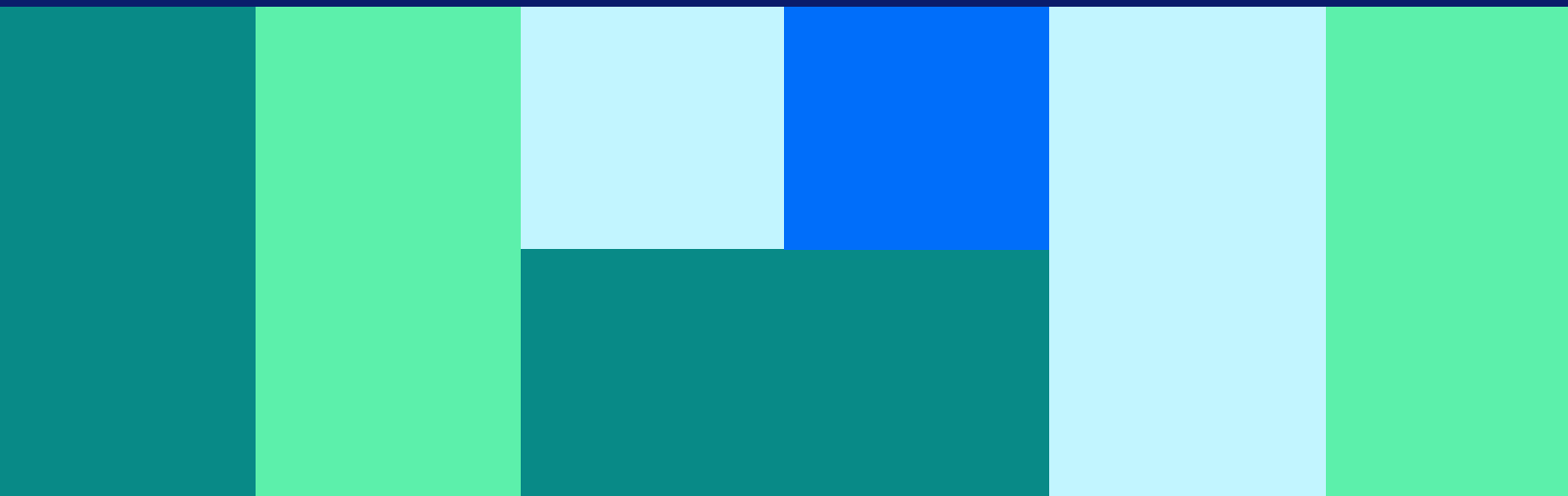


United States Small Online Business Report Appendix

May 2021





Alabama

35%

96%

29%

14

Net Rate of Growth in # of
Enterprises: Statewide

21.6% v. 2.5%

Net Rate of Growth in # of
Enterprises: Rural Counties

11.7% v. -1.6%

Net Rate of Growth in # of
Enterprises: Metro Counties

23.9% v. 3.5%

Top 5 Destinations
For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. South Korea

Top 5 Growth Markets
For Exports

1. South Korea
2. Canada
3. Japan
4. Mexico
5. Thailand

Top 5 Product
Categories Exported

1. Sporting Goods
2. Auto Parts
3. Business, Office & Industrial
4. Computing
5. Cell Phones & Accessories

Alaska

39%

94%

79%

12

Net Rate of Growth in # of
Enterprises: Statewide

21.6% v. 5.7%

Net Rate of Growth in # of
Enterprises: Rural Counties

-2.6% v. 5.1%

Net Rate of Growth in # of
Enterprises: Metro Counties

32.9% v. 6.0%

Top 5 Destinations
For Exports

1. Canada
2. United Kingdom
3. Germany
4. China
5. Australia

Top 5 Growth Markets
For Exports

1. France
2. Germany
3. Italy
4. Greece
5. Ukraine

Top 5 Product
Categories Exported

1. Coins
2. Sports Memorabilia
3. Auto Parts
4. Jewellery & Watches
5. Collectibles

Arizona

27%

97%

30%

16

Net Rate of Growth in # of
Enterprises: Statewide

29.4% v. 11.0%

Net Rate of Growth in # of
Enterprises: Rural Counties

-1.3% v. 0.5%

Net Rate of Growth in # of
Enterprises: Metro Counties

30.2% v. 11.5%

Top 5 Destinations
For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Mexico

Top 5 Growth Markets
For Exports

1. Ukraine
2. Japan
3. Mexico
4. Vietnam
5. Georgia

Top 5 Product
Categories Exported

1. Auto Parts
2. Clothes, Shoes & Accessories
3. Business, Office & Industrial
4. Jewellery & Watches
5. Collectibles

Arkansas

29%

95%

39%

15

Net Rate of Growth in # of
Enterprises: Statewide

19.9% v. 3.7%

Net Rate of Growth in # of
Enterprises: Rural Counties

2.6% v. -2.1%

Net Rate of Growth in # of
Enterprises: Metro Counties

29.2% v. 6.9%

Top 5 Destinations
For Exports

1. Canada
2. United Kingdom
3. Australia
4. Mexico
5. China

Top 5 Growth Markets
For Exports

1. Ukraine
2. Mexico
3. Japan
4. Brazil
5. Vietnam

Top 5 Product
Categories Exported

1. Auto Parts
2. Musical Instruments
3. Computing
4. Business, Office & Industrial
5. Cell Phones & Accessories

California

30%

97%

44%

18

Net Rate of Growth in # of
Enterprises: Statewide

34.9% v. 12.3%

Net Rate of Growth in # of
Enterprises: Rural Counties

1.9% v. -0.2%

Net Rate of Growth in # of
Enterprises: Metro Counties

35.5% v. 12.6%

Top 5 Destinations
For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Mexico



