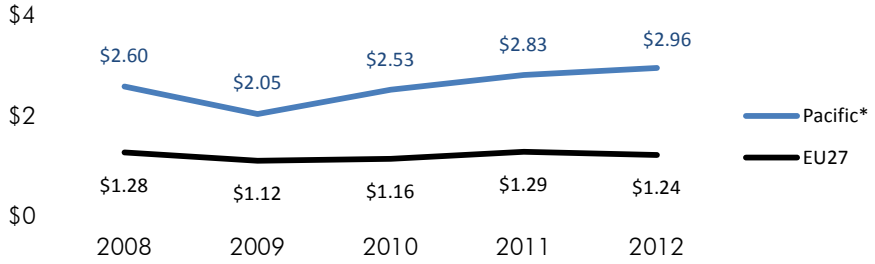
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in billions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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INDIANA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



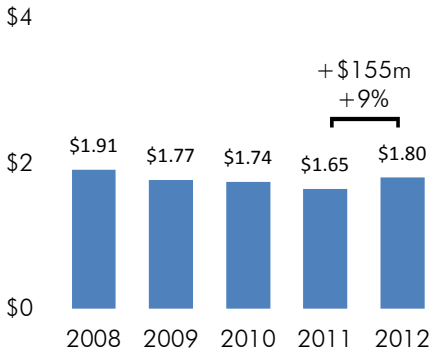
Tech Exports to World	**$1.8b**
Tech Exports to Pacific*	**$907m**
Tech Exports to EU-27	**$296m**
Total Jobs Linked to Exports	**231,500**

STATE RANKINGS

24th in Tech Exports to World
21st in Tech Exports to Pacific*
26th in Tech Exports to EU-27

TECH EXPORT TRENDS

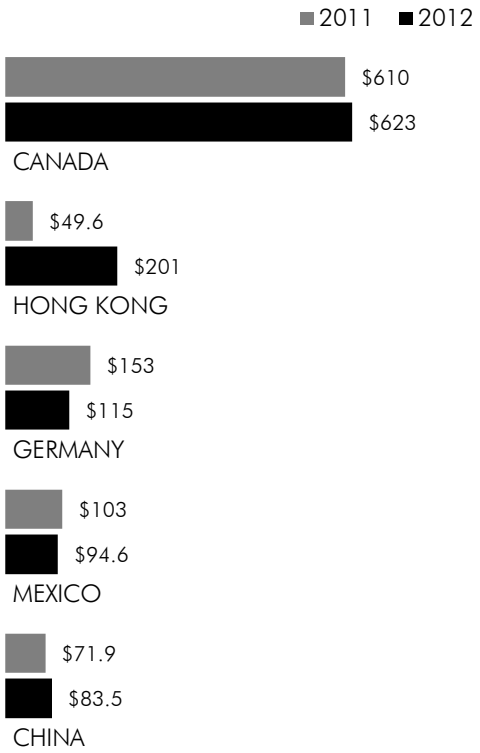
2008-2012
(in billions of current dollars)



13,200 Jobs in Indiana Are Supported by Tech Exports

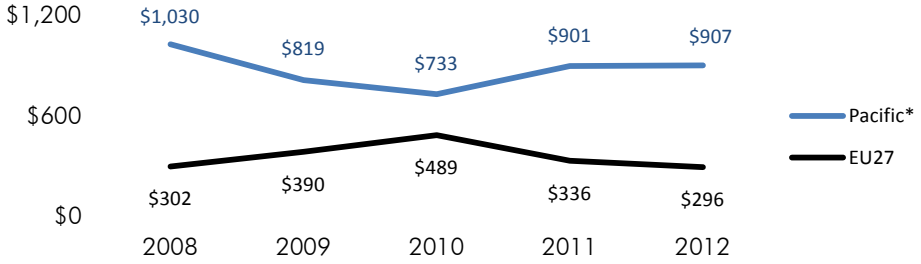
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

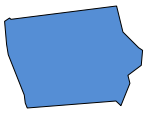
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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IOWA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



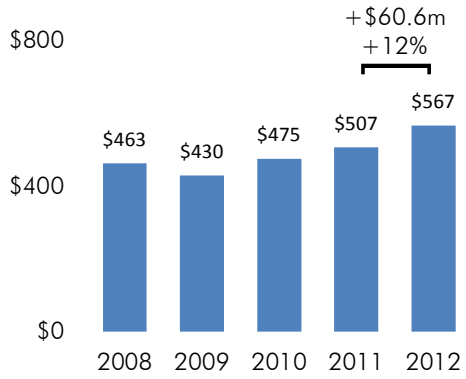
Tech Exports to World	**$567m**
Tech Exports to Pacific*	**$185m**
Tech Exports to EU-27	**$231m**
Total Jobs Linked to Exports	**98,400**

STATE RANKINGS

39th in Tech Exports to World
38th in Tech Exports to Pacific*
29th in Tech Exports to EU-27

TECH EXPORT TRENDS

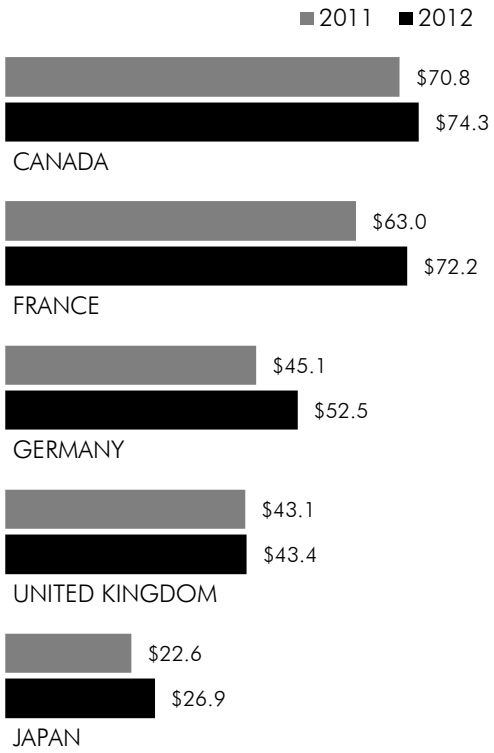
2008-2012
(in millions of current dollars)



4,200 Jobs in Iowa Are Supported by Tech Exports

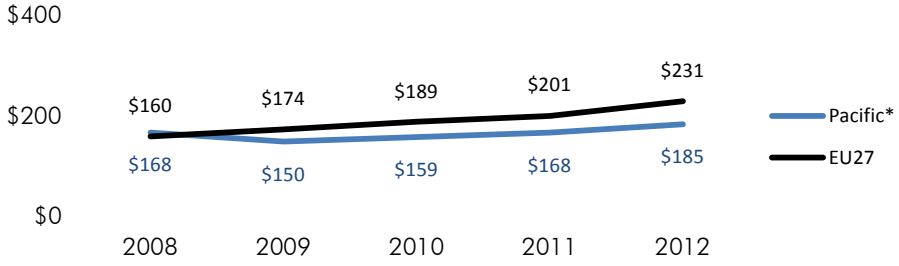
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

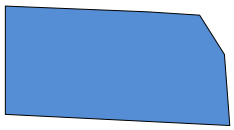
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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KANSAS 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



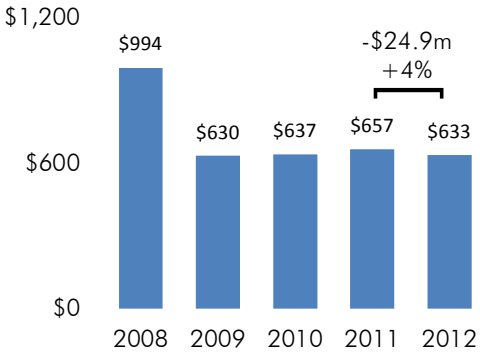
Tech Exports to World	**$633m**
Tech Exports to Pacific*	**$259m**
Tech Exports to EU-27	**$180m**
Total Jobs Linked to Exports	**78,600**

STATE RANKINGS

34th in Tech Exports to World
35th in Tech Exports to Pacific*
34th in Tech Exports to EU-27

TECH EXPORT TRENDS

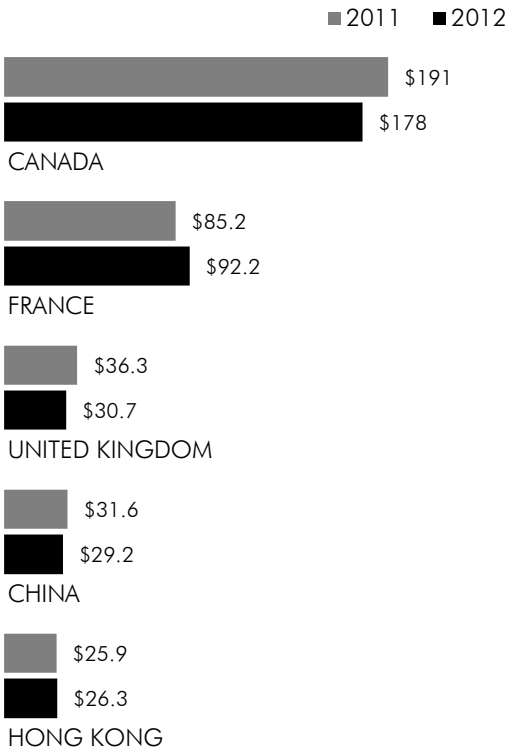
2008-2012
(in millions of current dollars)



4,600 Jobs in Kansas Are Supported by Tech Exports

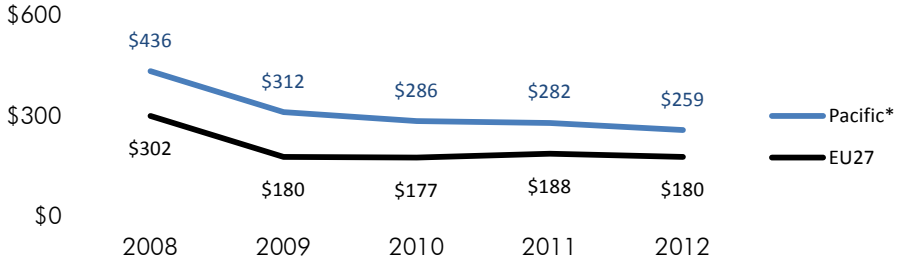
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

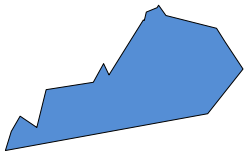
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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KENTUCKY 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



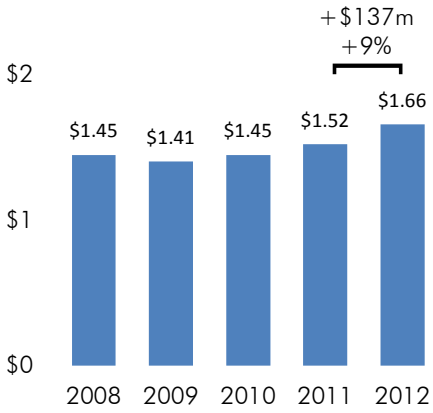
Tech Exports to World	**$1.66b**
Tech Exports to Pacific*	**$939m**
Tech Exports to EU-27	**$361m**
Total Jobs Linked to Exports	**148,800**

STATE RANKINGS

28th in Tech Exports to World
18th in Tech Exports to Pacific*
24th in Tech Exports to EU-27

TECH EXPORT TRENDS

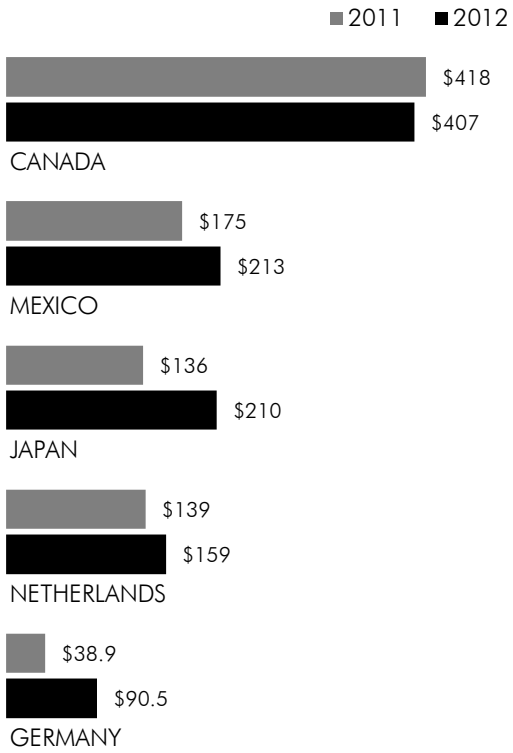
2008-2012
(in billions of current dollars)



12,200 Jobs in Kentucky Are Supported by Tech Exports

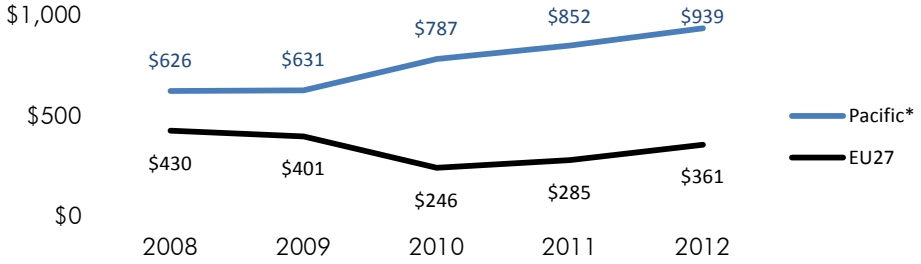
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

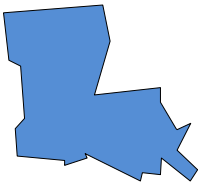
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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LOUISIANA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



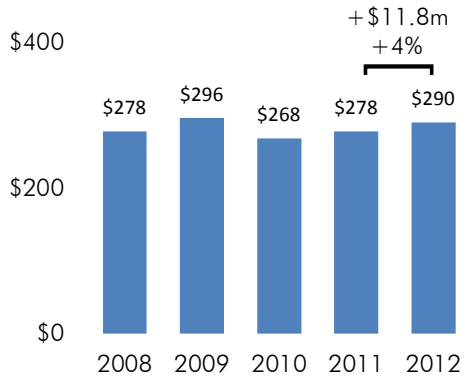
Tech Exports to World	**$290m**
Tech Exports to Pacific*	**$82.4m**
Tech Exports to EU-27	**$49.6m**
Total Jobs Linked to Exports	**422,900**

STATE RANKINGS

42nd in Tech Exports to World
42nd in Tech Exports to Pacific*
42nd in Tech Exports to EU-27

TECH EXPORT TRENDS

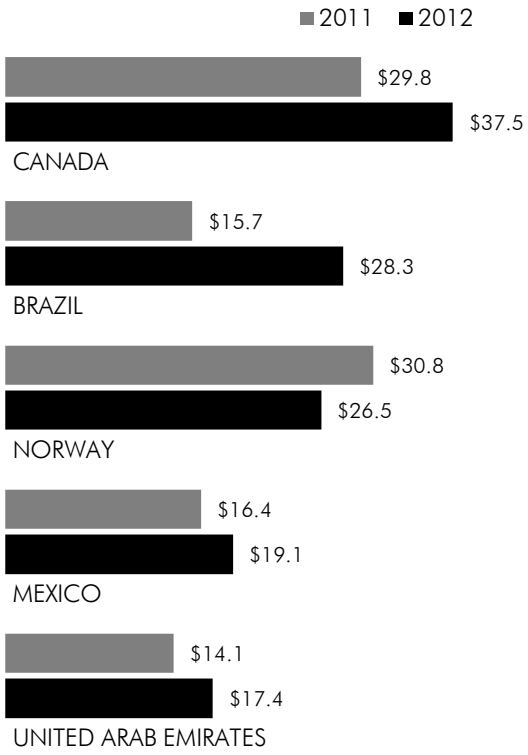
2008-2012
(in millions of current dollars)



2,100 Jobs in Louisiana Are Supported by Tech Exports

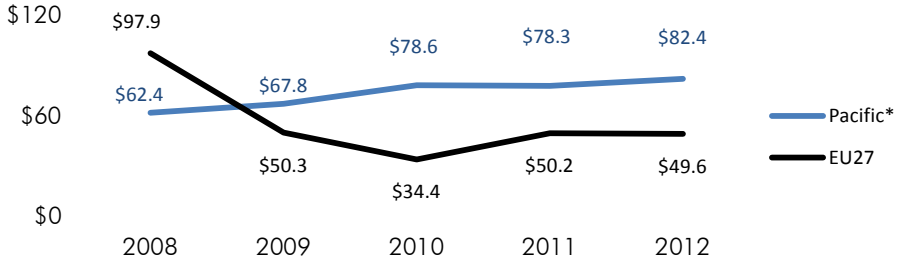
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

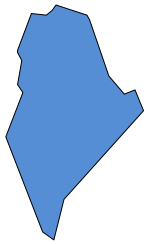
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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MAINE 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



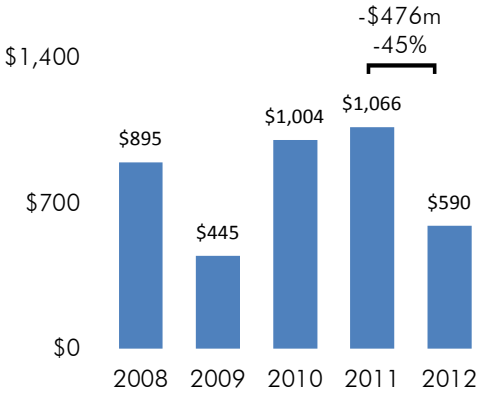
Tech Exports to World	**$590m**
Tech Exports to Pacific*	**$501m**
Tech Exports to EU-27	**$46.5m**
Total Jobs Linked to Exports	**20,500**

STATE RANKINGS

37th in Tech Exports to World
31st in Tech Exports to Pacific*
43rd in Tech Exports to EU-27

TECH EXPORT TRENDS

2008-2012
(in millions of current dollars)



4,300 Jobs in Maine Are Supported by Tech Exports

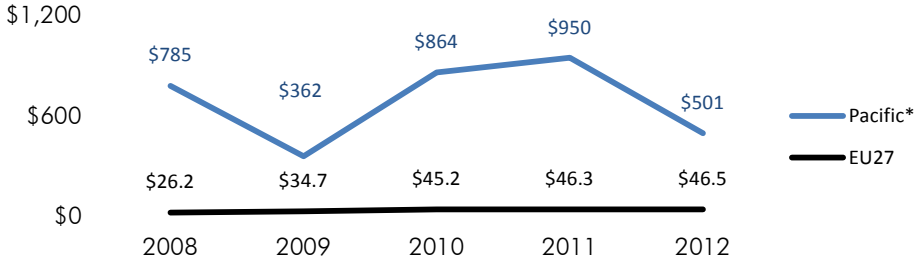
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

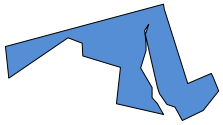
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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MARYLAND 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



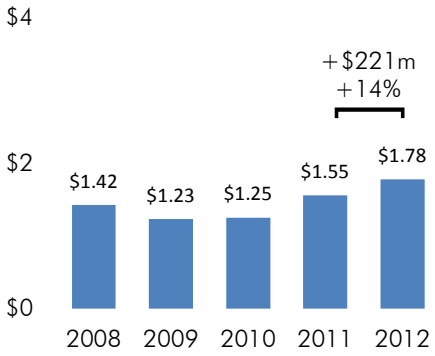
Tech Exports to World	**$1.78b**
Tech Exports to Pacific*	**$716m**
Tech Exports to EU-27	**$443m**
Total Jobs Linked to Exports	**78,900**

STATE RANKINGS

25th in Tech Exports to World
26th in Tech Exports to Pacific*
18th in Tech Exports to EU-27

TECH EXPORT TRENDS

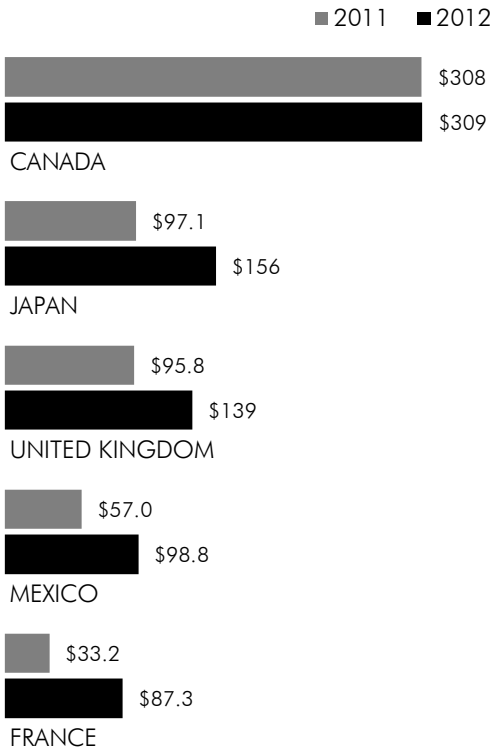
2008-2012
(in billions of current dollars)



13,000 Jobs in Maryland Are Supported by Tech Exports

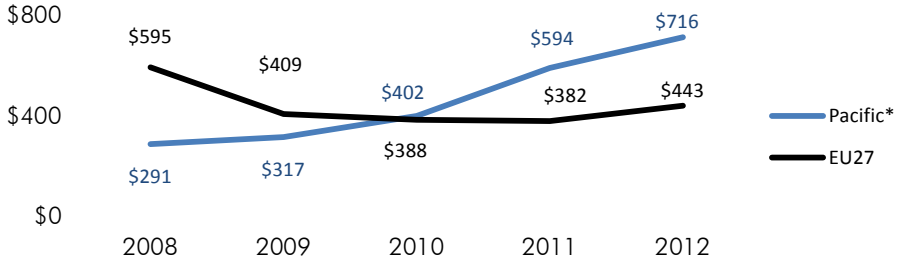
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

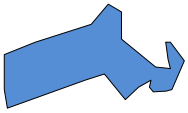
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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MASSACHUSETTS 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



