

2021 State Export Report

Goods and Services Exports by US States
to China Over the Past Decade | 2021



THE US-CHINA BUSINESS COUNCIL

美中貿易全會

COMMITTEE

2021 State Export Report

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May 2021

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THE US-CHINA BUSINESS COUNCIL
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Executive Summary

In 2020, the global economy underwent significant shifts, and the US-China commercial relationship was no exception. Early in the year, the United States and China signed and implemented the Phase One trade agreement and halted tariff escalations for the first time in two years. Last year saw a healthy recovery of goods exports to China, though services exports—the data for which lag a year behind—have fallen for the first time since 2003.

Combined exports of goods and services to China still supported nearly 1 million US jobs in 2019, the most recent year for which data are available.

- **Goods exports to China rebounded in 2020.** US goods exports to China grew by roughly 18 percent, marking a healthy rally from a near-decade low in 2019. Thirty-five states saw growth in goods exports to China, and nine saw growth of over \$1 billion.
- **In 2019, services exports to China fell in most states.** After years of slowing growth, services exports to China fell by 3 percent across the United States, with only eight states registering a positive change. Services exports to China have traditionally been a strong point for US export expansion, registering triple-digit growth over the past decade.
- **China is the United States' third-largest market for goods exports and fourth-largest for services exports.** A healthy rebound of goods exports to China has helped the country maintain its status as the United States' third-largest market despite bilateral tensions. Regarding US services exports, declines in 2019 caused China to slip from the third- to fourth-largest services market, falling just short of Ireland.
- **Exports to China benefit nearly all US states and industries.** China was a top-five goods export destination for 45 states in 2020. The top US goods exports to China are oilseeds and grains, semiconductors and their componentry, oil and gas, and motor vehicles. Many states also generate substantial economic value from service exports like travel, education, and financial services.
- **Tariff exclusions in support of trade commitments helped fuel a recovery in US goods exports to China.** While the United States and China still maintain tariffs on each other's goods, China's tariff exclusion process, which began in March 2020, allowed for a more normal flow of goods from the United States. China established these exclusions to support its Phase One commitments to purchase high volumes of US energy, manufacturing, and agriculture products. While China did not meet its targets, it did significantly increase its goods imports compared to 2019. Absent the removal of tariffs, it is unclear if US exports can maintain momentum over the long term.

\$123 billion

US goods exports to China, 2020

\$54 billion

US services exports to China, 2019

Methodology

This year's edition of the US-China Business Council State Export Report draws on data obtained from The Trade Partnership, an economic research firm. The report provides a breakdown of each US state's goods and services exports to China, and the national export totals include the export data for each state. Goods export figures are primarily based on data from the US Census Bureau, the US Department of Agriculture, and Moody's Analytics. Goods export figures are classified according to the US government's North American Industry Classification System. Services export figures are primarily based on data from the US Bureau of Economic Analysis (BEA) and Moody's Analytics. Services export figures are classified according to BEA categories. This year's edition of the State Export Report uses the same sector categories for goods and services as last year's. Goods exports cover 2011–2020; services exports cover 2010–2019, the most recent year for which detailed data are available from BEA. Because historical data from each of these sources are revised annually, this edition of the State Export Report replaces all prior editions. As in previous editions, this report uses a methodology that credits agricultural exports to states in which crops are grown as opposed to states with large ports where bulk commodities are aggregated prior to export. Average annual growth is calculated with an average annual growth rate formula. A detailed explanation of the methodology for jobs, goods, and services exports estimates is available on The Trade Partnership's [website](#).

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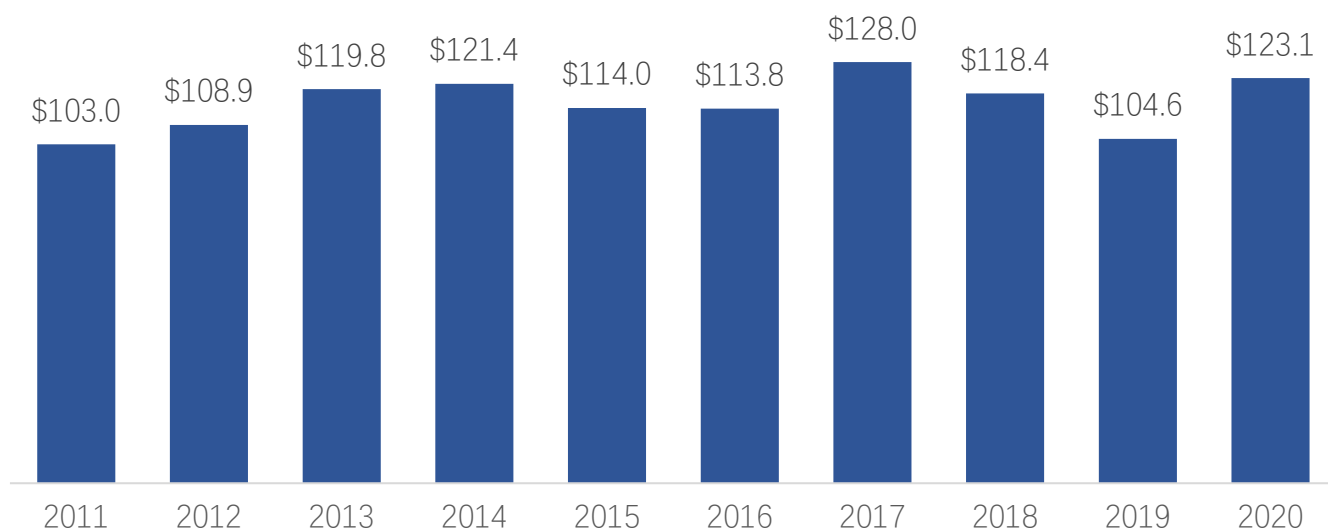
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Goods

US Goods Exports to China
(billions USD)



Growth in total US goods exports 2011-2020

Exports to China: 19.6%
Exports to Rest of World: -6%

US goods exports to China experienced a strong recovery last year

In 2019, the United States exported just under \$105 billion in goods to China. Last year, that number jumped to \$123 billion, the second-highest amount in a decade. Oilseeds and grains, oil and gas, and semiconductors and their componentry were all major drivers of growth. In Texas alone, exports of oil and gas to China jumped by \$4 billion. Illinois, Iowa, and Kansas all saw their exports of oilseeds and grains to China increase by around \$1 billion. Additionally, in Oregon, companies sent \$1.8 billion more semiconductors and componentry to China than the year before.

Growth in US goods exports to China last year significantly outpaced growth in exports to the rest of the world

Exports to China increased by roughly 18 percent in 2020, while exports to the rest of the world fell by 15 percent. The disparity in exports is the result of China's early recovery from the pandemic-induced economic slowdown.

Top US Goods Exports to China, 2020

| | |
|--------------------------------|----------------|
| 1. Oilseeds & grains | \$17.2 billion |
| 2. Semiconductors & components | \$12.0 billion |
| 3. Oil & gas | \$9.2 billion |
| 4. Motor vehicles | \$6.0 billion |
| 5. Nav. & meas. instruments | \$6.0 billion |

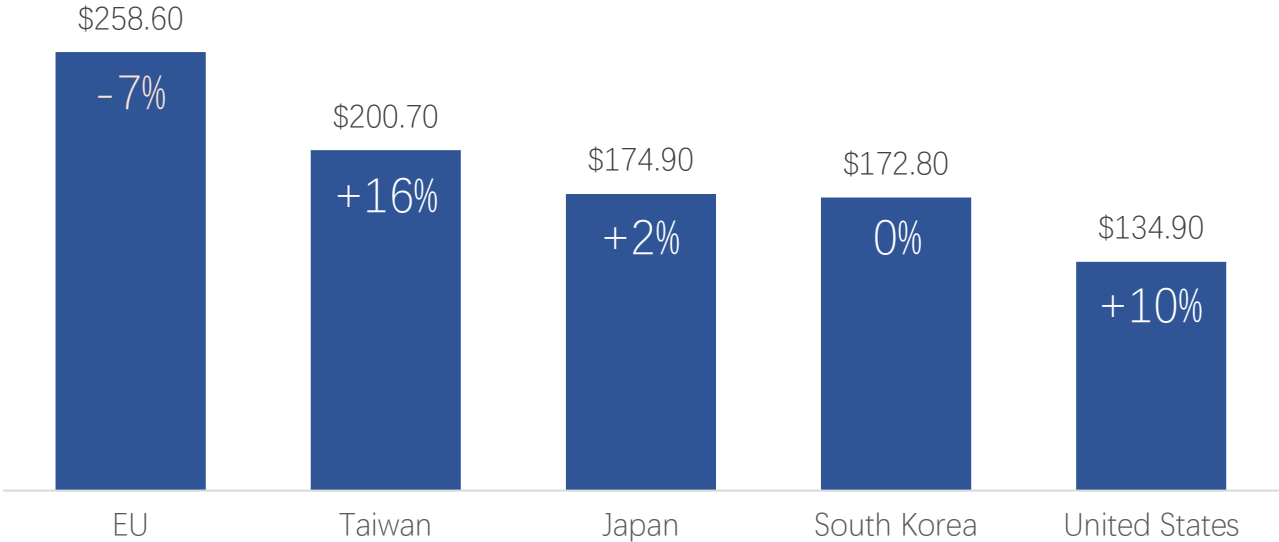
Top US Goods Export Markets, 2020

| | Market | Total (\$ billion) | Growth (2019–2020) | Avg. Annual Growth (2011–2020) |
|-----|----------------|-----------------------|-----------------------|-----------------------------------|
| 1. | Canada | \$243.6 | -14.0% | -1.0% |
| 2. | Mexico | \$206.1 | -17.1% | +1.2% |
| 3. | China | \$123.1 | +17.7% | +2.4% |
| 4. | Japan | \$62.6 | -13.7% | 0.0% |
| 5. | Germany | \$55.1 | -3.3% | +1.8% |
| 6. | United Kingdom | \$54.0 | -13.4% | +1.0% |
| 7. | South Korea | \$50.3 | -9.3% | +2.2% |
| 8. | Netherlands | \$44.1 | -11.3% | +1.1% |
| 9. | Brazil | \$34.2 | -18.0% | -1.3% |
| 10. | Taiwan | \$29.5 | -2.5% | +1.9% |

- China remained the United States' third-largest goods export market in 2020.
- The stark contrast between the growth in exports to China and that to the rest of the United States' top trading partners in 2020 can largely be attributed to China's tariff exclusions and early economic recovery post-COVID-19.
- On average, US goods exports to China have been growing by 2.4 percent per year for the last decade, which is faster than the rest of the United States' top goods markets.

China's Top 5 Goods Import Sources, 2020

China's Top 5 Import Sources (billions USD)
with Year-on-Year Growth Rates



Source: China Customs

- As in 2019, the European Union (EU), Taiwan, Japan, and South Korea all continued to export more goods to China than the United States in 2020.
- While the EU was the only top import source to see an increase in 2019, it was also the only top import source to see a decrease in 2020. Imports from Taiwan, the United States, and Japan increased 16, 10, and 2 percent, respectively, while imports from South Korea stayed the same.

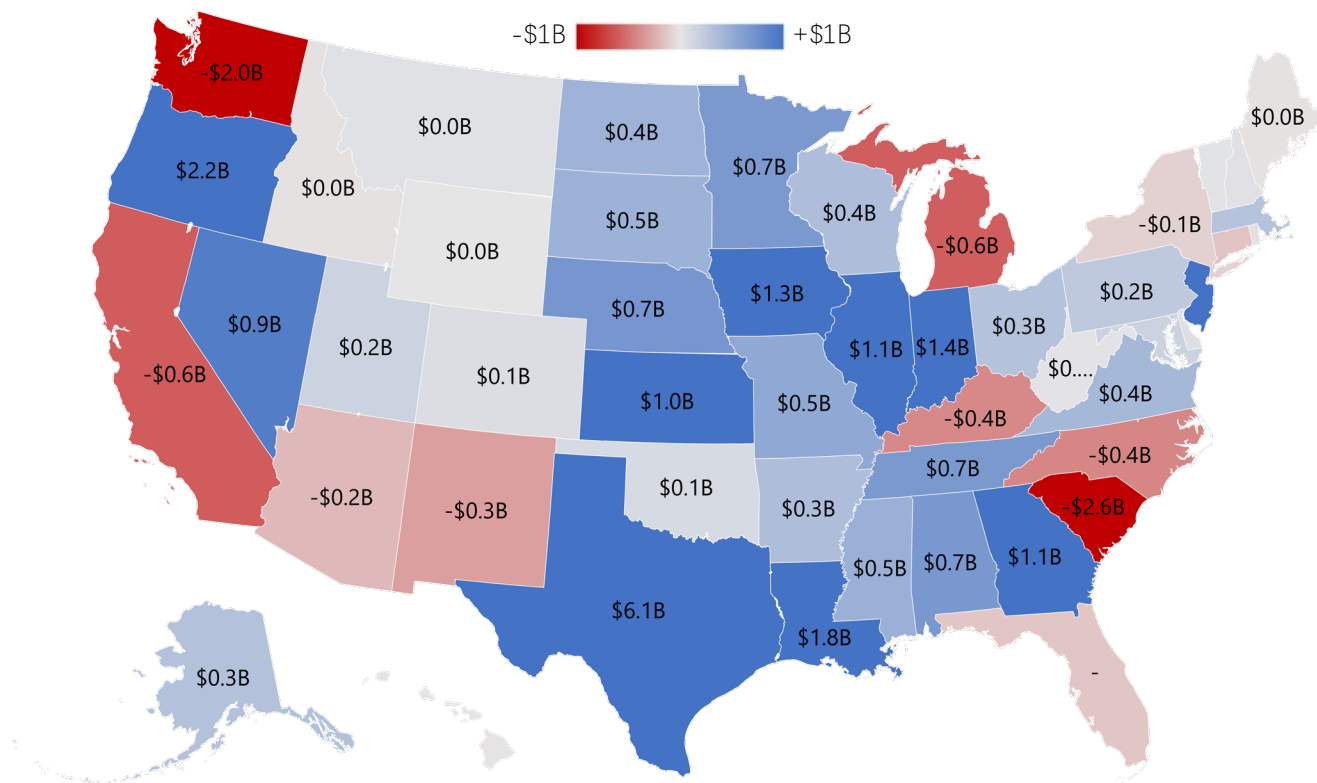
Note: Data for this chart are based on PRC government statistics. The value of PRC imports from the United States may differ from US exports to China due to discrepancies between US and PRC trade statistics, methodological differences regarding shipping costs, and tariffs that were applied as goods passed through other customs territories on their way to China.

Top US State Goods Exporters to China, 2020

| | State | Exports (\$ billion) | Growth (2019–2020) | Growth (2011–2020) |
|-----|----------------|-------------------------|-----------------------|-----------------------|
| 1. | Texas | \$16.9 | +56.0% | +59.6% |
| 2. | California | \$14.8 | -3.9% | +5.3% |
| 3. | Oregon | \$9.3 | +30.0% | +218.5% |
| 4. | Illinois | \$5.1 | +27.5% | +3.4% |
| 5. | Indiana | \$3.9 | +57.9% | +88.2% |
| 6. | South Carolina | \$3.9 | -39.6% | +29.5% |
| 7. | Minnesota | \$3.5 | +23.6% | +18.5% |
| 8. | Georgia | \$3.4 | +47.1% | +7.1% |
| 9. | Ohio | \$3.4 | +10.1% | +6.3% |
| 10. | Louisiana | \$3.4 | +119.9% | +73.4% |
| 11. | New Jersey | \$3.2 | +79.5% | +72.3% |
| 12. | Washington | \$3.1 | -39.7% | -58.5% |
| 13. | Alabama | \$3.0 | +28.8% | +42.0% |
| 14. | Iowa | \$3.0 | +73.2% | +36.0% |
| 15. | North Carolina | \$3.0 | -12.4% | +6.7% |



Goods Exports Change 2019–2020



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Most states exported more goods to China in 2020 than in 2019

Of the 35 states that exported more to China in 2020 than the year prior, nine saw exports increase by more than \$1 billion and another 19 saw goods exports increase by more than \$100 million. China was the top goods export market for four states—Alaska, Alabama, South Dakota, and Oregon—in 2020, up from only two in 2019. China was also among the top five markets for 45 states. That said, some states' goods exports to China decreased in 2020, and in some cases, the decrease was significant. Whether a state increased or decreased its goods exports to China largely depended on whether its leading industries aligned with China's tariff exclusion categories and Phase One purchase commitments.

Oil and gas exports rebounded in Texas (+\$6.1 billion) and Louisiana (+\$1.8 billion)

US states exported over \$18 billion more in goods to China in 2020 than in 2019, and Texas alone accounted for a third of that increase. The significant jump in Texas's exports to China was powered by oil and gas exports—the state shipped around \$6.3 billion in oil and gas products, nearly \$4 billion more than the year before. This jump in fossil fuel sales also helped stimulate an export jump in neighboring Louisiana, where oil and gas exports rose by \$1.7 billion. These sales were driven in part by [significantly higher](#) purchases by Chinese state-owned firms aiming to fulfill purchase commitments under the Phase One trade deal.

Semiconductor exports continued to grow in Oregon (+\$2.2 billion)

Semiconductors are increasingly becoming a focal point of strategic competition between the United States and China, with both countries pursuing policies to ensure access to the chips that are critical to so much of the global economy. Semiconductor exports surged in 2020, particularly from Oregon, where total export growth was powered by a \$1.8 billion increase in semiconductor and componentry exports. Texas and California also saw sizable increases. While these exports support American industry and employment, the surge was likely due to Chinese companies stockpiling chips in response to and in preparation for restrictive US policies that threaten to cut off their access.

A recovery in oilseeds, grains, and meat exports helped farmers in agriculture-dominant states

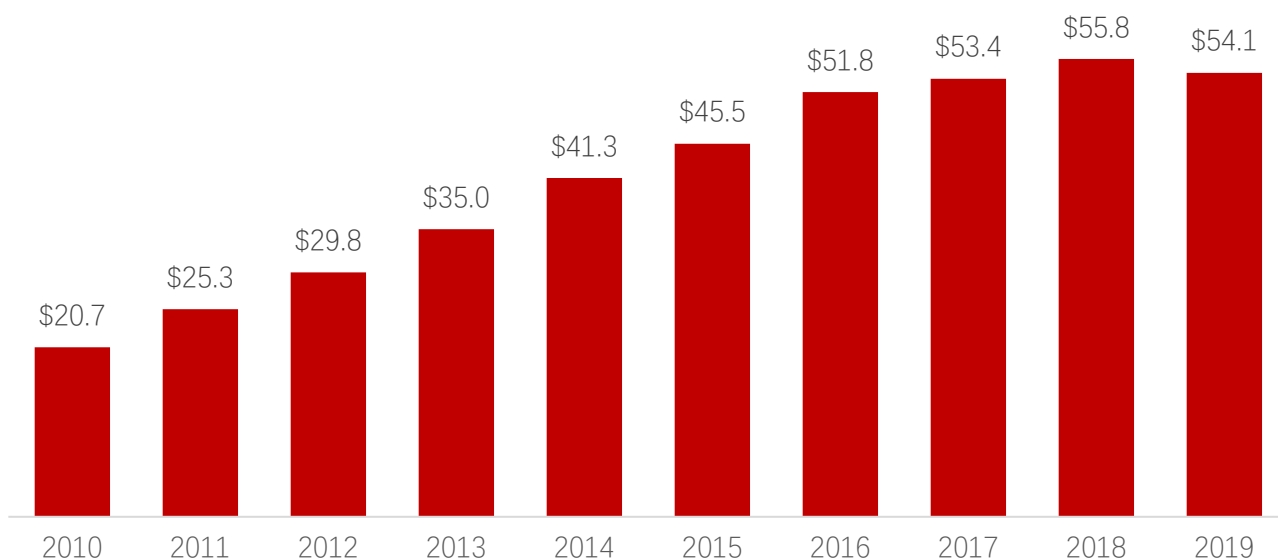
Last year saw growth in oilseeds and grains exports to China from agriculture-exporting states, such as Illinois, Iowa, Kansas, Minnesota, and Nebraska. The top 10 exporters of oilseeds and grains all saw their exports to China roughly double last year. Exports of processed poultry and pork also helped agricultural states, with meat product exports to China increasing by \$2 billion nationwide in 2020. China's Phase One commitments to purchase agricultural products, combined with lowering its restrictions on imports of certain grains and meat products from the United States, helped US agricultural exports exceed the levels they stood at before the trade war.

Washington (-\$2.0 billion) and South Carolina (-\$2.6 billion) were clobbered by falling aircraft sales

Exports from Washington to China continued to fall last year, driven by the sustained decline of exports of aircraft and parts. In 2020, these exports fell by \$1.7 billion to \$1.1 billion. This represents a huge decrease from 2017, when the state exported more than \$11 billion worth of these goods. Likewise, in South Carolina, a collapse of aircraft exports to China—from around \$3 billion in 2019 to about \$3 million in 2020—rippled throughout the state. At least some of these declines can be attributed to withered demand for aircraft resulting from the collapse of international travel due to COVID-19.

Services

US Services Exports to China
(billions USD)



Growth in total US services exports 2010-2019

Exports to China: 161.9%

Exports to Rest of World: 46.1%

US services exports to China contracted in 2019, the first time in more than a decade

Growth in services exports to China has been slowing for several years. In 2019, the most recent full year of data, services exports fell slightly to just over \$54 billion. Contractions in exports of industrial processes and declining numbers of Chinese travelers to the United States for business, pleasure, and education helped fuel the decline. That said, services exports to China have more than doubled over the last decade.

China was not the only services export market in decline in 2019

Overall, US services exports to the world increased by an anemic 1 percent in 2019, compared to around 5 percent in 2018. Services exports to the United Kingdom and Canada, the top two purchasers of US services, also fell by a margin similar to China's.

Top US Services Exports to China, 2019

| | | |
|----|-------------------------|----------------|
| 1. | Travel (education) | \$14.0 billion |
| 2. | Travel (other personal) | \$9.4 billion |
| 3. | Industrial processes | \$3.7 billion |
| 4. | Travel (business) | \$3.6 billion |
| 5. | Passenger fares | \$2.3 billion |

Top US Services Export Markets, 2019

| | Market | Total (\$ billion) | Growth (2019–2020) | Avg. Annual Growth (2011–2020) |
|-----|-----------------------|-----------------------|-----------------------|-----------------------------------|
| 1. | United Kingdom | \$77.8 | -2.7% | 3.9% |
| 2. | Canada | \$67.1 | -1.9% | 2.0% |
| 3. | Ireland | \$57.5 | +11.7% | 9.5% |
| 4. | China | \$54.1 | -3.0% | 11.6% |
| 5. | Japan | \$49.0 | +7.5% | 1.5% |
| 6. | Switzerland | \$46.8 | +11.9% | 8.9% |
| 7. | UK Islands, Caribbean | \$39.8 | +3.6% | 8.4% |
| 8. | Germany | \$36.3 | +1.8% | 3.7% |
| 9. | Mexico | \$32.4 | -0.6% | 3.7% |
| 10. | Brazil | \$24.3 | -8.7% | 4.0% |

- China fell from the United States' third- to fourth-largest services export market, mostly due to nearly 12 percent growth in exports to Ireland, which took the third spot.
- Of the United States' top 10 services export markets in 2019, China had the highest average annual growth rate over the last decade: 11.6 percent. By comparison, the top two markets of the United Kingdom and Canada grew by an average of less than 4 percent over the last 10 years.