Top 5 Growth Markets
For Exports

1. Ukraine
2. Japan
3. Mexico
4. Vietnam
5. Armenia





Top 5 Product
Categories Exported

1. Auto Parts
2. Computing
3. Business, Office & Industrial
4. Clothes, Shoes & Accessories
5. Jewellery & Watches





Colorado

| | | | | |
|--|--|--|---|---|
|  35% |  96% | Net Rate of Growth in # of Enterprises: Statewide 24.8% v. 14.2% | Net Rate of Growth in # of Enterprises: Rural Counties -5.4% v. 6.2% | Net Rate of Growth in # of Enterprises: Metro Counties 28.8% v. 16% |
|  32% |  15 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. Australia 4. China 5. Mexico | Top 5 Growth Markets For Exports 1. Ukraine 2. Japan 3. Mexico 4. Germany 5. Peru | Top 5 Product Categories Exported 1. Auto Parts 2. Sporting Goods 3. Computing 4. Business, Office & Industrial 5. Clothes, Shoes & Accessories |





Connecticut

| | | | | |
|--|--|---|--|---|
|  37% |  96% | Net Rate of Growth in # of Enterprises: Statewide 28% v. 0.9% | Net Rate of Growth in # of Enterprises: Rural Counties 23.3% v. -4.1% | Net Rate of Growth in # of Enterprises: Metro Counties 28.4% v. 1.2% |
|  39% |  15 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. China 4. Australia 5. Germany | Top 5 Growth Markets For Exports 1. Ukraine 2. Germany 3. Japan 4. Thailand 5. Vietnam | Top 5 Product Categories Exported 1. Jewellery & Watches 2. Auto Parts 3. Computing 4. Clothes, Shoes & Accessories 5. Sporting Goods |





Delaware

| | | | | |
|--|---|--|---|---|
|  33% |  96% | Net Rate of Growth in # of Enterprises: Statewide 44.4% v. 6.4% | Note: All of the counties in Delaware are classified as metro under the USDA Economic Research Service's 2013 Rural-Urban Continuum Codes. As such, the statewide growth figures also reflect metro growth figures. | |
|  49% |  20 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. Australia 4. Brazil 5. China | Top 5 Growth Markets For Exports 1. Brazil 2. Ukraine 3. Mexico 4. Germany 5. Vietnam | Top 5 Product Categories Exported 1. Auto Parts 2. Health & Beauty 3. Computing 4. Jewellery & Watches 5. Books, Comics & Magazines |

District of Columbia

| | | | | |
|---|--|--|--|--|
|  43% |  94% | Net Rate of Growth in # of Enterprises: District-wide 31.1% v. 10.2% | Note: The District of Columbia is classified as one metro area under the USDA Economic Research Service's 2013 Rural-Urban Continuum Codes. As such, the District-wide growth figures also reflect metro growth figures. | |
|  -18% |  13 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. China 4. Australia 5. Mexico | Top 5 Growth Markets For Exports 1. Armenia 2. Brazil 3. Israel 4. Japan 5. Vietnam | Top 5 Product Categories Exported 1. Computing 2. Clothes, Shoes & Accessories 3. Cell Phones & Accessories 4. Health & Beauty 5. Consumer Electronics |

Florida

| | | | | |
|--|--|--|--|--|
|  34% |  96% | Net Rate of Growth in # of Enterprises: Statewide 33.6% v. 15.4% | Net Rate of Growth in # of Enterprises: Rural Counties 3.0% v. 5.3% | Net Rate of Growth in # of Enterprises: Metro Counties 34.1% v. 15.7% |
|  34% |  17 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. Australia 4. Mexico 5. Germany | Top 5 Growth Markets For Exports 1. Mexico 2. Ukraine 3. Japan 4. Brazil 5. Dominican Republic | Top 5 Product Categories Exported 1. Auto Parts 2. Jewellery & Watches 3. Clothes, Shoes & Accessories 4. Computing 5. Business, Office & Industrial |

Georgia

| | | | | |
|-----|-----|---|--|--|
| 31% | 96% | Net Rate of Growth in # of Enterprises: Statewide 35.1% v. 9.7% | Net Rate of Growth in # of Enterprises: Rural Counties 12.6% v. 2.3% | Net Rate of Growth in # of Enterprises: Metro Counties 38.3% v. 11.1% |
| 50% | 16 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. Australia 4. Hong Kong 5. China | Top 5 Growth Markets For Exports 1. Hong Kong 2. Ukraine 3. Japan 4. Mexico 5. Nigeria | Top 5 Product Categories Exported 1. Computing 2. Auto Parts 3. Jewellery & Watches 4. Business, Office & Industrial 5. Clothes, Shoes & Accessories |