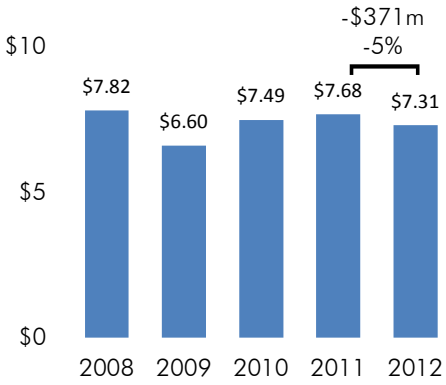
Tech Exports to World	**$7.31b**
Tech Exports to Pacific*	**$2.8b**
Tech Exports to EU-27	**$1.99b**
Total Jobs Linked to Exports	**172,200**

STATE RANKINGS

4th in Tech Exports to World
6th in Tech Exports to Pacific*
3rd in Tech Exports to EU-27

TECH EXPORT TRENDS

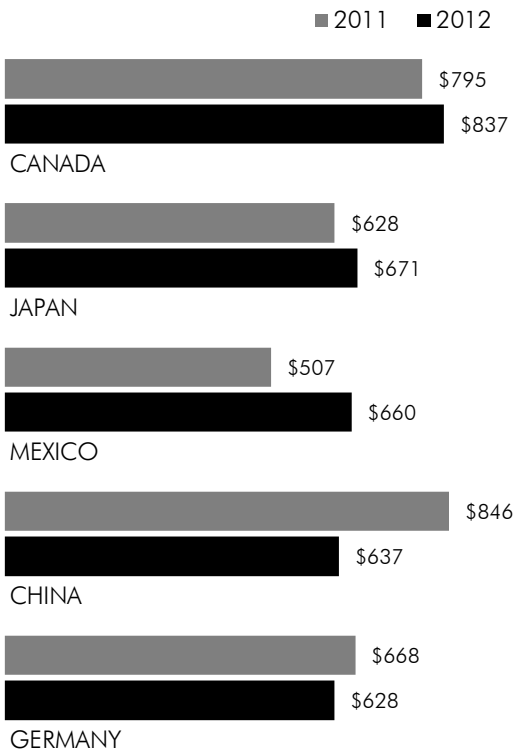
2008-2012
(in billions of current dollars)



53,600 Jobs in Massachusetts Are Supported by Tech Exports

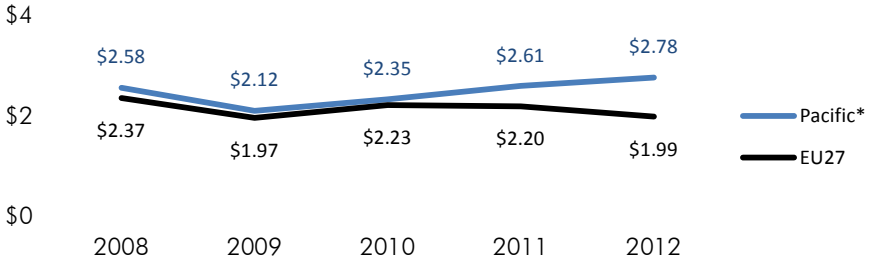
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in billions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

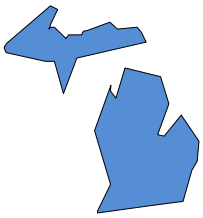
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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MICHIGAN 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



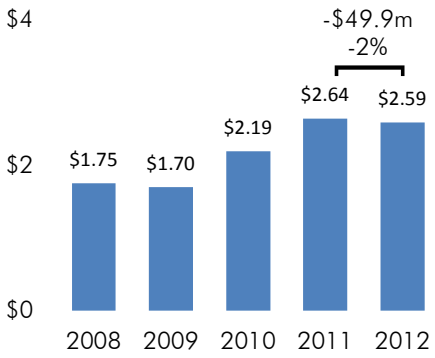
Tech Exports to World	**$2.59b**
Tech Exports to Pacific*	**$1.7b**
Tech Exports to EU-27	**$378m**
Total Jobs Linked to Exports	**383,200**

STATE RANKINGS

19th in Tech Exports to World
11th in Tech Exports to Pacific*
23rd in Tech Exports to EU-27

TECH EXPORT TRENDS

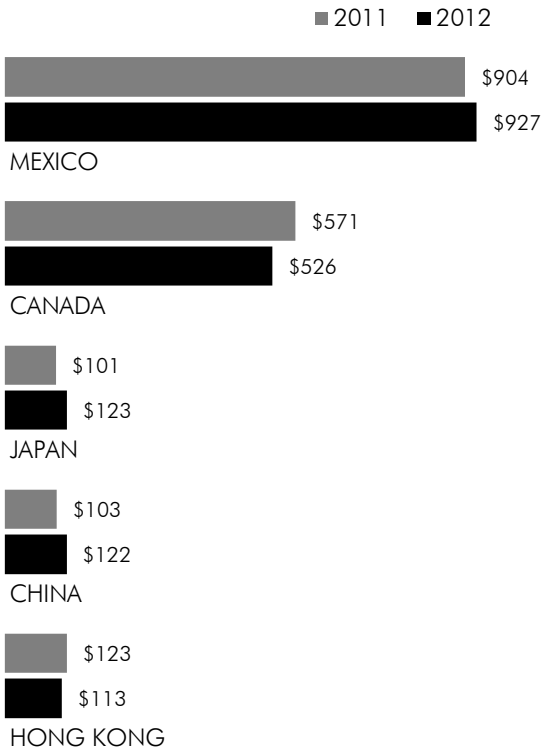
2008-2012
(in billions of current dollars)



19,000 Jobs in Michigan Are Supported by Tech Exports

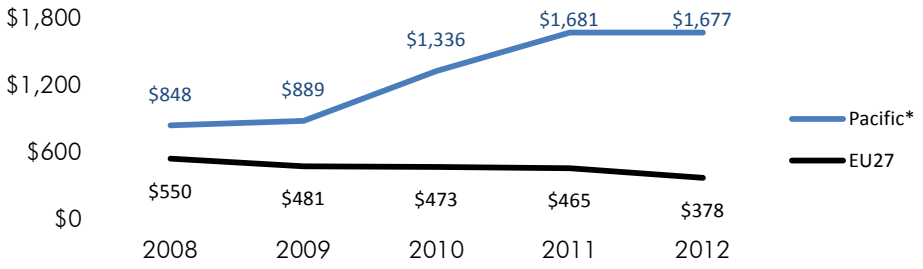
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

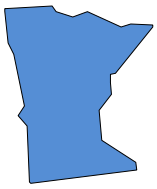
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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MINNESOTA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



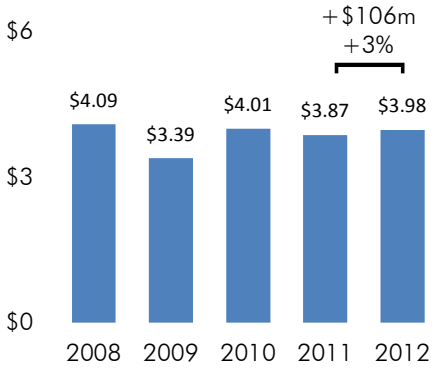
Tech Exports to World	**$3.98b**
Tech Exports to Pacific*	**$1.1b**
Tech Exports to EU-27	**$1.13b**
Total Jobs Linked to Exports	**140,000**

STATE RANKINGS

10th in Tech Exports to World
17th in Tech Exports to Pacific*
6th in Tech Exports to EU-27

TECH EXPORT TRENDS

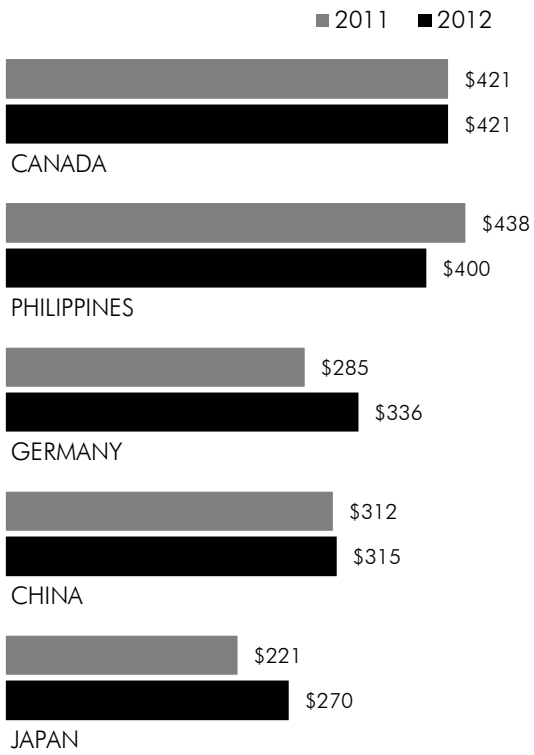
2008-2012
(in billions of current dollars)



29,200 Jobs in Minnesota Are Supported by Tech Exports

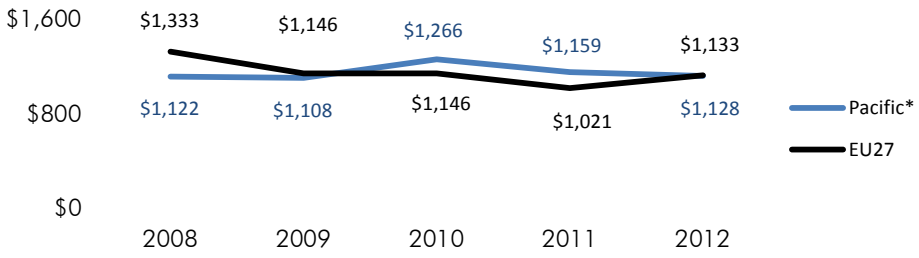
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

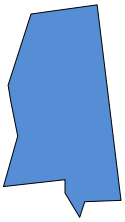
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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MISSISSIPPI 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



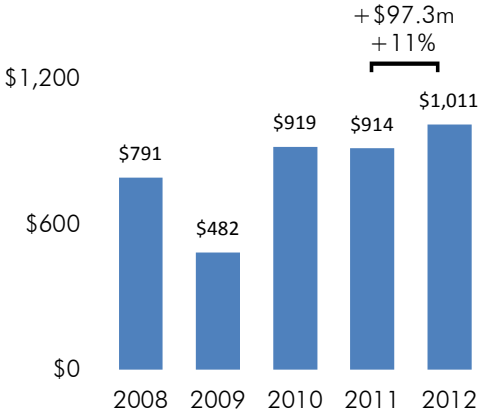
Tech Exports to World	**$1.01b**
Tech Exports to Pacific*	**$629m**
Tech Exports to EU-27	**$153m**
Total Jobs Linked to Exports	**79,300**

STATE RANKINGS

32nd in Tech Exports to World
27th in Tech Exports to Pacific*
36th in Tech Exports to EU-27

TECH EXPORT TRENDS

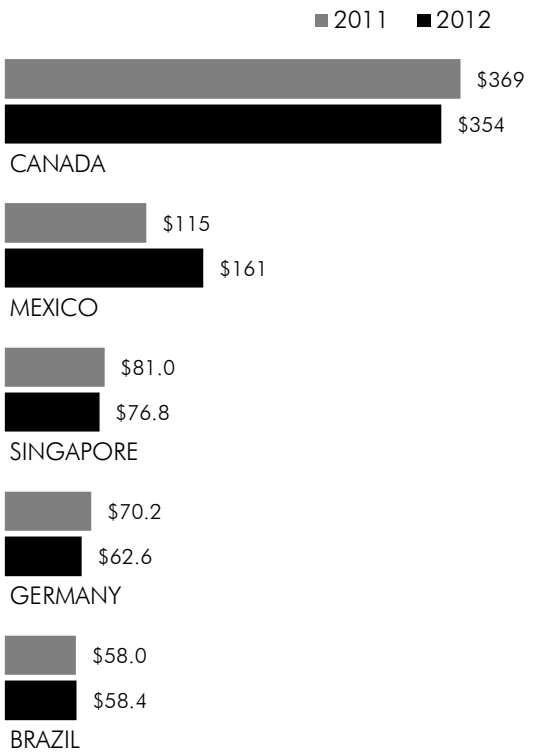
2008-2012
(in millions of current dollars)



7,400 Jobs in Mississippi Are Supported by Tech Exports

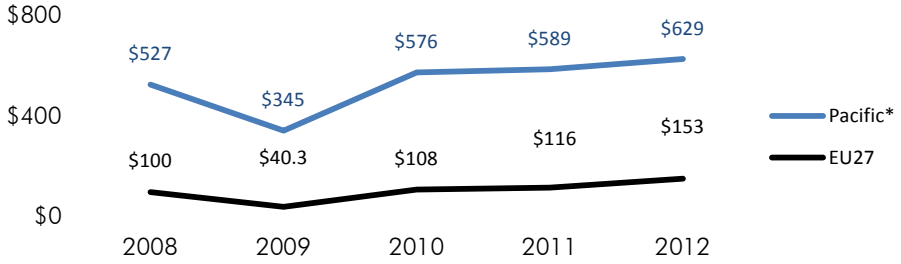
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

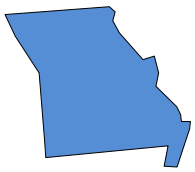
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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MISSOURI 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



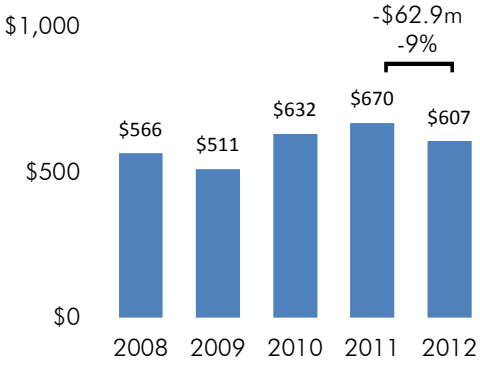
Tech Exports to World	**$607m**
Tech Exports to Pacific*	**$267m**
Tech Exports to EU-27	**$116m**
Total Jobs Linked to Exports	**93,700**

STATE RANKINGS

35th in Tech Exports to World
34th in Tech Exports to Pacific*
38th in Tech Exports to EU-27

TECH EXPORT TRENDS

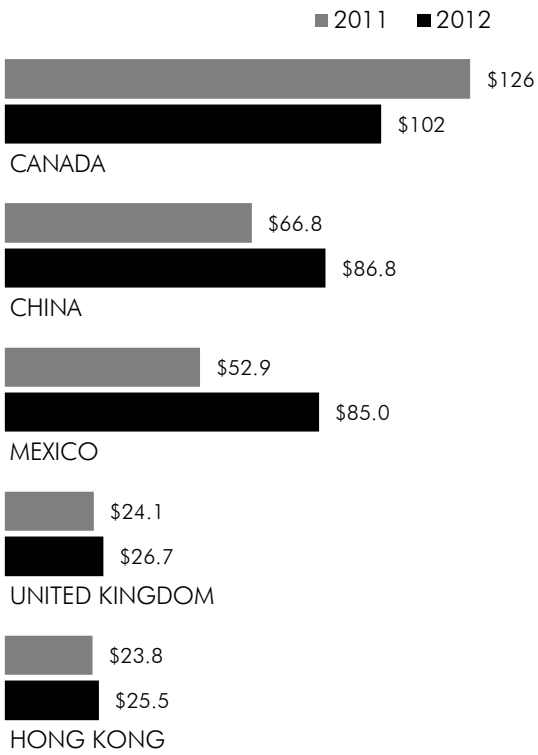
2008-2012
(in millions of current dollars)



4,500 Jobs in Missouri Are Supported by Tech Exports

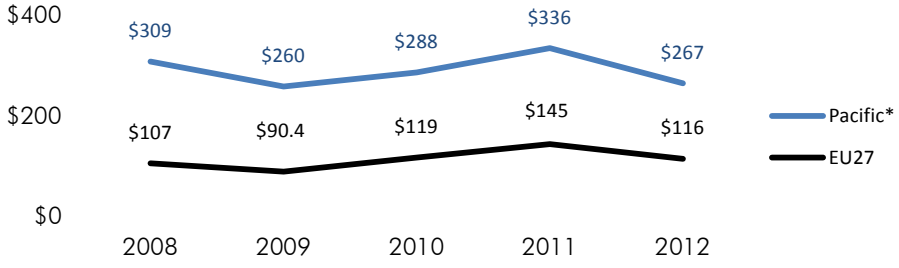
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

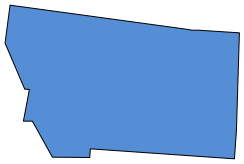
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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MONTANA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



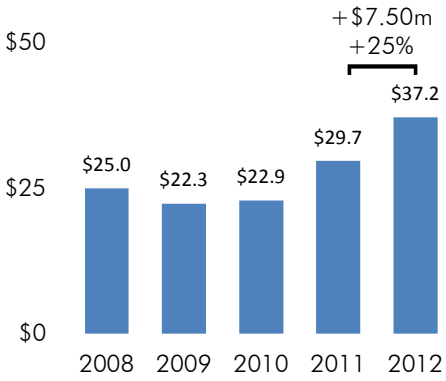
Tech Exports to World	**$37.2m**
Tech Exports to Pacific*	**$18m**
Tech Exports to EU-27	**$11.0m**
Total Jobs Linked to Exports	**10,600**

STATE RANKINGS

50th in Tech Exports to World
49th in Tech Exports to Pacific*
49th in Tech Exports to EU-27

TECH EXPORT TRENDS

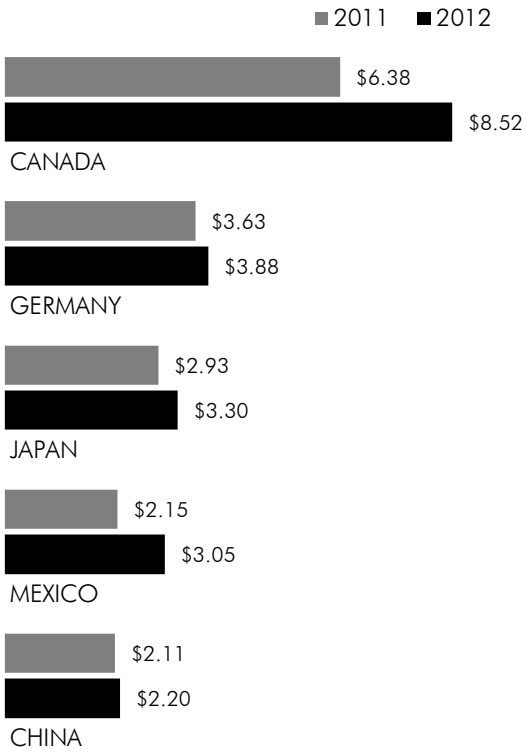
2008-2012
(in millions of current dollars)



300 Jobs in Montana Are Supported by Tech Exports

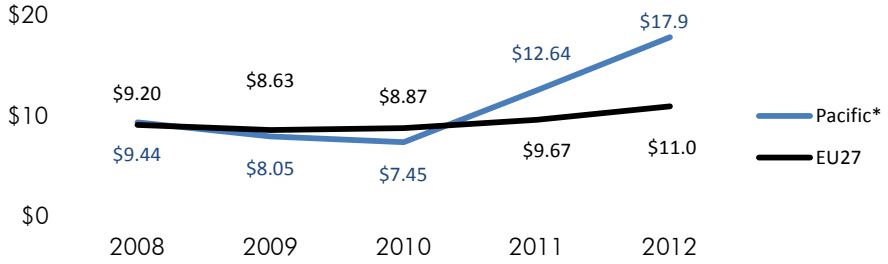
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

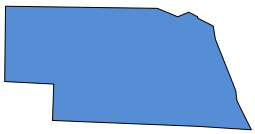
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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NEBRASKA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



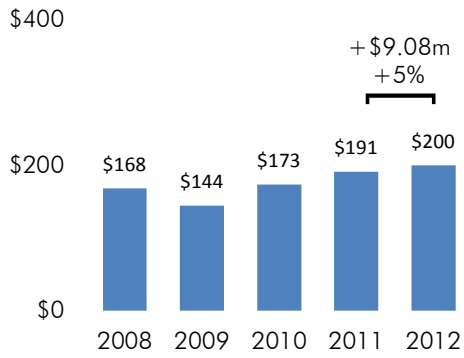
Tech Exports to World	**$200m**
Tech Exports to Pacific*	**$66m**
Tech Exports to EU-27	**$58.6m**
Total Jobs Linked to Exports	**50,200**

STATE RANKINGS

43rd in Tech Exports to World
43rd in Tech Exports to Pacific*
40th in Tech Exports to EU-27

TECH EXPORT TRENDS

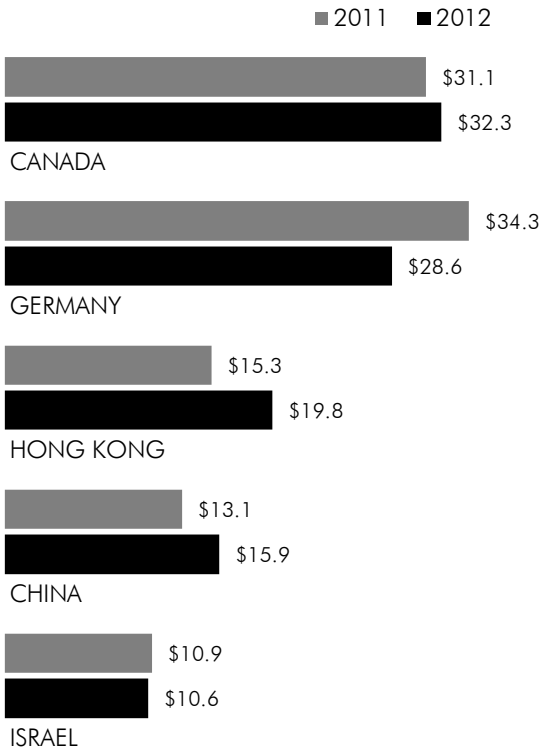
2008-2012
(in millions of current dollars)



1,500 Jobs in Nebraska Are Supported by Tech Exports

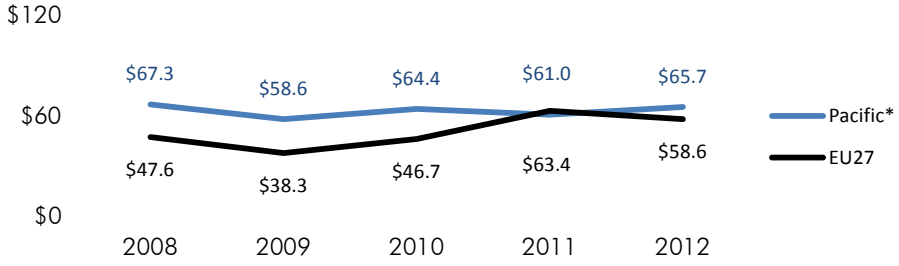
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