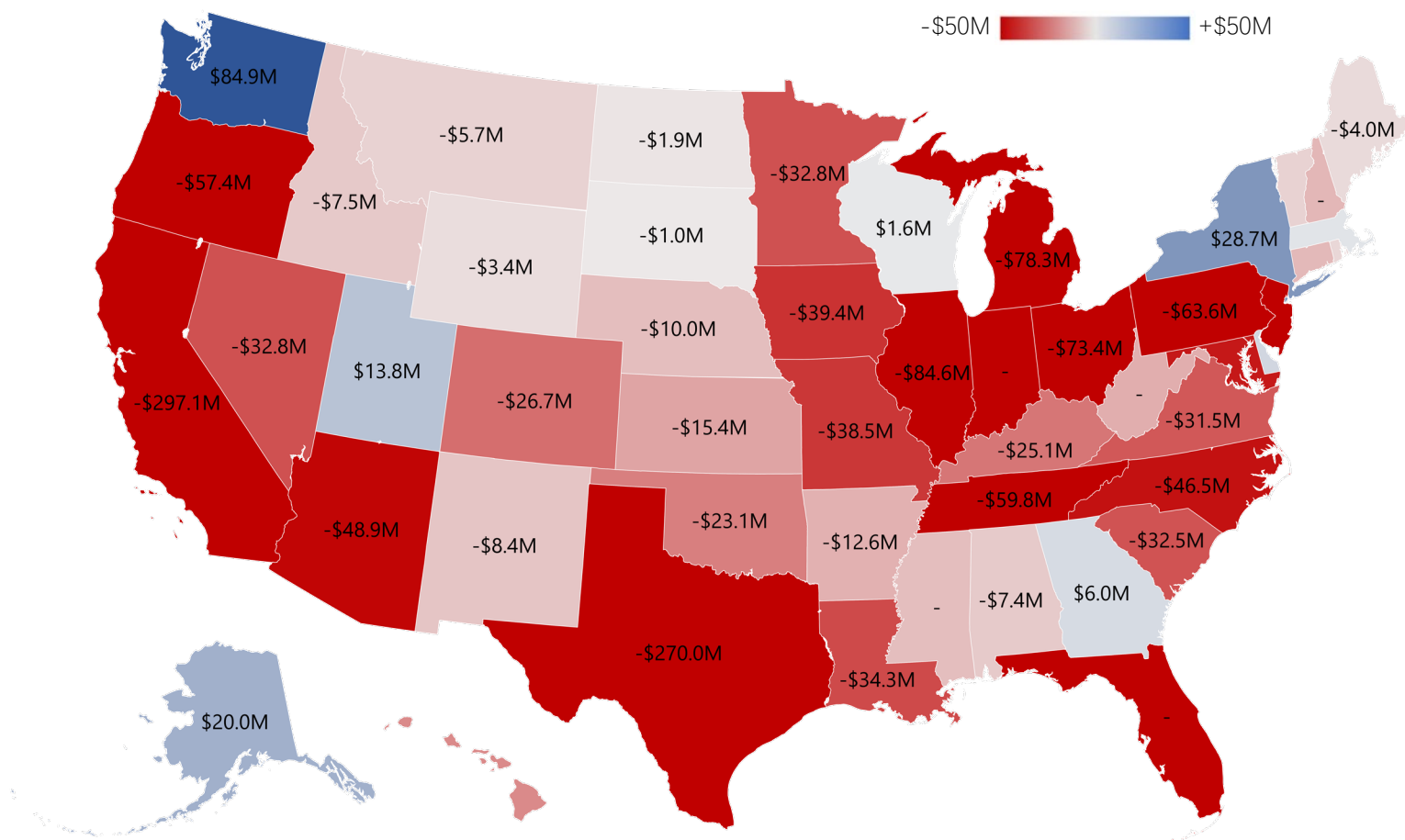
Note: Full-year services export data are available only through year-end 2019.

Top US State Services Exporters to China, 2019

| | State | Exports (\$ billion) | Growth (2018-2019) | Growth (2010-2019) |
|-----|----------------|-------------------------|-----------------------|-----------------------|
| 1. | California | \$10.2 | -2.8% | 175.3% |
| 2. | New York | \$5.9 | +0.5% | 180.1% |
| 3. | Texas | \$4.0 | -6.3% | 134.5% |
| 4. | Illinois | \$2.8 | -2.9% | 165.5% |
| 5. | Florida | \$2.7 | -4.7% | 168.6% |
| 6. | Massachusetts | \$2.4 | +0.1% | 204.8% |
| 7. | Washington | \$1.7 | +5.2% | 127.4% |
| 8. | Georgia | \$1.6 | +0.4% | 139.2% |
| 9. | Pennsylvania | \$1.6 | -3.9% | 164.1% |
| 10. | North Carolina | \$1.4 | -3.2% | 202.9% |
| 11. | Ohio | \$1.4 | -5.1% | 178.1% |
| 12. | New Jersey | \$1.3 | -4.8% | 113.3% |
| 13. | Michigan | \$1.1 | -6.6% | 158.9% |
| 14. | Virginia | \$1.1 | -2.8% | 124.3% |
| 15. | Arizona | \$1.0 | -4.7% | 192.2% |



Services Exports Change 2018–2019



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Digging into the numbers

Viewed from the perspective of the last 10 years, services export growth to China has been strong—all but four states have experienced triple-digit growth since 2010. That said, most states saw year-on-year declines in services exports in 2019. The number of states exporting more than \$1 billion in services to China fell to 14, down one from 2018. While China remains a top-five services market for 44 states, it is the top market for only four states, down from 15 back in 2017. As with goods exports, fluctuations in specific industries can cause sizable changes in a state’s total services exports.

Travel

Travel consistently represents the top US services export to China. US travel exports account for all the money spent by Chinese visitors in the United States. Several categories fall under the travel umbrella, including business travel, health travel, personal travel, and education travel, which is covered further below. In 2019, business travel fell by around 10 percent to \$3.6 billion and personal

travel declined by a little over 8 percent to \$9.4 billion, possibly due to visa slowdowns and general wariness of traveling to the United States amid bilateral tensions. The 2019 data do not include the COVID-19 pandemic's effects on the travel industry, and it is highly likely that the 2020 data will show that travel exports from US states declined even further that year. One bright spot is health travel exports, which increased by \$27 million in 2019.

Education

Visiting Chinese students are a significant boost to university revenues across the United States. For three states—California, New York, and Massachusetts—these students represent over \$1 billion in tuition, fees, and local spending. In 2019, exports of education-related travel fell by about 3 percent, or \$422 million, negatively impacting school budgets across the United States. This tracks with [a general decline](#) in international students enrolling at US universities in the 2018–2019 academic year, but it could also be related to increased [scrutiny](#) of Chinese students and [visa restrictions](#).

Financial services

While travel exports fell in 2019, exports of different types of financial services to China continued to increase. Financial services are the United States' second-highest services export to China. The combined exports of credit-related and other financial services boosted US services exports to China by \$179 million in 2019. New York, the finance capital of the United States, saw its exports of credit-related services to China jump by more than \$22 million. New York's credit-related services exports totaled \$514 million in 2019, more than double the amount of the second-highest exporter of these services, Texas. Not generally thought of as a finance hub, Texas still saw its exports of credit-related services grow by nearly \$12 million. New York's exports of other financial services increased the state's total financial services exports by another \$19.6 million.



Exports and US Jobs

Exports to China constitute more than cars or computer parts on container ships bound across the ocean—they also represent the livelihoods of thousands of Americans in industries from agriculture to high-tech manufacturing. Estimates of jobs supported by exports to China take both goods and services exports into account; as a result, the most recent job estimates are from 2019. That year, US goods exports to China had fallen for the second year in a row as the United States and China leveled steep tariffs against each other and services exports plateaued. In turn, the number of jobs supported by exports to China fell to 916,000, down from 1.1 million in 2017.

The impact of US exports to China on US employment in 2019 varied across states

Sixteen states saw jobs supported by exports to China increase, while the other 34 saw them decline. Seventeen states saw jobs supported by exports to China fall by more than 1,000, and two states—Texas and Washington—saw a decline of more than 10,000. However, 12 states saw more than 1,000 new jobs added.

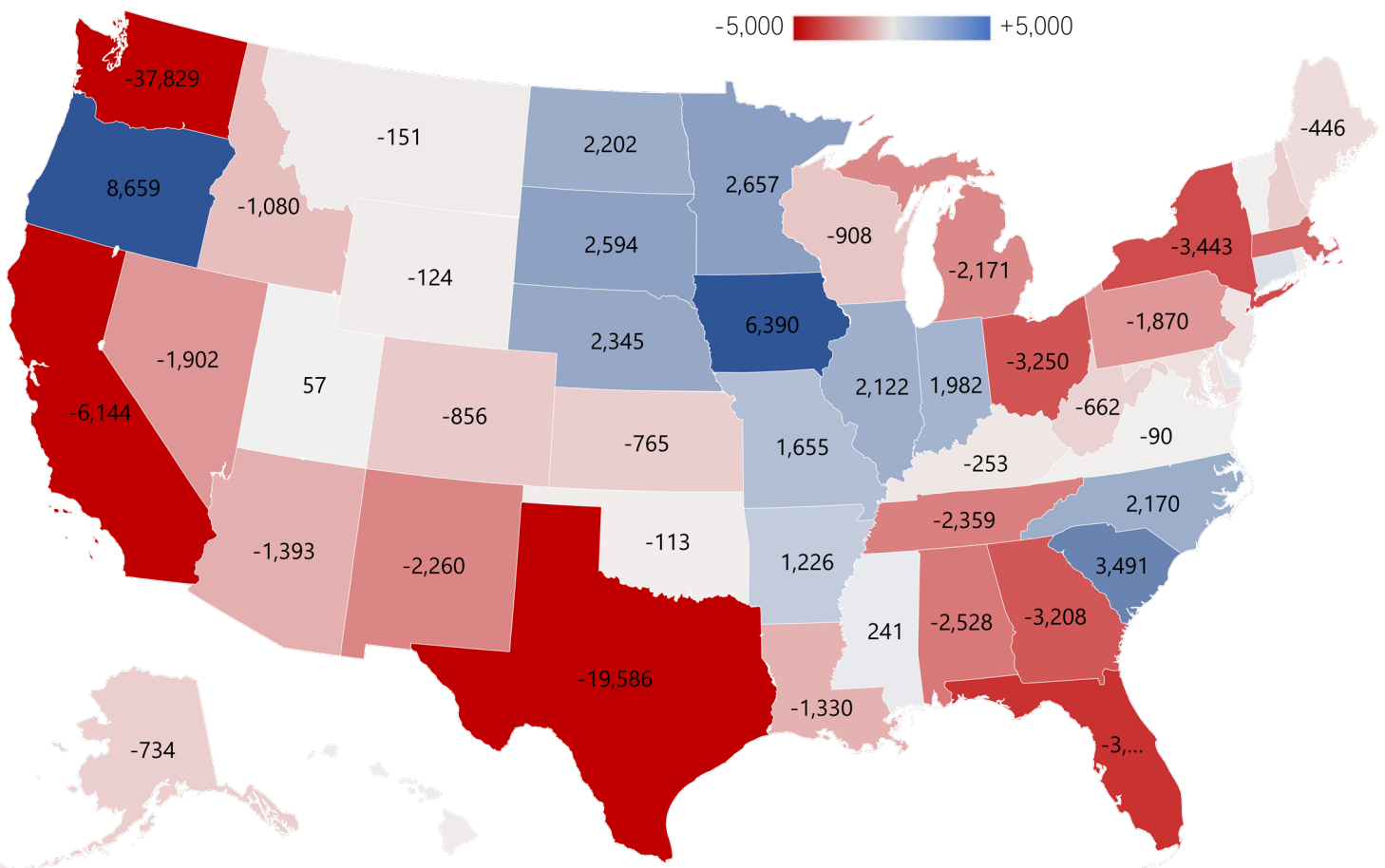
Job losses tended to be tied to fluctuations in specific industry sectors. Take Texas, for example, where the number of jobs supported by exports to China fell by nearly 20,000. In 2019, Texas's goods exports, predominantly driven by oil and gas sales, fell from over \$16 billion to just under \$11 billion. Tariffs on US petroleum products and their impacts on energy prices helped depress the state's exports to China and the jobs that they supported.

In Washington, the situation turned even more grim in 2019. While Washington's exports of motor vehicles and software royalties to China had a strong year, it was not enough to make up for an \$8.7 billion decline in the export of aerospace products and parts to China, which fell by roughly 76 percent from the previous year. Overall, Washington's exports to China fell by \$9 million in 2019, and jobs that had been supported by those exports fell by 38,000.

Not all the news in 2019 was negative

An increase in exports of oilseeds and grains in 2019 helped boost jobs supported by exports to China in the US heartland, where agricultural exports are a key pillar of the local economy. Illinois, Iowa, Minnesota, Nebraska, and the Dakotas saw exports of oilseeds and grains more than double in 2019 as China made goodwill purchases during trade negotiations. In 2019, these states all saw the number of jobs supported by those exports grow by more than 2,000 each, with Iowa adding around 6,000. Further west, Oregon continued its rapid growth of exports in semiconductors and parts, more than doubling the value of exports in 2019. Along with that expansion of exports came an additional 8,659 jobs across the state.

Jobs Supported by US Exports to China, Change 2018–2019



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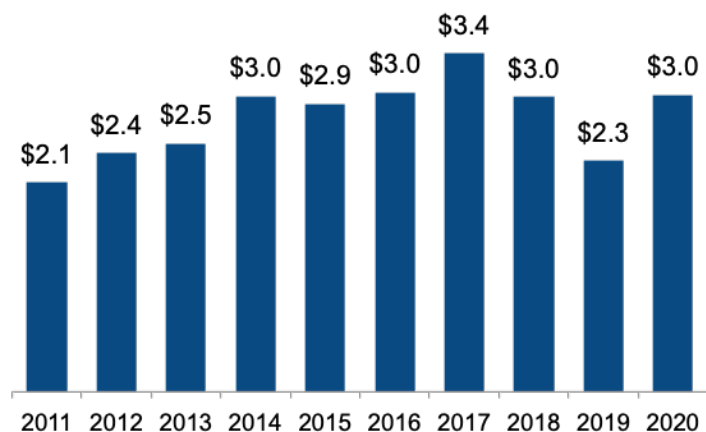
Appendix: State Reports

Here, you can find data from your state. State reports are arranged alphabetically and include information about the top goods exports, top services exports, how they have grown, and what markets they go to.

Alabama's Exports to China

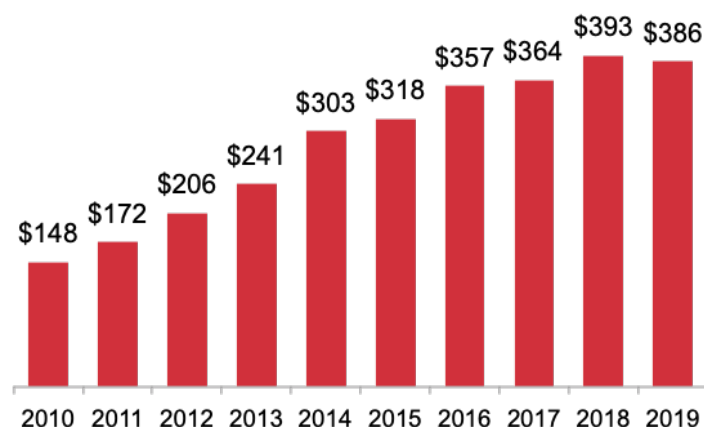
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 42%
Exports to Rest of World: -12%

Growth

Exports to China: 161%
Exports to Rest of World: 45%

Top Goods Export Markets, 2020

| | |
|------------|---------------|
| 1. China | \$3.0 billion |
| 2. Canada | \$2.9 billion |
| 3. Germany | \$2.2 billion |
| 4. Mexico | \$1.8 billion |
| 5. Japan | \$693 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$449 million |
| 2. China | \$386 million |
| 3. Canada | \$350 million |
| 4. Switzerland | \$259 million |
| 5. Japan | \$256 million |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Motor vehicles | \$1.7 billion |
| 2. Basic chemicals | \$327 million |
| 3. Resins & synthetic fibers | \$246 million |
| 4. Pulp & paperboard mill products | \$183 million |
| 5. Aerospace products & parts | \$83 million |

Top Services Exports to China, 2019

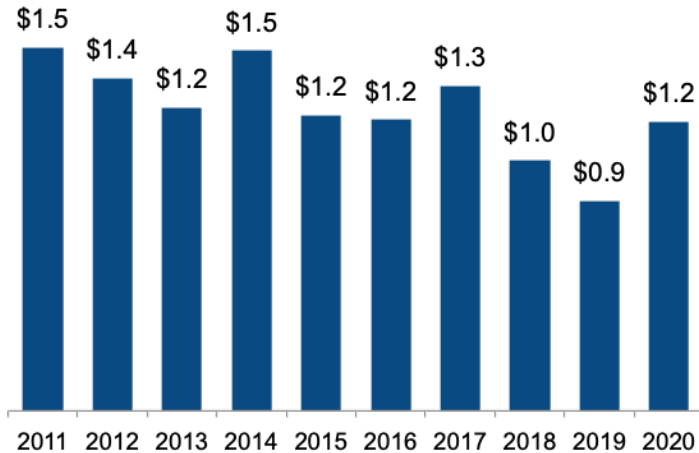
| | |
|--|---------------|
| 1. Education | \$118 million |
| 2. Personal travel & tourism | \$62 million |
| 3. Equip. installation & maintenance | \$31 million |
| 4. Royalties from industrial processes | \$29 million |
| 5. Business travel | \$26 million |

Alabama's exports to China supported 12,700 American jobs in 2019.

Alaska's Exports to China

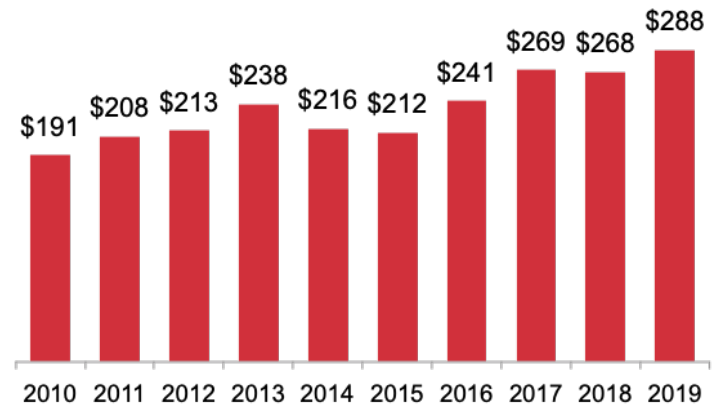
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: -20%
Exports to Rest of World: -9%

Growth

Exports to China: 51%
Exports to Rest of World: 26%

Top Goods Export Markets, 2020

| | |
|--------------|---------------|
| 1. China | \$1.2 billion |
| 2. Korea | \$810 million |
| 3. Japan | \$647 million |
| 4. Canada | \$498 million |
| 5. Australia | \$450 million |

Top Services Export Markets, 2019

| | |
|--------------|---------------|
| 1. China | \$288 million |
| 2. Japan | \$274 million |
| 3. Korea | \$221 million |
| 4. Hong Kong | \$139 million |
| 5. Canada | \$124 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------|---------------|
| 1. Marine products | \$474 million |
| 2. Oil & gas | \$365 million |
| 3. Metal ores | \$160 million |
| 4. Timber & logs | \$93 million |
| 5. Aerospace products & parts | \$74 million |

Top Services Exports to China, 2019

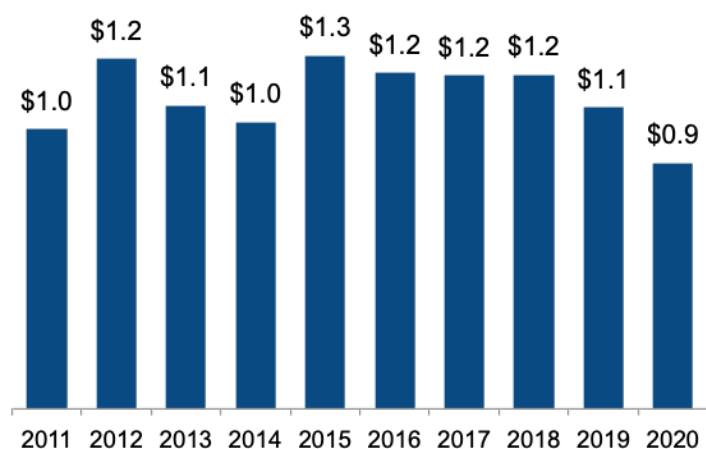
| | |
|--------------------------------------|---------------|
| 1. Air freight & port services | \$198 million |
| 2. Personal travel & tourism | \$27 million |
| 3. Passenger fares | \$22 million |
| 4. Business travel | \$10 million |
| 5. Equip. installation & maintenance | \$4.4 million |

Alaska's exports to China supported 6,630 American jobs in 2019.

Arizona's Exports to China

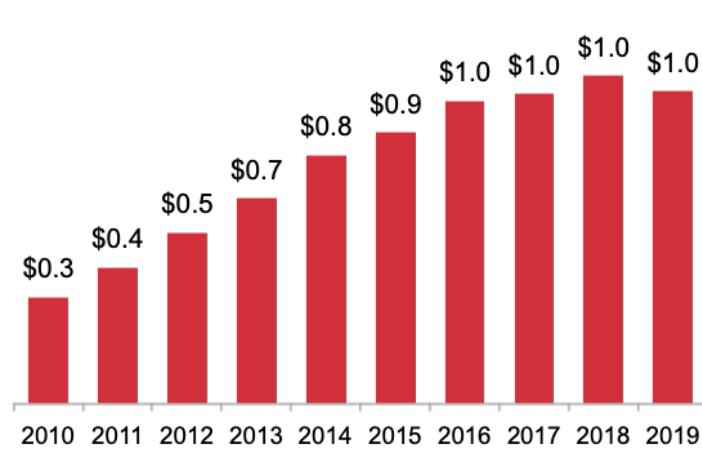
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: -12%
Exports to Rest of World: 12%

Growth

Exports to China: 192%
Exports to Rest of World: 55%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Mexico | \$7.0 billion |
| 2. Canada | \$1.9 billion |
| 3. China | \$875 million |
| 4. Netherlands | \$680 million |
| 5. Japan | \$642 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$1.3 billion |
| 2. Canada | \$1.1 billion |
| 3. China | \$989 million |
| 4. Switzerland | \$826 million |
| 5. Ireland | \$796 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Semiconductors & components | \$275 million |
| 2. Aerospace products & parts | \$72 million |
| 3. Navigational & meas. instruments | \$66 million |
| 4. Misc. crops | \$63 million |
| 5. Industrial machinery | \$36 million |

Top Services Exports to China, 2019

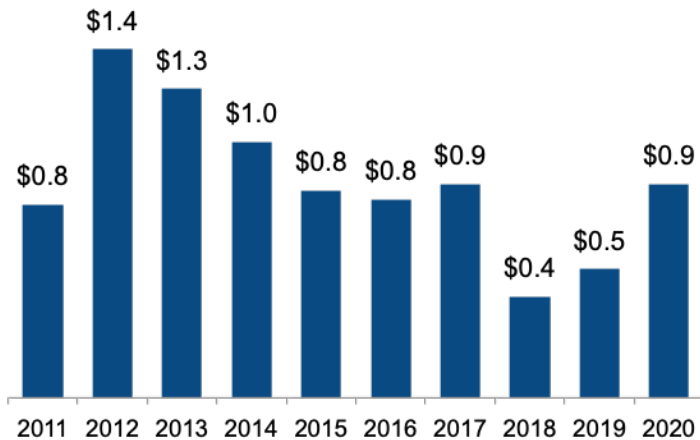
| | |
|--|---------------|
| 1. Education | \$247 million |
| 2. Personal travel & tourism | \$224 million |
| 3. Business travel | \$87 million |
| 4. Royalties from industrial processes | \$77 million |
| 5. Passenger fares | \$76 million |

Arizona's exports to China supported 12,900 American jobs in 2019.