Hawaii

| | | | | |
|-----|-----|---|--|--|
| 64% | 96% | Net Rate of Growth in # of Enterprises: Statewide 15.8% v. 4.5% | Net Rate of Growth in # of Enterprises: Rural Counties 23.2% v. 8.5% | Net Rate of Growth in # of Enterprises: Metro Counties 14.5% v. 3.5% |
| 82% | 13 | Top 5 Destinations For Exports 1. Canada 2. China 3. Australia 4. United Kingdom 5. Hong Kong | Top 5 Growth Markets For Exports 1. Hong Kong 2. Japan 3. United Arab Emirates 4. Mexico 5. Taiwan | Top 5 Product Categories Exported 1. Jewellery & Watches 2. Clothes, Shoes, & Accessories 3. Sports Memorabilia 4. Collectibles 5. Cell Phones & Accessories |

Idaho

| | | | | |
|-----|-----|--|---|---|
| 32% | 96% | Net Rate of Growth in # of Enterprises: Statewide 31.8% v. 16% | Net Rate of Growth in # of Enterprises: Rural Counties 19.8% v. 10.9% | Net Rate of Growth in # of Enterprises: Metro Counties 36.4% v. 18.7% |
| 36% | 17 | Top 5 Destinations For Exports 1. Canada 2. Australia 3. United Kingdom 4. China 5. Mexico | Top 5 Growth Markets For Exports 1. Ukraine 2. Mexico 3. Ecuador 4. Dominican Republic 5. Vietnam | Top 5 Product Categories Exported 1. Auto Parts 2. Business, Office & Industrial 3. Computing 4. Toys & Games 5. Sporting Goods |

Illinois

| | | | | |
|-----|-----|--|---|--|
| 36% | 96% | Net Rate of Growth in # of Enterprises: Statewide 27.4% v. 2.6% | Net Rate of Growth in # of Enterprises: Rural Counties 4.3% v. -3.9% | Net Rate of Growth in # of Enterprises: Metro Counties 30.1% v. 3.4% |
| 40% | 15 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. Australia 4. China 5. Mexico | Top 5 Growth Markets For Exports 1. Ukraine 2. Mexico 3. South Korea 4. Japan 5. Honduras | Top 5 Product Categories Exported 1. Auto Parts 2. Business, Office & Industrial 3. Computing 4. Clothes, Shoes & Accessories 5. Cell Phones & Accessories |

Indiana

| | | | | |
|-----|-----|--|---|---|
| 39% | 96% | Net Rate of Growth in # of Enterprises: Statewide 21.4% v. 3.2% | Net Rate of Growth in # of Enterprises: Rural Counties 6.6% v. -0.2% | Net Rate of Growth in # of Enterprises: Metro Counties 25.3% v. 4.1% |
| 43% | 16 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. Australia 4. China 5. Mexico | Top 5 Growth Markets For Exports 1. Ukraine 2. Vietnam 3. Japan 4. Nigeria 5. Kyrgyz Republic | Top 5 Product Categories Exported 1. Auto Parts 2. Business, Office & Industrial 3. Toys & Games 4. Computing 5. Clothes, Shoes & Accessories |



Iowa

42%

96%

29%

15

Net Rate of Growth in # of
Enterprises: Statewide

18.3% v. 3.3%

Net Rate of Growth in # of
Enterprises: Rural Counties

12.3% v. -1.0%

Net Rate of Growth in # of
Enterprises: Metro Counties

21.9% v. 6.8%

Top 5 Destinations
For Exports

1. Canada
2. Mexico
3. Australia
4. Russia
5. United Kingdom

Top 5 Growth Markets
For Exports

1. Mexico
2. Russia
3. El Salvador
4. Dominican Republic
5. Honduras

Top 5 Product
Categories Exported

1. Clothes, Shoes & Accessories
2. Auto Parts
3. Cell Phones & Accessories
4. Business, Office & Industrial
5. Toys & Games

Kansas

36%

95%

60%

15

Net Rate of Growth in # of
Enterprises: Statewide

32.3% v. 1.1%

Net Rate of Growth in # of
Enterprises: Rural Counties

28.5% v. -3.6%

Net Rate of Growth in # of
Enterprises: Metro Counties

33.6% v. 3.8%

Top 5 Destinations
For Exports

1. Canada
2. United Kingdom
3. Ukraine
4. Australia
5. China

Top 5 Growth Markets
For Exports

1. Ukraine
2. Brazil
3. Mexico
4. Germany
5. Dominican Republic

Top 5 Product
Categories Exported

1. Auto Parts
2. Cell Phones & Accessories
3. Computing
4. Home & Garden
5. Business, Office & Industrial

Kentucky

35%

96%

34%

15

Net Rate of Growth in # of
Enterprises: Statewide

29.6% v. 1.1%

Net Rate of Growth in # of
Enterprises: Rural Counties

23.5% v. -2.8%

Net Rate of Growth in # of
Enterprises: Metro Counties

33.5% v. 3.5%

Top 5 Destinations
For Exports

1. Canada
2. Australia
3. United Kingdom
4. Mexico
5. China

Top 5 Growth Markets
For Exports

1. Ukraine
2. Mexico
3. Japan
4. Vietnam
5. Germany

Top 5 Product
Categories Exported

1. Auto Parts
2. Computing
3. Toys & Games
4. Business, Office & Industrial
5. Clothes, Shoes & Accessories

Louisiana

41%

95%

50%

13

Net Rate of Growth in # of
Enterprises: Statewide

35.5% v. 2.9%

Net Rate of Growth in # of
Enterprises: Rural Counties

24.3% v. -2.5%

Net Rate of Growth in # of
Enterprises: Metro Counties

36.9% v. 3.7%

Top 5 Destinations
For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Mexico