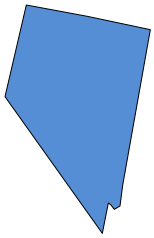
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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NEVADA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



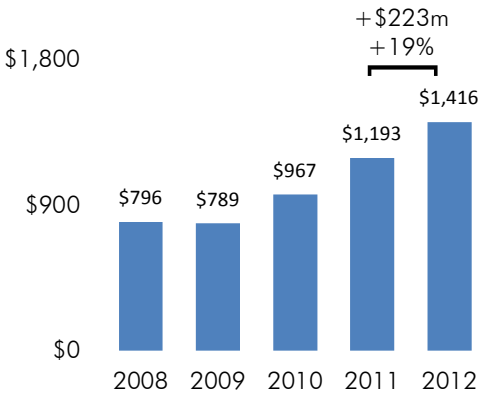
Tech Exports to World	**$1.42b**
Tech Exports to Pacific*	**$552m**
Tech Exports to EU-27	**$346m**
Total Jobs Linked to Exports	**69,000**

STATE RANKINGS

29th in Tech Exports to World
29th in Tech Exports to Pacific*
25th in Tech Exports to EU-27

TECH EXPORT TRENDS

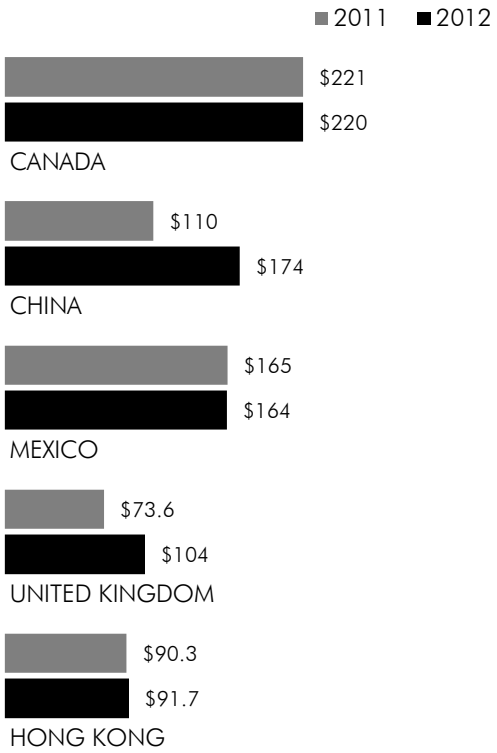
2008-2012
(in millions of current dollars)



10,400 Jobs in Nevada Are Supported by Tech Exports

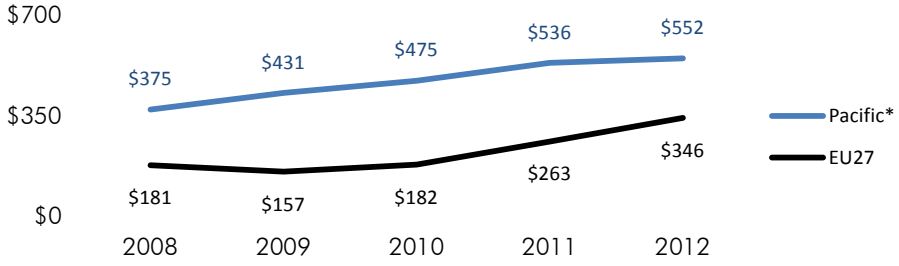
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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NEW HAMPSHIRE 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



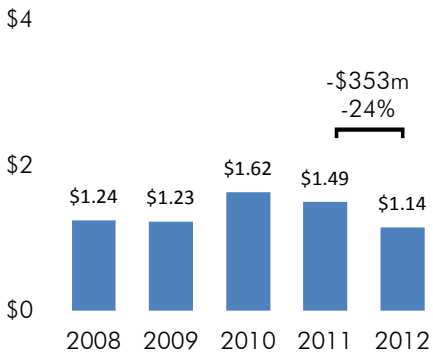
Tech Exports to World	**$1.14b**
Tech Exports to Pacific*	**$476m**
Tech Exports to EU-27	**$248m**
Total Jobs Linked to Exports	**23,500**

STATE RANKINGS

31st in Tech Exports to World
32nd in Tech Exports to Pacific*
28th in Tech Exports to EU-27

TECH EXPORT TRENDS

2008-2012
(in billions of current dollars)



8,400 Jobs in New Hampshire Are Supported by Tech Exports

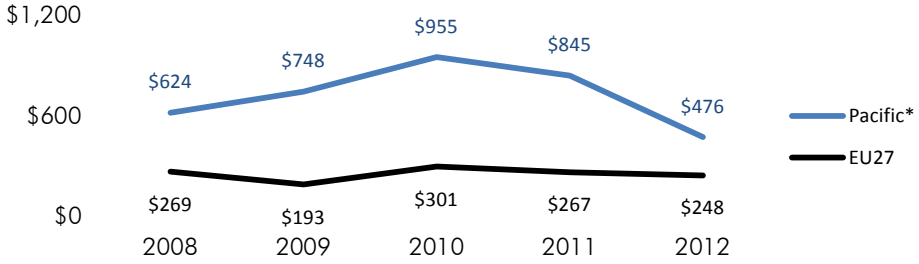
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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NEW JERSEY 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



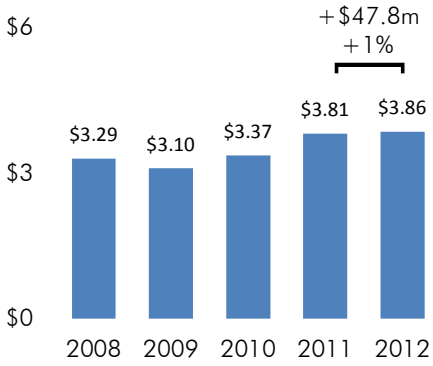
Tech Exports to World	**$3.86b**
Tech Exports to Pacific*	**$1.2b**
Tech Exports to EU-27	**$1.02b**
Total Jobs Linked to Exports	**250,700**

STATE RANKINGS

11th in Tech Exports to World
15th in Tech Exports to Pacific*
7th in Tech Exports to EU-27

TECH EXPORT TRENDS

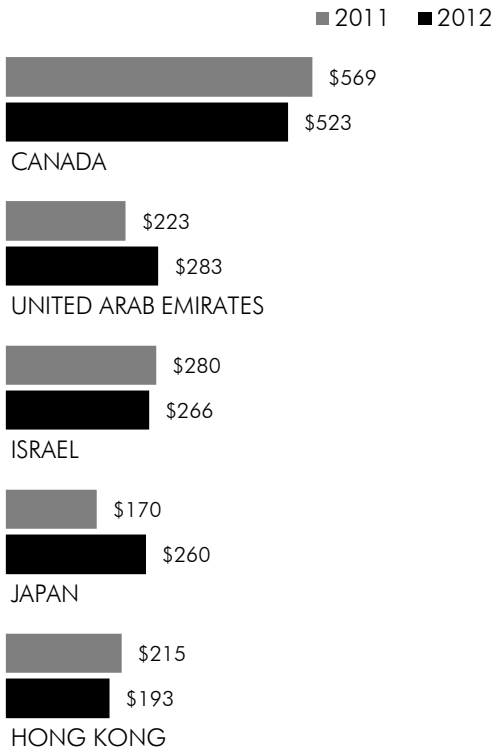
2008-2012
(in billions of current dollars)



28,300 Jobs in New Jersey Are Supported by Tech Exports

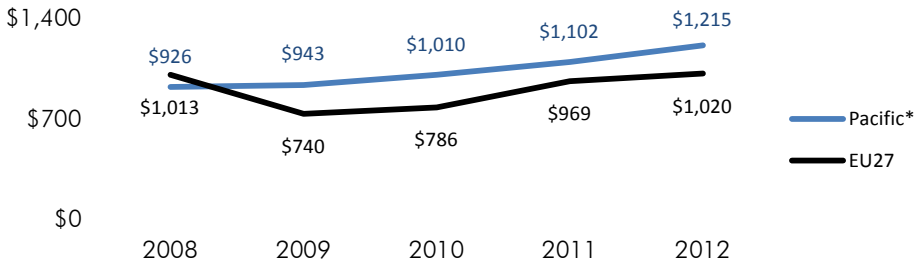
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

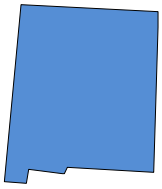
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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NEW MEXICO 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



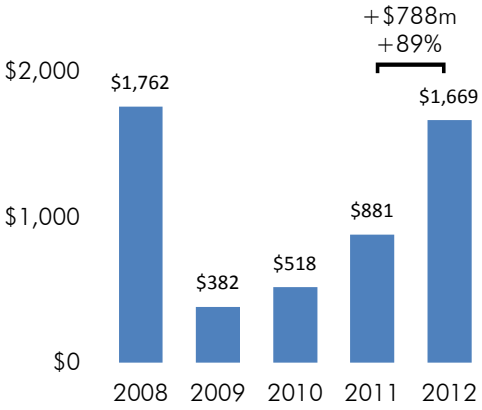
Tech Exports to World	**$1.67b**
Tech Exports to Pacific*	**$222m**
Tech Exports to EU-27	**$71.6m**
Total Jobs Linked to Exports	**20,000**

STATE RANKINGS

27th in Tech Exports to World
37th in Tech Exports to Pacific*
39th in Tech Exports to EU-27

TECH EXPORT TRENDS

2008-2012
(in millions of current dollars)



12,200 Jobs in New Mexico Are Supported by Tech Exports

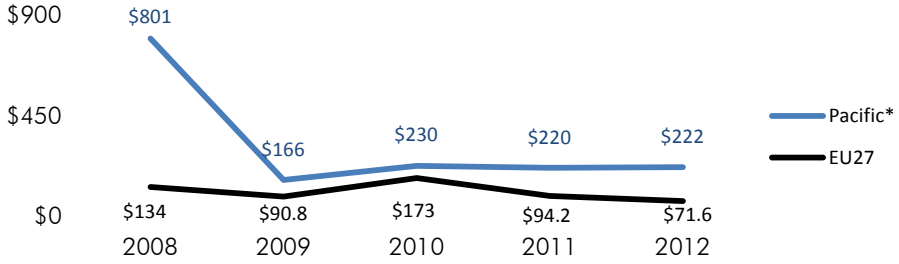
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

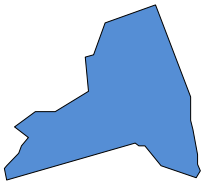
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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NEW YORK 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



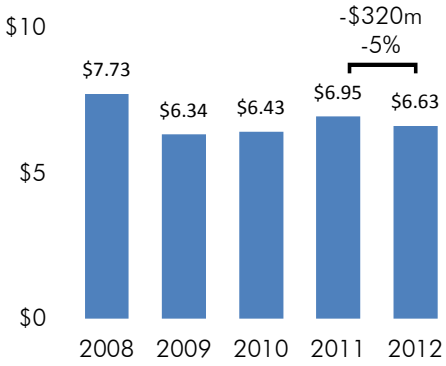
Tech Exports to World	**$6.63b**
Tech Exports to Pacific*	**$2.0b**
Tech Exports to EU-27	**$1.73b**
Total Jobs Linked to Exports	**547,100**

STATE RANKINGS

5th in Tech Exports to World
9th in Tech Exports to Pacific*
4th in Tech Exports to EU-27

TECH EXPORT TRENDS

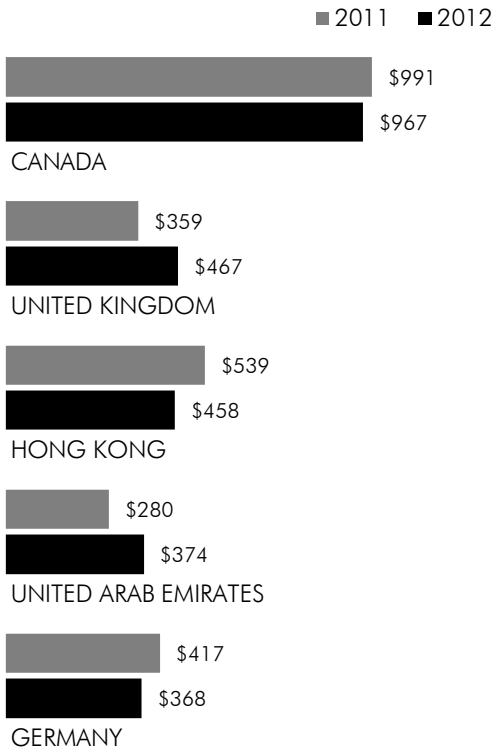
2008-2012
(in billions of current dollars)



48,600 Jobs in New York Are Supported by Tech Exports

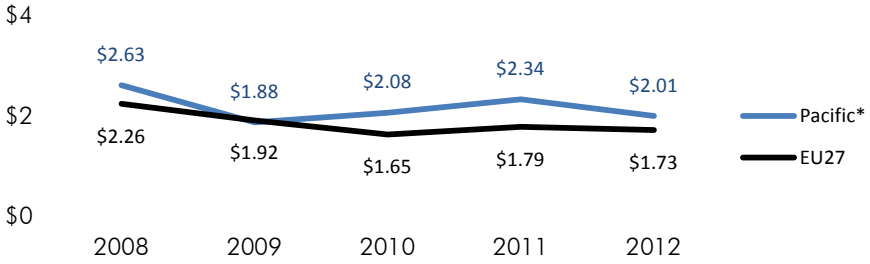
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in billions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

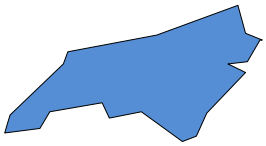
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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NORTH CAROLINA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



Tech Exports to World	**$2.67b**
Tech Exports to Pacific*	**$920m**
Tech Exports to EU-27	**$406m**
Total Jobs Linked to Exports	**193,900**

STATE RANKINGS

18th in Tech Exports to World
19th in Tech Exports to Pacific*
21st in Tech Exports to EU-27

TECH EXPORT TRENDS

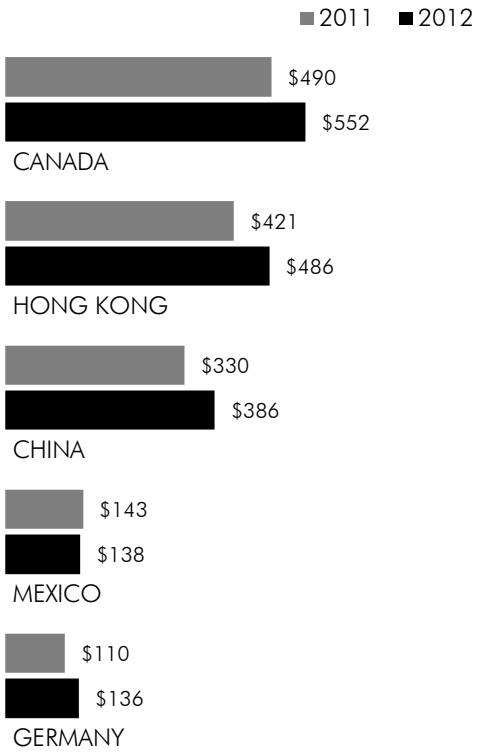
2008-2012
(in billions of current dollars)



19,600 Jobs in North Carolina Are Supported by Tech Exports

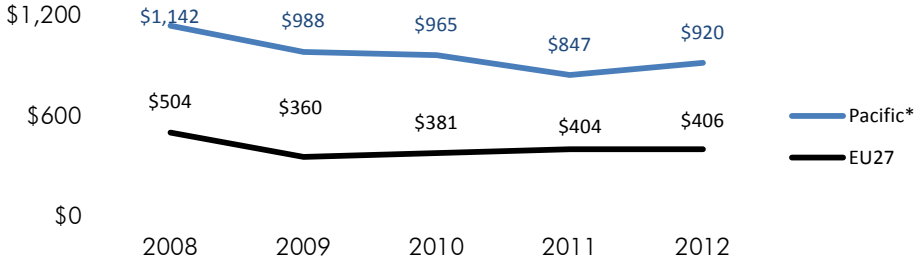
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

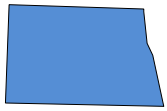
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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NORTH DAKOTA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



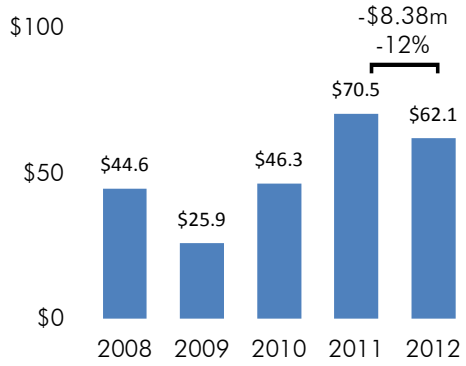
Tech Exports to World	**$62.1m**
Tech Exports to Pacific*	**$25.6m**
Tech Exports to EU-27	**$26.0m**
Total Jobs Linked to Exports	**29,000**

STATE RANKINGS

48th in Tech Exports to World
48th in Tech Exports to Pacific*
45th in Tech Exports to EU-27

TECH EXPORT TRENDS

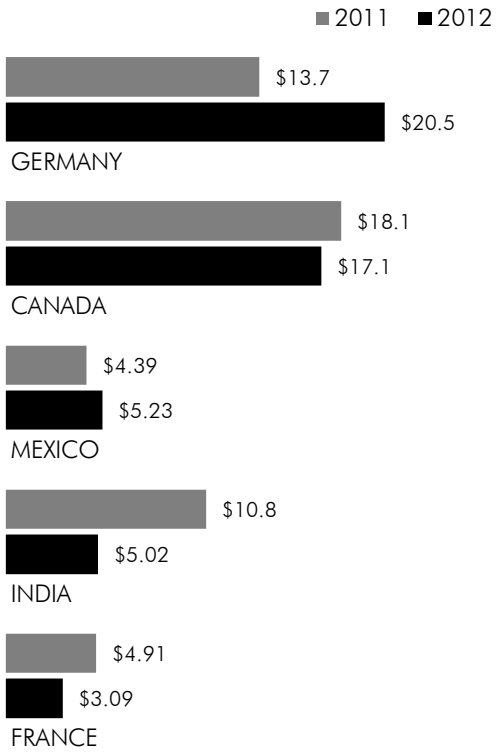
2008-2012
(in millions of current dollars)



450 Jobs in North Dakota Are Supported by Tech Exports

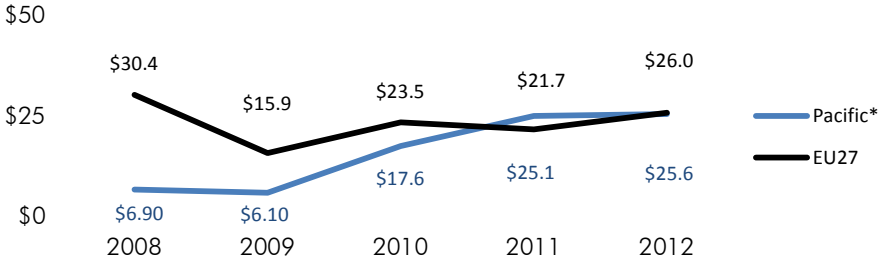
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

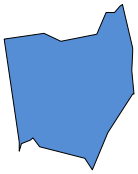
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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OHIO 2012

AND THE IMPACT OF TECH EXPORTS



KEY INDUSTRY STATISTICS

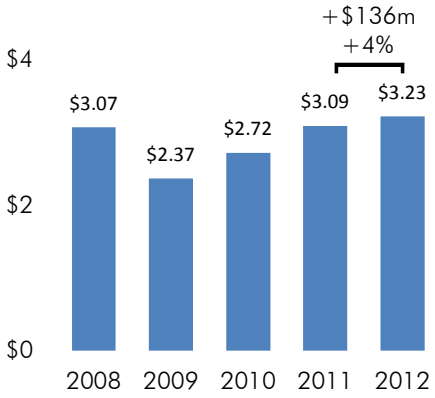
Tech Exports to World	**$3.23b**
Tech Exports to Pacific*	**$1.5b**
Tech Exports to EU-27	**$606m**
Total Jobs Linked to Exports	**327,100**

STATE RANKINGS

14th in Tech Exports to World
13th in Tech Exports to Pacific*
14th in Tech Exports to EU-27

TECH EXPORT TRENDS

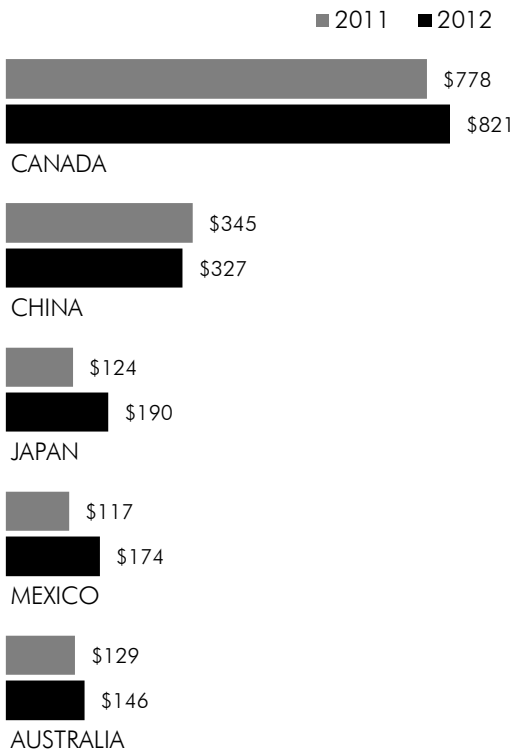
2008-2012
(in billions of current dollars)