Arkansas' Exports to China

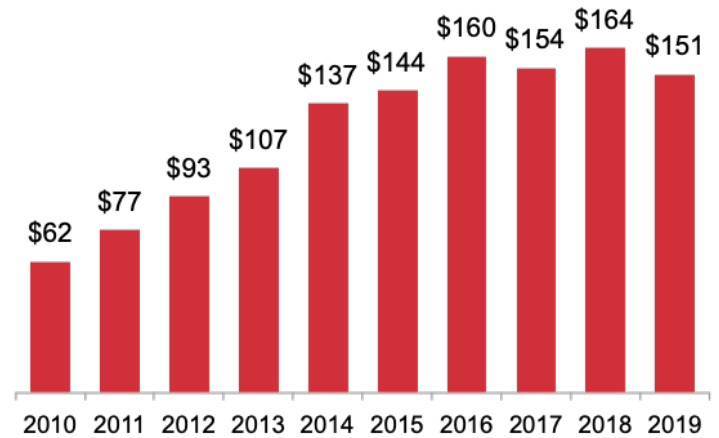
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 11%
Exports to Rest of World: -3%

Growth

Exports to China: 143%
Exports to Rest of World: 41%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$1.1 billion |
| 2. China | \$871 million |
| 3. Mexico | \$793 million |
| 4. France | \$675 million |
| 5. Netherlands | \$281 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$169 million |
| 2. Canada | \$161 million |
| 3. China | \$151 million |
| 4. Japan | \$98 million |
| 5. Mexico | \$97 million |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Oilseeds & grains | \$595 million |
| 2. Meat products | \$59 million |
| 3. Misc. crops | \$56 million |
| 4. Pulp & paperboard mill products | \$42 million |
| 5. Basic chemicals | \$25 million |

Top Services Exports to China, 2019

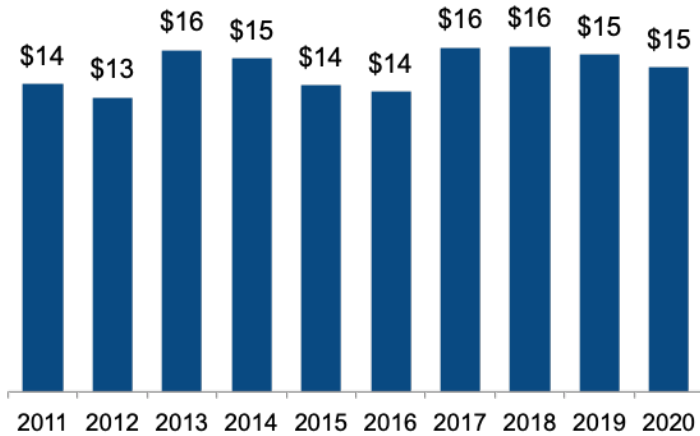
| | |
|--------------------------------------|--------------|
| 1. Education | \$49 million |
| 2. Personal travel & tourism | \$34 million |
| 3. Business travel | \$14 million |
| 4. Equip. installation & maintenance | \$14 million |
| 5. Trademark royalties | \$12 million |

Arkansas' exports to China supported 5,030 American jobs in 2019.

California's Exports to China

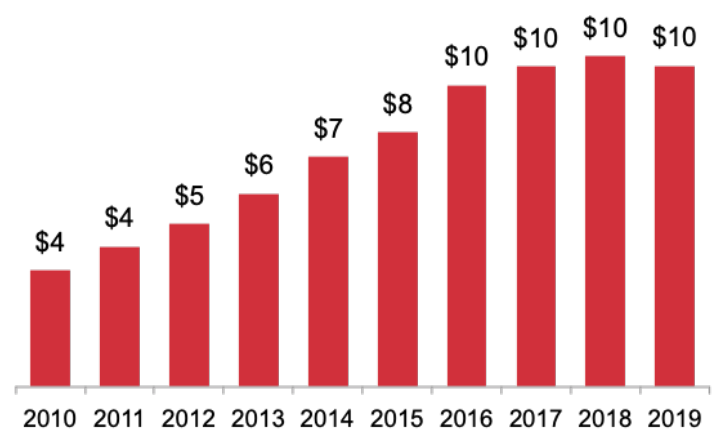
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: 5%
Exports to Rest of World: -4%

Growth

Exports to China: 175%
Exports to Rest of World: 61%

Top Goods Export Markets, 2020

| | |
|-----------|----------------|
| 1. Mexico | \$24.0 billion |
| 2. Canada | \$15.8 billion |
| 3. China | \$14.8 billion |
| 4. Japan | \$10.4 billion |
| 5. Korea | \$9.7 billion |

Top Services Export Markets, 2019

| | |
|-------------------|----------------|
| 1. United Kingdom | \$14.6 billion |
| 2. Ireland | \$14.1 billion |
| 3. Canada | \$11.6 billion |
| 4. Switzerland | \$10.2 billion |
| 5. China | \$10.2 billion |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Industrial machinery | \$2.4 billion |
| 2. Navigational & meas. instruments | \$1.5 billion |
| 3. Semiconductors & components | \$1.3 billion |
| 4. Scrap products | \$777 million |
| 5. Pharmaceuticals & medicines | \$766 million |

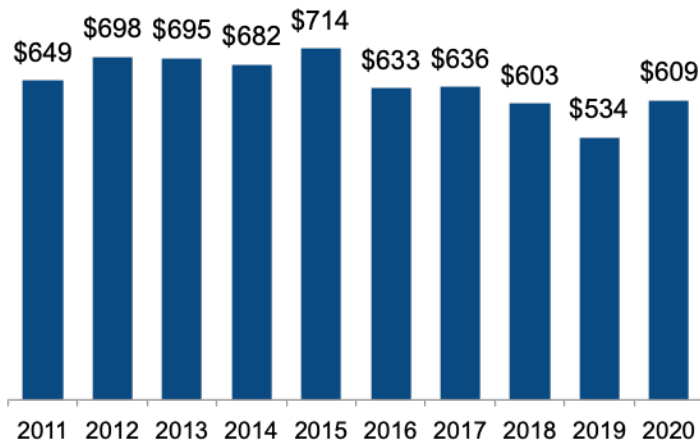
Top Services Exports to China, 2019

| | |
|--|---------------|
| 1. Education | \$2.4 billion |
| 2. Personal travel & tourism | \$1.6 billion |
| 3. Royalties from industrial processes | \$926 million |
| 4. Business travel | \$594 million |
| 5. Ocean freight & port services | \$559 million |

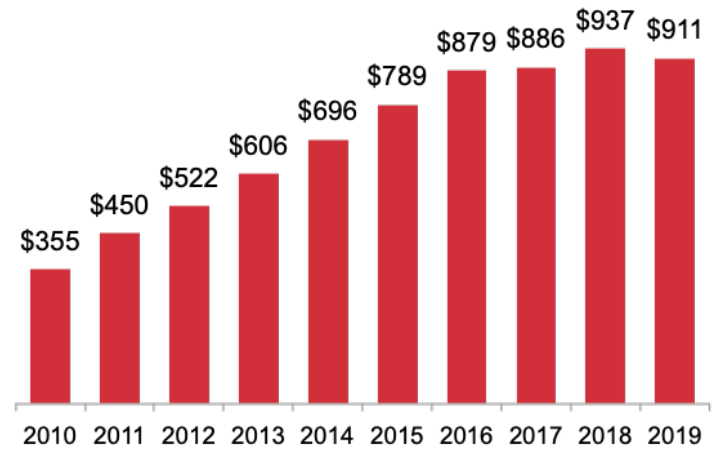
California's exports to China supported 145,900 American jobs in 2019.

Colorado's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: -6%
Exports to Rest of World: 11%

Growth

Exports to China: 156%
Exports to Rest of World: 45%

Top Goods Export Markets, 2020

| | |
|-------------|---------------|
| 1. Canada | \$1.3 billion |
| 2. Mexico | \$1.1 billion |
| 3. Malaysia | \$612 million |
| 4. China | \$609 million |
| 5. Korea | \$537 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$1.3 billion |
| 2. United Kingdom | \$1.3 billion |
| 3. Ireland | \$1.2 billion |
| 4. Japan | \$931 million |
| 5. China | \$911 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Meat products | \$104 million |
| 2. Navigational & meas. instruments | \$98 million |
| 3. Oilseeds & grains | \$87 million |
| 4. Misc. chemical preparations | \$50 million |
| 5. Glass & glass products | \$28 million |

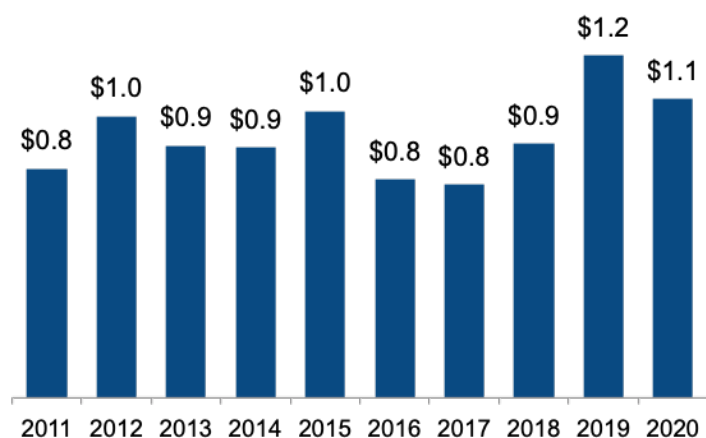
Top Services Exports to China, 2019

| | |
|------------------------------------|---------------|
| 1. Personal travel & tourism | \$216 million |
| 2. Education | \$155 million |
| 3. Passenger fares | \$83 million |
| 4. Business travel | \$82 million |
| 5. Software distribution royalties | \$68 million |

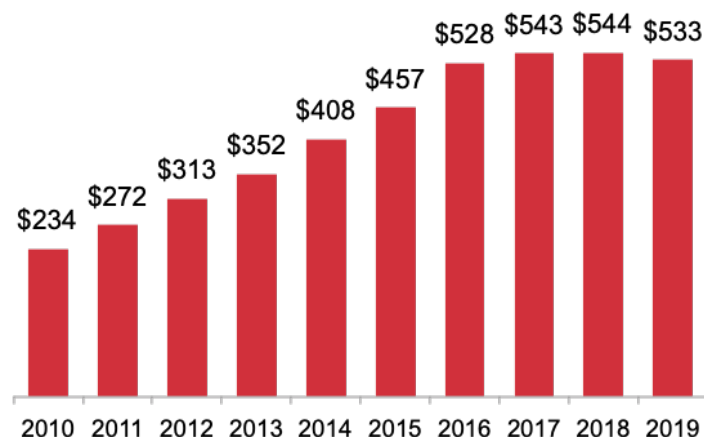
Colorado's exports to China supported 9,760 American jobs in 2019.

Connecticut's Exports to China

Goods (\$ billion)



Services (\$ million)



Growth

Exports to China: 31%
Exports to Rest of World: -15%

Growth

Exports to China: 128%
Exports to Rest of World: 24%

Top Goods Export Markets, 2020

| | |
|-------------------|---------------|
| 1. Germany | \$2.1 billion |
| 2. Canada | \$1.5 billion |
| 3. United Kingdom | \$1.1 billion |
| 4. China | \$1.1 billion |
| 5. France | \$877 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. U.K. Caribbean | \$2.0 billion |
| 2. United Kingdom | \$1.1 billion |
| 3. Ireland | \$791 million |
| 4. Canada | \$787 million |
| 7. China | \$533 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Aerospace products & parts | \$482 million |
| 2. Navigational & meas. instruments | \$88 million |
| 3. Misc. fabricated metal products | \$51 million |
| 4. Basic chemicals | \$46 million |
| 5. Misc. general purpose machinery | \$37 million |

Top Services Exports to China, 2019

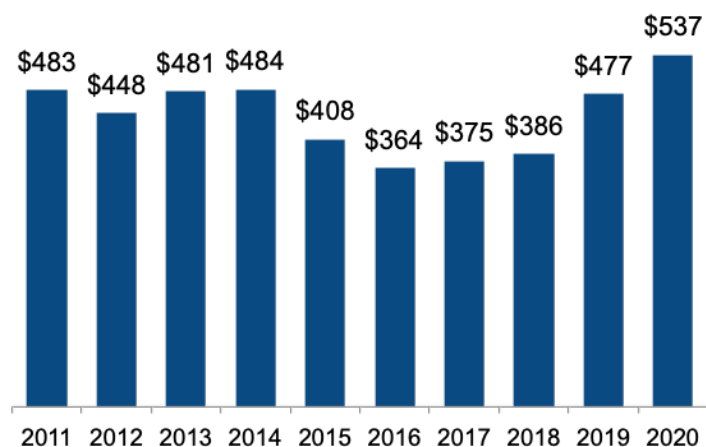
| | |
|--|---------------|
| 1. Education | \$212 million |
| 2. Personal travel & tourism | \$60 million |
| 3. Royalties from industrial processes | \$32 million |
| 4. Trademark royalties | \$26 million |
| 5. Financial mgmt. & advisory services | \$26 million |

Connecticut's exports to China supported 9,520 American jobs in 2019.

Delaware's Exports to China

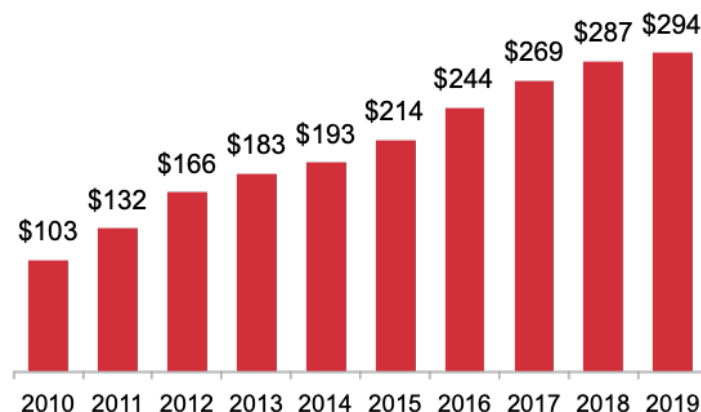
Goods

(\$ million)



Services

(\$ million)



Growth

Exports to China: 11%
Exports to Rest of World: -34%

Growth

Exports to China: 185%
Exports to Rest of World: 71%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$598 million |
| 2. China | \$537 million |
| 3. Korea | \$404 million |
| 4. Switzerland | \$230 million |
| 5. Germany | \$217 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$501 million |
| 2. Canada | \$321 million |
| 3. China | \$294 million |
| 4. U.K. Caribbean | \$287 million |
| 5. Japan | \$243 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Navigational & meas. instruments | \$161 million |
| 2. Pharmaceuticals & medicines | \$87 million |
| 3. Misc. general purpose machinery | \$63 million |
| 4. Resins & synthetic fibers | \$37 million |
| 5. Meat products | \$28 million |

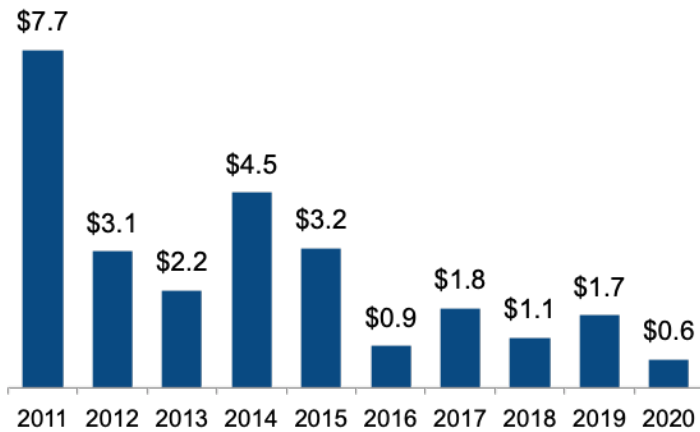
Top Services Exports to China, 2019

| | |
|------------------------------|---------------|
| 1. Credit-related services | \$140 million |
| 2. Education | \$62 million |
| 3. Misc. financial services | \$20 million |
| 4. Operational leasing | \$13 million |
| 5. Personal travel & tourism | \$13 million |

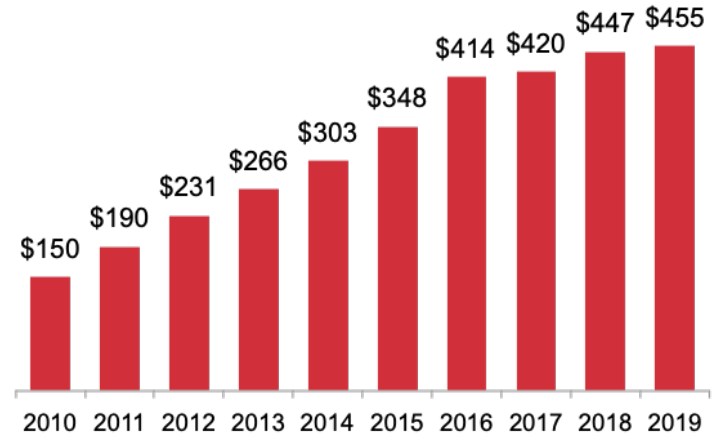
Delaware's exports to China supported 3,850 American jobs in 2019.

District of Columbia's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: -92%
Exports to Rest of World: 139%

Growth

Exports to China: 203%
Exports to Rest of World: 73%

Top Goods Export Markets, 2020

| | |
|-------------------------|---------------|
| 1. Qatar | \$898 million |
| 2. United Arab Emirates | \$404 million |
| 3. United Kingdom | \$299 million |
| 4. Egypt | \$258 million |
| 39. China | \$646,000 |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$677 million |
| 2. Ireland | \$637 million |
| 3. Canada | \$633 million |
| 4. China | \$455 million |
| 5. Switzerland | \$379 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|-----------|
| 1. Navigational & meas. instruments | \$102,000 |
| 2. Aerospace products & parts | \$100,000 |
| 3. Resins & synthetic fibers | \$76,000 |
| 4. Sawmill & wood products | \$74,000 |
| 5. Basic chemicals | \$74,000 |

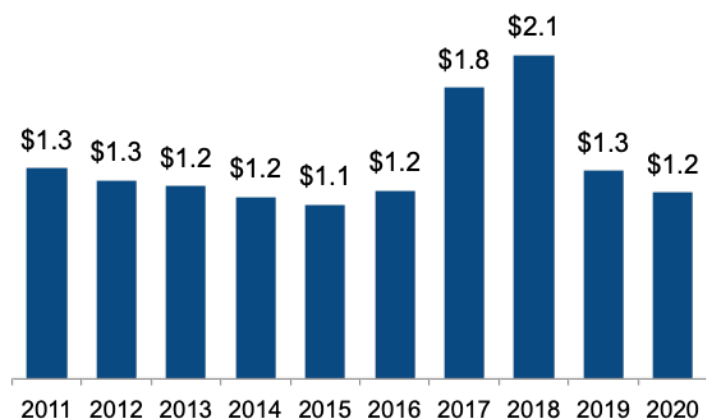
Top Services Exports to China, 2019

| | |
|------------------------------|---------------|
| 1. Education | \$214 million |
| 2. Personal travel & tourism | \$76 million |
| 3. Legal services | \$38 million |
| 4. Business travel | \$29 million |
| 5. Credit-related services | \$19 million |

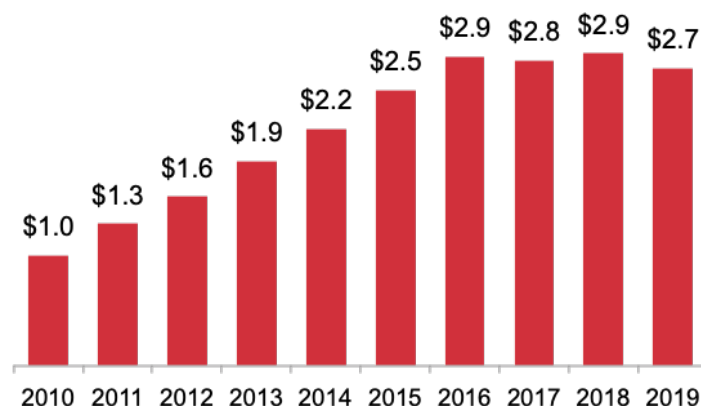
District of Columbia's exports to China supported 3,850 American jobs in 2019.

Florida's Exports to China

Goods (\$ billion)



Services (\$ billion)



Growth

Exports to China: -11%
Exports to Rest of World: -32%

Growth

Exports to China: 169%
Exports to Rest of World: 35%

Top Goods Export Markets, 2020

| | |
|-------------|---------------|
| 1. Brazil | \$3.5 billion |
| 2. Canada | \$3.4 billion |
| 3. Mexico | \$2.6 billion |
| 4. Colombia | \$1.7 billion |
| 10. China | \$1.2 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$3.7 billion |
| 2. Canada | \$3.4 billion |
| 3. China | \$2.7 billion |
| 4. Japan | \$2.4 billion |
| 5. Mexico | \$2.1 billion |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Aerospace products & parts | \$159 million |
| 2. Pulp & paperboard mill products | \$128 million |
| 3. Navigational & meas. instruments | \$117 million |
| 4. Misc. fabricated metal products | \$67 million |
| 5. Medical equipment & supplies | \$66 million |

Top Services Exports to China, 2019

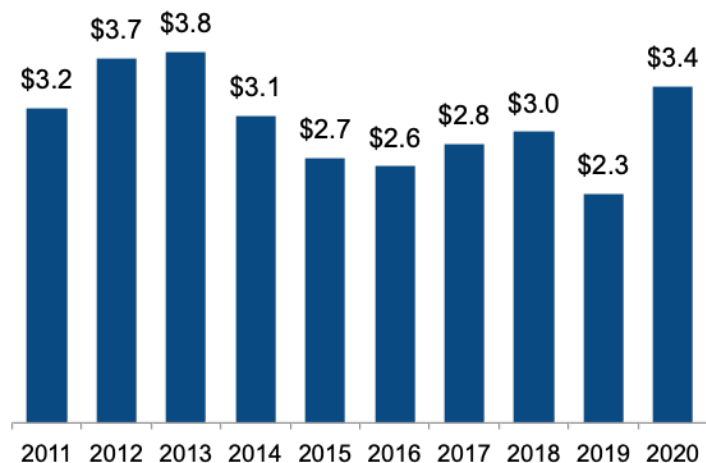
| | |
|--------------------------------------|---------------|
| 1. Personal travel & tourism | \$838 million |
| 2. Education | \$543 million |
| 3. Business travel | \$296 million |
| 4. Passenger fares | \$221 million |
| 5. Equip. installation & maintenance | \$112 million |

Florida's exports to China supported 28,300 American jobs in 2019.