Top 5 Growth Markets
For Exports

1. Mexico
2. Colombia
3. Taiwan
4. China
5. Brazil

Top 5 Product
Categories Exported

1. Auto Parts
2. Business, Office & Industrial
3. Clothes, Shoes & Accessories
4. Collectibles
5. Jewelry & Watches

Maine

25%

97%

27%

15

Net Rate of Growth in # of
Enterprises: Statewide

12.4% v. 3.8%

Net Rate of Growth in # of
Enterprises: Rural Counties

8.6% v. 1.9%

Net Rate of Growth in # of
Enterprises: Metro Counties

14.8% v. 5%

Top 5 Destinations
For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Germany

Top 5 Growth Markets
For Exports

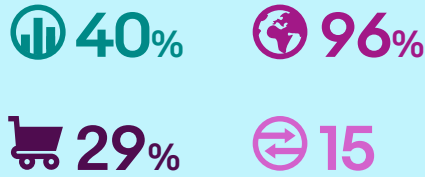
1. Ukraine
2. Thailand
3. Taiwan
4. India
5. South Africa

Top 5 Product
Categories Exported

1. Collectibles
2. Business, Office & Industrial
3. Jewelry & Watches
4. Auto Parts
5. Musical Instruments



Maryland



Net Rate of Growth in # of
Enterprises: Statewide
33.8% v. 4.5%

Net Rate of Growth in # of
Enterprises: Rural Counties
37.2% v. -1.8%

Net Rate of Growth in # of
Enterprises: Metro Counties
33.7% v. 4.7%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. China
4. Australia
5. Brazil

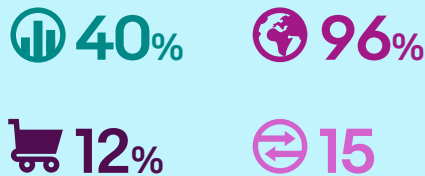
Top 5 Growth Markets For Exports

1. Brazil
2. Ukraine
3. Mexico
4. Germany
5. Japan

Top 5 Product Categories Exported

1. Computing
2. Auto Parts
3. Business, Office & Industrial
4. Cell Phones & Accessories
5. Jewellery & Watches

Massachusetts



Net Rate of Growth in # of
Enterprises: Statewide
19% v. 6.5%

Net Rate of Growth in # of
Enterprises: Rural Counties
21.6% v. 9.6%

Net Rate of Growth in # of
Enterprises: Metro Counties
18.9% v. 6.4%

Top 5 Destinations For Exports

1. Canada
2. China
3. United Kingdom
4. Australia
5. South Korea

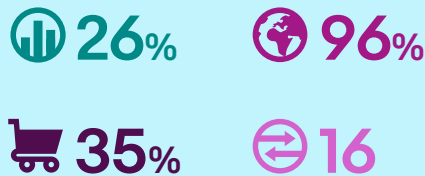
Top 5 Growth Markets For Exports

1. South Korea
2. Ukraine
3. Dominican Republic
4. Mexico
5. Taiwan

Top 5 Product Categories Exported

1. Auto Parts
2. Clothes, Shoes & Accessories
3. Business, Office & Industrial
4. Computing
5. Jewellery & Watches

Michigan



Net Rate of Growth in # of
Enterprises: Statewide
22.8% v. 2.3%

Net Rate of Growth in # of
Enterprises: Rural Counties
12.4% v. -0.1%

Net Rate of Growth in # of
Enterprises: Metro Counties
24.8% v. 2.9%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. Mexico
5. China

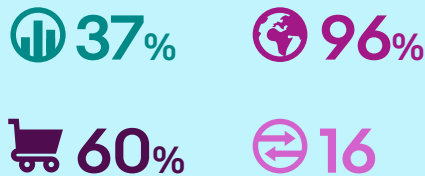
Top 5 Growth Markets For Exports

1. Ukraine
2. Mexico
3. Japan
4. Brazil
5. Honduras

Top 5 Product Categories Exported

1. Auto Parts
2. Business, Office & Industrial
3. Cars & Trucks
4. Computing
5. Sporting Goods

Minnesota



Net Rate of Growth in # of
Enterprises: Statewide
26.3% v. 4.7%

Net Rate of Growth in # of
Enterprises: Rural Counties
24.1% v. 0.3%

Net Rate of Growth in # of
Enterprises: Metro Counties
26.8% v. 6.1%

Top 5 Destinations For Exports

1. Canada
2. Australia
3. United Kingdom
4. China
5. Mexico

Top 5 Growth Markets For Exports

1. Mexico
2. Ukraine
3. Japan
4. Vietnam
5. Colombia

Top 5 Product Categories Exported

1. Computing
2. Auto Parts
3. Business, Office & Industrial
4. Clothes, Shoes & Accessories
5. Sporting Goods

Mississippi



Net Rate of Growth in # of
Enterprises: Statewide
25.8% v. 0.9%

Net Rate of Growth in # of
Enterprises: Rural Counties
25.4% v. -1.3%

Net Rate of Growth in # of
Enterprises: Metro Counties
26.0% v. 3.5%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. Mexico
5. Germany