23,700 Jobs in Ohio Are Supported by Tech Exports

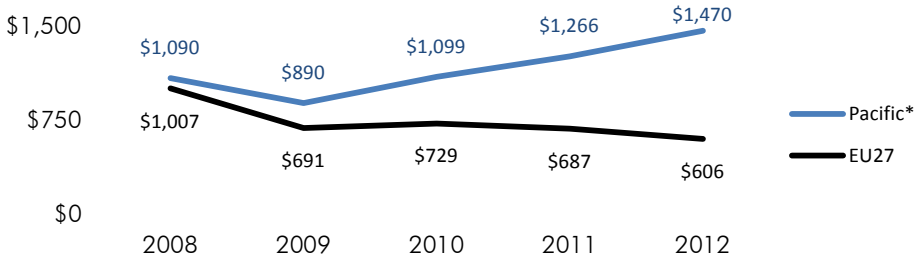
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

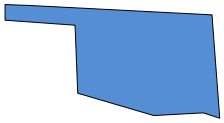
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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OKLAHOMA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



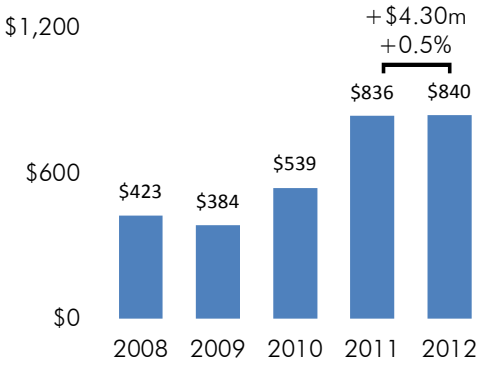
Tech Exports to World	**$840m**
Tech Exports to Pacific*	**$322m**
Tech Exports to EU-27	**$202m**
Total Jobs Linked to Exports	**44,200**

STATE RANKINGS

33rd in Tech Exports to World
33rd in Tech Exports to Pacific*
30th in Tech Exports to EU-27

TECH EXPORT TRENDS

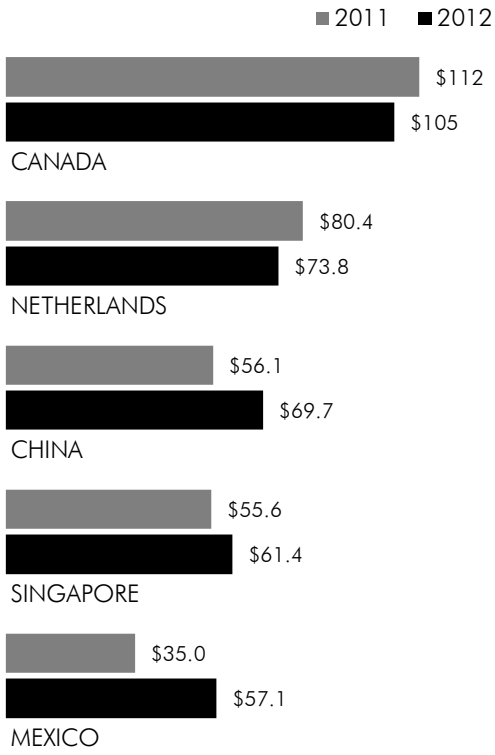
2008-2012
(in millions of current dollars)



6,200 Jobs in Oklahoma Are Supported by Tech Exports

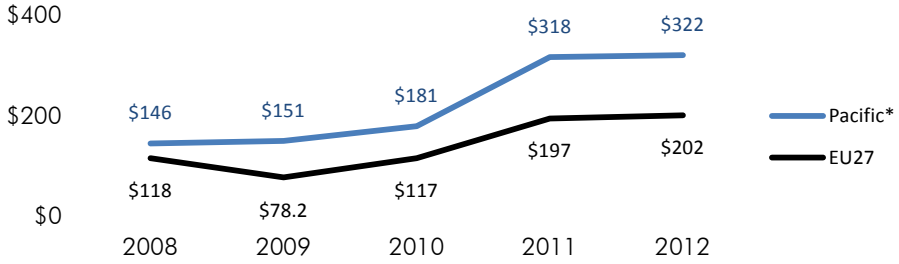
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

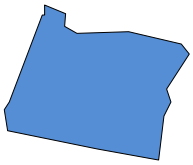
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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OREGON 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



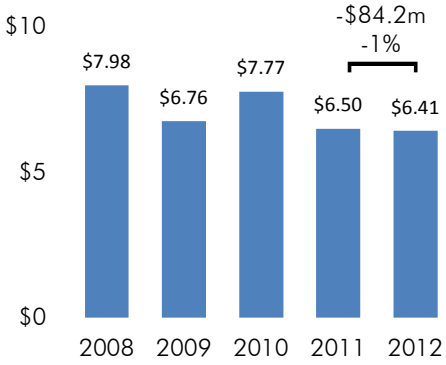
Tech Exports to World	**$6.41b**
Tech Exports to Pacific*	**$3.0b**
Tech Exports to EU-27	**$579m**
Total Jobs Linked to Exports	**123,600**

STATE RANKINGS

6th in Tech Exports to World
3rd in Tech Exports to Pacific*
15th in Tech Exports to EU-27

TECH EXPORT TRENDS

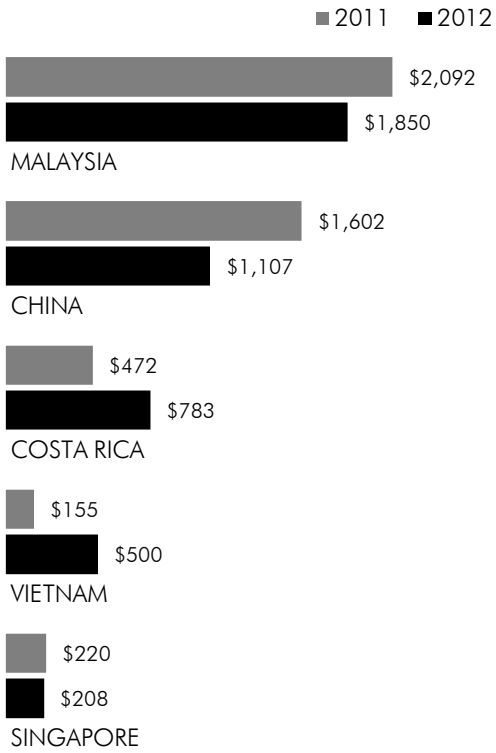
2008-2012
(in billions of current dollars)



47,000 Jobs in Oregon Are Supported by Tech Exports

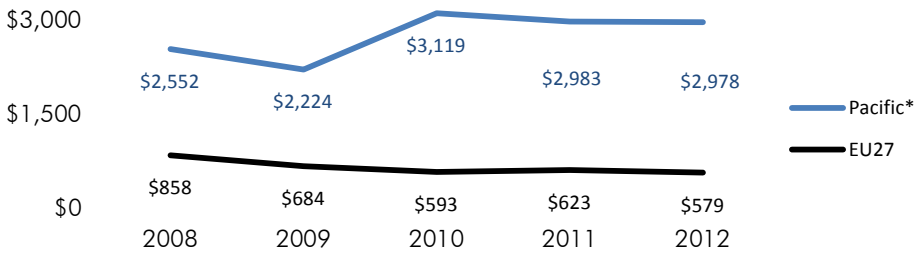
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

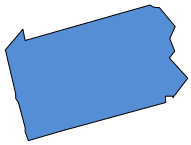
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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PENNSYLVANIA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



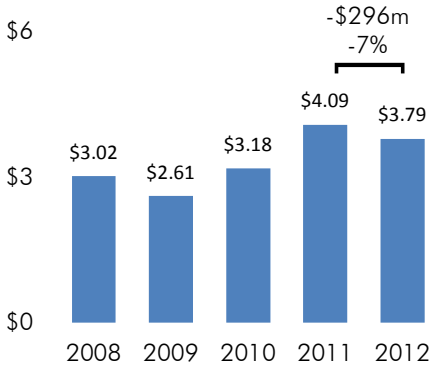
Tech Exports to World	**$3.79b**
Tech Exports to Pacific*	**$1.7b**
Tech Exports to EU-27	**$650m**
Total Jobs Linked to Exports	**261,100**

STATE RANKINGS

12th in Tech Exports to World
12th in Tech Exports to Pacific*
12th in Tech Exports to EU-27

TECH EXPORT TRENDS

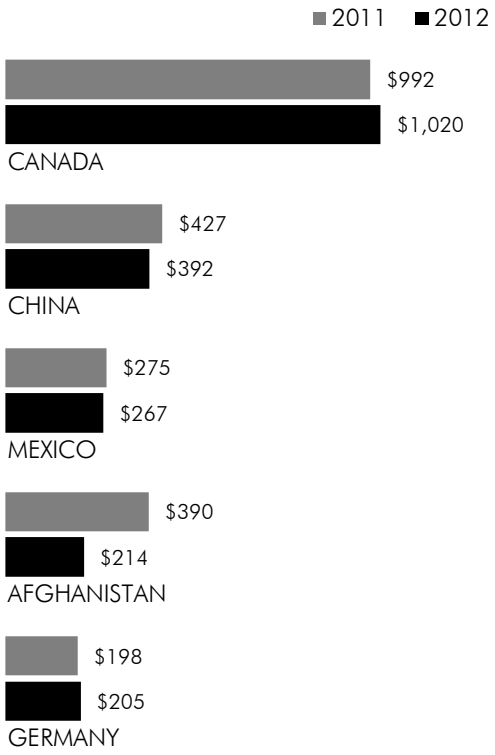
2008-2012
(in billions of current dollars)



27,800 Jobs in Pennsylvania Are Supported by Tech Exports

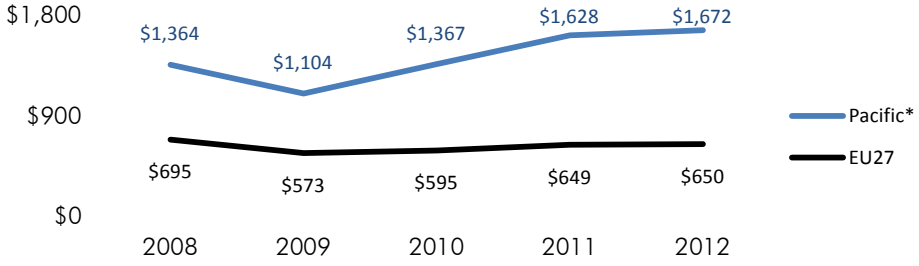
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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PUERTO RICO 2012

AND THE IMPACT OF TECH EXPORTS



KEY INDUSTRY STATISTICS

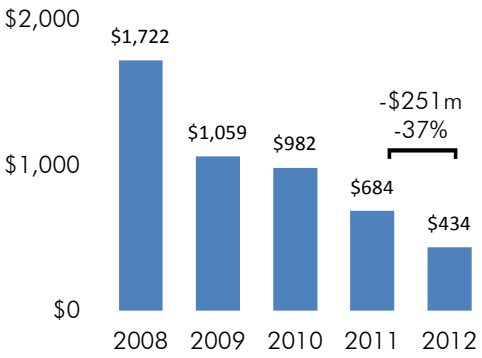
Tech Exports to World	**$434m**
Tech Exports to Pacific*	**$177m**
Tech Exports to EU-27	**$129m**
Total Jobs Linked to Exports	**125,500**

STATE RANKINGS

40th in Tech Exports to World
39th in Tech Exports to Pacific*
37th in Tech Exports to EU-27

TECH EXPORT TRENDS

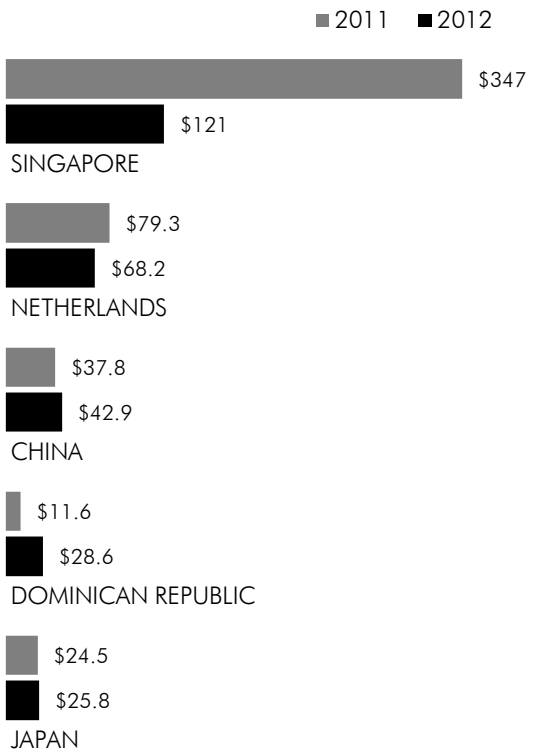
2008-2012
(in billions of current dollars)



3,200 Jobs in Puerto Rico Are Supported by Tech Exports

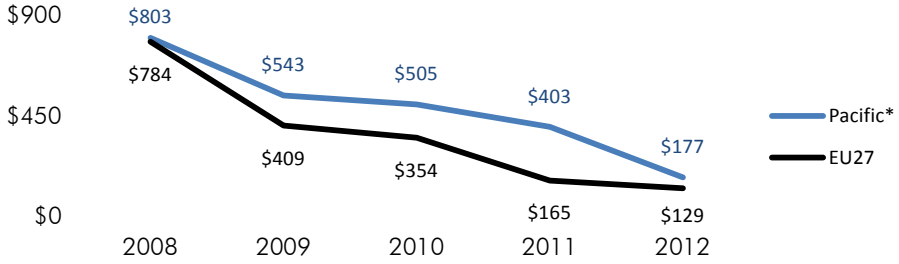
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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RHODE ISLAND 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



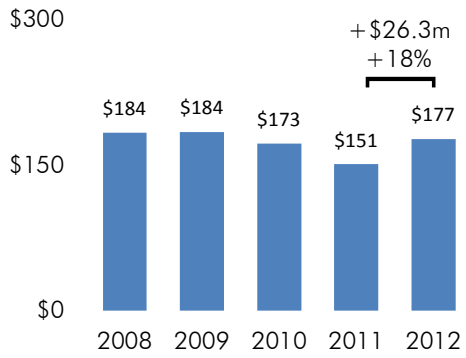
Tech Exports to World	**$177m**
Tech Exports to Pacific*	**$63m**
Tech Exports to EU-27	**$51.6m**
Total Jobs Linked to Exports	**15,900**

STATE RANKINGS

45th in Tech Exports to World
44th in Tech Exports to Pacific*
41st in Tech Exports to EU-27

TECH EXPORT TRENDS

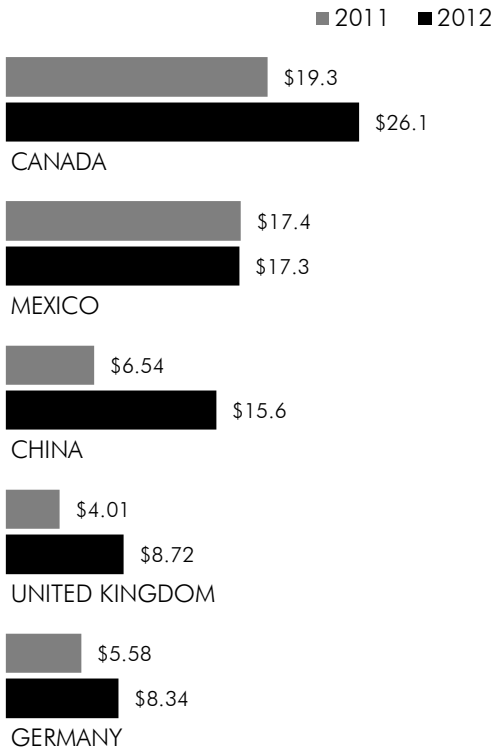
2008-2012
(in millions of current dollars)



1,300 Jobs in Rhode Island Are Supported by Tech Exports

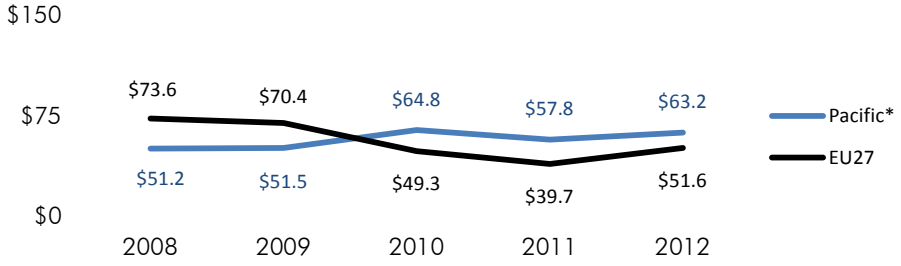
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

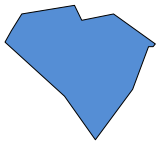
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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SOUTH CAROLINA 2012

AND THE IMPACT OF TECH EXPORTS



KEY INDUSTRY STATISTICS

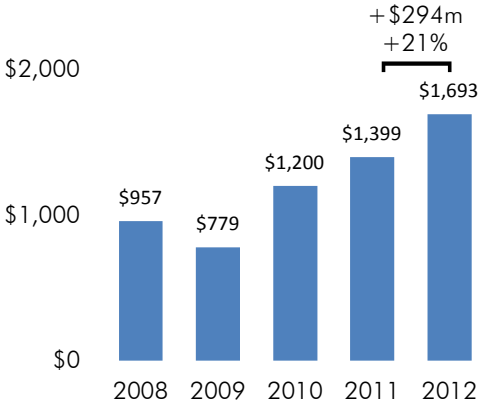
Tech Exports to World	**$1.69b**
Tech Exports to Pacific*	**$576m**
Tech Exports to EU-27	**$393m**
Total Jobs Linked to Exports	**168,800**

STATE RANKINGS

26th in Tech Exports to World
28th in Tech Exports to Pacific*
22nd in Tech Exports to EU-27

TECH EXPORT TRENDS

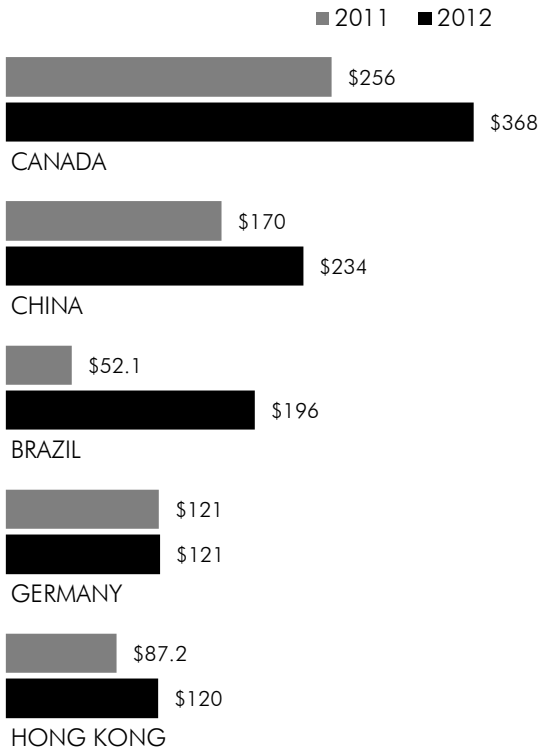
2008-2012
(in millions of current dollars)



12,400 Jobs in South Carolina Are Supported by Tech Exports

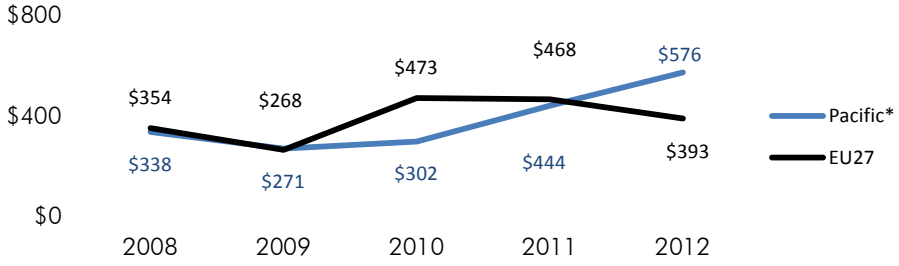
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

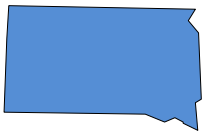
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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SOUTH DAKOTA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



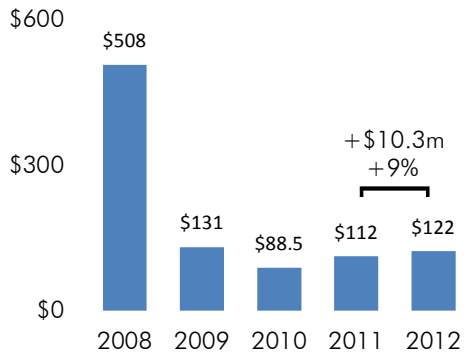
Tech Exports to World	**$112m**
Tech Exports to Pacific*	**$59m**
Tech Exports to EU-27	**$18.9m**
Total Jobs Linked to Exports	**10,500**

STATE RANKINGS

46th in Tech Exports to World
46th in Tech Exports to Pacific*
47th in Tech Exports to EU-27

TECH EXPORT TRENDS

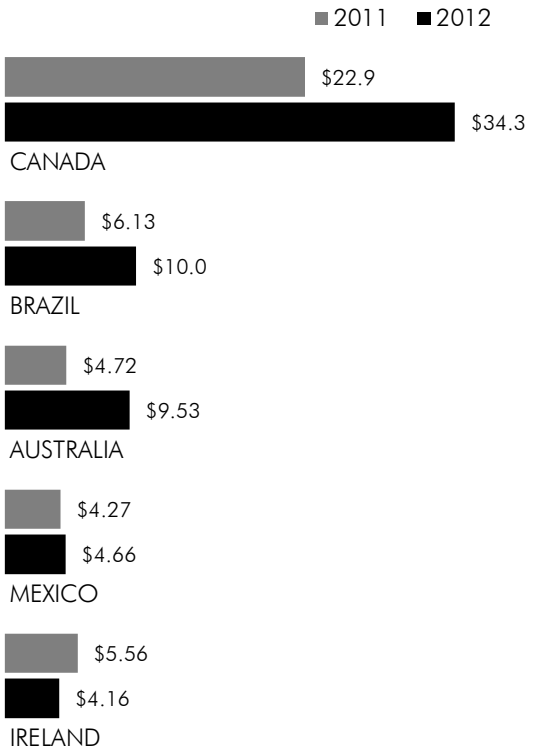
2008-2012
(in millions of current dollars)