Georgia's Exports to China

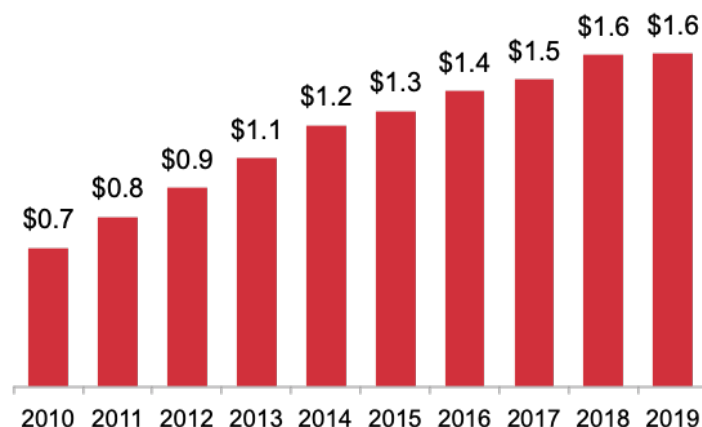
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: 7%
Exports to Rest of World: 7%

Growth

Exports to China: 139%
Exports to Rest of World: 49%

Top Goods Export Markets, 2020

| | |
|--------------|---------------|
| 1. Canada | \$5.1 billion |
| 2. Germany | \$4.0 billion |
| 3. China | \$3.4 billion |
| 4. Mexico | \$3.1 billion |
| 5. Singapore | \$1.8 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$2.6 billion |
| 2. Canada | \$2.0 billion |
| 3. China | \$1.6 billion |
| 4. Japan | \$1.5 billion |
| 5. Ireland | \$1.5 billion |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Pulp & paperboard mill products | \$672 million |
| 2. Motor vehicles | \$663 million |
| 3. Misc. crops | \$305 million |
| 4. Aerospace products & parts | \$250 million |
| 5. Meat products | \$236 million |

Top Services Exports to China, 2019

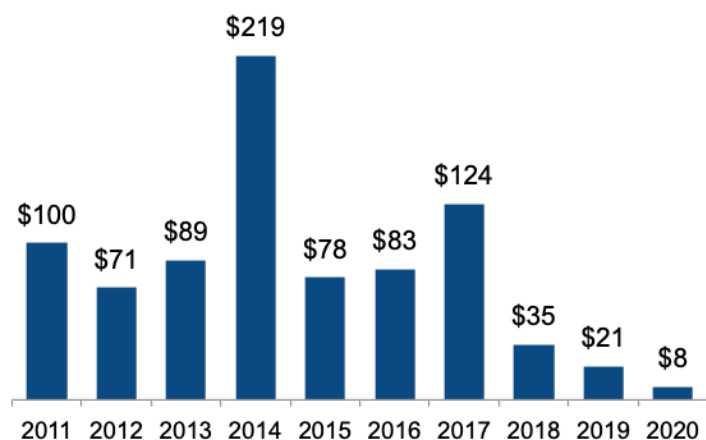
| | |
|------------------------------------|---------------|
| 1. Education | \$304 million |
| 2. Passenger fares | \$211 million |
| 3. Personal travel & tourism | \$182 million |
| 4. Credit-related services | \$128 million |
| 5. Software distribution royalties | \$89 million |

Georgia's exports to China supported 22,700 American jobs in 2019.

Hawaii's Exports to China

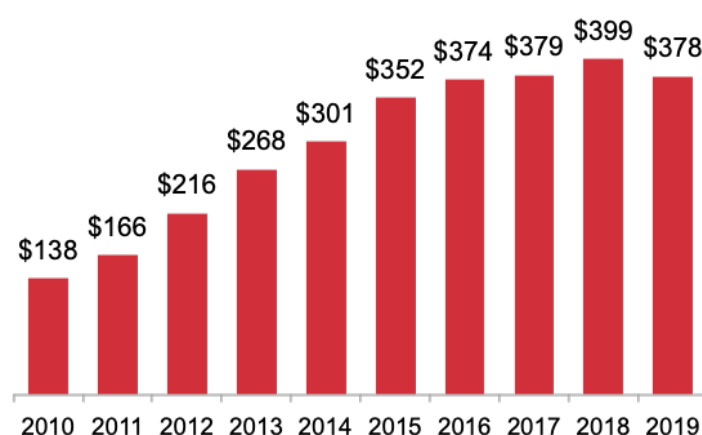
Goods

(\$ million)



Services

(\$ million)



Growth

Exports to China: -92%
Exports to Rest of World: -62%

Growth

Exports to China: 174%
Exports to Rest of World: 25%

Top Goods Export Markets, 2020

| | |
|---------------|---------------|
| 1. Australia | \$50 million |
| 2. Japan | \$45 million |
| 3. Bangladesh | \$39 million |
| 4. Hong Kong | \$29 million |
| 11. China | \$8.2 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. China | \$378 million |
| 2. Canada | \$370 million |
| 3. Japan | \$318 million |
| 4. United Kingdom | \$306 million |
| 5. Mexico | \$289 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Fruits & tree nuts | \$4.9 million |
| 2. Navigational & meas. instruments | \$1.6 million |
| 3. Scrap products | \$1.1 million |
| 4. Sugar & confectionery products | \$156,000 |
| 5. Basic chemicals | \$109,000 |

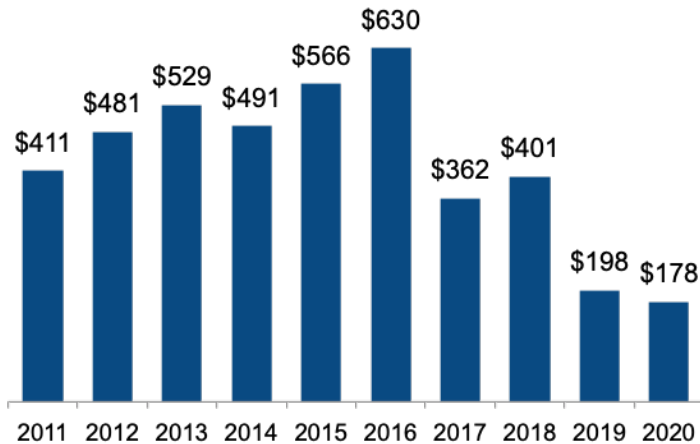
Top Services Exports to China, 2019

| | |
|----------------------------------|---------------|
| 1. Personal travel & tourism | \$132 million |
| 2. Passenger fares | \$59 million |
| 3. Misc. freight & port services | \$56 million |
| 4. Business travel | \$51 million |
| 5. Education | \$39 million |

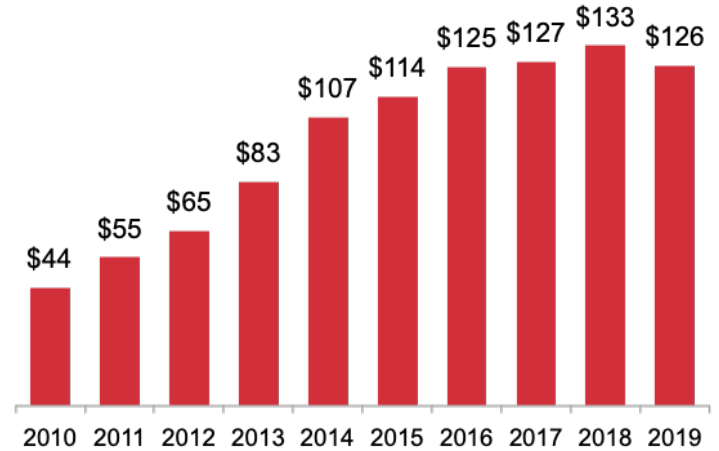
Hawaii's exports to China supported 3,030 American jobs in 2019.

Idaho's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: -57%
Exports to Rest of World: -44%

Growth

Exports to China: 187%
Exports to Rest of World: 57%

Top Goods Export Markets, 2020

| | |
|--------------|---------------|
| 1. Canada | \$1.2 billion |
| 2. Taiwan | \$350 million |
| 3. Singapore | \$285 million |
| 4. Mexico | \$234 million |
| 6. China | \$178 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$156 million |
| 2. Switzerland | \$154 million |
| 3. United Kingdom | \$137 million |
| 4. Ireland | \$132 million |
| 5. China | \$126 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Dairy products | \$56 million |
| 2. Oilseeds & grains | \$32 million |
| 3. Navigational & meas. instruments | \$18 million |
| 4. Semiconductors & components | \$11 million |
| 5. Pharmaceuticals & medicines | \$7.1 million |

Top Services Exports to China, 2019

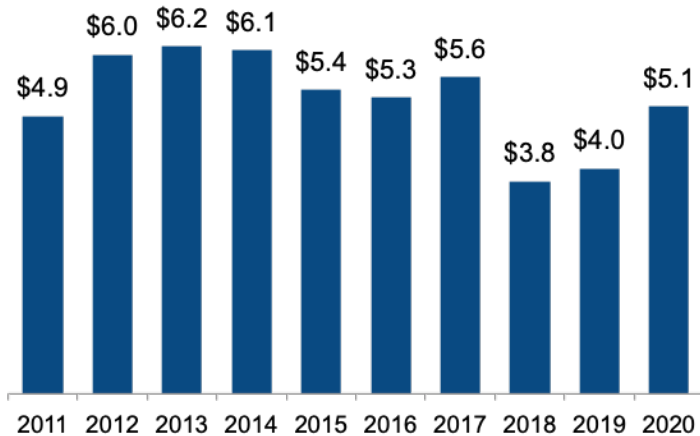
| | |
|--|---------------|
| 1. Personal travel & tourism | \$30 million |
| 2. Education | \$29 million |
| 3. Royalties from industrial processes | \$18 million |
| 4. Business travel | \$12 million |
| 5. Equip. installation & maintenance | \$8.0 million |

Idaho's exports to China supported 1,940 American jobs in 2019.

Illinois' Exports to China

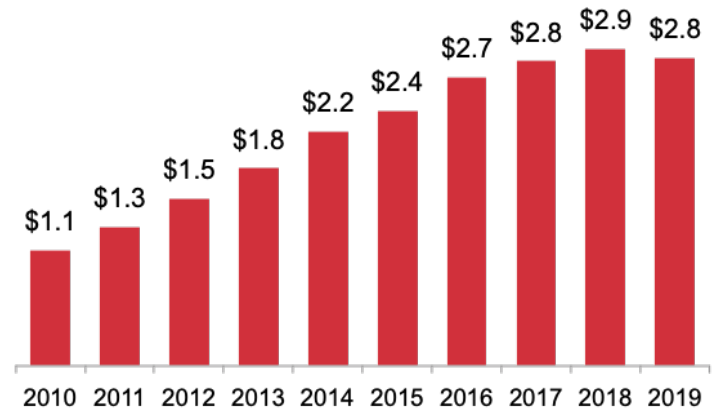
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: 3%
Exports to Rest of World: -17%

Growth

Exports to China: 166%
Exports to Rest of World: 46%

Top Goods Export Markets, 2020

| | |
|--------------|----------------|
| 1. Canada | \$13.2 billion |
| 2. Mexico | \$7.5 billion |
| 3. China | \$5.1 billion |
| 4. Germany | \$3.5 billion |
| 5. Australia | \$3.4 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$4.0 billion |
| 2. Canada | \$3.2 billion |
| 3. China | \$2.8 billion |
| 4. Japan | \$2.5 billion |
| 5. U.K. Caribbean | \$2.4 billion |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Oilseeds & grains | \$2.2 billion |
| 2. Motor vehicle parts | \$283 million |
| 3. Navigational & meas. instruments | \$259 million |
| 4. Meat products | \$244 million |
| 5. Pharmaceuticals & medicines | \$236 million |

Top Services Exports to China, 2019

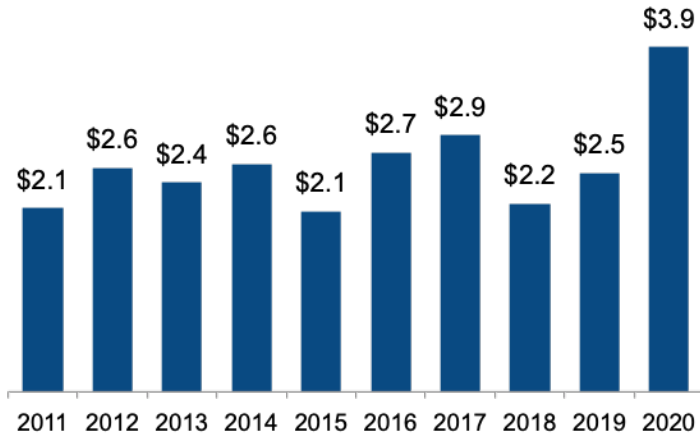
| | |
|--|---------------|
| 1. Education | \$628 million |
| 2. Air freight & port services | \$586 million |
| 3. Personal travel & tourism | \$373 million |
| 4. Passenger fares | \$177 million |
| 5. Royalties from industrial processes | \$141 million |

Illinois' exports to China supported 44,700 American jobs in 2019.

Indiana's Exports to China

Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 88%
Exports to Rest of World: 3%

Growth

Exports to China: 181%
Exports to Rest of World: 33%

Top Goods Export Markets, 2020

| | |
|------------|----------------|
| 1. Canada | \$11.0 billion |
| 2. Mexico | \$4.8 billion |
| 3. China | \$3.9 billion |
| 4. Japan | \$2.0 billion |
| 5. Germany | \$1.8 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Switzerland | \$1.1 billion |
| 2. Ireland | \$854 million |
| 3. China | \$799 million |
| 4. Japan | \$603 million |
| 5. United Kingdom | \$579 million |

Top Goods Exports to China, 2020

| | |
|---------------------------------|---------------|
| 1. Pharmaceuticals & medicines | \$1.4 billion |
| 2. Oilseeds & grains | \$1.2 billion |
| 3. Medical equipment & supplies | \$224 million |
| 4. Motor vehicle parts | \$210 million |
| 5. Resins & synthetic fibers | \$107 million |

Top Services Exports to China, 2019

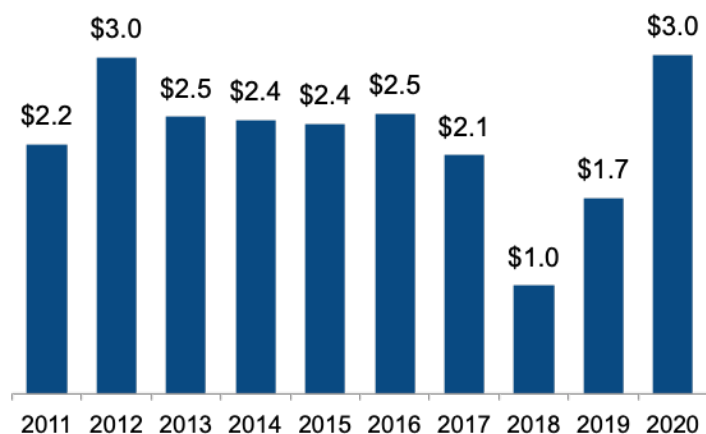
| | |
|--|---------------|
| 1. Education | \$333 million |
| 2. Royalties from industrial processes | \$165 million |
| 3. Personal travel & tourism | \$117 million |
| 4. Equip. installation & maintenance | \$37 million |
| 5. Trademark royalties | \$36 million |

Indiana's exports to China supported 20,400 American jobs in 2019.

Iowa's Exports to China

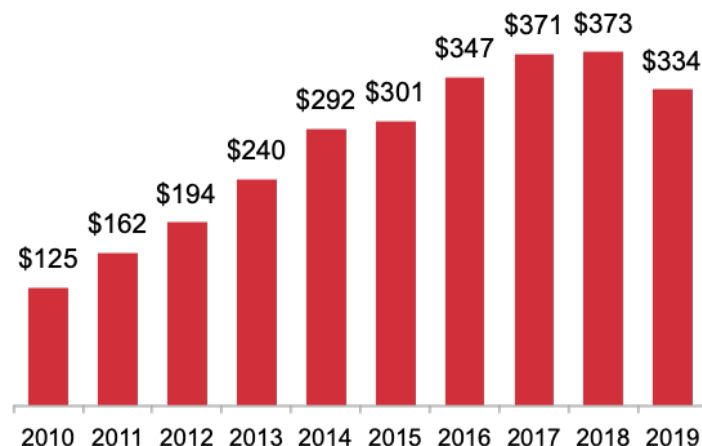
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 36%
Exports to Rest of World: -13%

Growth

Exports to China: 167%
Exports to Rest of World: 52%

Top Goods Export Markets, 2020

| | |
|------------|---------------|
| 1. Canada | \$3.4 billion |
| 2. China | \$3.0 billion |
| 3. Mexico | \$2.1 billion |
| 4. Japan | \$1.3 billion |
| 5. Germany | \$590 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$434 million |
| 2. China | \$334 million |
| 3. Japan | \$330 million |
| 4. Canada | \$327 million |
| 5. Switzerland | \$309 million |

Top Goods Exports to China, 2020

| | |
|---------------------------------|---------------|
| 1. Oilseeds & grains | \$2.0 billion |
| 2. Meat products | \$516 million |
| 3. Ag. & construction machinery | \$194 million |
| 4. Pharmaceuticals & medicines | \$31 million |
| 5. Animal foods | \$24 million |

Top Services Exports to China, 2019

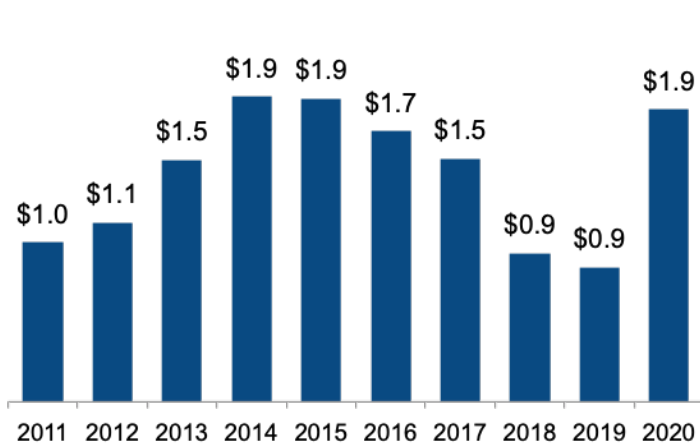
| | |
|--|---------------|
| 1. Education | \$127 million |
| 2. Royalties from industrial processes | \$49 million |
| 3. Personal travel & tourism | \$36 million |
| 4. Equip. installation & maintenance | \$23 million |
| 5. Misc. financial services | \$20 million |

Iowa's exports to China supported 15,600 American jobs in 2019.

Kansas' Exports to China

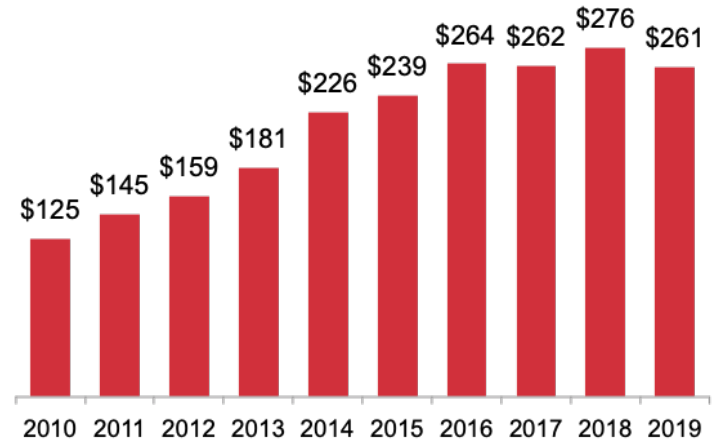
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 83%
Exports to Rest of World: -13%

Growth

Exports to China: 108%
Exports to Rest of World: 32%

Top Goods Export Markets, 2020

| | |
|-----------|---------------|
| 1. Mexico | \$2.1 billion |
| 2. China | \$1.9 billion |
| 3. Canada | \$1.6 billion |
| 4. Japan | \$1.1 billion |
| 5. Korea | \$509 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$345 million |
| 2. Ireland | \$328 million |
| 3. Canada | \$283 million |
| 4. Switzerland | \$280 million |
| 5. China | \$261 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Oilseeds & grains | \$1.4 billion |
| 2. Meat products | \$157 million |
| 3. Aerospace products & parts | \$110 million |
| 4. Navigational & meas. instruments | \$58 million |
| 5. Ag. & construction machinery | \$14 million |

Top Services Exports to China, 2019

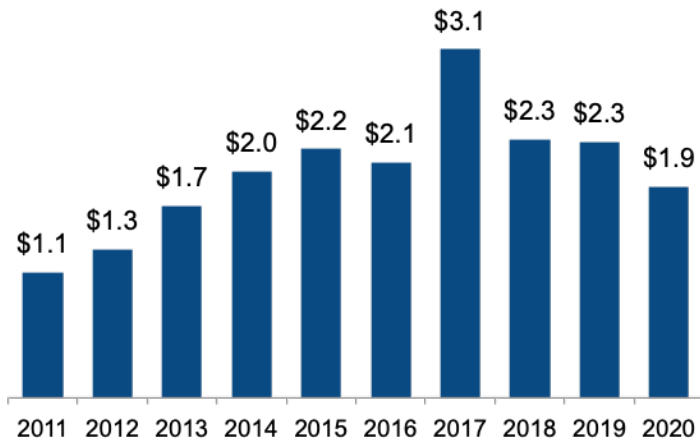
| | |
|--|--------------|
| 1. Education | \$91 million |
| 2. Personal travel & tourism | \$39 million |
| 3. Operational leasing | \$18 million |
| 4. Business travel | \$15 million |
| 5. Royalties from industrial processes | \$15 million |

Kansas' exports to China supported 8,280 American jobs in 2019.

Kentucky's Exports to China

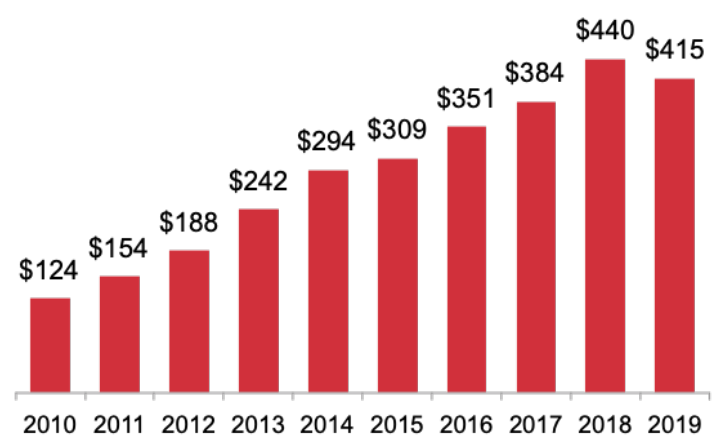
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 68%
Exports to Rest of World: 20%

Growth

Exports to China: 234%
Exports to Rest of World: 34%

Top Goods Export Markets, 2020

| | |
|-------------------|---------------|
| 1. Canada | \$6.5 billion |
| 2. United Kingdom | \$2.5 billion |
| 3. Mexico | \$2.2 billion |
| 4. China | \$1.9 billion |
| 5. France | \$1.8 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. China | \$415 million |
| 2. United Kingdom | \$391 million |
| 3. Canada | \$364 million |
| 4. Japan | \$273 million |
| 5. Mexico | \$254 million |

Top Goods Exports to China, 2020

| | |
|--------------------------------|---------------|
| 1. Aerospace products & parts | \$672 million |
| 2. Oilseeds & grains | \$339 million |
| 3. Pharmaceuticals & medicines | \$186 million |
| 4. Resins & synthetic fibers | \$104 million |
| 5. Basic chemicals | \$83 million |

Top Services Exports to China, 2019

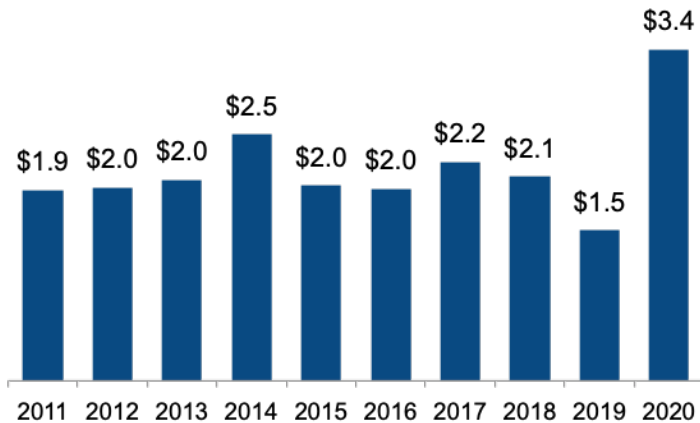
| | |
|--------------------------------------|---------------|
| 1. Education | \$147 million |
| 2. Personal travel & tourism | \$94 million |
| 3. Business travel | \$38 million |
| 4. Equip. installation & maintenance | \$26 million |
| 5. Air freight & port services | \$25 million |

Kentucky's exports to China supported 13,100 American jobs in 2019.