Top 5 Growth Markets For Exports

1. Mexico
2. Ukraine
3. Hong Kong
4. Russia
5. South Korea

Top 5 Product Categories Exported

1. Auto Parts
2. Business, Office & Industrial
3. Computing
4. Home & Garden
5. Cell Phones & Accessories



Missouri

32%

96%

44%

17

Net Rate of Growth in # of Enterprises: Statewide
32% v. 4.2%

Net Rate of Growth in # of Enterprises: Rural Counties
16.4% v. -2.7%

Net Rate of Growth in # of Enterprises: Metro Counties
36.4% v. 6.5%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Germany

Top 5 Growth Markets For Exports

1. Ukraine
2. Japan
3. Mexico
4. Vietnam
5. Nigeria

Top 5 Product Categories Exported

1. Auto Parts
2. Computing
3. Business, Office & Industrial
4. Jewellery & Watches
5. Clothes, Shoes & Accessories

Montana

37%

94%

42%

14

Net Rate of Growth in # of Enterprises: Statewide
20.4% v. 8.3%

Net Rate of Growth in # of Enterprises: Rural Counties
18.2% v. 9.5%

Net Rate of Growth in # of Enterprises: Metro Counties
24.2% v. 6%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Germany

Top 5 Growth Markets For Exports

1. Japan
2. China
3. Mexico
4. Russia
5. Ukraine

Top 5 Product Categories Exported

1. Auto Parts
2. Clothes, Shoes & Accessories
3. Sports Memorabilia
4. Collectibles
5. Sporting Goods

Nebraska

43%

95%

124%

16

Net Rate of Growth in # of Enterprises: Statewide
25.1% v. 6.2%

Net Rate of Growth in # of Enterprises: Rural Counties
14.4% v. 1.1%

Net Rate of Growth in # of Enterprises: Metro Counties
29.5% v. 9.7%

Top 5 Destinations For Exports

1. Canada
2. Australia
3. United Kingdom
4. Mexico
5. Hong Kong

Top 5 Growth Markets For Exports

1. Canada
2. Ukraine
3. Mexico
4. Japan
5. Thailand

Top 5 Product Categories Exported

1. Auto Parts
2. Computing
3. Home & Garden
4. Business, Office & Industrial
5. Collectibles

Nevada

30%

97%

40%

17

Net Rate of Growth in # of Enterprises: Statewide
42.8% v. 15.2%

Net Rate of Growth in # of Enterprises: Rural Counties
20.3% v. 4.1%

Net Rate of Growth in # of Enterprises: Metro Counties
44.7% v. 16.4%

Top 5 Destinations For Exports

1. Canada
2. Australia
3. United Kingdom
4. Mexico
5. China

Top 5 Growth Markets For Exports

1. Ukraine
2. Japan
3. Mexico
4. Vietnam
5. Dominican Republic

Top 5 Product Categories Exported

1. Auto Parts
2. Computing
3. Business, Office & Industrial
4. Sporting Goods
5. Clothes, Shoes & Accessories

New Hampshire

37%

96%

23%

17

Net Rate of Growth in # of Enterprises: Statewide
15.4% v. 3.2%

Net Rate of Growth in # of Enterprises: Rural Counties
2.9% v. 0.5%

Net Rate of Growth in # of Enterprises: Metro Counties
22.3% v. 4.9%

Top 5 Destinations For Exports

1. Canada
2. China
3. United Kingdom
4. Australia
5. Russia

Top 5 Growth Markets For Exports

1. Peru
2. Brazil
3. Mongolia
4. Guatemala
5. Ecuador

Top 5 Product Categories Exported

1. Computing
2. Cell Phones & Accessories
3. Business, Office & Industrial
4. Auto Parts
5. Antiques



New Jersey

37%

97%

46%

18

Net Rate of Growth in # of
Enterprises: Statewide
38.2% v. 2.9%

Note: All of the counties in New Jersey are classified as metro under the USDA Economic Research Service's 2013 Rural-Urban Continuum Codes. As such, the statewide growth figures also reflect metro growth figures.

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Mexico

Top 5 Growth Markets For Exports

1. Mexico
2. Japan
3. Ukraine
4. Brazil
5. Honduras

Top 5 Product Categories Exported

1. Auto Parts
2. Jewelry & Watches
3. Clothes, Shoes & Accessories
4. Health & Beauty
5. Computing

New Mexico

29%

96%

34%

13

Net Rate of Growth in # of
Enterprises: Statewide
33.1% v. -0.3%

Net Rate of Growth in # of
Enterprises: Rural Counties
25.4% v. -2.2%

Net Rate of Growth in # of
Enterprises: Metro Counties
35.1% v. 0.6%

Top 5 Destinations For Exports

1. Canada
2. China
3. Taiwan
4. United Kingdom
5. South Korea

Top 5 Growth Markets For Exports

1. Ukraine
2. Germany
3. China
4. Jordan
5. Serbia

Top 5 Product Categories Exported

1. Business, Office & Industrial
2. Auto Parts
3. Jewelry & Watches
4. Computing
5. Collectibles

New York

33%

97%

30%

17

Net Rate of Growth in # of
Enterprises: Statewide
39.4% v. 4.9%

Net Rate of Growth in # of
Enterprises: Rural Counties
15% v. -2.3%

Net Rate of Growth in # of
Enterprises: Metro Counties
41.1% v. 5.3%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Mexico