900 Jobs in South Dakota Are Supported by Tech Exports

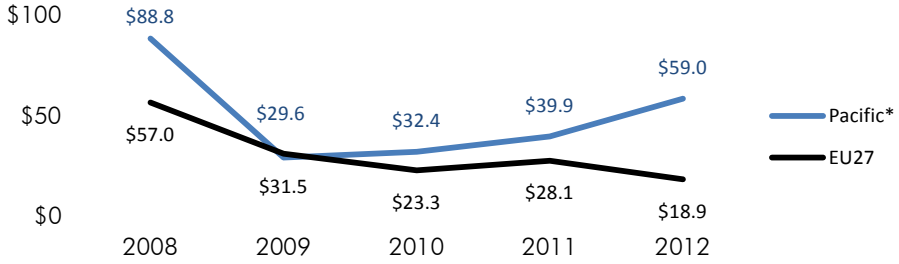
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

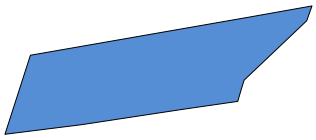
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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TENNESSEE 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



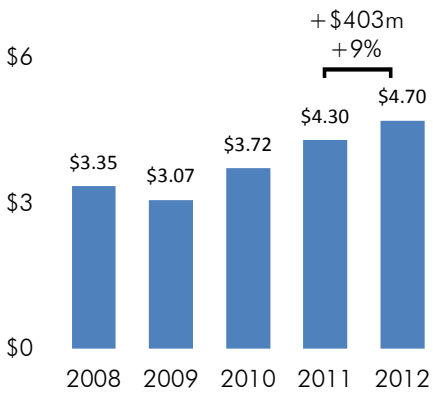
Tech Exports to World	**$4.70b**
Tech Exports to Pacific*	**$2.7b**
Tech Exports to EU-27	**$1.01b**
Total Jobs Linked to Exports	**209,400**

STATE RANKINGS

9th in Tech Exports to World
7th in Tech Exports to Pacific*
8th in Tech Exports to EU-27

TECH EXPORT TRENDS

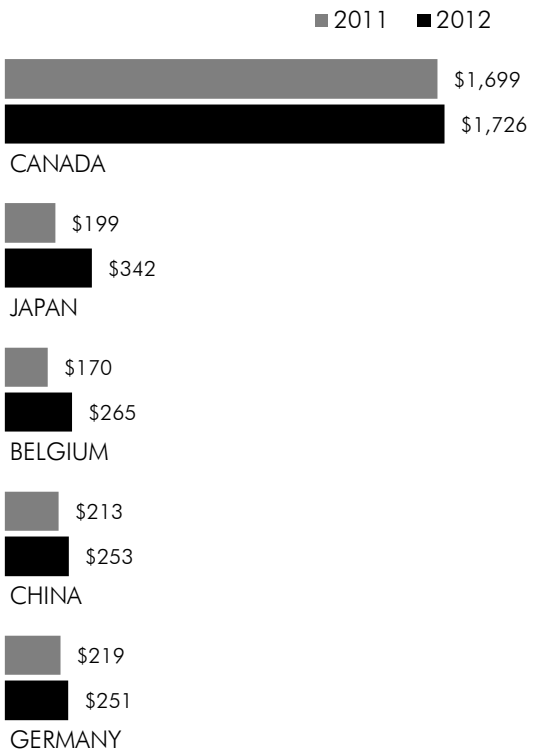
2008-2012
(in billions of current dollars)



34,500 Jobs in Tennessee Are Supported by Tech Exports

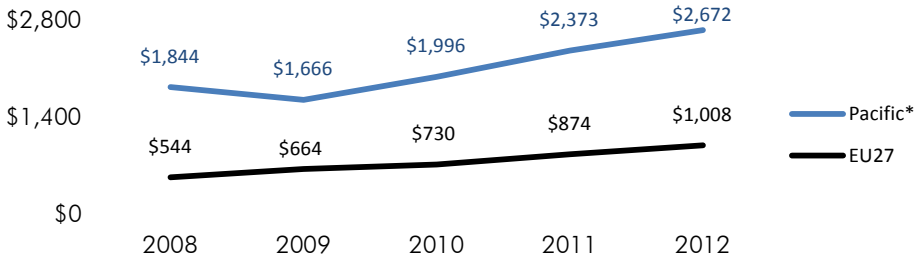
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

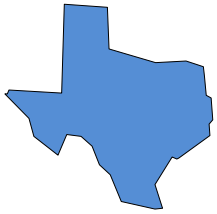
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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TEXAS 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



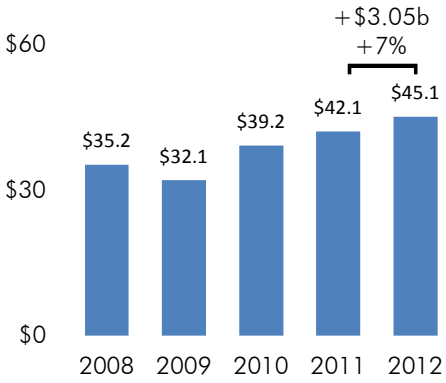
Tech Exports to World	**$45.1b**
Tech Exports to Pacific*	**$29.2b**
Tech Exports to EU-27	**$4.47b**
Total Jobs Linked to Exports	**1.7 m**

STATE RANKINGS

1st in Tech Exports to World
1st in Tech Exports to Pacific*
2nd in Tech Exports to EU-27

TECH EXPORT TRENDS

2008-2012
(in billions of current dollars)



331,000 Jobs in Texas Are Supported by Tech Exports

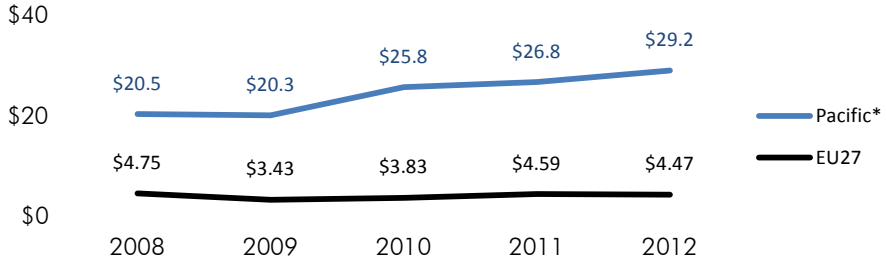
LEADING TECH EXPORT DESTINATIONS

(in billions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in billions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

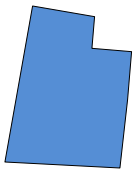
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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UTAH 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



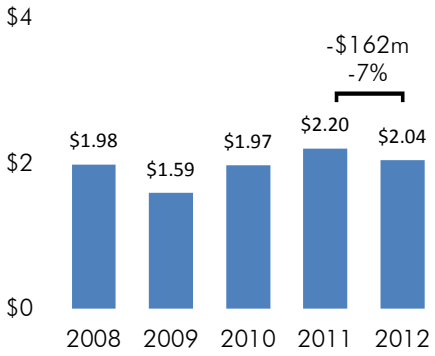
Tech Exports to World	**$2.04b**
Tech Exports to Pacific*	**$771m**
Tech Exports to EU-27	**$277m**
Total Jobs Linked to Exports	**129,500**

STATE RANKINGS

23rd in Tech Exports to World
23rd in Tech Exports to Pacific*
27th in Tech Exports to EU-27

TECH EXPORT TRENDS

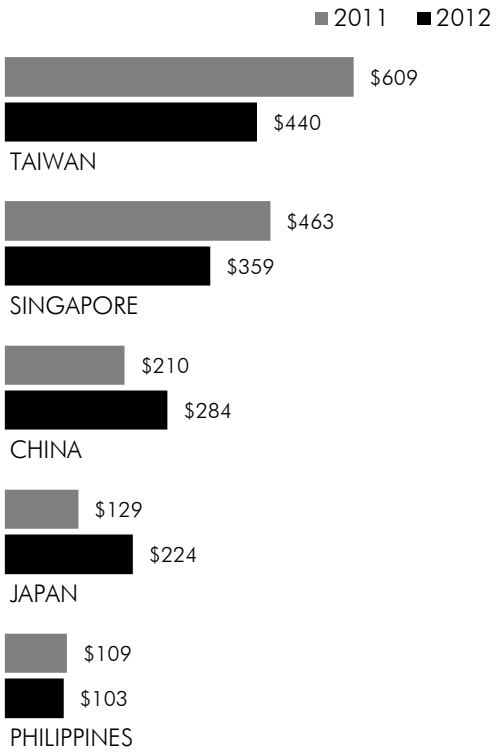
2008-2012
(in billions of current dollars)



14,900 Jobs in Utah Are Supported by Tech Exports

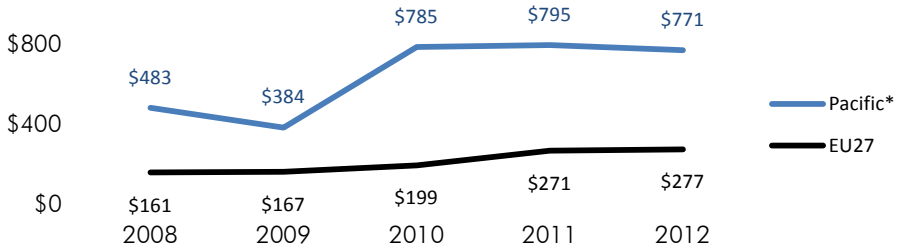
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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VERMONT 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



Tech Exports to World	**$2.77b**
Tech Exports to Pacific*	**$1.7b**
Tech Exports to EU-27	**$188m**
Total Jobs Linked to Exports	**27,800**

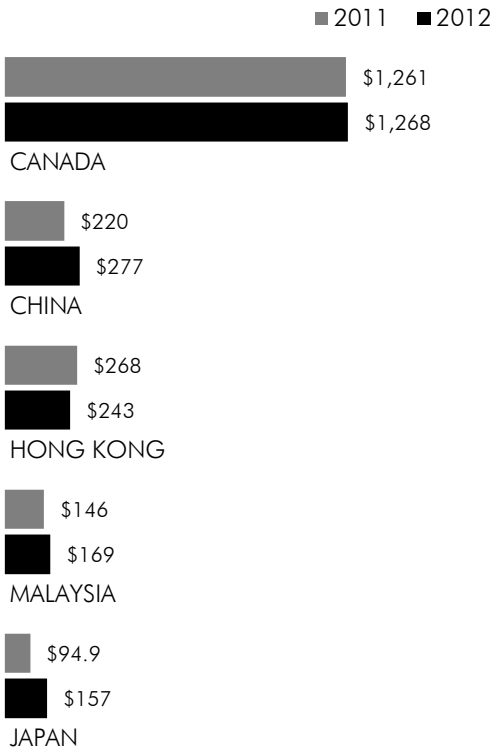
STATE RANKINGS

17th in Tech Exports to World
10th in Tech Exports to Pacific*
32nd in Tech Exports to EU-27

20,300 Jobs in Vermont Are Supported by Tech Exports

LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



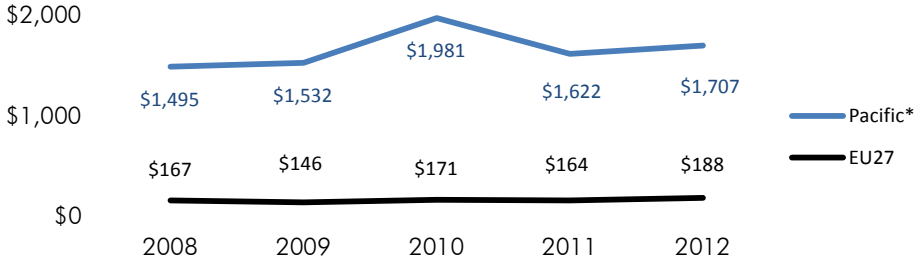
TECH EXPORT TRENDS

2008-2012
(in billions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

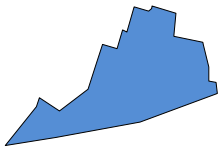
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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VIRGINIA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



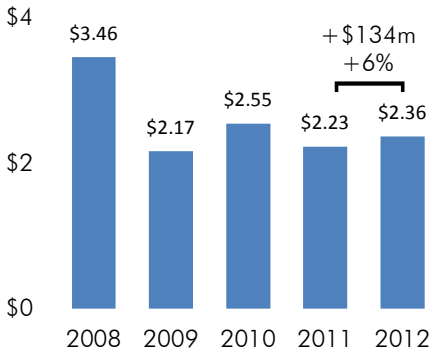
Tech Exports to World	**$2.36b**
Tech Exports to Pacific*	**$918m**
Tech Exports to EU-27	**$440m**
Total Jobs Linked to Exports	**122,900**

STATE RANKINGS

20th in Tech Exports to World
20th in Tech Exports to Pacific*
19th in Tech Exports to EU-27

TECH EXPORT TRENDS

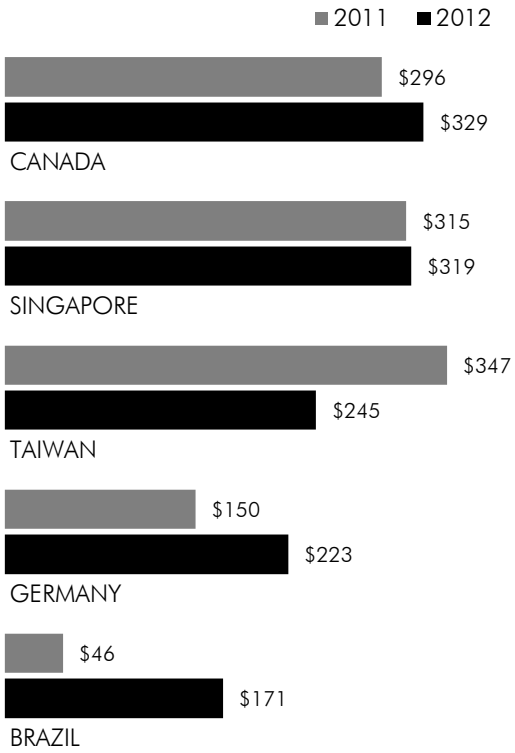
2008-2012
(in billions of current dollars)



17,300 Jobs in Virginia Are Supported by Tech Exports

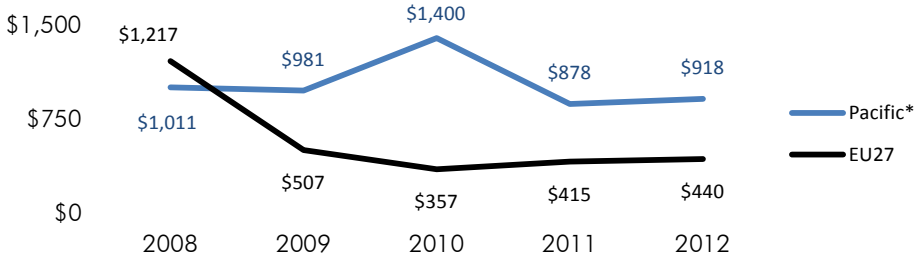
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

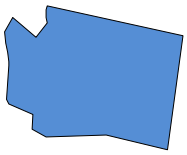
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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WASHINGTON 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



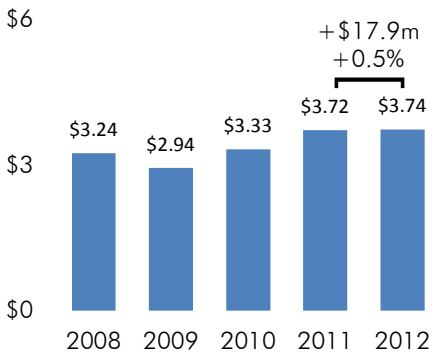
Tech Exports to World	**$3.74b**
Tech Exports to Pacific*	**$1.4b**
Tech Exports to EU-27	**$853m**
Total Jobs Linked to Exports	**508,500**

STATE RANKINGS

13th in Tech Exports to World
14th in Tech Exports to Pacific*
9th in Tech Exports to EU-27

TECH EXPORT TRENDS

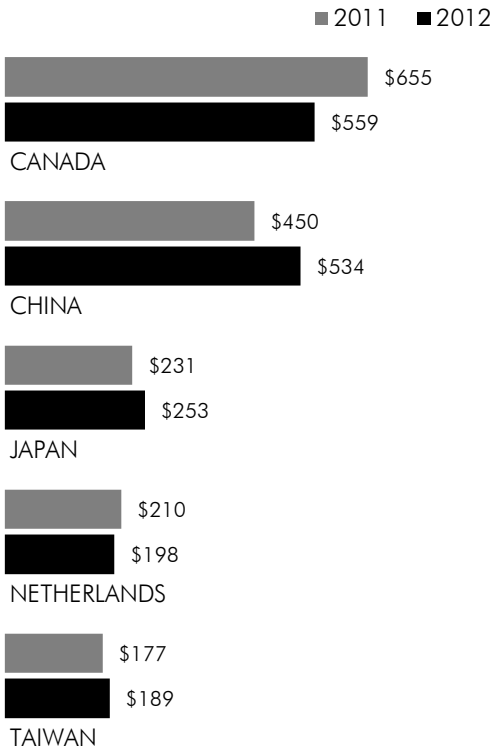
2008-2012
(in billions of current dollars)



27,400 Jobs in Washington Are Supported by Tech Exports

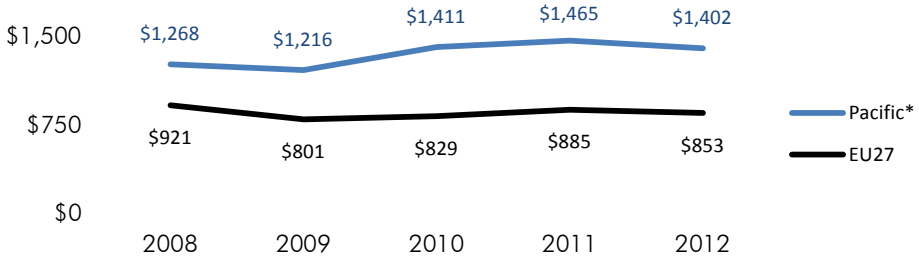
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

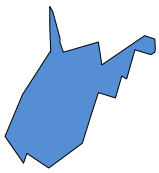
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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WEST VIRGINIA 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



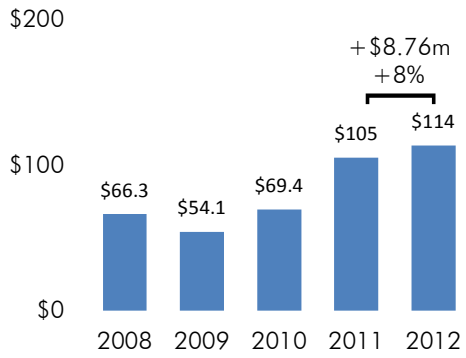
Tech Exports to World	**$114m**
Tech Exports to Pacific*	**$60m**
Tech Exports to EU-27	**$10.4m**
Total Jobs Linked to Exports	**76,200**

STATE RANKINGS

47th in Tech Exports to World
45th in Tech Exports to Pacific*
50th in Tech Exports to EU-27

TECH EXPORT TRENDS

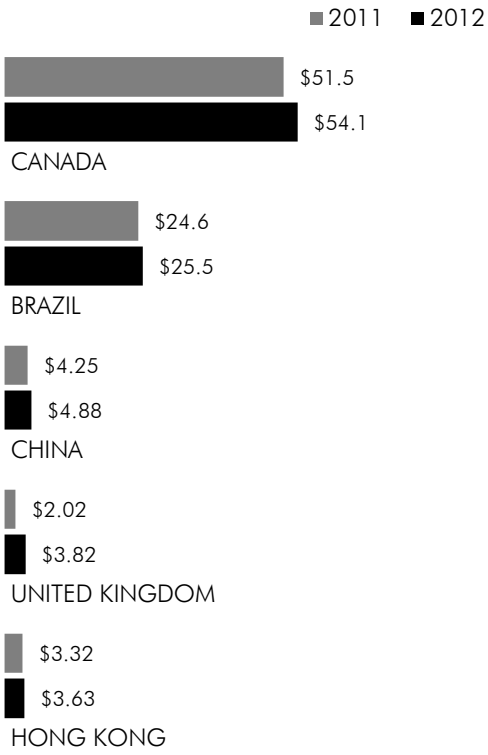
2008-2012
(in millions of current dollars)



800 Jobs in West Virginia Are Supported by Tech Exports

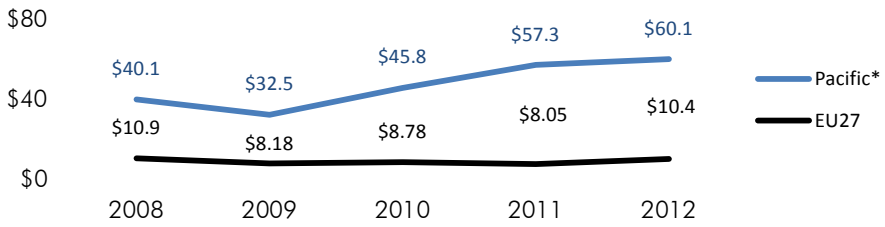
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

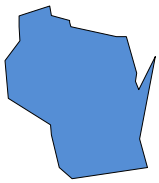
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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WISCONSIN 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



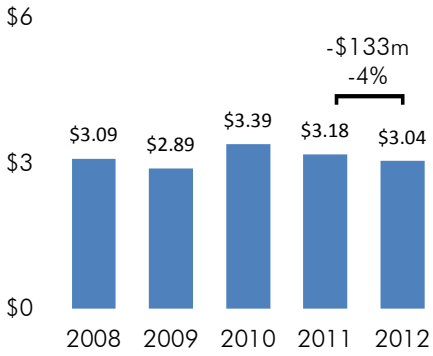
Tech Exports to World	**$3.04b**
Tech Exports to Pacific*	**$1.2b**
Tech Exports to EU-27	**$753m**
Total Jobs Linked to Exports	**155,400**

STATE RANKINGS

15th in Tech Exports to World
16th in Tech Exports to Pacific*
11th in Tech Exports to EU-27