Louisiana's Exports to China

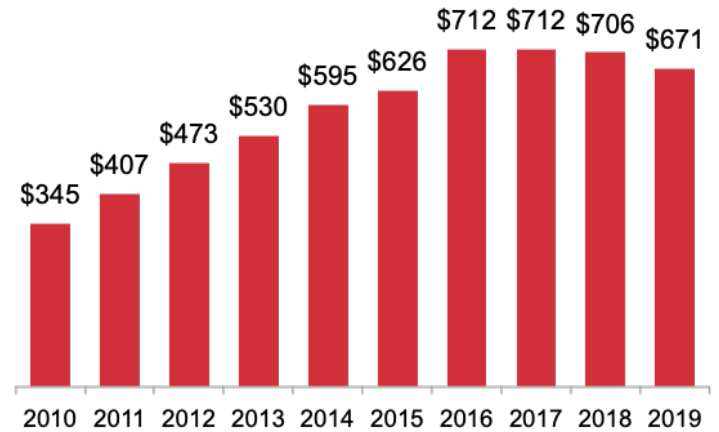
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 73%
Exports to Rest of World: 6%

Growth

Exports to China: 95%
Exports to Rest of World: 16%

Top Goods Export Markets, 2020

| | |
|-----------|---------------|
| 1. Mexico | \$4.1 billion |
| 2. China | \$3.4 billion |
| 3. Korea | \$3.3 billion |
| 4. Brazil | \$2.9 billion |
| 5. Canada | \$2.4 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$1.3 billion |
| 2. United Kingdom | \$981 million |
| 3. China | \$671 million |
| 4. Mexico | \$585 million |
| 5. Switzerland | \$557 million |

Top Goods Exports to China, 2020

| | |
|------------------------------|---------------|
| 1. Oil & gas | \$2.3 billion |
| 2. Basic chemicals | \$316 million |
| 3. Resins & synthetic fibers | \$275 million |
| 4. Oilseeds & grains | \$236 million |
| 5. Petroleum & coal products | \$59 million |

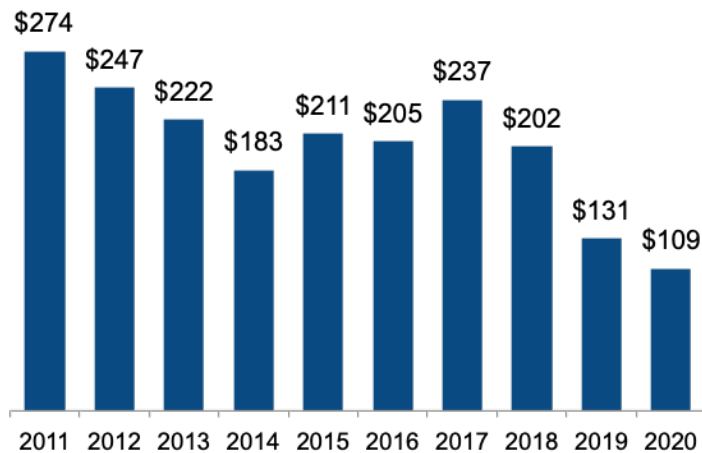
Top Services Exports to China, 2019

| | |
|--|---------------|
| 1. Personal travel & tourism | \$164 million |
| 2. Royalties from industrial processes | \$94 million |
| 3. Education | \$91 million |
| 4. Air freight & port services | \$77 million |
| 5. Business travel | \$60 million |

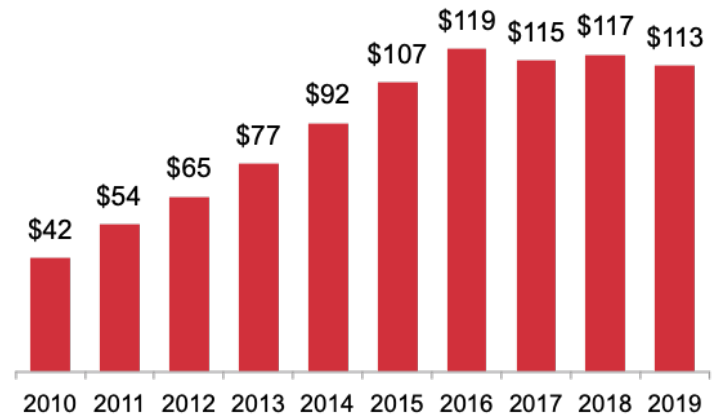
Louisiana's exports to China supported 10,200 American jobs in 2019.

Maine's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: -60%
Exports to Rest of World: -37%

Growth

Exports to China: 169%
Exports to Rest of World: 42%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$1.0 billion |
| 2. China | \$109 million |
| 3. Malaysia | \$90 million |
| 4. Netherlands | \$81 million |
| 5. Philippines | \$60 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$211 million |
| 2. United Kingdom | \$154 million |
| 3. China | \$113 million |
| 4. Japan | \$91 million |
| 5. Mexico | \$89 million |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Marine products | \$43 million |
| 2. Pulp & paperboard mill products | \$13 million |
| 3. Pharmaceuticals & medicines | \$10 million |
| 4. Misc. foods | \$7.7 million |
| 5. Aerospace products & parts | \$5.8 million |

Top Services Exports to China, 2019

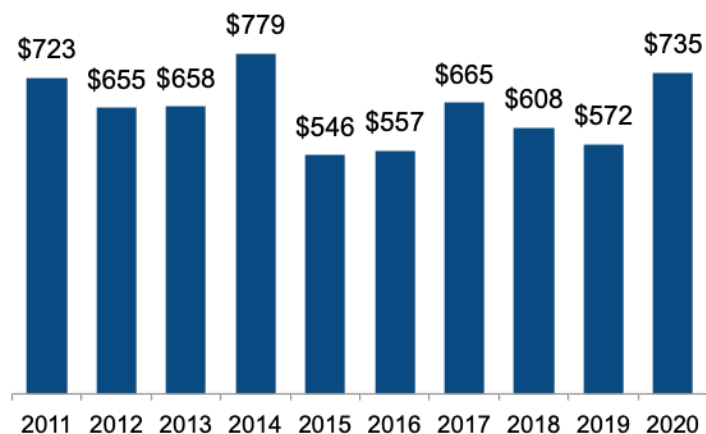
| | |
|--------------------------------------|---------------|
| 1. Personal travel & tourism | \$42 million |
| 2. Education | \$20 million |
| 3. Business travel | \$16 million |
| 4. Equip. installation & maintenance | \$7.7 million |
| 5. Trademark royalties | \$5.8 million |

Maine's exports to China supported 1,620 American jobs in 2019.

Maryland's Exports to China

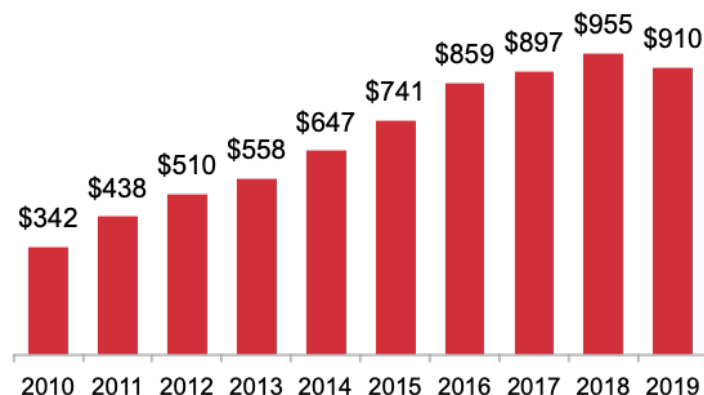
Goods

(\$ million)



Services

(\$ million)



Growth

Exports to China: 2%
Exports to Rest of World: 18%

Growth

Exports to China: 166%
Exports to Rest of World: 50%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$1.6 billion |
| 2. France | \$1.4 billion |
| 3. Netherlands | \$1.2 billion |
| 4. China | \$735 million |
| 5. Japan | \$677 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$1.2 billion |
| 2. Ireland | \$1.2 billion |
| 3. Switzerland | \$1.1 billion |
| 4. Canada | \$1.0 billion |
| 6. China | \$910 million |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Oil & gas | \$122 million |
| 2. Pharmaceuticals & medicines | \$96 million |
| 3. Oilseeds & grains | \$89 million |
| 4. Pulp & paperboard mill products | \$72 million |
| 5. Basic chemicals | \$47 million |

Top Services Exports to China, 2019

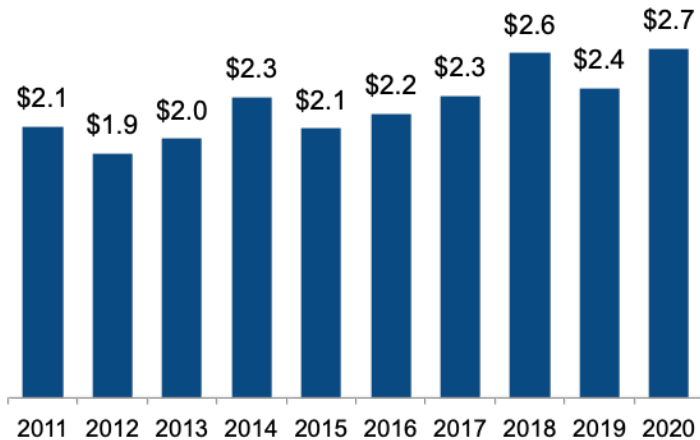
| | |
|--|---------------|
| 1. Education | \$276 million |
| 2. Personal travel & tourism | \$195 million |
| 3. Business travel | \$73 million |
| 4. Royalties from industrial processes | \$56 million |
| 5. Operational leasing | \$40 million |

Maryland's exports to China supported 10,400 American jobs in 2019.

Massachusetts' Exports to China

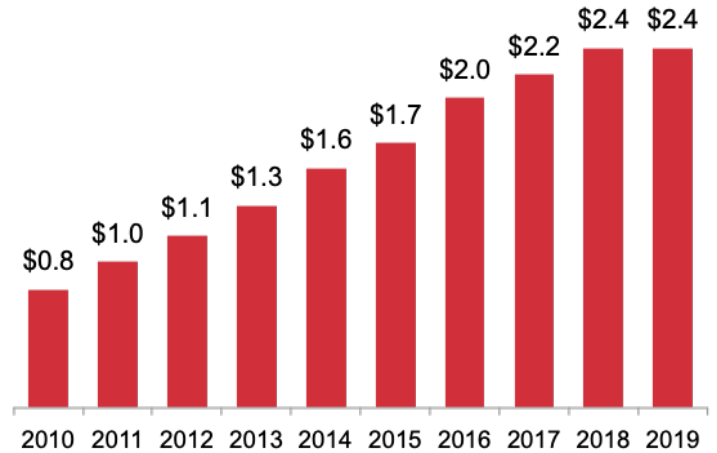
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: 29%
Exports to Rest of World: -14%

Growth

Exports to China: 205%
Exports to Rest of World: 47%

Top Goods Export Markets, 2020

| | |
|-------------------|---------------|
| 1. Canada | \$2.7 billion |
| 2. China | \$2.7 billion |
| 3. United Kingdom | \$2.3 billion |
| 4. Mexico | \$2.1 billion |
| 5. Germany | \$2.0 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. U.K. Caribbean | \$3.6 billion |
| 2. Ireland | \$3.4 billion |
| 3. United Kingdom | \$2.8 billion |
| 4. China | \$2.4 billion |
| 5. Canada | \$2.3 billion |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Industrial machinery | \$593 million |
| 2. Navigational & meas. instruments | \$372 million |
| 3. Medical equipment & supplies | \$357 million |
| 4. Pharmaceuticals & medicines | \$161 million |
| 5. Misc. general purpose machinery | \$151 million |

Top Services Exports to China, 2019

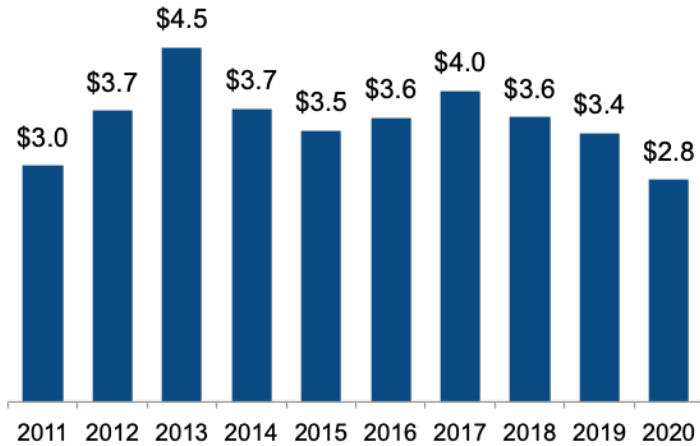
| | |
|--|---------------|
| 1. Education | \$1.2 billion |
| 2. Personal travel & tourism | \$268 million |
| 3. Software distribution royalties | \$176 million |
| 4. Royalties from industrial processes | \$146 million |
| 5. Business travel | \$107 million |

Massachusetts' exports to China supported 31,900 American jobs in 2019.

Michigan's Exports to China

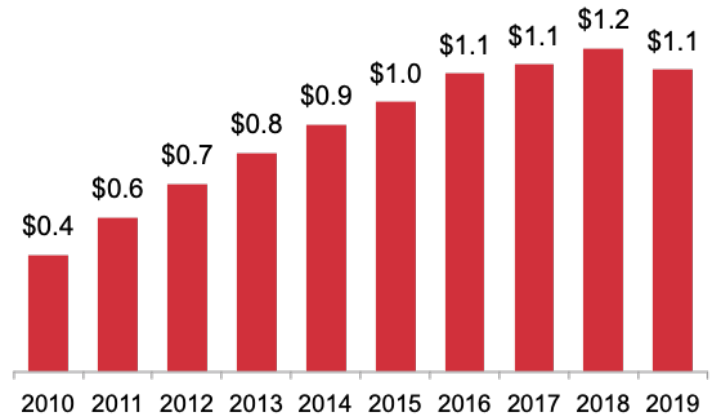
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: -6%
Exports to Rest of World: -14%

Growth

Exports to China: 159%
Exports to Rest of World: 41%

Top Goods Export Markets, 2020

| | |
|------------|----------------|
| 1. Canada | \$17.3 billion |
| 2. Mexico | \$8.7 billion |
| 3. China | \$2.8 billion |
| 4. Germany | \$1.6 billion |
| 5. Korea | \$1.4 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$2.3 billion |
| 2. United Kingdom | \$1.1 billion |
| 3. China | \$1.1 billion |
| 4. Japan | \$844 million |
| 5. Switzerland | \$820 million |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Motor vehicle parts | \$640 million |
| 2. Motor vehicles | \$415 million |
| 3. Oilseeds & grains | \$358 million |
| 4. Resins & synthetic fibers | \$120 million |
| 5. Misc. general purpose machinery | \$117 million |

Top Services Exports to China, 2019

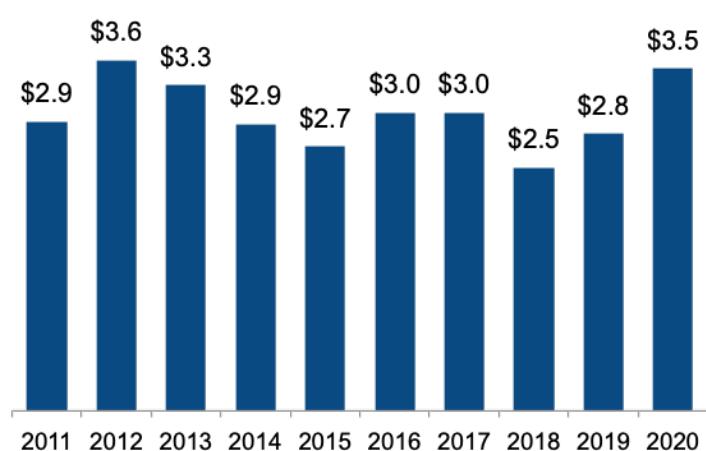
| | |
|--|---------------|
| 1. Education | \$401 million |
| 2. Personal travel & tourism | \$172 million |
| 3. Royalties from industrial processes | \$90 million |
| 4. Passenger fares | \$74 million |
| 5. Business travel | \$73 million |

Michigan's exports to China supported 26,400 American jobs in 2019.

Minnesota's Exports to China

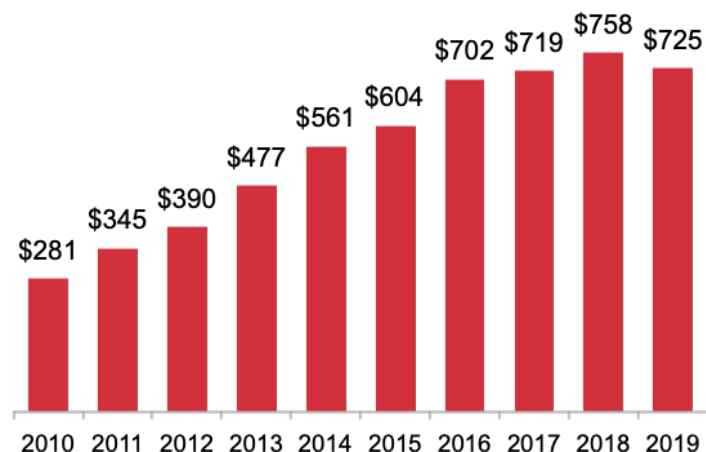
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 18%
Exports to Rest of World: -5%

Growth

Exports to China: 158%
Exports to Rest of World: 51%

Top Goods Export Markets, 2020

| | |
|-----------|---------------|
| 1. Canada | \$4.8 billion |
| 2. China | \$3.5 billion |
| 3. Mexico | \$2.1 billion |
| 4. Japan | \$1.6 billion |
| 5. Korea | \$1.0 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$1.2 billion |
| 2. Canada | \$1.1 billion |
| 3. Ireland | \$904 million |
| 4. Switzerland | \$819 million |
| 6. China | \$725 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Oilseeds & grains | \$1.4 billion |
| 2. Navigational & meas. instruments | \$256 million |
| 3. Misc. general purpose machinery | \$222 million |
| 4. Comm. & serv. industry machinery | \$208 million |
| 5. Meat products | \$195 million |

Top Services Exports to China, 2019

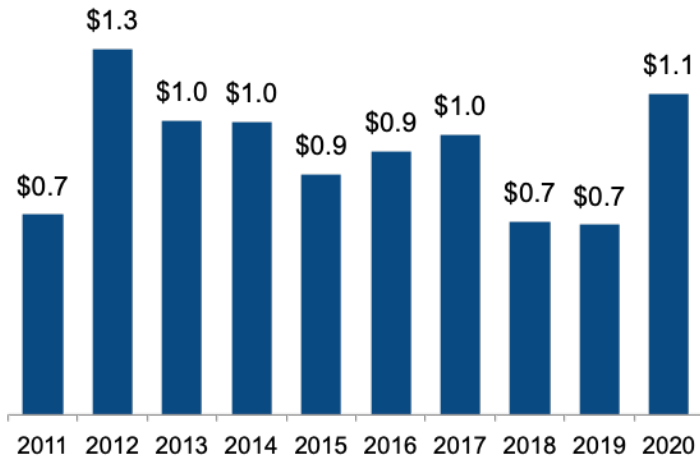
| | |
|--|---------------|
| 1. Education | \$169 million |
| 2. Personal travel & tourism | \$107 million |
| 3. Royalties from industrial processes | \$89 million |
| 4. Passenger fares | \$61 million |
| 5. Business travel | \$43 million |

Minnesota's exports to China supported 21,500 American jobs in 2019.

Mississippi's Exports to China

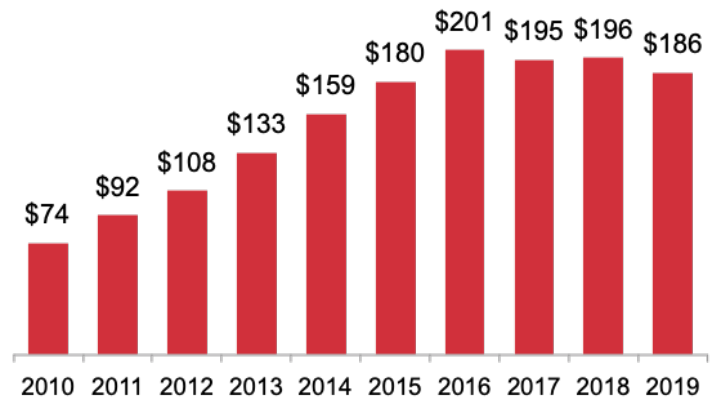
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 60%
Exports to Rest of World: -8%

Growth

Exports to China: 152%
Exports to Rest of World: 16%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$2.1 billion |
| 2. Mexico | \$1.2 billion |
| 3. China | \$1.1 billion |
| 4. Panama | \$534 million |
| 5. Netherlands | \$428 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$199 million |
| 2. Canada | \$196 million |
| 3. China | \$186 million |
| 4. Mexico | \$148 million |
| 5. Japan | \$127 million |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Oilseeds & grains | \$394 million |
| 2. Misc. crops | \$289 million |
| 3. Pulp & paperboard mill products | \$106 million |
| 4. Medical equipment & supplies | \$82 million |
| 5. Meat products | \$50 million |

Top Services Exports to China, 2019

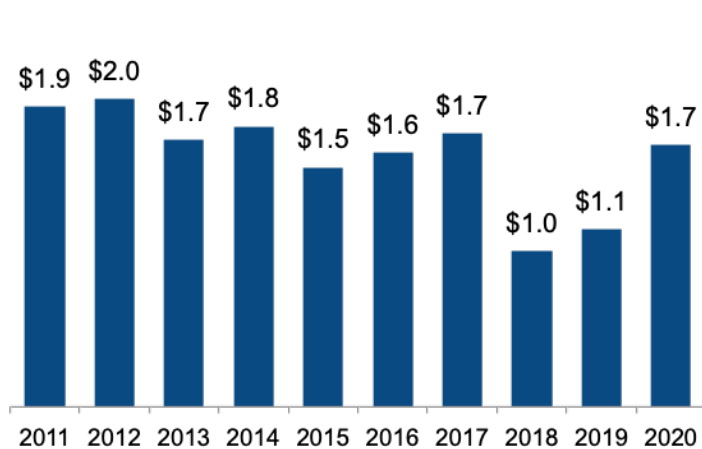
| | |
|--------------------------------------|--------------|
| 1. Personal travel & tourism | \$71 million |
| 2. Education | \$30 million |
| 3. Business travel | \$27 million |
| 4. Equip. installation & maintenance | \$14 million |
| 5. Trademark royalties | \$10 million |

Mississippi's exports to China supported 6,000 American jobs in 2019.