Top 5 Growth Markets For Exports

1. Ukraine
2. Mexico
3. Japan
4. Honduras
5. Brazil

Top 5 Product Categories Exported

1. Jewelry & Watches
2. Clothes, Shoes & Accessories
3. Cell Phones & Accessories
4. Computing
5. Auto Parts

North Carolina

37%

96%

37%

15

Net Rate of Growth in # of
Enterprises: Statewide
31.9% v. 9.1%

Net Rate of Growth in # of
Enterprises: Rural Counties
18.8% v. 0.2%

Net Rate of Growth in # of
Enterprises: Metro Counties
34.7% v. 11.4%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Germany

Top 5 Growth Markets For Exports

1. Ukraine
2. Japan
3. Mexico
4. Vietnam
5. Dominican Republic

Top 5 Product Categories Exported

1. Auto Parts
2. Computing
3. Clothes, Shoes & Accessories
4. Business, Office & Industrial
5. Sporting Goods

North Dakota

52%

94%

48%

14

Net Rate of Growth in # of
Enterprises: Statewide
29.9% v. 9.6%

Net Rate of Growth in # of
Enterprises: Rural Counties
18% v. 9.4%

Net Rate of Growth in # of
Enterprises: Metro Counties
38.3% v. 9.8%

Top 5 Destinations For Exports

1. Canada
2. Australia
3. United Kingdom
4. China
5. Mexico

Top 5 Growth Markets For Exports

1. Ukraine
2. Nigeria
3. Mexico
4. Japan
5. Saudi Arabia

Top 5 Product Categories Exported

1. Business, Office & Industrial
2. Sports Memorabilia
3. Sporting Goods
4. Toys & Games
5. Auto Parts

Ohio

| | | | | |
|-----|-----|--|---|---|
| 35% | 96% | Net Rate of Growth in # of Enterprises: Statewide 24.6% v. 0.4% | Net Rate of Growth in # of Enterprises: Rural Counties 13.7% v. -0.8% | Net Rate of Growth in # of Enterprises: Metro Counties 27% v. 0.6% |
| 34% | 16 | Top 5 Destinations For Exports 1. Canada 2. Australia 3. United Kingdom 4. China 5. Mexico | Top 5 Growth Markets For Exports 1. Ukraine 2. Mexico 3. Japan 4. Nigeria 5. Colombia | Top 5 Product Categories Exported 1. Auto Parts 2. Computing 3. Business, Office & Industrial 4. Clothes, Shoes & Accessories 5. Collectibles |

Oklahoma

| | | | | |
|------|-----|--|---|---|
| 36% | 95% | Net Rate of Growth in # of Enterprises: Statewide 30.2% v. 4.1% | Net Rate of Growth in # of Enterprises: Rural Counties 8.7% v. 0.6% | Net Rate of Growth in # of Enterprises: Metro Counties 37.5% v. 5.8% |
| -23% | 15 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. Australia 4. Mexico 5. China | Top 5 Growth Markets For Exports 1. Mexico 2. Ukraine 3. Dominican Republic 4. Austria 5. Nigeria | Top 5 Product Categories Exported 1. Auto Parts 2. Computing 3. Coins 4. Business, Office & Industrial 5. Cell Phones & Accessories |

Oregon

| | | | | |
|-----|-----|---|--|--|
| 34% | 97% | Net Rate of Growth in # of Enterprises: Statewide 19.5% v. 11.4% | Net Rate of Growth in # of Enterprises: Rural Counties -1% v. 2.6% | Net Rate of Growth in # of Enterprises: Metro Counties 22.8% v. 13.1% |
| 57% | 16 | Top 5 Destinations For Exports 1. Canada 2. China 3. United Kingdom 4. Australia 5. Hong Kong | Top 5 Growth Markets For Exports 1. China 2. Hong Kong 3. Japan 4. Ukraine 5. Canada | Top 5 Product Categories Exported 1. Clothes, Shoes & Accessories 2. Sports Memorabilia 3. Auto Parts 4. Toys & Games 5. Business, Office & Industrial |

Pennsylvania

| | | | | |
|-----|-----|---|---|--|
| 35% | 96% | Net Rate of Growth in # of Enterprises: Statewide 27.9% v. 2% | Net Rate of Growth in # of Enterprises: Rural Counties 19.3% v. -3% | Net Rate of Growth in # of Enterprises: Metro Counties 28.9% v. 2.6% |
| 33% | 16 | Top 5 Destinations For Exports 1. Canada 2. United Kingdom 3. Australia 4. China 5. Germany | Top 5 Growth Markets For Exports 1. Brazil 2. Ukraine 3. Mexico 4. Colombia 5. Dominican Republic | Top 5 Product Categories Exported 1. Auto Parts 2. Clothes, Shoes & Accessories 3. Jewellery & Watches 4. Cell Phones & Accessories 5. Business, Office & Industrial |

Rhode Island

| | | | | |
|-----|-----|---|---|---|
| 37% | 97% | Net Rate of Growth in # of Enterprises: Statewide 22.6% v. 1.7% | Note: All of the counties in Rhode Island are classified as metro under the USDA Economic Research Service's 2013 Rural-Urban Continuum Codes. As such, the statewide growth figures also reflect metro growth figures. | |
| -6% | 16 | Top 5 Destinations For Exports 1. Canada 2. Japan 3. United Kingdom 4. Australia 5. Germany | Top 5 Growth Markets For Exports 1. Japan 2. Canada 3. Germany 4. Singapore 5. Hong Kong | Top 5 Product Categories Exported 1. Toys & Games 2. Auto Parts 3. Jewellery & Watches 4. Collectibles 5. Health & Beauty |