TECH EXPORT TRENDS

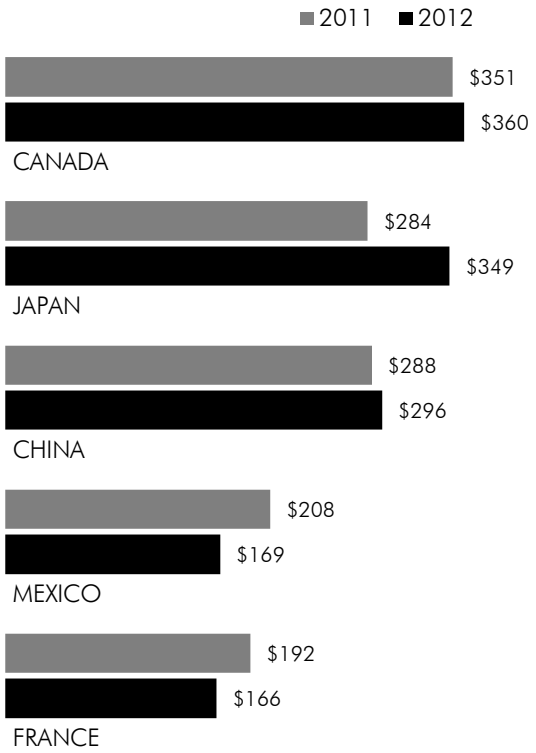
2008-2012
(in billions of current dollars)



22,300 Jobs in Wisconsin Are Supported by Tech Exports

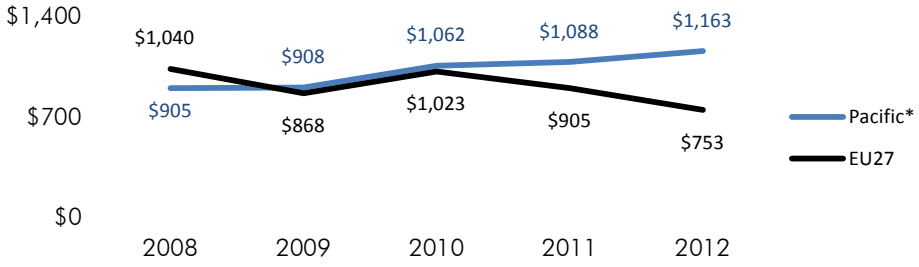
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

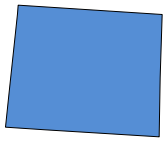
* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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WYOMING 2012 KEY INDUSTRY STATISTICS

AND THE IMPACT OF TECH EXPORTS



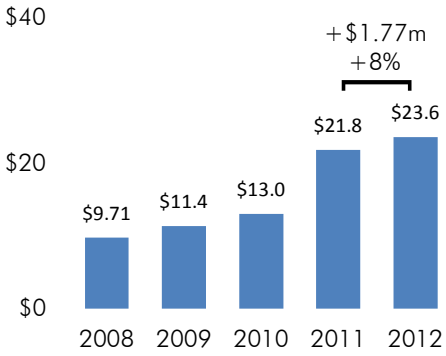
Tech Exports to World	**$23.6m**
Tech Exports to Pacific*	**$8.8m**
Tech Exports to EU-27	**$12.4m**
Total Jobs Linked to Exports	**9,600**

STATE RANKINGS

51st in Tech Exports to World
51st in Tech Exports to Pacific*
48th in Tech Exports to EU-27

TECH EXPORT TRENDS

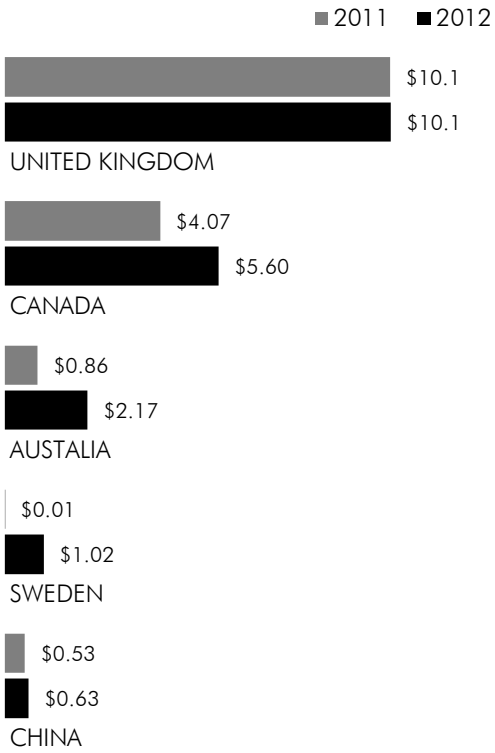
2008-2012
(in millions of current dollars)



175 Jobs in Wyoming Are Supported by Tech Exports

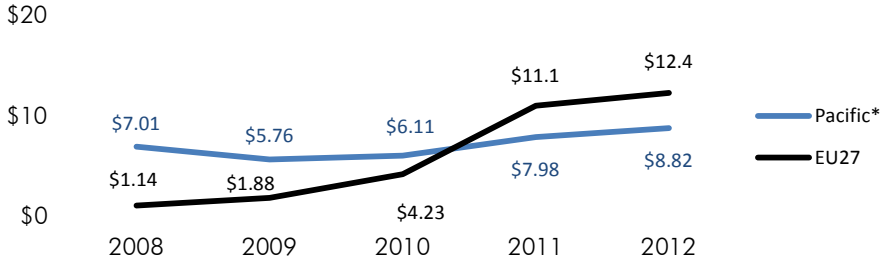
LEADING TECH EXPORT DESTINATIONS

(in millions of current dollars)



TECH EXPORT TO SELECT REGIONS

2008-2012
(in millions of current dollars)



Note: Data for Pacific region are represented in blue and EU-27 in black.

* Pacific is defined by the Trans-Pacific Partnership

Source: International Trade Administration

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U.S. TECH TRADE, 2008 - 2012
(in millions of current dollars)

	2008	2009	2010	2011	2012	Percent Change 2011-12	Numeric Change 2011-12
EXPORTS							
Computer and Peripheral Equipment Manufacturing	$44,823	$37,975	$44,090	$48,417	$49,306	1.8%	$888
Communications Equipment Manufacturing	$27,422	$23,908	$28,081	$31,975	$33,817	5.8%	$1,842
Consumer Electronics Manufacturing	$8,153	$7,792	$9,753	$10,521	$10,232	-2.8%	-$289
Electronic Components & Semiconductor Manufacturing	$66,870	$51,711	$64,204	$61,512	$59,077	-4.0%	-$2,435
Measuring and Control Instruments Manufacturing	$41,758	$38,283	$43,529	$47,992	$50,591	5.4%	$2,599
Reproducing Magnetic and Optical Media Manufacturing	$1,255	$959	$779	$743	$837	12.6%	$93
Total Tech Goods Exports	**$190,282**	**$160,628**	**$190,435**	**$201,161**	**$203,859**	**1.3%**	**$2,698**
IMPORTS							
Computer and Peripheral Equipment Manufacturing	$77,740	$70,192	$89,133	$97,283	$100,655	3.5%	$3,372
Communications Equipment Manufacturing	$71,714	$67,414	$80,802	$87,523	$93,205	6.5%	$5,682
Consumer Electronics Manufacturing	$48,030	$41,779	$45,145	$39,551	$39,611	0.2%	$60
Electronic Components & Semiconductor Manufacturing	$60,815	$52,228	$69,466	$73,643	$72,966	-0.9%	-$677
Measuring and Control Instruments Manufacturing	$39,756	$33,471	$39,109	$44,756	$47,470	6.1%	$2,714
Reproducing Magnetic and Optical Media Manufacturing	$2,059	$1,528	$1,394	$1,307	$1,223	-6.4%	-$84
Total Tech Goods Imports	**$300,114**	**$266,612**	**$325,050**	**$344,063**	**$355,130**	**3.2%**	**$11,067**
TWO WAY							
Computer and Peripheral Equipment Manufacturing	$122,563	$108,167	$133,223	$145,700	$149,960	2.9%	$4,260
Communications Equipment Manufacturing	$99,136	$91,322	$108,883	$119,498	$127,022	6.3%	$7,524
Consumer Electronics Manufacturing	$56,183	$49,571	$54,898	$50,072	$49,843	-0.5%	-$229
Electronic Components & Semiconductor Manufacturing	$127,685	$103,939	$133,670	$135,155	$132,042	-2.3%	-$3,112
Measuring and Control Instruments Manufacturing	$81,513	$71,754	$82,638	$92,748	$98,061	5.7%	$5,313
Reproducing Magnetic and Optical Media Manufacturing	$3,314	$2,487	$2,173	$2,051	$2,060	0.4%	$9
Total	**$490,395**	**$427,240**	**$515,485**	**$545,224**	**$558,989**	**2.5%**	**$13,765**
BALANCE							
Computer and Peripheral Equipment Manufacturing	-$32,916	-$32,217	-$45,042	-$48,866	-$51,349	5.1%	-$2,483
Communications Equipment Manufacturing	-$44,291	-$43,505	-$52,721	-$55,548	-$59,388	6.9%	-$3,840
Consumer Electronics Manufacturing	-$39,877	-$33,988	-$35,393	-$29,030	-$29,379	1.2%	-$349
Electronic Components & Semiconductor Manufacturing	$6,055	-$517	-$5,262	-$12,130	-$13,889	14.5%	-$1,759
Measuring and Control Instruments Manufacturing	$2,002	$4,812	$4,419	$3,236	$3,120	-3.6%	-$116
Reproducing Magnetic and Optical Media Manufacturing	-$804	-$569	-$616	-$564	-$386	-31.5%	$178
Total	**-$109,832**	**-$105,985**	**-$134,615**	**-$142,902**	**-$151,271**	**5.9%**	**-$8,369**
Total U.S. Exports to the World	$1,287,442	$1,056,043	$1,278,495	$1,480,290	$1,545,709	4.4%	$65,418
Total U.S. Imports to the World	$2,103,641	$1,559,625	$1,913,857	$2,208,055	$2,275,320	3.0%	$67,265
Total Two-Way Trade with the World	$3,391,083	$2,615,668	$3,192,351	$3,688,345	$3,821,028	3.6%	$132,683
Total Trade Balance with the World	-$816,199	-$503,582	-$635,362	-$727,765	-$729,611		
Tech as a Percent of Total Exports	14.8%	15.2%	14.9%	13.6%	13.2%		
Tech as a Percent of Total Imports	14.3%	17.1%	17.0%	15.6%	15.6%		
Tech as a Percent of Total Two-Way Trade	14.5%	16.3%	16.1%	14.8%	14.6%		

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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U.S. TECH MERCHANDISE EXPORT MARKETS, 2008 - 2012

(Includes Markets with $500 Million or more of U.S. Tech Goods Exports)
(values in millions of current dollars)

		2008	2009	2010	2011	2012	Percent Change 2011-12	Numeric Change 2011-12
	World	**$190,282**	**$160,628**	**$190,435**	**$201,161**	**$203,859**	**1.3%**	**$2,698**
1.	Mexico	$24,603	$24,955	$32,957	$36,385	$37,828	4.0%	$1,443
2.	Canada	$25,335	$21,209	$25,628	$28,239	$28,046	-0.7%	-$194
3.	China	$13,884	$12,530	$15,235	$13,751	$13,912	1.2%	$160
4.	Japan	$8,771	$7,197	$7,697	$8,362	$9,232	10.4%	$870
5.	Hong Kong	$7,049	$6,708	$8,056	$8,949	$9,211	2.9%	$262
6.	Germany	$8,738	$7,057	$7,517	$7,316	$6,998	-4.3%	-$318
7.	South Korea	$6,364	$5,292	$6,170	$6,786	$6,996	3.1%	$210
8.	Brazil	$5,779	$5,237	$6,636	$6,592	$6,749	2.4%	$156
9.	Malaysia	$8,043	$5,975	$7,935	$7,362	$6,275	-14.8%	-$1,087
10.	Netherlands	$7,195	$5,646	$6,239	$6,527	$6,265	-4.0%	-$262
11.	Singapore	$8,072	$5,549	$7,075	$6,708	$5,905	-12.0%	-$803
12.	United Kingdom	$6,250	$4,929	$5,233	$5,613	$5,471	-2.5%	-$142
13.	Taiwan	$7,143	$4,544	$5,282	$5,643	$5,111	-9.4%	-$533
14.	France	$3,705	$3,033	$3,369	$3,365	$3,308	-1.7%	-$57
15.	Philippines	$4,518	$2,635	$3,469	$3,337	$3,187	-4.5%	-$151
16.	Australia	$2,681	$2,409	$2,490	$2,919	$3,087	5.8%	$169
17.	Israel	$1,515	$1,279	$1,434	$1,916	$2,613	36.4%	$697
18.	United Arab Emirates	$1,199	$1,265	$1,579	$1,905	$2,568	34.8%	$663
19.	Thailand	$2,766	$2,178	$2,840	$2,615	$2,473	-5.4%	-$142
20.	Colombia	$1,675	$1,373	$1,725	$1,954	$2,341	19.8%	$387
21.	Venezuela	$2,139	$1,612	$1,542	$1,958	$2,151	9.9%	$193
22.	India	$2,058	$1,932	$2,095	$2,220	$2,079	-6.4%	-$141
23.	Belgium	$2,091	$1,703	$1,813	$1,989	$1,940	-2.5%	-$49
24.	Chile	$1,228	$1,152	$1,451	$1,776	$1,913	7.7%	$137
25.	Costa Rica	$1,862	$1,486	$1,261	$1,357	$1,628	20.0%	$271
26.	Argentina	$1,406	$1,159	$1,442	$1,690	$1,564	-7.4%	-$126
27.	Italy	$1,921	$1,622	$1,843	$1,720	$1,509	-12.3%	-$211
28.	Peru	$850	$845	$1,014	$1,137	$1,231	8.2%	$93
29.	Switzerland	$1,012	$922	$983	$1,081	$1,133	4.8%	$51
30.	Saudi Arabia	$726	$863	$758	$887	$1,073	21.0%	$186
31.	Russian Federation	$610	$427	$561	$753	$1,053	39.9%	$300
32.	Paraguay	$1,009	$874	$1,066	$1,167	$1,016	-12.9%	-$151
33.	Sweden	$1,210	$1,286	$1,127	$1,164	$998	-14.2%	-$165
34.	Ireland	$1,837	$1,510	$1,071	$958	$971	1.3%	$13
35.	Vietnam	$333	$270	$355	$473	$908	92.0%	$435
36.	Ecuador	$535	$525	$607	$766	$817	6.6%	$50
37.	Panama	$424	$403	$465	$508	$641	26.0%	$132
38.	Spain	$1,172	$777	$897	$797	$606	-23.9%	-$191
39.	Turkey	$528	$452	$610	$673	$599	-11.0%	-$74
40.	Czech Republic	$319	$246	$357	$559	$595	6.3%	$35
41.	Norway	$578	$433	$482	$546	$585	7.2%	$39
42.	Hungary	$542	$492	$516	$526	$556	5.7%	$30
43.	South Africa	$629	$510	$487	$533	$538	1.1%	$6

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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U.S. TECH MERCHANDISE IMPORT MARKETS, 2008 - 2012

(Includes Markets with $100 Million or more of U.S. Tech Goods Imports)
(values in millions of current dollars)

	2008	2009	2010	2011	2012	Percent Change 2011-12	Numeric Change 2011-12
World	**$300,114**	**$266,612**	**$325,050**	**$344,063**	**$355,130**	**3.2%**	**$11,067**
1. China	$107,891	$103,356	$132,770	$145,822	$158,388	8.6%	$12,566
2. Mexico	$44,779	$42,542	$52,854	$52,161	$54,503	4.5%	$2,343
3. Japan	$22,704	$15,943	$19,440	$19,745	$19,451	-1.5%	-$294
4. Malaysia	$21,942	$16,000	$17,187	$15,872	$16,262	2.5%	$390
5. Taiwan	$15,448	$13,233	$16,607	$19,603	$15,791	-19.4%	-$3,812
6. South Korea	$16,153	$14,978	$17,275	$17,135	$13,408	-21.7%	-$3,726
7. Thailand	$9,407	$7,639	$9,121	$9,191	$10,563	14.9%	$1,371
8. Germany	$8,955	$7,050	$8,208	$9,933	$10,019	0.9%	$86
9. Costa Rica	$865	$2,924	$5,607	$6,664	$8,164	22.5%	$1,500
10. Canada	$9,387	$7,513	$7,292	$7,457	$7,397	-0.8%	-$60
11. Singapore	$6,789	$4,751	$6,123	$5,552	$5,294	-4.6%	-$258
12. Switzerland	$3,911	$2,575	$3,162	$4,302	$4,266	-0.8%	-$36
13. Philippines	$3,839	$3,073	$3,567	$3,824	$4,261	11.4%	$437
14. United Kingdom	$4,340	$3,471	$3,578	$3,807	$3,968	4.2%	$161
15. France	$2,464	$2,171	$2,344	$2,605	$2,489	-4.4%	-$116
16. Israel	$2,310	$4,030	$2,180	$2,112	$2,077	-1.7%	-$36
17. Indonesia	$1,756	$1,683	$1,828	$1,768	$1,613	-8.8%	-$155
18. Ireland	$3,042	$2,388	$1,651	$1,651	$1,561	-5.4%	-$90
19. Vietnam	$637	$780	$918	$1,019	$1,550	52.1%	$531
20. Italy	$1,384	$1,098	$1,284	$1,372	$1,362	-0.7%	-$10
21. Netherlands	$1,182	$903	$1,048	$1,175	$1,151	-2.0%	-$24
22. Sweden	$1,286	$953	$1,661	$1,139	$1,122	-1.5%	-$17
23. India	$986	$809	$1,123	$1,188	$1,092	-8.1%	-$96
24. Hungary	$1,551	$1,081	$965	$1,062	$1,062	0.0%	$0
25. Hong Kong	$1,109	$853	$1,059	$832	$957	15.0%	$125
26. Austria	$531	$457	$669	$806	$825	2.4%	$20
27. Denmark	$675	$636	$712	$754	$731	-3.0%	-$23
28. Poland	$141	$128	$222	$440	$710	61.5%	$270
29. Finland	$665	$535	$571	$615	$625	1.7%	$10
30. Australia	$428	$392	$455	$551	$511	-7.3%	-$40
31. Belgium	$450	$376	$400	$496	$478	-3.7%	-$18
32. Czech Republic	$302	$219	$291	$415	$463	11.4%	$47
33. Norway	$623	$459	$573	$407	$404	-0.9%	-$4
34. Spain	$280	$183	$224	$250	$312	24.6%	$62
35. Estonia	$22	$26	$530	$597	$275	-53.9%	-$322
36. Dominican Republic	$265	$186	$142	$136	$224	64.5%	$88
37. Brazil	$335	$262	$190	$181	$218	20.3%	$37
38. Romania	$94	$112	$146	$153	$203	32.7%	$50
39. Malta	$175	$141	$157	$159	$153	-3.8%	-$6
40. Portugal	$190	$68	$90	$128	$119	-7.0%	-$9
41. Slovakia	$96	$66	$95	$138	$112	-18.4%	-$25
42. Ukraine	$7	$5	$10	$8	$107	1239.8%	$99

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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U.S. Tech Export Rankings

TECH EXPORT PERCENT CHANGE 2011 – 2012

Rank	Country	Percent Change
	Tech Exports to World	**1.3%**
	All Exports to World	**4.4%**
1.	Vietnam	92.0%
2.	Russian Federation	39.9%
3.	Israel	36.4%
4.	United Arab Emirates	34.8%
5.	Panama	26.0%
6.	Saudi Arabia	21.0%
7.	Costa Rica	20.0%
8.	Colombia	19.8%
9.	Japan	10.4%
10.	Venezuela	9.9%
11.	Peru	8.2%
12.	Chile	7.7%
13.	Norway	7.2%
14.	Ecuador	6.6%
15.	Czech Republic	6.3%
16.	Australia	5.8%
17.	Hungary	5.7%
18.	Switzerland	4.8%
19.	Mexico	4.0%
20.	South Korea	3.1%
21.	Hong Kong	2.9%
22.	Brazil	2.4%
23.	Ireland	1.3%
24.	China	1.2%
25.	South Africa	1.1%
26.	Canada	-0.7%
27.	France	-1.7%
28.	Belgium	-2.5%
29.	United Kingdom	-2.5%
30.	Netherlands	-4.0%
31.	Germany	-4.3%
32.	Philippines	-4.5%
33.	Thailand	-5.4%
34.	India	-6.4%
35.	Argentina	-7.4%
36.	Taiwan	-9.4%
37.	Turkey	-11.0%
38.	Singapore	-12.0%
39.	Italy	-12.3%
40.	Paraguay	-12.9%
41.	Sweden	-14.2%
42.	Malaysia	-14.8%
43.	Spain	-23.9%

TECH EXPORT NUMERIC CHANGE 2011 – 2012

(in millions of dollars)

Rank	Country	Numeric Change
	Tech Exports to World	**$2,698**
	All Exports to World	**$65,418**
1.	Mexico	$1,443
2.	Japan	$870
3.	Israel	$697
4.	United Arab Emirates	$663
5.	Vietnam	$435
6.	Colombia	$387
7.	Russian Federation	$300
8.	Costa Rica	$271
9.	Hong Kong	$262
10.	South Korea	$210
11.	Venezuela	$193
12.	Saudi Arabia	$186
13.	Australia	$169
14.	China	$160
15.	Brazil	$156
16.	Chile	$137
17.	Panama	$132
18.	Peru	$93
19.	Switzerland	$51
20.	Ecuador	$50
21.	Norway	$39
22.	Czech Republic	$35
23.	Hungary	$30
24.	Ireland	$13
25.	South Africa	$6
26.	Belgium	-$49
27.	France	-$57
28.	Turkey	-$74
29.	Argentina	-$126
30.	India	-$141
31.	United Kingdom	-$142
32.	Thailand	-$142
33.	Philippines	-$151
34.	Paraguay	-$151
35.	Sweden	-$165
36.	Spain	-$191
37.	Canada	-$194
38.	Italy	-$211
39.	Netherlands	-$262
40.	Germany	-$318
41.	Taiwan	-$533
42.	Singapore	-$803
43.	Malaysia	-$1,087

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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U.S. Tech Import Rankings