Missouri's Exports to China

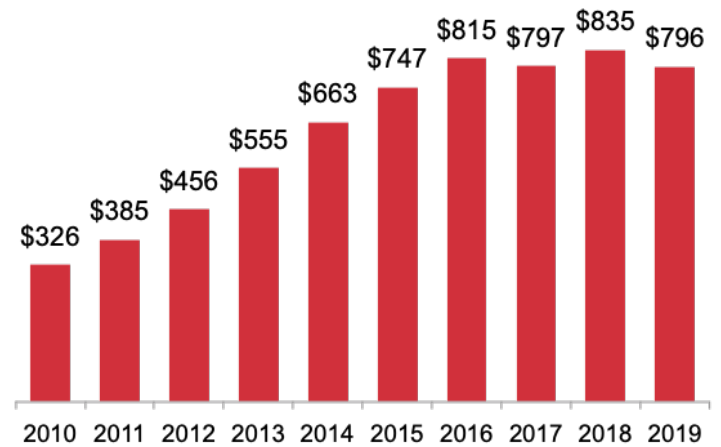
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: -13%
Exports to Rest of World: -6%

Growth

Exports to China: 145%
Exports to Rest of World: 38%

Top Goods Export Markets, 2020

| | |
|------------|---------------|
| 1. Canada | \$4.4 billion |
| 2. Mexico | \$2.2 billion |
| 3. China | \$1.7 billion |
| 4. Japan | \$590 million |
| 5. Germany | \$530 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$1.1 billion |
| 2. Canada | \$1.0 billion |
| 3. China | \$796 million |
| 4. Japan | \$613 million |
| 5. Switzerland | \$593 million |

Top Goods Exports to China, 2020

| | |
|----------------------------|---------------|
| 1. Oilseeds & grains | \$984 million |
| 2. Meat products | \$108 million |
| 3. Sawmill & wood products | \$68 million |
| 4. Metal ores | \$45 million |
| 5. Basic chemicals | \$39 million |

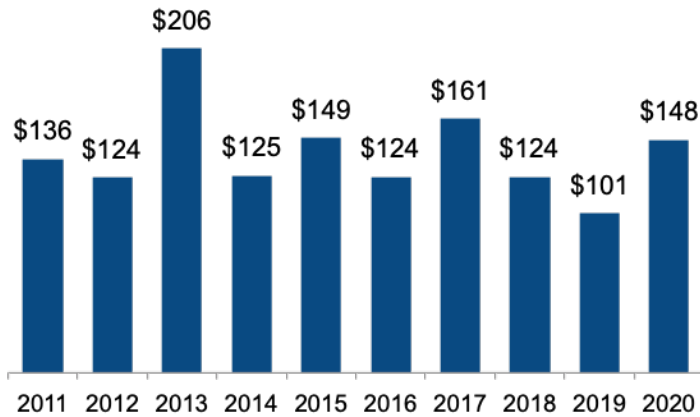
Top Services Exports to China, 2019

| | |
|--|---------------|
| 1. Education | \$218 million |
| 2. Personal travel & tourism | \$171 million |
| 3. Business travel | \$63 million |
| 4. Credit-related services | \$54 million |
| 5. Royalties from industrial processes | \$54 million |

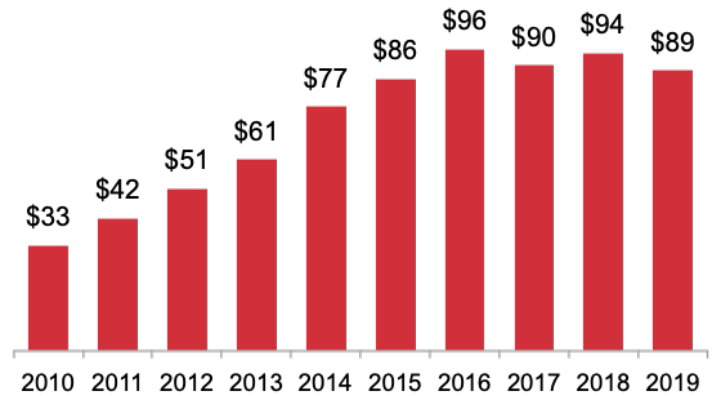
Missouri's exports to China supported 14,700 American jobs in 2019.

Montana's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: 9%
Exports to Rest of World: -31%

Growth

Exports to China: 166%
Exports to Rest of World: 34%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$522 million |
| 2. Korea | \$220 million |
| 3. China | \$148 million |
| 4. Japan | \$128 million |
| 5. Philippines | \$81 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$186 million |
| 2. United Kingdom | \$110 million |
| 3. China | \$89 million |
| 4. Mexico | \$71 million |
| 5. Japan | \$59 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Oilseeds & grains | \$63 million |
| 2. Basic chemicals | \$27 million |
| 3. Industrial machinery | \$19 million |
| 4. Nonferrous metal products | \$18 million |
| 5. Navigational & meas. instruments | \$7.8 million |

Top Services Exports to China, 2019

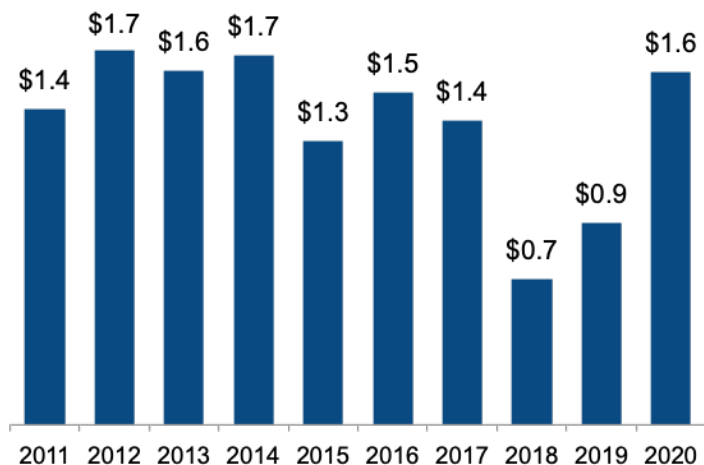
| | |
|--------------------------------------|---------------|
| 1. Personal travel & tourism | \$34 million |
| 2. Education | \$16 million |
| 3. Business travel | \$12 million |
| 4. Equip. installation & maintenance | \$4.8 million |
| 5. Misc. financial services | \$4.6 million |

Montana's exports to China supported 1,190 American jobs in 2019.

Nebraska's Exports to China

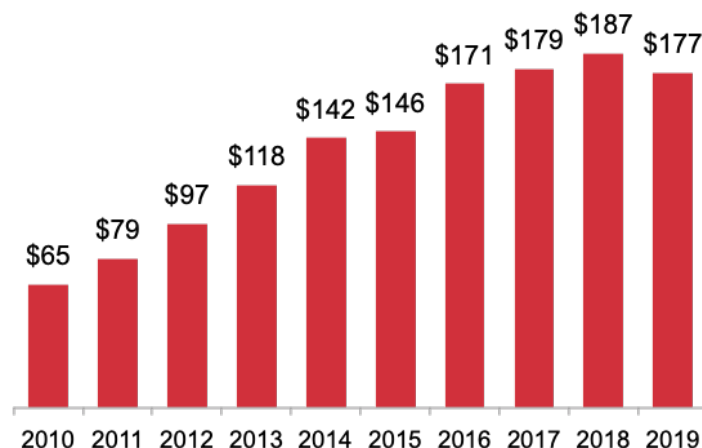
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 12%
Exports to Rest of World: -14%

Growth

Exports to China: 171%
Exports to Rest of World: 45%

Top Goods Export Markets, 2020

| | |
|-----------|---------------|
| 1. Mexico | \$1.8 billion |
| 2. China | \$1.6 billion |
| 3. Canada | \$1.3 billion |
| 4. Japan | \$1.0 billion |
| 5. Korea | \$501 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$246 million |
| 2. Canada | \$201 million |
| 3. China | \$177 million |
| 4. Japan | \$173 million |
| 5. Switzerland | \$134 million |

Top Goods Exports to China, 2020

| | |
|--------------------------------|---------------|
| 1. Oilseeds & grains | \$1.2 billion |
| 2. Meat products | \$182 million |
| 3. Nonmetallic minerals | \$41 million |
| 4. Animal foods | \$19 million |
| 5. Pharmaceuticals & medicines | \$16 million |

Top Services Exports to China, 2019

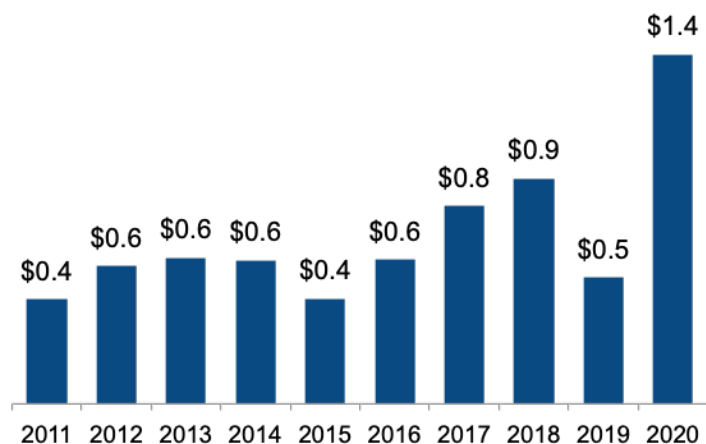
| | |
|--|--------------|
| 1. Education | \$60 million |
| 2. Personal travel & tourism | \$27 million |
| 3. Royalties from industrial processes | \$13 million |
| 4. Trademark royalties | \$11 million |
| 5. Credit-related services | \$10 million |

Nebraska's exports to China supported 8,850 American jobs in 2019.

Nevada's Exports to China

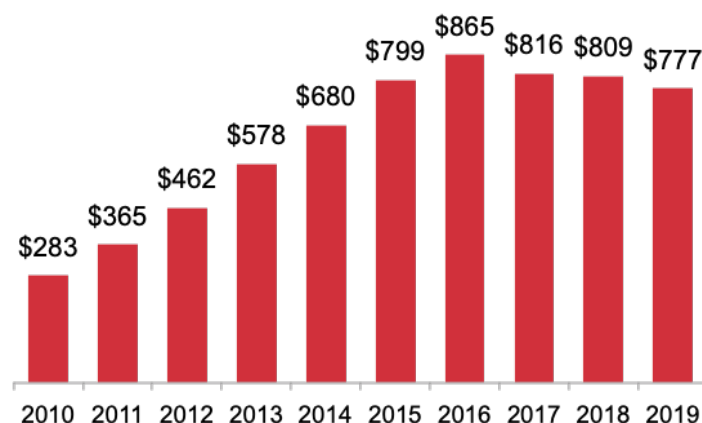
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 235%
Exports to Rest of World: 18%

Growth

Exports to China: 174%
Exports to Rest of World: 23%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Switzerland | \$2.3 billion |
| 2. Mexico | \$1.6 billion |
| 3. China | \$1.4 billion |
| 4. Canada | \$1.2 billion |
| 5. Germany | \$349 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$966 million |
| 2. United Kingdom | \$830 million |
| 3. China | \$777 million |
| 4. Mexico | \$758 million |
| 5. Japan | \$573 million |

Top Goods Exports to China, 2020

| | |
|--------------------------------------|---------------|
| 1. Electrical equipment | \$318 million |
| 2. Electrical equipment & components | \$242 million |
| 3. Semiconductors & components | \$198 million |
| 4. Metal ores | \$178 million |
| 5. Computer equipment | \$174 million |

Top Services Exports to China, 2019

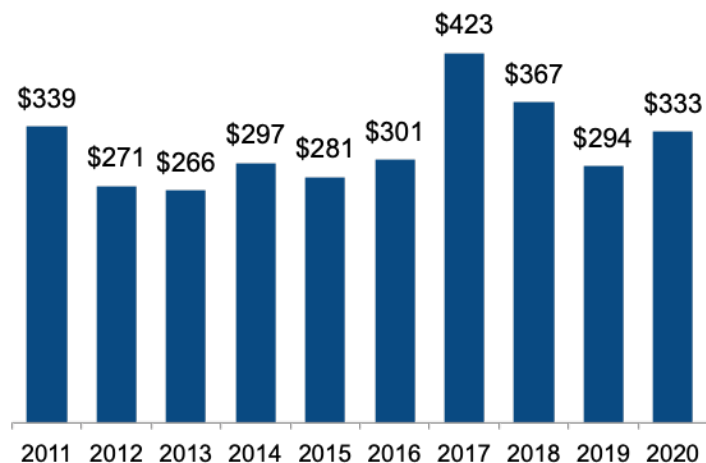
| | |
|------------------------------|---------------|
| 1. Personal travel & tourism | \$388 million |
| 2. Business travel | \$149 million |
| 3. Passenger fares | \$58 million |
| 4. Credit-related services | \$44 million |
| 5. Operational leasing | \$28 million |

Nevada's exports to China supported 8,950 American jobs in 2019.

New Hampshire's Exports to China

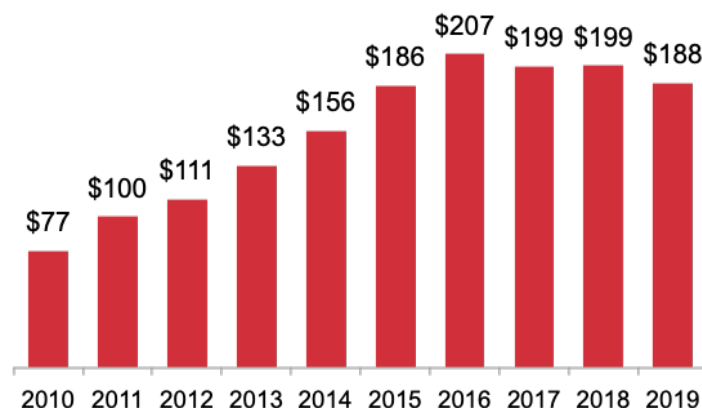
Goods

(\$ million)



Services

(\$ million)



Growth

Exports to China: -2%
Exports to Rest of World: 29%

Growth

Exports to China: 143%
Exports to Rest of World: 37%

Top Goods Export Markets, 2020

| | |
|------------|---------------|
| 1. Germany | \$751 million |
| 2. Canada | \$643 million |
| 3. Ireland | \$392 million |
| 4. Japan | \$351 million |
| 7. China | \$333 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Ireland | \$291 million |
| 2. United Kingdom | \$276 million |
| 3. Canada | \$248 million |
| 4. Switzerland | \$212 million |
| 6. China | \$188 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|--------------|
| 1. Computer equipment | \$83 million |
| 2. Metalworking machinery | \$66 million |
| 3. Marine products | \$24 million |
| 4. Misc. general purpose machinery | \$18 million |
| 5. Navigational & meas. instruments | \$17 million |

Top Services Exports to China, 2019

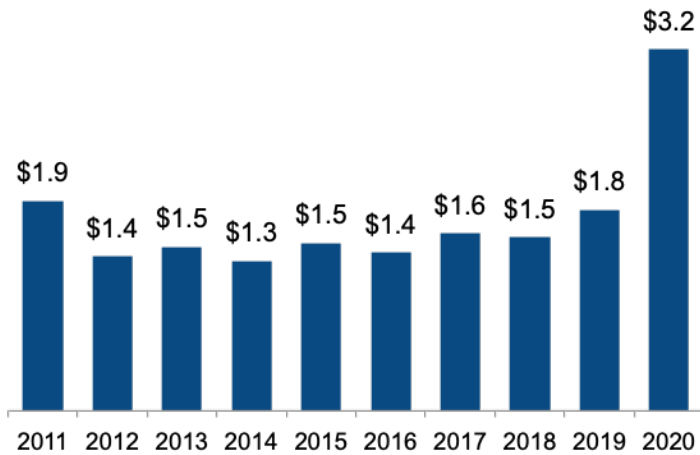
| | |
|--|--------------|
| 1. Education | \$46 million |
| 2. Personal travel & tourism | \$43 million |
| 3. Business travel | \$16 million |
| 4. Royalties from industrial processes | \$16 million |
| 5. Software distribution royalties | \$14 million |

New Hampshire's exports to China supported 3,200 American jobs in 2019.

New Jersey's Exports to China

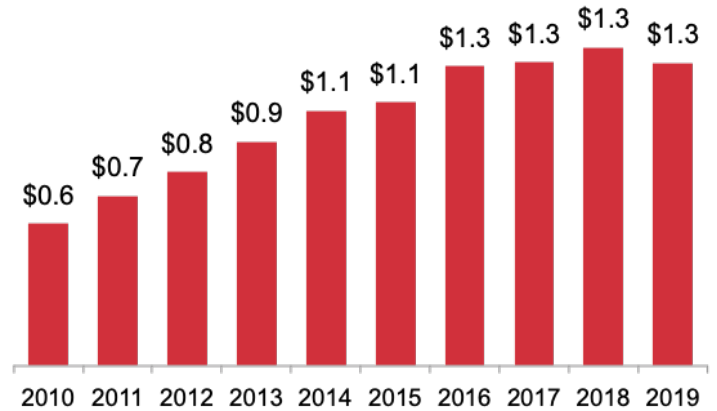
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: 72%
Exports to Rest of World: -7%

Growth

Exports to China: 113%
Exports to Rest of World: 32%

Top Goods Export Markets, 2020

| | |
|-------------------|---------------|
| 1. Canada | \$7.2 billion |
| 2. China | \$3.2 billion |
| 3. United Kingdom | \$3.2 billion |
| 4. Mexico | \$2.8 billion |
| 5. Japan | \$2.0 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Switzerland | \$2.2 billion |
| 2. United Kingdom | \$2.1 billion |
| 3. Ireland | \$1.9 billion |
| 4. Canada | \$1.8 billion |
| 6. China | \$1.3 billion |

Top Goods Exports to China, 2020

| | |
|--|---------------|
| 1. Nonferrous metal products | \$1.8 billion |
| 2. Soaps, cleaning agents & toiletries | \$212 million |
| 3. Basic chemicals | \$196 million |
| 4. Navigational & meas. instruments | \$112 million |
| 5. Medical equipment & supplies | \$82 million |

Top Services Exports to China, 2019

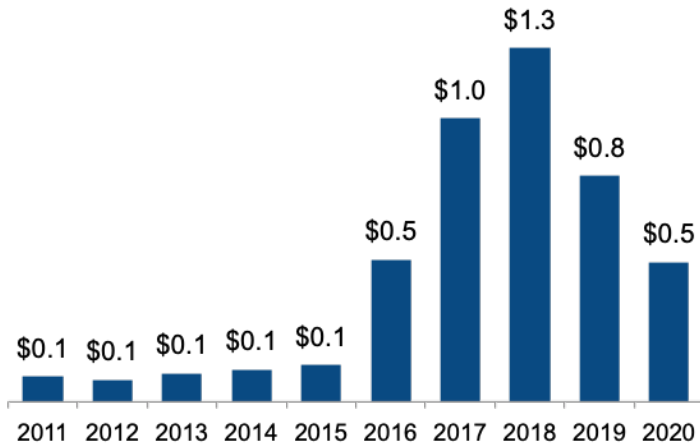
| | |
|--|---------------|
| 1. Education | \$293 million |
| 2. Royalties from industrial processes | \$159 million |
| 3. Personal travel & tourism | \$147 million |
| 4. Passenger fares | \$114 million |
| 5. Ocean freight & port services | \$88 million |

New Jersey's exports to China supported 16,700 American jobs in 2019.

New Mexico's Exports to China

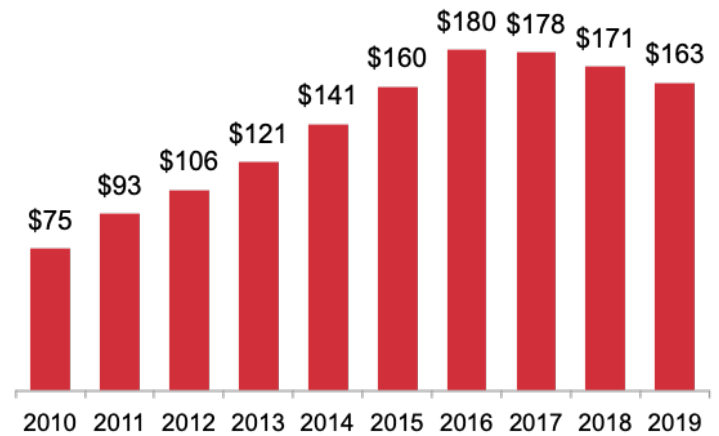
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 454%
Exports to Rest of World: 63%

Growth

Exports to China: 117%
Exports to Rest of World: 13%

Top Goods Export Markets, 2020

| | |
|--------------|---------------|
| 1. Mexico | \$2.2 billion |
| 2. China | \$495 million |
| 3. Korea | \$134 million |
| 4. Canada | \$132 million |
| 5. Singapore | \$81 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$251 million |
| 2. Canada | \$188 million |
| 3. China | \$163 million |
| 4. Japan | \$153 million |
| 5. Ireland | \$153 million |

Top Goods Exports to China, 2020

| | |
|---------------------------------|---------------|
| 1. Semiconductors & components | \$373 million |
| 2. Medical equipment & supplies | \$47 million |
| 3. Pesticides & fertilizers | \$10 million |
| 4. Oilseeds & grains | \$8.8 million |
| 5. Communications equipment | \$8.1 million |

Top Services Exports to China, 2019

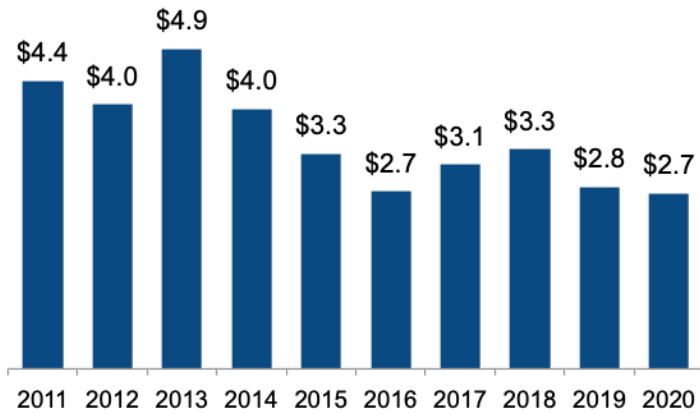
| | |
|------------------------------|---------------|
| 1. Personal travel & tourism | \$51 million |
| 2. Education | \$28 million |
| 3. Business travel | \$19 million |
| 4. Audio/visual services | \$15 million |
| 5. Trademark royalties | \$8.3 million |

New Mexico's exports to China supported 4,890 American jobs in 2019.

New York's Exports to China

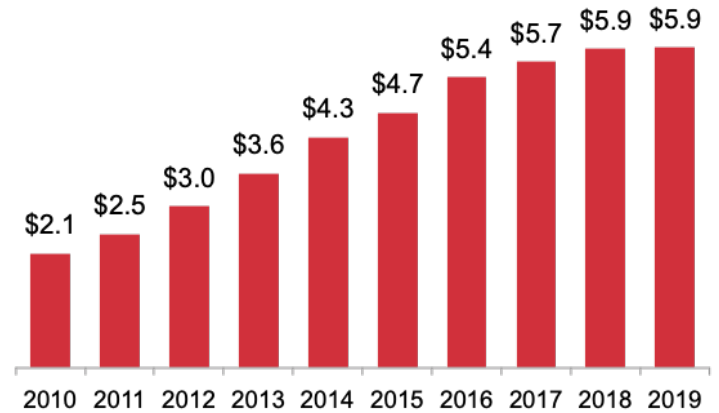
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: -39%
Exports to Rest of World: -30%

Growth

Exports to China: 180%
Exports to Rest of World: 44%

Top Goods Export Markets, 2020

| | |
|----------------|----------------|
| 1. Canada | \$10.0 billion |
| 2. Switzerland | \$5.5 billion |
| 3. Hong Kong | \$3.1 billion |
| 4. China | \$2.7 billion |
| 5. Israel | \$2.7 billion |

Top Services Export Markets, 2019

| | |
|-------------------|----------------|
| 1. United Kingdom | \$12.9 billion |
| 2. U.K. Caribbean | \$12.2 billion |
| 3. Canada | \$9.2 billion |
| 4. China | \$5.9 billion |
| 5. Japan | \$5.0 billion |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Industrial machinery | \$250 million |
| 2. Navigational & meas. instruments | \$216 million |
| 3. Misc. manufactured commodities | \$206 million |
| 4. Pharmaceuticals & medicines | \$158 million |
| 5. Engines & turbines | \$147 million |

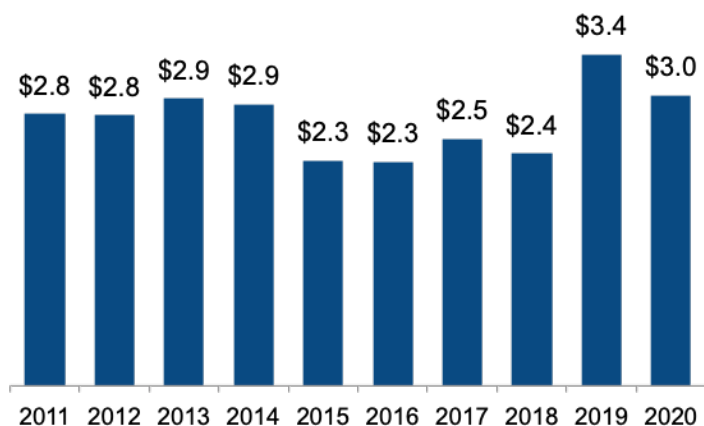
Top Services Exports to China, 2019

| | |
|------------------------------|---------------|
| 1. Education | \$1.9 billion |
| 2. Personal travel & tourism | \$885 million |
| 3. Credit-related services | \$514 million |
| 4. Misc. financial services | \$437 million |
| 5. Business travel | \$334 million |

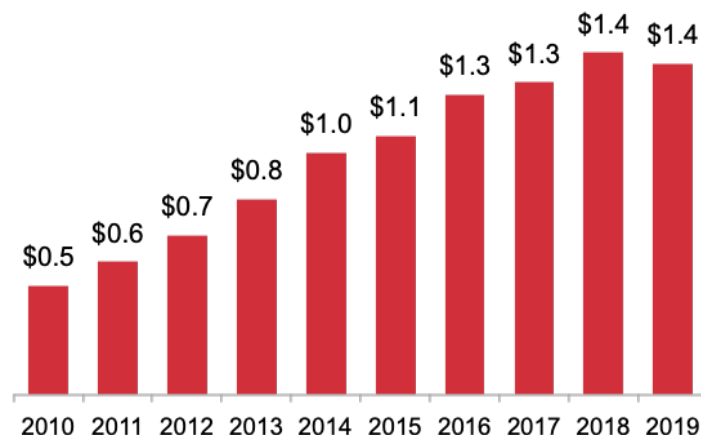
New York's exports to China supported 59,500 American jobs in 2019.