South Carolina

34%

97%

35%

14

Net Rate of Growth in # of Enterprises: Statewide
26.2% v. 9.6%
Net Rate of Growth in # of Enterprises: Rural Counties
14.4% v. -0.9%
Net Rate of Growth in # of Enterprises: Metro Counties
27.4% v. 11.2%
Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. Mexico
5. China

Top 5 Growth Markets For Exports

1. Mexico
2. Ukraine
3. Dominican Republic
4. Japan
5. Brazil

Top 5 Product Categories Exported

1. Auto Parts
2. Business, Office & Industrial
3. Computing
4. Cell Phones & Accessories
5. Collectibles

South Dakota

55%

95%

35%

15

Net Rate of Growth in # of Enterprises: Statewide
31.6% v. 6%
Net Rate of Growth in # of Enterprises: Rural Counties
28.3% v. 1.5%
Net Rate of Growth in # of Enterprises: Metro Counties
33.7% v. 11.1%
Top 5 Destinations For Exports

1. Canada
2. Australia
3. United Kingdom
4. Germany
5. Mexico

Top 5 Growth Markets For Exports

1. Venezuela
2. Japan
3. Mexico
4. Brazil
5. Ukraine

Top 5 Product Categories Exported

1. Auto Parts
2. Collectibles
3. Home & Garden
4. Business, Office & Industrial
5. Computing

Tennessee

34%

96%

37%

16

Net Rate of Growth in # of Enterprises: Statewide
26.9% v. 6.6%
Net Rate of Growth in # of Enterprises: Rural Counties
15.9% v. 2.9%
Net Rate of Growth in # of Enterprises: Metro Counties
30.3% v. 7.5%
Top 5 Destinations For Exports

1. Canada
2. Australia
3. United Kingdom
4. Mexico
5. China

Top 5 Growth Markets For Exports

1. Mexico
2. Ukraine
3. Japan
4. Brazil
5. Russia

Top 5 Product Categories Exported

1. Auto Parts
2. Business, Office & Industrial
3. Clothes, Shoes & Accessories
4. Collectibles
5. Computing

Texas

37%

96%

34%

15

Net Rate of Growth in # of Enterprises: Statewide
41.6% v. 14.3%
Net Rate of Growth in # of Enterprises: Rural Counties
13.3% v. 3.3%
Net Rate of Growth in # of Enterprises: Metro Counties
43.7% v. 15.7%
Top 5 Destinations For Exports

1. Canada
2. China
3. United Kingdom
4. Australia
5. Mexico

Top 5 Growth Markets For Exports

1. China
2. Mexico
3. Japan
4. Ukraine
5. Brazil

Top 5 Product Categories Exported

1. Auto Parts
2. Computing
3. Cell Phones & Accessories
4. Business, Office & Industrial
5. Jewelry & Watches

Utah

28%

96%

45%

17

Net Rate of Growth in # of Enterprises: Statewide
34.2% v. 19.5%
Net Rate of Growth in # of Enterprises: Rural Counties
22.8% v. 13.3%
Net Rate of Growth in # of Enterprises: Metro Counties
35.1% v. 20.4%
Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. Mexico
5. China

Top 5 Growth Markets For Exports

1. Ukraine
2. Mexico
3. Japan
4. Dominican Republic
5. Honduras

Top 5 Product Categories Exported

1. Auto Parts
2. Computing
3. Sporting Goods
4. Cell Phones & Accessories
5. Business, Office & Industrial



Vermont

31%

97%

34%

16

Net Rate of Growth in # of
Enterprises: Statewide
-2.5% v. -1.2%

Net Rate of Growth in # of
Enterprises: Rural Counties
-10.6% v. -4%

Net Rate of Growth in # of
Enterprises: Metro Counties
19.3% v. 4.8%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Germany

Top 5 Growth Markets For Exports

1. Japan
2. Ukraine
3. Mexico
4. Colombia
5. Russia

Top 5 Product Categories Exported

1. Auto Parts
2. Toys & Games
3. Sporting Goods
4. Clothes, Shoes & Accessories
5. Collectibles

Virginia

43%

96%

47%

15

Net Rate of Growth in # of
Enterprises: Statewide
42.5% v. 5.8%

Net Rate of Growth in # of
Enterprises: Rural Counties
24.5% v. -4.9%

Net Rate of Growth in # of
Enterprises: Metro Counties
44.6% v. 7.2%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Germany