TECH IMPORT PERCENT CHANGE 2011 – 2012

Rank	Country	Percent Change
	Tech Exports to World	**3.2%**
	All Exports to World	**3.0%**
1.	Ukraine	1239.8%
2.	Dominican Republic	64.5%
3.	Poland	61.5%
4.	Vietnam	52.1%
5.	Romania	32.7%
6.	Spain	24.6%
7.	Costa Rica	22.5%
8.	Brazil	20.3%
9.	Hong Kong	15.0%
10.	Thailand	14.9%
11.	Philippines	11.4%
12.	Czech Republic	11.4%
13.	China	8.6%
14.	Mexico	4.5%
15.	United Kingdom	4.2%
16.	Malaysia	2.5%
17.	Austria	2.4%
18.	Finland	1.7%
19.	Germany	0.9%
20.	Hungary	0.0%
21.	Italy	-0.7%
22.	Canada	-0.8%
23.	Switzerland	-0.8%
24.	Norway	-0.9%
25.	Sweden	-1.5%
26.	Japan	-1.5%
27.	Israel	-1.7%
28.	Netherlands	-2.0%
29.	Denmark	-3.0%
30.	Belgium	-3.7%
31.	Malta	-3.8%
32.	France	-4.4%
33.	Singapore	-4.6%
34.	Ireland	-5.4%
35.	Portugal	-7.0%
36.	Australia	-7.3%
37.	India	-8.1%
38.	Indonesia	-8.8%
39.	Slovakia	-18.4%
40.	Taiwan	-19.4%
41.	South Korea	-21.7%
42.	Estonia	-53.9%

TECH IMPORT NUMERIC CHANGE 2011 – 2012

(in millions of dollars)

Rank	State	Numeric Change
	Tech Exports to World	**$11,067**
	All Exports to World	**$67,265**
1.	China	$12,566
2.	Mexico	$2,343
3.	Costa Rica	$1,500
4.	Thailand	$1,371
5.	Vietnam	$531
6.	Philippines	$437
7.	Malaysia	$390
8.	Poland	$270
9.	United Kingdom	$161
10.	Hong Kong	$125
11.	Ukraine	$99
12.	Dominican Republic	$88
13.	Germany	$86
14.	Spain	$62
15.	Romania	$50
16.	Czech Republic	$47
17.	Brazil	$37
18.	Austria	$20
19.	Finland	$10
20.	Hungary	$0
21.	Norway	-$4
22.	Malta	-$6
23.	Portugal	-$9
24.	Italy	-$10
25.	Sweden	-$17
26.	Belgium	-$18
27.	Denmark	-$23
28.	Netherlands	-$24
29.	Slovakia	-$25
30.	Israel	-$36
31.	Switzerland	-$36
32.	Australia	-$40
33.	Canada	-$60
34.	Ireland	-$90
35.	India	-$96
36.	France	-$116
37.	Indonesia	-$155
38.	Singapore	-$258
39.	Japan	-$294
40.	Estonia	-$322
41.	South Korea	-$3,726
42.	Taiwan	-$3,812

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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JOBS SUPPORTED BY TECH EXPORTS 2012

(alphabetical)

Country	Tech Export Jobs
United States	**1,495,013**
Argentina	11,469
Australia	22,642
Belgium	14,228
Brazil	49,492
Canada	205,675
Chile	14,028
China	102,022
Colombia	17,166
Costa Rica	11,941
Czech Republic	4,361
Ecuador	5,990
France	24,259
Germany	51,320
Hong Kong	67,549
Hungary	4,076
India	15,246
Ireland	7,118
Israel	19,166
Italy	11,066
Japan	67,704
Malaysia	46,021
Mexico	277,416
Netherlands	45,946
Norway	4,292
Panama	4,698
Paraguay	7,449
Peru	9,026
Philippines	23,371
Russian Federation	7,725
Saudi Arabia	7,869
Singapore	43,305
South Africa	3,948
South Korea	51,309
Spain	4,445
Sweden	7,321
Switzerland	8,308
Taiwan	37,479
Thailand	18,137
Turkey	4,392
United Arab Emirates	18,830
United Kingdom	40,125
Venezuela	15,775
Vietnam	6,661

JOBS SUPPORTED BY TECH EXPORTS 2012

(ranked)

Rank	Country	Tech Export Jobs
	United States	**1,495,013**
1.	Mexico	277,416
2.	Canada	205,675
3.	China	102,022
4.	Japan	67,704
5.	Hong Kong	67,549
6.	Germany	51,320
7.	South Korea	51,309
8.	Brazil	49,492
9.	Malaysia	46,021
10.	Netherlands	45,946
11.	Singapore	43,305
12.	United Kingdom	40,125
13.	Taiwan	37,479
14.	France	24,259
15.	Philippines	23,371
16.	Australia	22,642
17.	Israel	19,166
18.	United Arab Emirates	18,830
19.	Thailand	18,137
20.	Colombia	17,166
21.	Venezuela	15,775
22.	India	15,246
23.	Belgium	14,228
24.	Chile	14,028
25.	Costa Rica	11,941
26.	Argentina	11,469
27.	Italy	11,066
28.	Peru	9,026
29.	Switzerland	8,308
30.	Saudi Arabia	7,869
31.	Russian Federation	7,725
32.	Paraguay	7,449
33.	Sweden	7,321
34.	Ireland	7,118
35.	Vietnam	6,661
36.	Ecuador	5,990
37.	Panama	4,698
38.	Spain	4,445
39.	Turkey	4,392
40.	Czech Republic	4,361
41.	Norway	4,292
42.	Hungary	4,076
43.	South Africa	3,948

Includes Markets with $500 Million or more of U.S. Tech Goods Exports
Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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TECH EXPORTS BY STATE, 2008 – 2012
(in millions of current dollars)

	2008	2009	2010	2011	2012	Percent Change 2011-12	Numeric Change 2011-12
UNITED STATES	**$190,283**	**$160,628**	**$190,435**	**$201,161**	**$203,859**	**1.3%**	**$2,698**
Alabama	$633	$604	$698	$630	$588	-6.6%	-$42
Alaska	$27	$77	$16	$20	$23	14.6%	$3
Arizona	$6,886	$4,338	$5,164	$4,998	$4,896	-2.1%	-$103
Arkansas	$129	$140	$222	$154	$198	28.1%	$43
California	$41,495	$35,187	$43,071	$46,073	$44,767	-2.8%	-$1,306
Colorado	$2,649	$1,555	$1,765	$2,023	$2,071	2.4%	$48
Connecticut	$1,294	$1,038	$1,308	$1,439	$1,409	-2.1%	-$30
Delaware	$608	$584	$694	$610	$597	-2.0%	-$12
District of Columbia	$103	$64	$75	$110	$368	233.4%	$257
Florida	$12,650	$11,722	$13,309	$14,426	$14,468	0.3%	$42
Georgia	$2,326	$2,116	$2,408	$2,237	$2,256	0.8%	$19
Hawaii	$45	$34	$68	$67	$44	-33.9%	-$23
Idaho	$2,934	$2,249	$2,715	$2,948	$2,859	-3.0%	-$89
Illinois	$5,612	$4,620	$5,496	$6,076	$6,257	3.0%	$181
Indiana	$1,913	$1,770	$1,744	$1,648	$1,803	9.4%	$155
Iowa	$463	$430	$475	$507	$567	12.0%	$61
Kansas	$994	$630	$637	$657	$633	-3.8%	-$25
Kentucky	$1,449	$1,405	$1,449	$1,522	$1,660	9.0%	$137
Louisiana	$278	$296	$268	$278	$290	4.2%	$12
Maine	$895	$445	$1,004	$1,066	$590	-44.7%	-$476
Maryland	$1,423	$1,229	$1,247	$1,554	$1,775	14.2%	$221
Massachusetts	$7,821	$6,600	$7,488	$7,681	$7,310	-4.8%	-$371
Michigan	$1,747	$1,696	$2,191	$2,639	$2,589	-1.9%	-$50
Minnesota	$4,094	$3,393	$4,007	$3,872	$3,978	2.7%	$106
Mississippi	$791	$482	$919	$914	$1,011	10.6%	$97
Missouri	$566	$511	$632	$670	$607	-9.4%	-$63
Montana	$25	$22	$23	$30	$37	25.3%	$7
Nebraska	$168	$144	$173	$191	$200	4.8%	$9
Nevada	$796	$789	$967	$1,193	$1,416	18.7%	$223
New Hampshire	$1,239	$1,226	$1,625	$1,493	$1,139	-23.7%	-$353
New Jersey	$3,295	$3,097	$3,367	$3,810	$3,858	1.3%	$48
New Mexico	$1,762	$382	$518	$881	$1,669	89.4%	$788
New York	$7,726	$6,344	$6,427	$6,950	$6,630	-4.6%	-$320
North Carolina	$2,802	$2,458	$2,675	$2,450	$2,671	9.0%	$221
North Dakota	$45	$26	$46	$70	$62	-11.9%	-$8
Ohio	$3,074	$2,367	$2,720	$3,090	$3,226	4.4%	$136
Oklahoma	$423	$384	$539	$836	$840	0.5%	$4
Oregon	$7,980	$6,758	$7,768	$6,499	$6,414	-1.3%	-$84
Pennsylvania	$3,024	$2,609	$3,176	$4,086	$3,790	-7.2%	-$296
Puerto Rico	$1,722	$1,059	$982	$684	$434	-36.6%	-$251
Rhode Island	$184	$184	$173	$151	$177	17.5%	$26
South Carolina	$957	$779	$1,200	$1,399	$1,693	21.0%	$294
South Dakota	$508	$131	$89	$112	$122	9.2%	$10
Tennessee	$3,354	$3,068	$3,721	$4,301	$4,704	9.4%	$403
Texas	$35,206	$32,054	$39,246	$42,080	$45,132	7.3%	$3,051
Utah	$1,983	$1,588	$1,974	$2,201	$2,038	-7.4%	-$162
Vermont	$2,571	$2,384	$2,921	$2,696	$2,772	2.8%	$76
Virginia	$3,458	$2,167	$2,548	$2,230	$2,364	6.0%	$134
Washington	$3,242	$2,941	$3,330	$3,718	$3,736	0.5%	$18
West Virginia	$66	$54	$69	$105	$114	8.3%	$9
Wisconsin	$3,090	$2,895	$3,391	$3,176	$3,043	-4.2%	-$133
Wyoming	$10	$11	$13	$22	$24	8.1%	$2
Unallocated	$1,746	$1,490	$1,681	$1,885	$1,938	2.8%	$54

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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STATE TECH EXPORT RANK 2012

(in millions of U.S. dollars)

Rank	State	Tech Exports
	United States	**$203,859**
1.	Texas	$45,132
2.	California	$44,767
3.	Florida	$14,468
4.	Massachusetts	$7,310
5.	New York	$6,630
6.	Oregon	$6,414
7.	Illinois	$6,257
8.	Arizona	$4,896
9.	Tennessee	$4,704
10.	Minnesota	$3,978
11.	New Jersey	$3,858
12.	Pennsylvania	$3,790
13.	Washington	$3,736
14.	Ohio	$3,226
15.	Wisconsin	$3,043
16.	Idaho	$2,859
17.	Vermont	$2,772
18.	North Carolina	$2,671
19.	Michigan	$2,589
20.	Virginia	$2,364
21.	Georgia	$2,256
22.	Colorado	$2,071
23.	Utah	$2,038
24.	Indiana	$1,803
25.	Maryland	$1,775
26.	South Carolina	$1,693
27.	New Mexico	$1,669
28.	Kentucky	$1,660
29.	Nevada	$1,416
30.	Connecticut	$1,409
31.	New Hampshire	$1,139
32.	Mississippi	$1,011
33.	Oklahoma	$840
34.	Kansas	$633
35.	Missouri	$607
36.	Delaware	$597
37.	Maine	$590
38.	Alabama	$588
39.	Iowa	$567
40.	Puerto Rico	$434
41.	District of Columbia	$368
42.	Louisiana	$290
43.	Nebraska	$200
44.	Arkansas	$198
45.	Rhode Island	$177
46.	South Dakota	$122
47.	West Virginia	$114
48.	North Dakota	$62
49.	Hawaii	$44
50.	Montana	$37
51.	Wyoming	$24
52.	Alaska	$23
	Unallocated	$1,938

Data are rounded.

TECH CONCENTRATION OF EXPORTS 2012

(in millions of U.S. dollars)

Rank	State	Tech Exports	Total Exports	Concentration of Tech Exports
	United States	**$203,859**	**$1,545,709**	**13.2%**
1.	Vermont	$2,772	$4,140	67.0%
2.	New Mexico	$1,669	$2,968	56.2%
3.	Idaho	$2,859	$6,119	46.7%
4.	Oregon	$6,414	$18,386	34.9%
5.	New Hampshire	$1,139	$3,489	32.7%
6.	Massachusetts	$7,310	$25,613	28.5%
7.	California	$44,767	$161,880	27.7%
8.	Arizona	$4,896	$18,405	26.6%
9.	Colorado	$2,071	$8,167	25.4%
10.	Florida	$14,468	$66,202	21.9%
11.	Maine	$590	$3,048	19.3%
12.	Minnesota	$3,978	$20,827	19.1%
13.	District of Columbia	$368	$2,015	18.3%
14.	Texas	$45,132	$264,709	17.0%
15.	Maryland	$1,775	$11,741	15.1%
16.	Tennessee	$4,704	$31,140	15.1%
17.	Nevada	$1,416	$10,261	13.8%
18.	Wisconsin	$3,043	$23,117	13.2%
19.	Virginia	$2,364	$18,281	12.9%
20.	Oklahoma	$840	$6,578	12.8%
21.	Delaware	$597	$5,113	11.7%
22.	Utah	$2,038	$19,256	10.6%
23.	New Jersey	$3,858	$37,278	10.3%
24.	Pennsylvania	$3,790	$38,829	9.8%
25.	North Carolina	$2,671	$28,833	9.3%
26.	Illinois	$6,257	$68,127	9.2%
27.	Connecticut	$1,409	$15,961	8.8%
28.	Mississippi	$1,011	$11,787	8.6%
29.	New York	$6,630	$81,359	8.1%
30.	South Dakota	$122	$1,556	7.9%
31.	Kentucky	$1,660	$22,126	7.5%
32.	Rhode Island	$177	$2,370	7.5%
33.	South Carolina	$1,693	$25,110	6.7%
34.	Ohio	$3,226	$48,648	6.6%
35.	Georgia	$2,256	$36,067	6.3%
36.	Hawaii	$44	$732	6.1%
37.	Kansas	$633	$11,696	5.4%
38.	Indiana	$1,803	$34,431	5.2%
39.	Washington	$3,736	$75,619	4.9%
40.	Michigan	$2,589	$56,993	4.5%
41.	Missouri	$607	$13,928	4.4%
42.	Iowa	$567	$14,636	3.9%
43.	Alabama	$588	$19,572	3.0%
44.	Nebraska	$200	$7,459	2.7%
45.	Arkansas	$198	$7,620	2.6%
46.	Montana	$37	$1,577	2.4%
47.	Puerto Rico	$434	$18,669	2.3%
48.	Wyoming	$24	$1,421	1.7%
49.	North Dakota	$62	$4,309	1.4%
50.	West Virginia	$114	$11,337	1.0%
51.	Alaska	$23	$4,543	0.5%
52.	Louisiana	$290	$62,893	0.5%

Source: International Trade Administration, U.S. Department of Commerce

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State Tech Exports Job Rankings

JOBS SUPPORTED BY TECH EXPORTS 2012

State	Tech Export Jobs
United States	1,495,013
Alabama	4,315
Alaska	167
Arizona	35,904
Arkansas	1,450
California	328,301
Colorado	15,189
Connecticut	10,334
Delaware	4,381
District of Columbia	2,697
Florida	106,101
Georgia	16,542
Hawaii	325
Idaho	20,964
Illinois	45,884
Indiana	13,221
Iowa	4,162
Kansas	4,639
Kentucky	12,171
Louisiana	2,128
Maine	4,324
Maryland	13,018
Massachusetts	53,607
Michigan	18,990
Minnesota	29,174
Mississippi	7,418
Missouri	4,451
Montana	272
Nebraska	1,465
Nevada	10,383
New Hampshire	8,355
New Jersey	28,291
New Mexico	12,240
New York	48,621
North Carolina	19,591
North Dakota	455
Ohio	23,657
Oklahoma	6,163
Oregon	47,040
Pennsylvania	27,794
Puerto Rico	3,179
Rhode Island	1,299
South Carolina	12,414
South Dakota	897
Tennessee	34,496
Texas	330,977
Utah	14,948
Vermont	20,331
Virginia	17,338
Washington	27,401
West Virginia	834
Wisconsin	22,318
Wyoming	173

JOBS SUPPORTED BY TECH EXPORTS 2012

Rank	State	Tech Export Jobs
	United States	1,495,013
1.	Texas	330,977
2.	California	328,301
3.	Florida	106,101
4.	Massachusetts	53,607
5.	New York	48,621
6.	Oregon	47,040
7.	Illinois	45,884
8.	Arizona	35,904
9.	Tennessee	34,496
10.	Minnesota	29,174
11.	New Jersey	28,291
12.	Pennsylvania	27,794
13.	Washington	27,401
14.	Ohio	23,657
15.	Wisconsin	22,318
16.	Idaho	20,964
17.	Vermont	20,331
18.	North Carolina	19,591
19.	Michigan	18,990
20.	Virginia	17,338
21.	Georgia	16,542
22.	Colorado	15,189
23.	Utah	14,948
24.	Indiana	13,221
25.	Maryland	13,018
26.	South Carolina	12,414
27.	New Mexico	12,240
28.	Kentucky	12,171
29.	Nevada	10,383
30.	Connecticut	10,334
31.	New Hampshire	8,355
32.	Mississippi	7,418
33.	Oklahoma	6,163
34.	Kansas	4,639
35.	Missouri	4,451
36.	Delaware	4,381
37.	Maine	4,324
38.	Alabama	4,315
39.	Iowa	4,162
40.	Puerto Rico	3,179
41.	District of Columbia	2,697
42.	Louisiana	2,128
43.	Nebraska	1,465
44.	Arkansas	1,450
45.	Rhode Island	1,299
46.	South Dakota	897
47.	West Virginia	834
48.	North Dakota	455
49.	Hawaii	325
50.	Montana	272
51.	Wyoming	173
52.	Alaska	167

Data are rounded. Unallocated are not reflected.

Source: International Trade Administration, U.S. Department of Commerce

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TECH EXPORTS NUMERIC CHANGE 2011-2012

(based on millions of current U.S. dollars)

Rank	State	Numeric Change 2011-2012
	United States	**$2,698**
1.	Texas	$3,051
2.	New Mexico	$788
3.	Tennessee	$403
4.	South Carolina	$294
5.	District of Columbia	$257
6.	Nevada	$223
7.	North Carolina	$221
8.	Maryland	$221
9.	Illinois	$181
10.	Indiana	$155
11.	Kentucky	$137
12.	Ohio	$136
13.	Virginia	$134
14.	Minnesota	$106
15.	Mississippi	$97
16.	Vermont	$76
17.	Iowa	$61
18.	Colorado	$48
19.	New Jersey	$48
20.	Arkansas	$43
21.	Florida	$42
22.	Rhode Island	$26
23.	Georgia	$19
24.	Washington	$18
25.	Louisiana	$12
26.	South Dakota	$10
27.	Nebraska	$9
28.	West Virginia	$9
29.	Montana	$7
30.	Oklahoma	$4
31.	Alaska	$3
32.	Wyoming	$2
33.	North Dakota	-$8
34.	Delaware	-$12
35.	Hawaii	-$23
36.	Kansas	-$25
37.	Connecticut	-$30
38.	Alabama	-$42
39.	Michigan	-$50
40.	Missouri	-$63
41.	Oregon	-$84
42.	Idaho	-$89
43.	Arizona	-$103
44.	Wisconsin	-$133
45.	Utah	-$162
46.	Puerto Rico	-$251
47.	Pennsylvania	-$296
48.	New York	-$320
49.	New Hampshire	-$353
50.	Massachusetts	-$371
51.	Maine	-$476
52.	California	-$1,306

TECH EXPORTS PERCENT CHANGE 2011-2012

(based on current U.S. dollars)

Rank	State	Percent Change 2011-2012
	United States	**1.3%**
1.	District of Columbia	233.4%
2.	New Mexico	89.4%
3.	Arkansas	28.1%
4.	Montana	25.3%
5.	South Carolina	21.0%
6.	Nevada	18.7%
7.	Rhode Island	17.5%
8.	Alaska	14.6%
9.	Maryland	14.2%
10.	Iowa	12.0%
11.	Mississippi	10.6%
12.	Indiana	9.4%
13.	Tennessee	9.4%
14.	South Dakota	9.2%
15.	North Carolina	9.0%
16.	Kentucky	9.0%
17.	West Virginia	8.3%
18.	Wyoming	8.1%
19.	Texas	7.3%
20.	Virginia	6.0%
21.	Nebraska	4.8%
22.	Ohio	4.4%
23.	Louisiana	4.2%
24.	Illinois	3.0%
25.	Vermont	2.8%
26.	Minnesota	2.7%
27.	Colorado	2.4%
28.	New Jersey	1.3%
29.	Georgia	0.8%
30.	Oklahoma	0.5%
31.	Washington	0.5%
32.	Florida	0.3%
33.	Oregon	-1.3%
34.	Michigan	-1.9%
35.	Delaware	-2.0%
36.	Arizona	-2.1%
37.	Connecticut	-2.1%
38.	California	-2.8%
39.	Idaho	-3.0%
40.	Kansas	-3.8%
41.	Wisconsin	-4.2%
42.	New York	-4.6%
43.	Massachusetts	-4.8%
44.	Alabama	-6.6%
45.	Pennsylvania	-7.2%
46.	Utah	-7.4%
47.	Missouri	-9.4%
48.	North Dakota	-11.9%
49.	New Hampshire	-23.7%
50.	Hawaii	-33.9%
51.	Puerto Rico	-36.6%
52.	Maine	-44.7%

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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TECH EXPORTS NUMERIC CHANGE 2008-2012

(based on millions of current U.S. dollars)