North Carolina's Exports to China

Goods (\$ billion)



Services (\$ billion)



Growth

Exports to China: 7%
Exports to Rest of World: 6%

Growth

Exports to China: 203%
Exports to Rest of World: 86%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$5.9 billion |
| 2. Mexico | \$3.5 billion |
| 3. China | \$3.0 billion |
| 4. France | \$1.2 billion |
| 5. Netherlands | \$1.1 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$2.2 billion |
| 2. Ireland | \$2.2 billion |
| 3. Switzerland | \$2.0 billion |
| 4. Canada | \$1.6 billion |
| 5. China | \$1.4 billion |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Pharmaceuticals & medicines | \$741 million |
| 2. Meat products | \$498 million |
| 3. Semiconductors & components | \$232 million |
| 4. Oilseeds & grains | \$232 million |
| 5. Pulp & paperboard mill products | \$211 million |

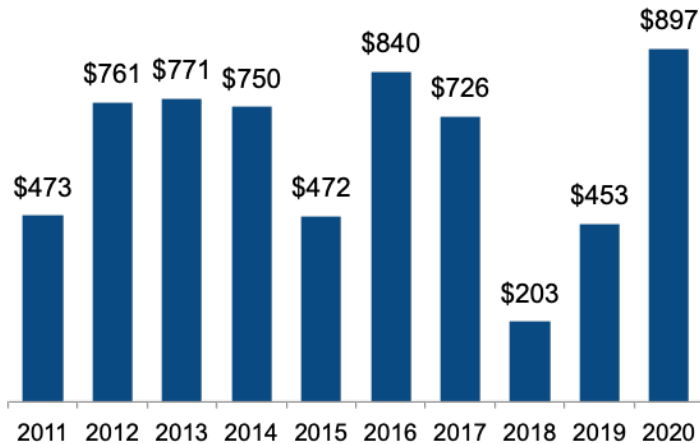
Top Services Exports to China, 2019

| | |
|--|---------------|
| 1. Education | \$258 million |
| 2. Royalties from industrial processes | \$215 million |
| 3. Personal travel & tourism | \$203 million |
| 4. Credit-related services | \$118 million |
| 5. Misc. financial services | \$113 million |

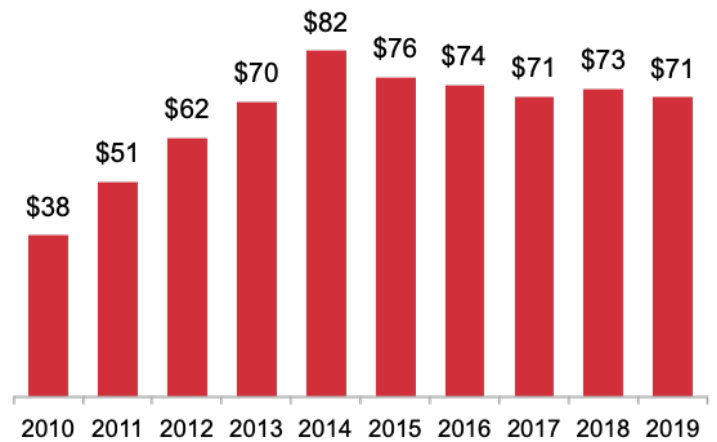
North Carolina's exports to China supported 26,100 American jobs in 2019.

North Dakota's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: 90%
Exports to Rest of World: 29%

Growth

Exports to China: 86%
Exports to Rest of World: 13%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$4.4 billion |
| 2. China | \$897 million |
| 3. Mexico | \$340 million |
| 4. Japan | \$243 million |
| 5. Philippines | \$147 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$298 million |
| 2. United Kingdom | \$78 million |
| 3. China | \$71 million |
| 4. Japan | \$56 million |
| 5. Ireland | \$51 million |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Oilseeds & grains | \$880 million |
| 2. Misc. general purpose machinery | \$4.1 million |
| 3. Pharmaceuticals & medicines | \$3.6 million |
| 4. Ag. & construction machinery | \$2.3 million |
| 5. Semiconductors & components | \$1.8 million |

Top Services Exports to China, 2019

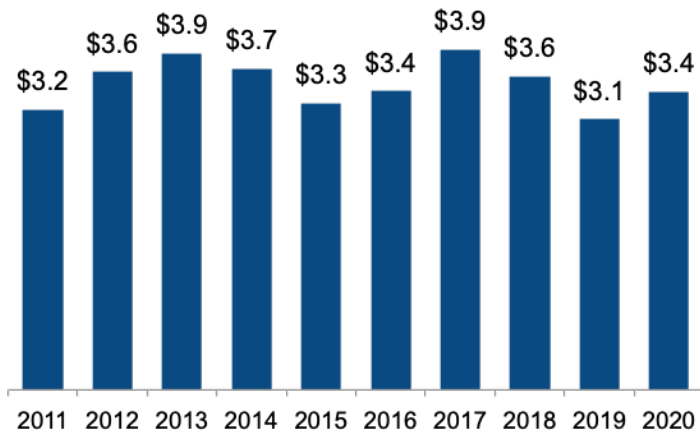
| | |
|--------------------------------------|---------------|
| 1. Education | \$17 million |
| 2. Operational leasing | \$11 million |
| 3. Personal travel & tourism | \$8.1 million |
| 4. Equip. installation & maintenance | \$6.6 million |
| 5. Trademark royalties | \$5.2 million |

North Dakota's exports to China supported 4,450 American jobs in 2019.

Ohio's Exports to China

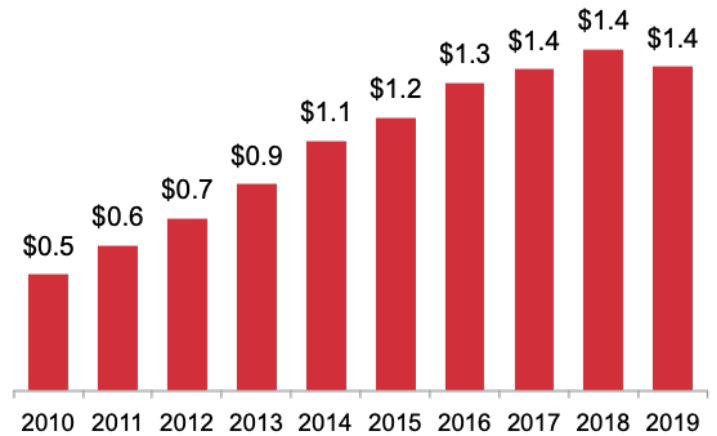
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: 6%
Exports to Rest of World: -8%

Growth

Exports to China: 178%
Exports to Rest of World: 47%

Top Goods Export Markets, 2020

| | |
|-----------|----------------|
| 1. Canada | \$17.2 billion |
| 2. Mexico | \$4.9 billion |
| 3. China | \$3.4 billion |
| 4. Brazil | \$1.8 billion |
| 5. Japan | \$1.6 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$1.9 billion |
| 2. Canada | \$1.8 billion |
| 3. China | \$1.4 billion |
| 4. Japan | \$1.0 billion |
| 5. Switzerland | \$977 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------|---------------|
| 1. Oilseeds & grains | \$911 million |
| 2. Aerospace products & parts | \$366 million |
| 3. Plastics products | \$259 million |
| 4. Motor vehicle parts | \$247 million |
| 5. Basic chemicals | \$212 million |

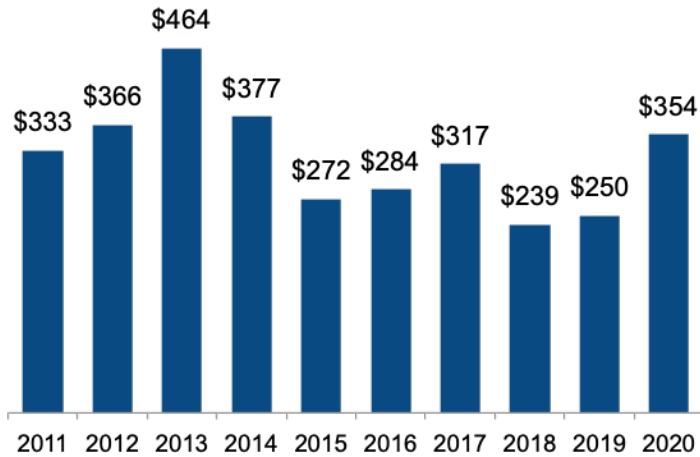
Top Services Exports to China, 2019

| | |
|--|---------------|
| 1. Education | \$426 million |
| 2. Personal travel & tourism | \$174 million |
| 3. Credit-related services | \$130 million |
| 4. Royalties from industrial processes | \$125 million |
| 5. Misc. financial services | \$86 million |

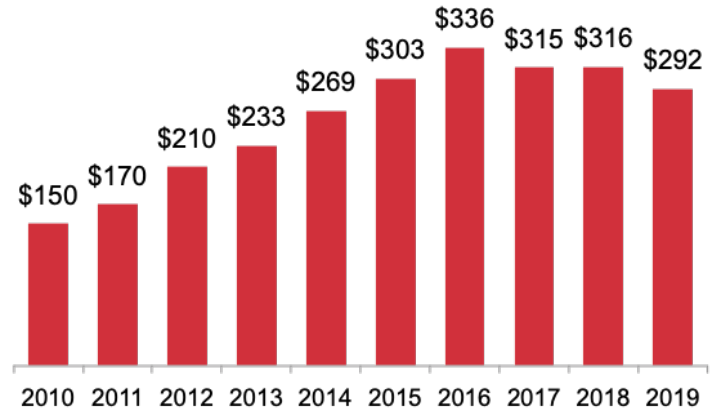
Ohio's exports to China supported 27,100 American jobs in 2019.

Oklahoma's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: 6%
Exports to Rest of World: -11%

Growth

Exports to China: 95%
Exports to Rest of World: 5%

Top Goods Export Markets, 2020

| | |
|------------|---------------|
| 1. Canada | \$1.4 billion |
| 2. Mexico | \$504 million |
| 3. Germany | \$462 million |
| 4. China | \$354 million |
| 5. Japan | \$296 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$308 million |
| 2. United Kingdom | \$299 million |
| 3. China | \$292 million |
| 4. Japan | \$206 million |
| 5. Mexico | \$202 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Oilseeds & grains | \$127 million |
| 2. Meat products | \$81 million |
| 3. Misc. crops | \$26 million |
| 4. Navigational & meas. instruments | \$25 million |
| 5. Misc. general purpose machinery | \$16 million |

Top Services Exports to China, 2019

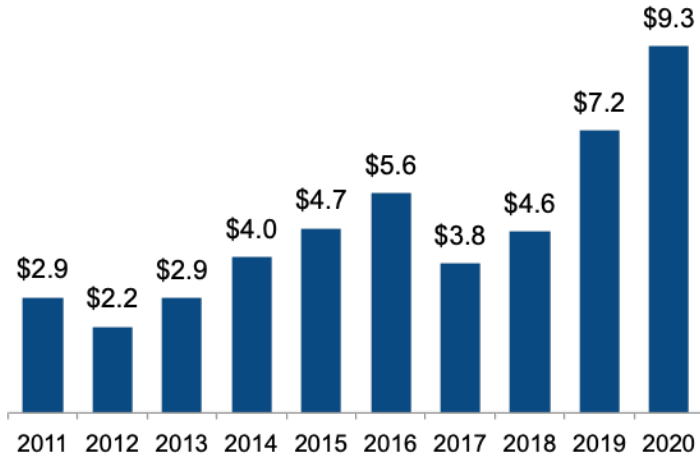
| | |
|--------------------------------------|--------------|
| 1. Education | \$80 million |
| 2. Personal travel & tourism | \$71 million |
| 3. Business travel | \$29 million |
| 4. Passenger fares | \$24 million |
| 5. Equip. installation & maintenance | \$18 million |

Oklahoma's exports to China supported 4,010 American jobs in 2019.

Oregon's Exports to China

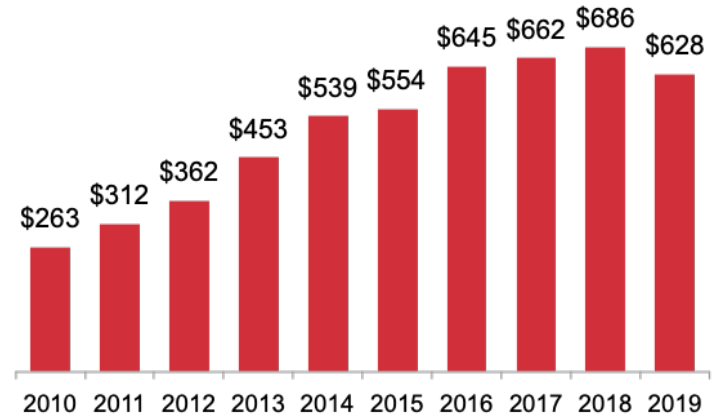
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 218%
Exports to Rest of World: 7%

Growth

Exports to China: 139%
Exports to Rest of World: 24%

Top Goods Export Markets, 2020

| | |
|-------------|---------------|
| 1. China | \$9.3 billion |
| 2. Canada | \$2.7 billion |
| 3. Vietnam | \$1.4 billion |
| 4. Malaysia | \$1.4 billion |
| 5. Korea | \$1.3 billion |

Top Services Export Markets, 2019

| | |
|----------------|---------------|
| 1. Switzerland | \$1.1 billion |
| 2. Ireland | \$1.0 billion |
| 3. Japan | \$662 million |
| 4. China | \$628 million |
| 5. Canada | \$592 million |

Top Goods Exports to China, 2020

| | |
|--------------------------------|---------------|
| 1. Semiconductors & components | \$7.3 billion |
| 2. Industrial machinery | \$660 million |
| 3. Motor vehicles | \$307 million |
| 4. Misc. chemical preparations | \$279 million |
| 5. Pesticides & fertilizers | \$190 million |

Top Services Exports to China, 2019

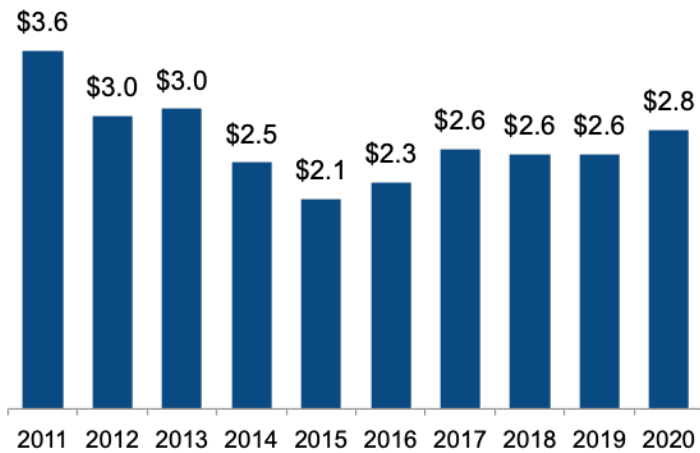
| | |
|--|---------------|
| 1. Royalties from industrial processes | \$160 million |
| 2. Education | \$138 million |
| 3. Personal travel & tourism | \$110 million |
| 4. Business travel | \$45 million |
| 5. Software distribution royalties | \$42 million |

Oregon's exports to China supported 36,400 American jobs in 2019.

Pennsylvania's Exports to China

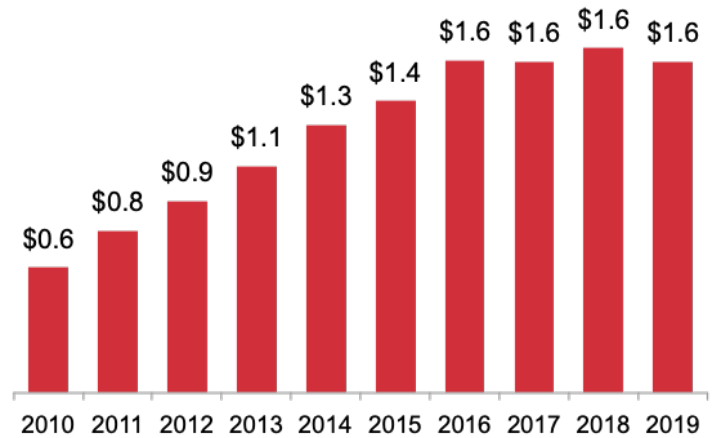
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: -22%
Exports to Rest of World: -7%

Growth

Exports to China: 164%
Exports to Rest of World: 29%

Top Goods Export Markets, 2020

| | |
|-------------------|---------------|
| 1. Canada | \$9.7 billion |
| 2. Mexico | \$3.8 billion |
| 3. China | \$2.8 billion |
| 4. United Kingdom | \$2.3 billion |
| 5. Japan | \$1.7 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. U.K. Caribbean | \$2.2 billion |
| 2. United Kingdom | \$2.0 billion |
| 3. Canada | \$1.6 billion |
| 4. China | \$1.6 billion |
| 5. Ireland | \$1.3 billion |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Nonferrous metal products | \$625 million |
| 2. Sawmill & wood products | \$160 million |
| 3. Pharmaceuticals & medicines | \$139 million |
| 4. Navigational & meas. instruments | \$134 million |
| 5. Computer equipment | \$116 million |

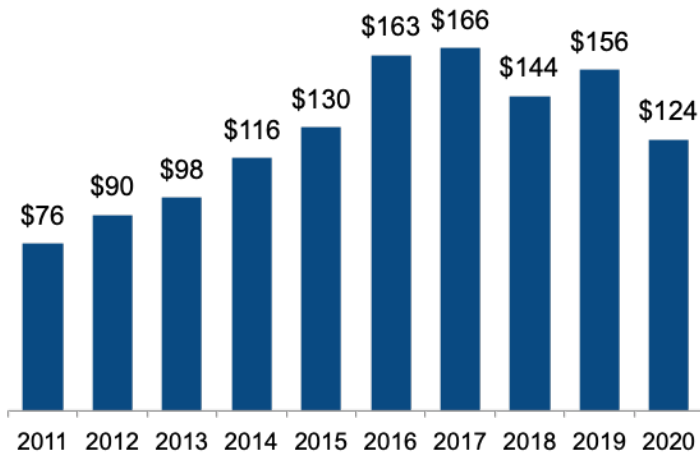
Top Services Exports to China, 2019

| | |
|--|---------------|
| 1. Education | \$720 million |
| 2. Personal travel & tourism | \$198 million |
| 3. Royalties from industrial processes | \$83 million |
| 4. Trademark royalties | \$75 million |
| 5. Business travel | \$69 million |

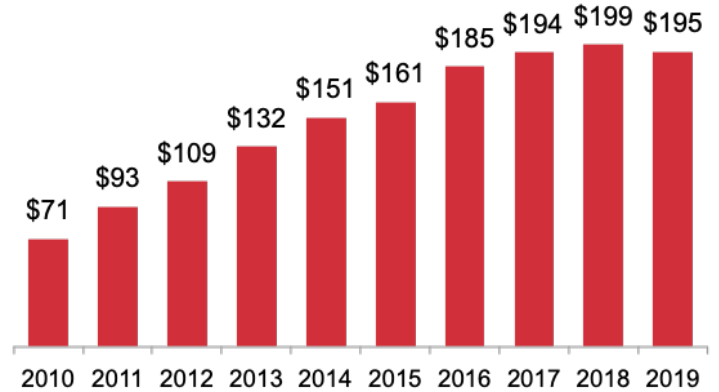
Pennsylvania's exports to China supported 27,000 American jobs in 2019.

Rhode Island's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: 63%
Exports to Rest of World: 2%

Growth

Exports to China: 173%
Exports to Rest of World: 29%

Top Goods Export Markets, 2020

| | |
|-----------------------|---------------|
| 1. Canada | \$409 million |
| 2. Italy | \$256 million |
| 3. Dominican Republic | \$236 million |
| 4. Mexico | \$171 million |
| 6. China | \$124 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$215 million |
| 2. China | \$195 million |
| 3. Canada | \$182 million |
| 4. U.K. Caribbean | \$160 million |
| 5. Japan | \$130 million |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Basic chemicals | \$29 million |
| 2. Nonferrous metal products | \$19 million |
| 3. Marine products | \$12 million |
| 4. Misc. fabricated metal products | \$12 million |
| 5. Household appliances | \$9.9 million |

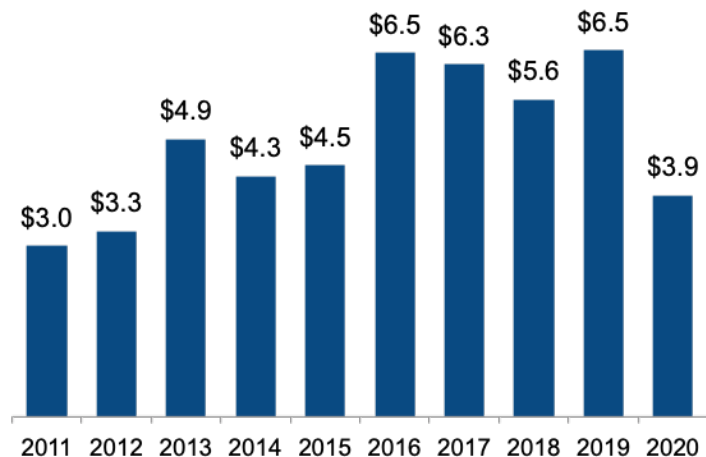
Top Services Exports to China, 2019

| | |
|------------------------------|---------------|
| 1. Education | \$94 million |
| 2. Personal travel & tourism | \$40 million |
| 3. Business travel | \$14 million |
| 4. Misc. financial services | \$6.1 million |
| 5. Trademark royalties | \$5.8 million |

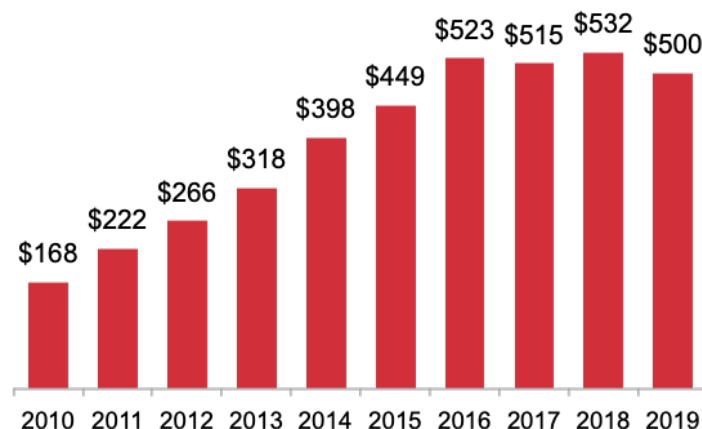
Rhode Island's exports to China supported 2,380 American jobs in 2019.