Top 5 Growth Markets For Exports

1. Mexico
2. Ukraine
3. Japan
4. Brazil
5. Germany

Top 5 Product Categories Exported

1. Auto Parts
2. Business, Office & Industrial
3. Collectibles
4. Clothes, Shoes & Accessories
5. Computing

Washington

34%

97%

43%

16

Net Rate of Growth in # of
Enterprises: Statewide
26.6% v. 11.6%

Net Rate of Growth in # of
Enterprises: Rural Counties
9.1% v. 4.4%

Net Rate of Growth in # of
Enterprises: Metro Counties
28.3% v. 12.4%

Top 5 Destinations For Exports

1. Canada
2. Mexico
3. United Kingdom
4. Australia
5. China

Top 5 Growth Markets For Exports

1. Mexico
2. Japan
3. Ukraine
4. Canada
5. Peru

Top 5 Product Categories Exported

1. Business, Office & Industrial
2. Auto Parts
3. Computing
4. Clothes, Shoes & Accessories
5. Musical Instruments

West Virginia

50%

94%

41%

15

Net Rate of Growth in # of
Enterprises: Statewide
19.1% v. -6.1%

Net Rate of Growth in # of
Enterprises: Rural Counties
28.4% v. -7.7%

Net Rate of Growth in # of
Enterprises: Metro Counties
15.6% v. -5.2%

Top 5 Destinations For Exports

1. Canada
2. Australia
3. United Kingdom
4. Mexico
5. China

Top 5 Growth Markets For Exports

1. Zambia
2. Malaysia
3. Nigeria
4. Hong Kong
5. Ukraine

Top 5 Product Categories Exported

1. Auto Parts
2. Business, Office & Industrial
3. Clothes, Shoes & Accessories
4. Computing
5. Collectibles

Wisconsin

39%

96%

41%

15

Net Rate of Growth in # of
Enterprises: Statewide
22.3% v. 2.5%

Net Rate of Growth in # of
Enterprises: Rural Counties
11.7% v. 0.2%

Net Rate of Growth in # of
Enterprises: Metro Counties
26% v. 3.3%

Top 5 Destinations For Exports

1. Canada
2. United Kingdom
3. Australia
4. China
5. Mexico

Top 5 Growth Markets For Exports

1. Japan
2. Ukraine
3. Mexico
4. Colombia
5. Dominican Republic

Top 5 Product Categories Exported

1. Auto Parts
2. Clothes, Shoes & Accessories
3. Business, Office & Industrial
4. Sporting Goods
5. Toys & Games

Wyoming

 29%

 95%

 25%

 16

Net Rate of Growth in # of Enterprises: Statewide
46.7% v. 4.8%

Net Rate of Growth in # of Enterprises: Rural Counties
60.5% v. 2.8%

Net Rate of Growth in # of Enterprises: Metro Counties
25.2% v. 10%

Top 5 Destinations For Exports

1. Canada
2. Australia
3. United Kingdom
4. Germany
5. China

Top 5 Growth Markets For Exports

1. Germany
2. Canada
3. Australia
4. Russia
5. China

Top 5 Product Categories Exported

1. Auto Parts
2. Consumer Electronics
3. Jewellery & Watches
4. Health & Beauty
5. Sporting Goods

Exporting Data for Traditional Businesses by State

| State | Share Exporting | Average # of Foreign Destination Markets* | Share Reaching 10+ Foreign Destination Markets* |
|----------------------|-----------------|---|---|
| Alabama | 0.9% | 4 | 9% |
| Alaska | 1.0% | 5 | 13% |
| Arizona | 1.2% | 4 | 5% |
| Arkansas | 0.8% | 5 | 11% |
| California | 1.7% | 3 | 1% |
| Colorado | 0.8% | 4 | 6% |
| Connecticut | 1.5% | 4 | 6% |
| Delaware | 2.3% | 4 | 9% |
| District of Columbia | 0.6% | 5 | 13% |
| Florida | 2.1% | 3 | 1% |
| Georgia | 1.3% | 4 | 4% |
| Hawaii | 0.6% | 4 | 5% |
| Idaho | 0.9% | 4 | 8% |
| Illinois | 1.8% | 4 | 3% |
| Indiana | 1.5% | 4 | 6% |
| Iowa | 1.1% | 4 | 8% |
| Kansas | 1.1% | 4 | 8% |
| Kentucky | 1.2% | 5 | 9% |
| Louisiana | 0.8% | 4 | 8% |
| Maine | 1.2% | 4 | 7% |
| Maryland | 1.0% | 4 | 6% |
| Massachusetts | 1.4% | 4 | 4% |
| Michigan | 1.6% | 4 | 4% |
| Minnesota | 1.5% | 4 | 5% |
| Mississippi | 0.7% | 5 | 13% |
| Missouri | 1.1% | 4 | 7% |
| Montana | 1.0% | 4 | 7% |
| Nebraska | 0.9% | 5 | 10% |
| Nevada | 1.1% | 4 | 7% |
| New Hampshire | 1.7% | 4 | 7% |
| New Jersey | 2.2% | 4 | 3% |
| New Mexico | 0.8% | 5 | 10% |
| New York | 1.6% | 3 | 2% |
| North Carolina | 1.1% | 4 | 5% |
| North Dakota | 2.1% | 4 | 6% |
| Ohio | 1.6% | 4 | 4% |
| Oklahoma | 0.8% | 4 | 8% |
| Oregon | 1.4% | 4 | 5% |
| Pennsylvania | 1.3% | 4 | 4% |
| Rhode Island | 1.6% | 4 | 7% |
| South Carolina | 1.4% | 4 | 7% |
| South Dakota | 1.0% | 5 | 11% |
| Tennessee | 1.1% | 4 | 7% |
| Texas | 1.3% | 3 | 2% |
| Utah | 1.1% | 4 | 7% |
| Vermont | 1.4% | 4 | 8% |
| Virginia | 0.9% | 4 | 7% |
| Washington | 1.9% | 4 | 4% |
| West Virginia | 0.8% | 5 | 12% |
| Wisconsin | 1.8% | 4 | 5% |
| Wyoming | 0.6% | 5 | 14% |

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