Rank	State	Export Value
	United States	**$13,576**
1.	Texas	$9,926
2.	California	$3,272
3.	Florida	$1,818
4.	Tennessee	$1,350
5.	Michigan	$842
6.	Pennsylvania	$766
7.	South Carolina	$736
8.	Illinois	$644
9.	Nevada	$620
10.	New Jersey	$563
11.	Washington	$494
12.	Oklahoma	$417
13.	Maryland	$352
14.	District of Columbia	$265
15.	Mississippi	$220
16.	Kentucky	$211
17.	Vermont	$201
18.	Ohio	$152
19.	Connecticut	$115
20.	Iowa	$105
21.	Arkansas	$69
22.	Utah	$55
23.	West Virginia	$47
24.	Missouri	$41
25.	Nebraska	$31
26.	North Dakota	$18
27.	Wyoming	$14
28.	Louisiana	$12
29.	Montana	$12
30.	Hawaii	$0
31.	Alaska	-$5
32.	Rhode Island	-$7
33.	Delaware	-$10
34.	Alabama	-$45
35.	Wisconsin	-$47
36.	Georgia	-$70
37.	Idaho	-$76
38.	New Mexico	-$93
39.	New Hampshire	-$99
40.	Indiana	-$110
41.	Minnesota	-$116
42.	North Carolina	-$131
43.	Maine	-$306
44.	Kansas	-$361
45.	South Dakota	-$385
46.	Massachusetts	-$512
47.	Colorado	-$578
48.	Virginia	-$1,094
49.	New York	-$1,096
50.	Puerto Rico	-$1,289
51.	Oregon	-$1,566
52.	Arizona	-$1,990

TECH EXPORTS PERCENT CHANGE 2008-2012

(based on current U.S. dollars)

Rank	State	Percentage
	United States	**7.1%**
1.	District of Columbia	257.4%
2.	Wyoming	143.3%
3.	Oklahoma	98.5%
4.	Nevada	77.8%
5.	South Carolina	76.9%
6.	West Virginia	71.6%
7.	Arkansas	53.1%
8.	Montana	48.6%
9.	Michigan	48.2%
10.	Tennessee	40.3%
11.	North Dakota	39.4%
12.	Texas	28.2%
13.	Mississippi	27.8%
14.	Pennsylvania	25.4%
15.	Maryland	24.8%
16.	Iowa	22.7%
17.	Nebraska	18.7%
18.	New Jersey	17.1%
19.	Washington	15.2%
20.	Kentucky	14.5%
21.	Florida	14.4%
22.	Illinois	11.5%
23.	Connecticut	8.9%
24.	California	7.9%
25.	Vermont	7.8%
26.	Missouri	7.2%
27.	Ohio	4.9%
28.	Louisiana	4.4%
29.	Utah	2.8%
30.	Hawaii	-0.9%
31.	Wisconsin	-1.5%
32.	Delaware	-1.7%
33.	Idaho	-2.6%
34.	Minnesota	-2.8%
35.	Georgia	-3.0%
36.	Rhode Island	-3.6%
37.	North Carolina	-4.7%
38.	New Mexico	-5.3%
39.	Indiana	-5.8%
40.	Massachusetts	-6.5%
41.	Alabama	-7.1%
42.	New Hampshire	-8.0%
43.	New York	-14.2%
44.	Alaska	-16.8%
45.	Oregon	-19.6%
46.	Colorado	-21.8%
47.	Arizona	-28.9%
48.	Virginia	-31.6%
49.	Maine	-34.1%
50.	Kansas	-36.4%
51.	Puerto Rico	-74.8%
52.	South Dakota	-75.9%

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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COMPUTER EQUIPMENT 2012

(in millions of U.S. dollars)

Rank	State	Export Value
	United States	**$49,306**
1.	California	$13,343
2.	Texas	$12,829
3.	Florida	$4,984
4.	Tennessee	$2,201
5.	New York	$1,780
6.	New Jersey	$1,140
7.	Minnesota	$1,077
8.	Massachusetts	$1,037
9.	Oregon	$916
10.	Illinois	$871
11.	Pennsylvania	$807
12.	Georgia	$804
13.	North Carolina	$622
14.	Wisconsin	$579
15.	Virginia	$568
16.	Ohio	$539
17.	Arizona	$521
18.	Indiana	$408
19.	Mississippi	$370
20.	New Hampshire	$365
21.	Washington	$351
22.	South Carolina	$343
23.	Kentucky	$278
24.	Colorado	$260
25.	Oklahoma	$239
26.	Puerto Rico	$209
27.	Idaho	$201
28.	Nevada	$149
29.	Michigan	$141
30.	Alabama	$132
31.	Maryland	$123
32.	Utah	$107
33.	New Mexico	$106
34.	Connecticut	$105
35.	Missouri	$92
36.	Iowa	$45
37.	Vermont	$42
38.	Delaware	$39
39.	Kansas	$31
40.	Rhode Island	$30
41.	Louisiana	$17
42.	District of Columbia	$14
43.	South Dakota	$13
44.	Maine	$11
45.	Hawaii	$8.7
46.	North Dakota	$7.4
47.	Nebraska	$7.2
48.	Arkansas	$4.0
49.	West Virginia	$3.7
50.	Alaska	$1.2
51.	Montana	$1.0
52.	Wyoming	$0.8
	Unallocated	$434

COMMUNICATIONS EQUIPMENT 2012

(in millions of U.S. dollars)

Rank	State	Export Value
	United States	**$33,817**
1.	Texas	$8,921
2.	California	$8,326
3.	Florida	$4,853
4.	New York	$1,421
5.	Illinois	$1,326
6.	Maryland	$936
7.	New Jersey	$735
8.	Tennessee	$614
9.	Arizona	$588
10.	Virginia	$584
11.	Massachusetts	$495
12.	Minnesota	$474
13.	Pennsylvania	$463
14.	Washington	$411
15.	Kentucky	$358
16.	Georgia	$318
17.	North Carolina	$306
18.	Indiana	$299
19.	Wisconsin	$237
20.	Michigan	$219
21.	Nevada	$184
22.	Ohio	$179
23.	New Hampshire	$175
24.	Connecticut	$148
25.	Oklahoma	$121
26.	Iowa	$116
27.	South Carolina	$103
28.	Colorado	$99
29.	Oregon	$86
30.	Kansas	$71
31.	Alabama	$63
32.	Mississippi	$62
33.	Utah	$62
34.	Missouri	$58
35.	Puerto Rico	$52
36.	New Mexico	$43
37.	Rhode Island	$25
38.	Idaho	$22
39.	Nebraska	$17
40.	Louisiana	$15
41.	Delaware	$14
42.	District of Columbia	$10
43.	Maine	$7.0
44.	Hawaii	$5.7
45.	South Dakota	$2.6
46.	Arkansas	$2.6
47.	Vermont	$2.2
48.	Montana	$1.9
49.	Wyoming	$1.5
50.	West Virginia	$0.9
51.	Alaska	$0.7
52.	North Dakota	$0.7
	Unallocated	$181

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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AUDIO & VIDEO EQUIPMENT 2012

(in millions of dollars)

Rank	State	Export Value
	United States	**$10,232**
1.	Texas	$2,697
2.	California	$2,304
3.	Florida	$1,029
4.	Illinois	$464
5.	Michigan	$418
6.	Washington	$394
7.	New York	$332
8.	Kentucky	$306
9.	New Jersey	$263
10.	Massachusetts	$258
11.	Ohio	$245
12.	Arizona	$212
13.	Pennsylvania	$118
14.	Georgia	$96
15.	Minnesota	$88
16.	Indiana	$85
17.	Missouri	$61
18.	South Carolina	$61
19.	Tennessee	$59
20.	Oregon	$52
21.	Mississippi	$44
22.	Maryland	$42
23.	Utah	$42
24.	Wisconsin	$36
25.	Colorado	$35
26.	Nevada	$33
27.	Virginia	$29
28.	North Carolina	$26
29.	New Hampshire	$24
30.	Connecticut	$23
31.	Arkansas	$21
32.	Puerto Rico	$20
33.	Iowa	$19
34.	Alabama	$19
35.	New Mexico	$18
36.	Kansas	$14
37.	Oklahoma	$8.3
38.	Nebraska	$7.2
39.	South Dakota	$7.2
40.	Delaware	$6.2
41.	Louisiana	$3.6
42.	Rhode Island	$3.1
43.	District of Columbia	$2.5
44.	Hawaii	$2.0
45.	Maine	$1.8
46.	North Dakota	$1.6
47.	Vermont	$0.7
48.	Idaho	$0.4
49.	West Virginia	$0.4
50.	Alaska	$0.1
51.	Montana	$0.1
52.	Wyoming	$0.03
	Unallocated	$202

SEMICONDUCTORS & ELECTRONIC COMPONENT 2012

(in millions of dollars)

Rank	State	Export Value
	United States	**$59,077**
1.	Texas	$14,045
2.	California	$10,974
3.	Oregon	$4,835
4.	Arizona	$2,948
5.	Vermont	$2,609
6.	Idaho	$2,507
7.	Massachusetts	$1,991
8.	Florida	$1,512
9.	New Mexico	$1,430
10.	Illinois	$1,235
11.	North Carolina	$1,223
12.	Utah	$1,200
13.	New York	$1,139
14.	Minnesota	$982
15.	Pennsylvania	$926
16.	Virginia	$860
17.	Washington	$688
18.	Nevada	$679
19.	Colorado	$649
20.	New Jersey	$551
21.	Maine	$503
22.	Wisconsin	$484
23.	South Carolina	$481
24.	Mississippi	$462
25.	Ohio	$449
26.	Michigan	$407
27.	Georgia	$368
28.	Indiana	$361
29.	New Hampshire	$310
30.	Tennessee	$272
31.	Connecticut	$213
32.	Alabama	$185
33.	Missouri	$172
34.	Maryland	$123
35.	Arkansas	$116
36.	Kentucky	$109
37.	Iowa	$100
38.	Oklahoma	$95
39.	South Dakota	$75
40.	Rhode Island	$67
41.	Nebraska	$64
42.	Kansas	$60
43.	District of Columbia	$21
44.	Puerto Rico	$21
45.	Louisiana	$20
46.	North Dakota	$15
47.	Delaware	$15
48.	Montana	$5.5
49.	Alaska	$4.2
50.	West Virginia	$3.2
51.	Hawaii	$1.8
52.	Wyoming	$0.5
	Unallocated	$509

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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MEASURING AND CONTROL EQUIPMENT 2012

(in millions of dollars)

Rank	State	Export Value
	United States	**$50,591**
1.	California	$9,659
2.	Texas	$6,490
3.	Massachusetts	$3,456
4.	Illinois	$2,333
5.	Florida	$2,026
6.	New York	$1,945
7.	Washington	$1,876
8.	Ohio	$1,802
9.	Wisconsin	$1,690
10.	Tennessee	$1,542
11.	Pennsylvania	$1,460
12.	Michigan	$1,400
13.	Minnesota	$1,327
14.	New Jersey	$1,148
15.	Colorado	$1,012
16.	Connecticut	$919
17.	South Carolina	$704
18.	Georgia	$660
19.	Indiana	$633
20.	Utah	$625
21.	Arizona	$623
22.	Kentucky	$557
23.	Maryland	$545
24.	Oregon	$524
25.	Delaware	$523
26.	North Carolina	$479
27.	Kansas	$453
28.	Oklahoma	$377
29.	Nevada	$343
30.	District of Columbia	$320
31.	Virginia	$318
32.	Iowa	$283
33.	New Hampshire	$263
34.	Louisiana	$234
35.	Missouri	$222
36.	Alabama	$188
37.	Puerto Rico	$132
38.	Idaho	$128
39.	Vermont	$118
40.	West Virginia	$106
41.	Nebraska	$105
42.	New Mexico	$72
43.	Maine	$65
44.	Mississippi	$59
45.	Arkansas	$53
46.	Rhode Island	$51
47.	North Dakota	$38
48.	Montana	$29
49.	Hawaii	$26
50.	South Dakota	$24
51.	Wyoming	$21
52.	Alaska	$16
	Unallocated	$587

MAGNETIC & OPTICAL EQUIPMENT 2012

(in millions of dollars)

Rank	State	Export Value
	United States	**$837**
1.	California	$161
2.	Texas	$150
3.	Massachusetts	$72
4.	Florida	$65
5.	Kentucky	$51
6.	Minnesota	$29
7.	Illinois	$28
8.	Nevada	$27
9.	New Jersey	$22
10.	Wisconsin	$17
11.	Indiana	$17
12.	Colorado	$16
13.	Pennsylvania	$16
14.	Washington	$16
15.	Tennessee	$15
16.	Mississippi	$15
17.	North Carolina	$14
18.	New York	$13
19.	Ohio	$11
20.	Georgia	$10
21.	Virginia	$5.6
22.	Maryland	$5.5
23.	Arizona	$4.8
24.	Michigan	$4.7
25.	Iowa	$4.2
26.	New Hampshire	$2.7
27.	Alabama	$2.3
28.	Kansas	$1.9
29.	Oregon	$1.8
30.	Utah	$1.6
31.	Connecticut	$1.5
32.	Missouri	$1.4
33.	South Carolina	$1.1
34.	Maine	$0.9
35.	Oklahoma	$0.8
36.	Vermont	$0.7
37.	Idaho	$0.5
38.	District of Columbia	$0.4
39.	Puerto Rico	$0.3
40.	Louisiana	$0.2
41.	Rhode Island	$0.2
42.	Nebraska	$0.12
43.	Arkansas	$0.09
44.	Delaware	$0.09
45.	Hawaii	$0.06
46.	North Dakota	$0.06
47.	South Dakota	$0.0
48.	Montana	$0.0
49.	New Mexico	$0.0
50.	Alaska	$0.0
51.	West Virginia	$0.0
52.	Wyoming	$0.0
	Unallocated	$27

Data are rounded.

Source: International Trade Administration, U.S. Department of Commerce

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DEFINITIONS

CLASSIFICATION SYSTEM

TechAmerica Foundation utilizes the North American Industrial Classification System (NAICS) to define the tech industry. The NAICS is a hierarchical system, with 6-digit numbers assigned to the most specific industries. The NAICS is constructed around the concept of production and is able to reflect advances in technology, including many new service-oriented businesses. Economic units with similar production processes are classified in the same industry.

The original *Cyberstates* definition of tech was based on the Standard Industrial Classification (SIC) system. It has evolved as the U.S. government officially converted to the NAICS in 1997. NAICS was devised by the United States, Canada, and Mexico to allow industry analysis across all three nations. Revisions to NAICS codes in 2002, 2007, and 2012 affected the tech industry and the current TechAmerica Foundation definition of technology takes these changes into account.

We believe the TechAmerica Foundation definition of the tech industry is a solid, yet conservative, representation of the core components of today's tech industry. This definition does not include some related industries such as biotechnology, nor does it include related industries that are primarily dedicated to selling technology products as opposed to making and creating the technology.

TECH GOODS DEFINITION FOR TRADE

This report uses TechAmerica Foundation's definition of technology as the basis for our definition of technology goods trade. Specifically, the definition for technology goods includes only those products that are classified under the NAICS code 334, which includes the 4-digiti NAICS subcodes of 3341, 3342, 3343, 3344, 3345, and 3346. These categories include the following industries: computers and peripheral equipment (3341), communications equipment (3342), consumer electronics (3343, sometimes called audio and video equipment), semiconductor and other electronic components (3344), measuring and control devices (3345), and magnetic and optical media (3346).

As trade is primarily a goods based activity, the many services industries that make up the tech industry in our Cyberstates report are not included in this trade report. Services trade is not captured as a shipped product as the goods in this report.

TRANS-PACIFIC PARTNERSHIP

The countries included in the trade figures between the U.S. and the Trans-Pacific Partnership (TPP) include: Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, Vietnam.

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TECH INDUSTRY DEFINITION BY NAICS CODES

HIGH-TECH MANUFACTURING

Computer and Peripheral Equipment
334111 Electronic Computers
334112 Computer Storage Devices
334113 Computer Terminals
334119 Other Computer Peripheral Equipment

Communications Equipment
334210 Telephone Apparatus
334220 Radio and TV Broadcasting and Wireless Communications Equipment
334290 Other Communications Equipment
335921 Fiber Optic Cables

Consumer Electronics
334310 Audio and Video Equipment

Electronic Components
334411 Electron Tubes
334412 Bare Printed Circuit Boards
334414 Electronic Capacitors
334415 Electronic Resistors
334416 Electronic Coils, Transformers, and Other Inductors
334417 Electronic Connectors
334418 Printed Circuit Assembly
334419 Other Electronic Components
335911 Storage Batteries
335999 Other Miscellaneous Electrical Equipment and Components

Semiconductors
333295 Semiconductor Machinery
334413 Semiconductor and Related Devices

Space and Defense Systems
334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical Systems and Instruments
336414 Guided Missile and Space Vehicles
336415 Guided Missile and Space Vehicle Propulsion Units and Parts
336419 Other Guided Missile, Space Vehicle Parts, and Auxiliary Equipment

Measuring and Control Instruments
334512 Automatic Environmental Controls
334513 Industrial Process Control Instruments
334514 Totalizing Fluid Meter and Counting Devices
334515 Electricity Measuring and Testing Equipment
334516 Analytical Laboratory Instruments
334519 Other Measuring and Controlling Instruments

Electromedical Equipment
334510 Electromedical and Electrotherapeutic Apparatus
334517 Irradiation Apparatus

Photonics
333314 Optical Instruments and Lenses
333315 Photographic and Photocopying Equipment

HIGH-TECH SERVICES

COMMUNICATIONS SERVICES

Telecommunications and Internet Services
517110 Wired Telecommunication Carriers
517210 Wireless Telecommunication Carriers (except Satellite)
517410 Satellite Telecommunications
517911 Telecommunications Resellers
517919 All Other Telecommunications
518210 Data Processing, Hosting, and Related Services
519130 Internet Publishing and Broadcasting, and Web Search Portals

SOFTWARE SERVICES

Software Publishers
511210 Software Publishers

Computer Systems Design and Related Services
541511 Custom Computer Programming
541512 Computer Systems Design
541513 Computer Facilities Management
541519 Other Computer Related Services

ENGINEERING AND TECH SERVICES

Engineering Services
541330 Engineering Services

R&D and Testing Labs
541380 Testing Laboratories
541711 Research and Development in Biotechnology
541712 Research and Development in the Physical, Engineering, and Life Sciences

Computer Training
611420 Computer Training

All codes on this page represents the core definition of the tech industry used for the *Cyberstates* report
Codes in blue represent codes included in our definition of tech for this trade report.

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METHODOLOGY

MERCHANDISE/GOODS TRADE

The U.S. foreign trade statistics used in this report are provided by U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division. Exports includes all tangible goods - e.g., manufactures, raw materials, and unprocessed agricultural commodities. All values in this report are reflected in current U.S. dollars. No adjustments have been made to correct for inflation, seasonal effects, or other factors.

EXPORTS

Export data are from the Origin of Movement (OM) series compiled by the Foreign Trade Division of the U.S. Census Bureau. This series collects information from the Shippers' Export Declarations, required to be filed with customs officials for shipments leaving the United States. Export data are reported as free-alongside-ship at the U.S. port of export, based on the transaction price, including inland freight, insurance, and other charges incurred in placing merchandise alongside the carrier at the U.S. port of exportation and include both domestic exports and re-exports.

The OM series was originally designed to measure the transportation origin of exports as an aid to transportation planners and marketers. The series credits export merchandise to the state where the goods began their final journey to the port (or other point) of exit from the United States, as specified on official U.S. export declarations filed by shippers. The OM can be either the location of the factory where the export item was produced or, in many cases, the location of a distributor, warehouse, or cargo processing facility.

Since the place from which merchandise began its export journey is not necessarily the place where the merchandise was produced, the OM series does not furnish reliable data on the production origin of U.S. exports. The OM series, although best suited for planning transportation facilities and marketing transportation services, is the only data series currently published by Census that credits merchandise exports to specific states and, as such, provides the most accurate available information on state export patterns and trends.

This OM series allows *Tech Trade in the States* to 'credit' specific states with the export and allows for a, albeit imperfect, state-by-state comparison of exports.

IMPORTS

Import include both imports for U.S. consumption and imports destined for bonded warehouses or Foreign Trade Zones under U.S. Customs custody. Import data are compiled from the Census Bureau's IM145 monthly DVD, which compiles import data from various customs forms required to be filed with customs officials. Imports in this report are on a Customs value basis. Country of origin is defined as the country where the merchandise was manufactured. If the country of origin is unknown, the country of shipment is reported. Import data are only available for the entire United States and are not available on a state-by-state basis.

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METHODOLOGY (CONT.)

TRADE BALANCE

The trade balance is calculated by taking exports minus imports and is only available on a country-by-country basis and nationally for the industry sectors. It is not available on a state-by-state basis as there is not a reliable database of import destinations at the state level.

TECH EXPORT CONCENTRATION

The tech export concentration is determined by dividing the value of tech goods exports by the total value of all exports from that same state. This percentage is used to determine the ranking and concentration of technology exports as a percent of all exports.

EMPLOYMENT SUPPORTED BY TECH EXPORTS

The number of jobs supported by tech exports comes from the U.S. Census Bureau's Exports from Manufacturing Establishments for 2011. This data set provides data that estimates that for every $1 billion in technology exports 2,465 jobs are directly linked to manufacturing those technology goods and another 812 jobs are supported by the purchasing of supplies and inputs for the manufacturing facilities, for a total of 3,277 jobs supported by tech exports. In addition, for every $1 billion in all exports another 4,056 nonmanufacturing jobs are indirectly supported in the economy in general as a result of the economic activity generated. Adding together all these factors, yields a result that for every $1 billion in tech exports supports, 7,334 jobs.

This ratio is used throughout this report to determine the number of jobs supported by technology exports. However, this assumes that the ratio of jobs supported by the tech industry is the same in each state, where the reality is that some states have more job intensive activities compared to others. For the simplicity of this report and to use a consistent methodology, we allow for this assumption to show a representation of the impact of exports on employment. In part, we need to make this assumption, as state level ratios are not available for all the factors used above and in all states.

The following is an example of how this ratio is used in this report. Arizona had $4.9 billion in technology exports in 2012. To calculate the number of jobs this supports, we multiply 4.9 by 7334 to get the 35,904 jobs supported by Arizona tech exports (when possible we use unrounded data to make these calculations).

ROUNDING

The data in this report are often rounded to facilitate the understanding and use of the data. As a result, additional data often exist that are not reflected and can affect ranking, percent change, numeric change, and summations. Many of the rankings in the appendices may appear to be the same because of rounding; however, in reality they are different. In those rare instances when the data are not rounded and are indeed the same, the rankings for those states are a tie.

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