South Carolina's Exports to China

Goods (\$ billion)



Services (\$ million)



Growth

Exports to China: 29%
Exports to Rest of World: 21%

Growth

Exports to China: 197%
Exports to Rest of World: 56%

Top Goods Export Markets, 2020

| | |
|------------|---------------|
| 1. Germany | \$4.1 billion |
| 2. Canada | \$4.0 billion |
| 3. China | \$3.9 billion |
| 4. Mexico | \$1.8 billion |
| 5. Belgium | \$1.4 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$544 million |
| 2. Germany | \$535 million |
| 3. Switzerland | \$505 million |
| 4. China | \$500 million |
| 5. Canada | \$499 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Motor vehicles | \$2.0 billion |
| 2. Motor vehicle parts | \$284 million |
| 3. Motor vehicle bodies & trailers | \$139 million |
| 4. Meat products | \$131 million |
| 5. Navigational & meas. instruments | \$115 million |

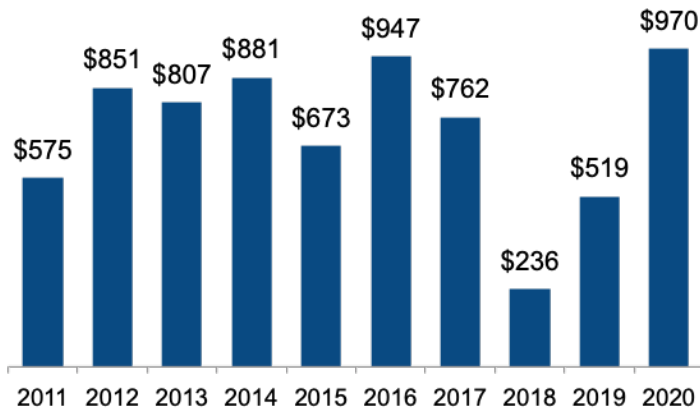
Top Services Exports to China, 2019

| | |
|--|---------------|
| 1. Personal travel & tourism | \$141 million |
| 2. Education | \$72 million |
| 3. Business travel | \$54 million |
| 4. Royalties from industrial processes | \$45 million |
| 5. Credit-related services | \$33 million |

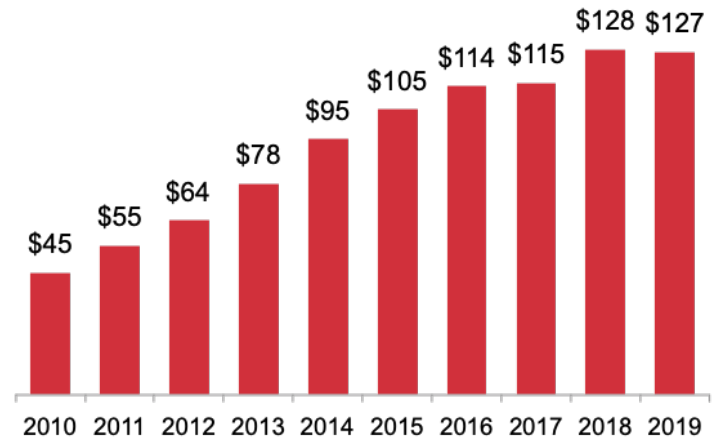
South Carolina's exports to China supported 32,000 American jobs in 2019.

South Dakota's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: 69%
Exports to Rest of World: -20%

Growth

Exports to China: 181%
Exports to Rest of World: 70%

Top Goods Export Markets, 2020

| | |
|-----------|---------------|
| 1. China | \$970 million |
| 2. Canada | \$519 million |
| 3. Mexico | \$397 million |
| 4. Japan | \$249 million |
| 5. Egypt | \$84 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$225 million |
| 2. Canada | \$161 million |
| 3. China | \$127 million |
| 4. Japan | \$88 million |
| 5. Mexico | \$85 million |

Top Goods Exports to China, 2020

| | |
|-------------------------|---------------|
| 1. Oilseeds & grains | \$873 million |
| 2. Meat products | \$64 million |
| 3. Dairy products | \$8.4 million |
| 4. Nonmetallic minerals | \$7.8 million |
| 5. Plastics products | \$6.3 million |

Top Services Exports to China, 2019

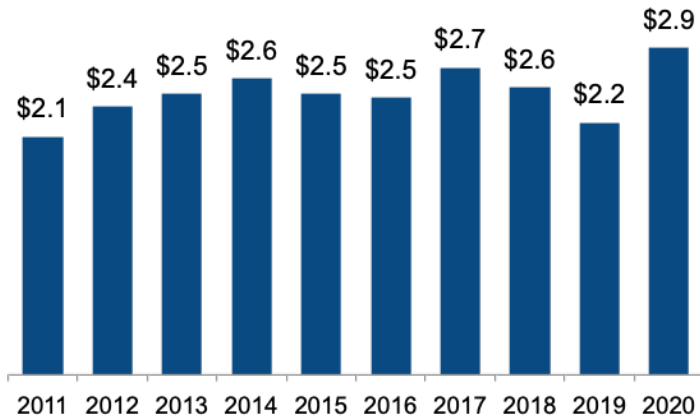
| | |
|------------------------------|---------------|
| 1. Credit-related services | \$36 million |
| 2. Personal travel & tourism | \$24 million |
| 3. Misc. financial services | \$21 million |
| 4. Education | \$14 million |
| 5. Business travel | \$8.1 million |

South Dakota's exports to China supported 5,390 American jobs in 2019.

Tennessee's Exports to China

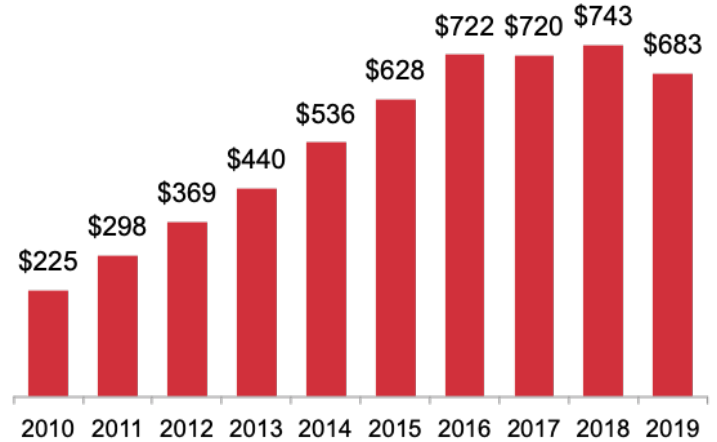
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 37%
Exports to Rest of World: -8%

Growth

Exports to China: 203%
Exports to Rest of World: 46%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$5.8 billion |
| 2. Mexico | \$3.3 billion |
| 3. China | \$2.9 billion |
| 4. Japan | \$1.8 billion |
| 5. Netherlands | \$1.5 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$920 million |
| 2. Canada | \$860 million |
| 3. China | \$683 million |
| 4. Ireland | \$532 million |
| 5. Japan | \$527 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Medical equipment & supplies | \$458 million |
| 2. Navigational & meas. instruments | \$369 million |
| 3. Basic chemicals | \$289 million |
| 4. Oilseeds & grains | \$278 million |
| 5. Misc. crops | \$267 million |

Top Services Exports to China, 2019

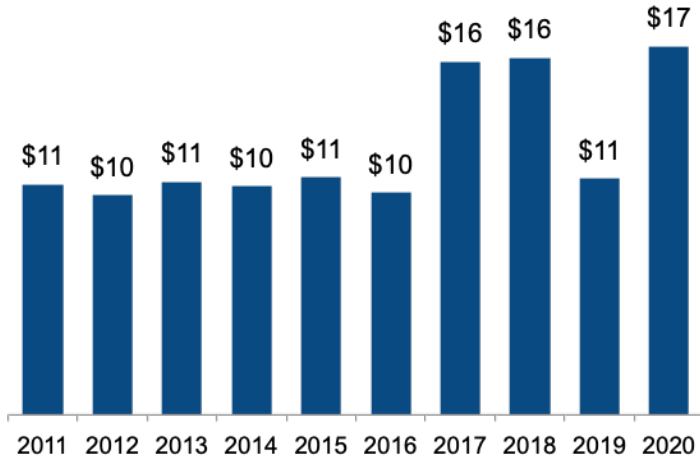
| | |
|--|---------------|
| 1. Personal travel & tourism | \$234 million |
| 2. Education | \$103 million |
| 3. Business travel | \$89 million |
| 4. Royalties from industrial processes | \$42 million |
| 5. Equip. installation & maintenance | \$38 million |

Tennessee's exports to China supported 16,100 American jobs in 2019.

Texas' Exports to China

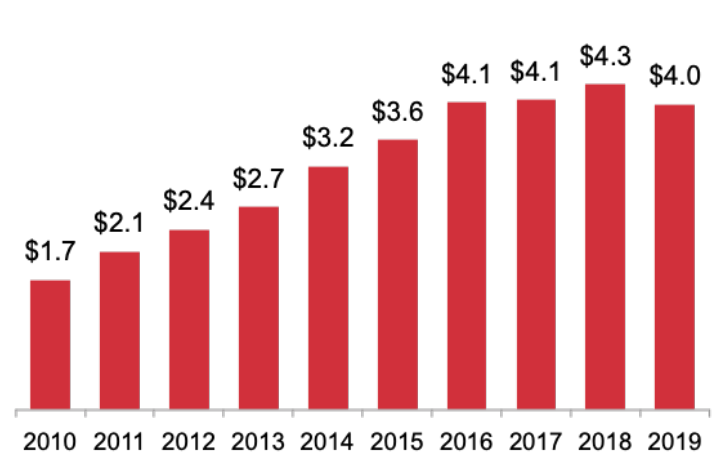
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: 60%
Exports to Rest of World: 9%

Growth

Exports to China: 135%
Exports to Rest of World: 54%

Top Goods Export Markets, 2020

| | |
|-----------|----------------|
| 1. Mexico | \$88.8 billion |
| 2. Canada | \$23.1 billion |
| 3. China | \$16.9 billion |
| 4. Korea | \$12.5 billion |
| 5. Brazil | \$10.0 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$5.5 billion |
| 2. Switzerland | \$4.8 billion |
| 3. Canada | \$4.6 billion |
| 4. Ireland | \$4.3 billion |
| 5. China | \$4.0 billion |

Top Goods Exports to China, 2020

| | |
|--------------------------------|---------------|
| 1. Oil & gas | \$6.3 billion |
| 2. Resins & synthetic fibers | \$1.4 billion |
| 3. Industrial machinery | \$1.2 billion |
| 4. Basic chemicals | \$1.2 billion |
| 5. Semiconductors & components | \$1.1 billion |

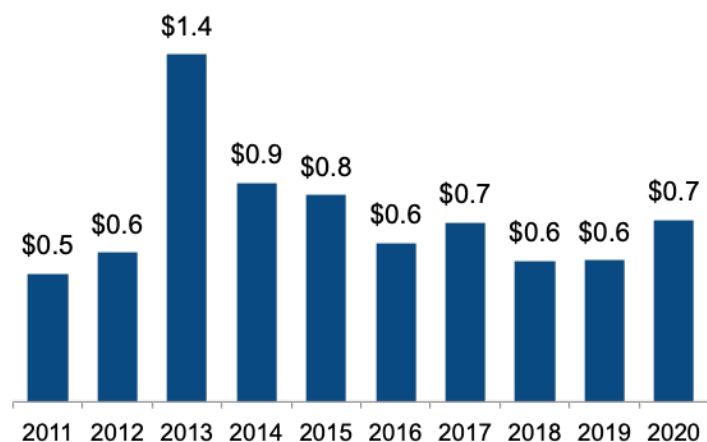
Top Services Exports to China, 2019

| | |
|--|---------------|
| 1. Education | \$726 million |
| 2. Personal travel & tourism | \$625 million |
| 3. Royalties from industrial processes | \$560 million |
| 4. Passenger fares | \$303 million |
| 5. Business travel | \$250 million |

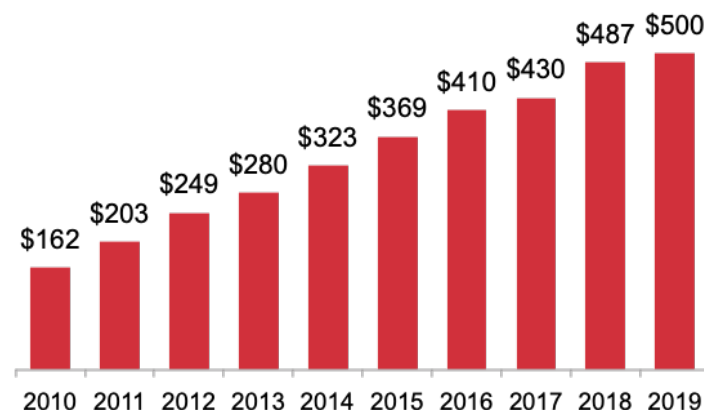
Texas' exports to China supported 72,700 American jobs in 2019.

Utah's Exports to China

Goods (\$ billion)



Services (\$ million)



Growth

Exports to China: 42%
Exports to Rest of World: -8%

Growth

Exports to China: 209%
Exports to Rest of World: 75%

Top Goods Export Markets, 2020

| | |
|-------------------|---------------|
| 1. United Kingdom | \$8.9 billion |
| 2. Canada | \$1.5 billion |
| 3. Mexico | \$943 million |
| 4. China | \$740 million |
| 5. Japan | \$665 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$770 million |
| 2. Canada | \$623 million |
| 3. Ireland | \$588 million |
| 4. China | \$500 million |
| 5. Japan | \$450 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Metal ores | \$140 million |
| 2. Misc. chemical preparations | \$101 million |
| 3. Misc. crops | \$85 million |
| 4. Navigational & meas. instruments | \$84 million |
| 5. Medical equipment & supplies | \$48 million |

Top Services Exports to China, 2019

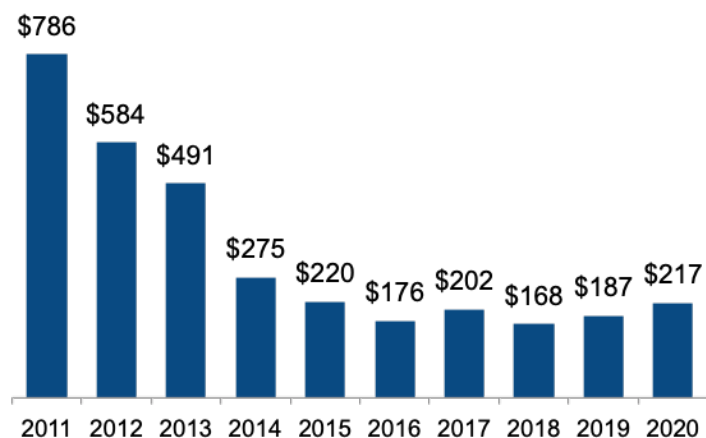
| | |
|------------------------------------|--------------|
| 1. Education | \$86 million |
| 2. Credit-related services | \$82 million |
| 3. Personal travel & tourism | \$76 million |
| 4. Software distribution royalties | \$39 million |
| 5. Passenger fares | \$35 million |

Utah's exports to China supported 6,410 American jobs in 2019.

Vermont's Exports to China

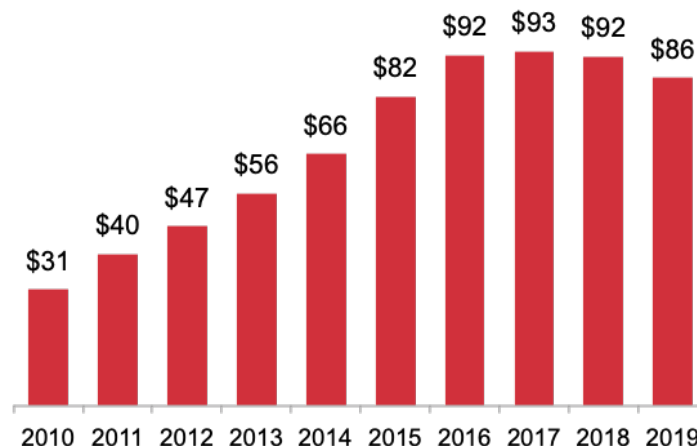
Goods

(\$ million)



Services

(\$ million)



Growth

Exports to China: -72%
Exports to Rest of World: -38%

Growth

Exports to China: 182%
Exports to Rest of World: 24%

Top Goods Export Markets, 2020

| | |
|--------------|---------------|
| 1. Canada | \$914 million |
| 2. Taiwan | \$336 million |
| 3. China | \$217 million |
| 4. Korea | \$157 million |
| 5. Hong Kong | \$87 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Canada | \$151 million |
| 2. United Kingdom | \$92 million |
| 3. China | \$86 million |
| 4. Ireland | \$63 million |
| 5. Japan | \$60 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Semiconductors & components | \$137 million |
| 2. Navigational & meas. instruments | \$27 million |
| 3. Industrial machinery | \$7.1 million |
| 4. Resins & synthetic fibers | \$5.8 million |
| 5. Sawmill & wood products | \$5.6 million |

Top Services Exports to China, 2019

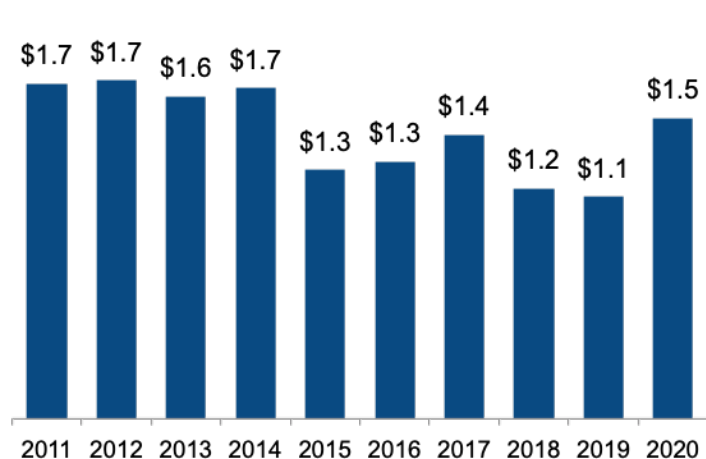
| | |
|--|---------------|
| 1. Personal travel & tourism | \$28 million |
| 2. Education | \$27 million |
| 3. Business travel | \$10 million |
| 4. Trademark royalties | \$3.0 million |
| 5. Royalties from industrial processes | \$2.7 million |

Vermont's exports to China supported 1,570 American jobs in 2019.

Virginia's Exports to China

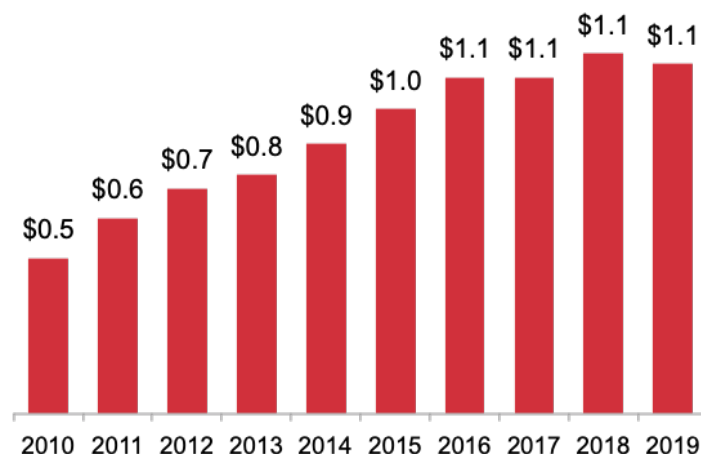
Goods

(\$ billion)



Services

(\$ billion)



Growth

Exports to China: -10%
Exports to Rest of World: -7%

Growth

Exports to China: 124%
Exports to Rest of World: 42%

Top Goods Export Markets, 2020

| | |
|-------------------|---------------|
| 1. Canada | \$2.7 billion |
| 2. China | \$1.5 billion |
| 3. Mexico | \$828 million |
| 4. United Kingdom | \$694 million |
| 5. Singapore | \$635 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. United Kingdom | \$1.9 billion |
| 2. Canada | \$1.6 billion |
| 3. Ireland | \$1.2 billion |
| 4. Switzerland | \$1.2 billion |
| 6. China | \$1.1 billion |

Top Goods Exports to China, 2020

| | |
|------------------------------------|---------------|
| 1. Meat products | \$488 million |
| 2. Pharmaceuticals & medicines | \$113 million |
| 3. Resins & synthetic fibers | \$108 million |
| 4. Oilseeds & grains | \$99 million |
| 5. Pulp & paperboard mill products | \$83 million |

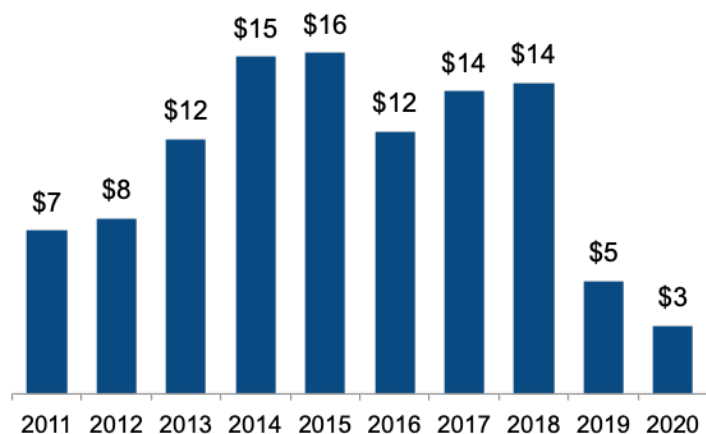
Top Services Exports to China, 2019

| | |
|-------------------------------|---------------|
| 1. Education | \$260 million |
| 2. Personal travel & tourism | \$162 million |
| 3. Credit-related services | \$140 million |
| 4. Computer software services | \$78 million |
| 5. Passenger fares | \$75 million |

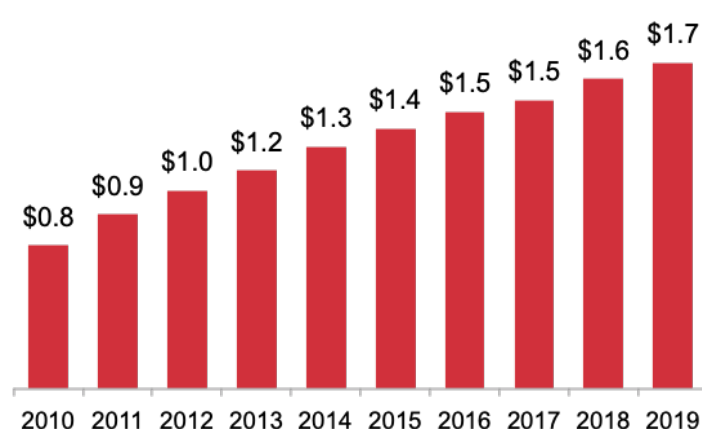
Virginia's exports to China supported 15,000 American jobs in 2019.

Washington's Exports to China

Goods (\$ billion)



Services (\$ billion)



Growth

Exports to China: -58%
Exports to Rest of World: -42%

Growth

Exports to China: 127%
Exports to Rest of World: 36%

Top Goods Export Markets, 2020

| | |
|-------------------|---------------|
| 1. Canada | \$6.0 billion |
| 2. Japan | \$3.5 billion |
| 3. China | \$3.1 billion |
| 4. Turkey | \$1.6 billion |
| 5. United Kingdom | \$1.5 billion |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Ireland | \$4.3 billion |
| 2. Japan | \$2.2 billion |
| 3. Canada | \$2.0 billion |
| 4. United Kingdom | \$1.8 billion |
| 5. China | \$1.7 billion |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Aerospace products & parts | \$1.1 billion |
| 2. Navigational & meas. instruments | \$494 million |
| 3. Pulp & paperboard mill products | \$190 million |
| 4. Misc. crops | \$126 million |
| 5. Timber & logs | \$109 million |

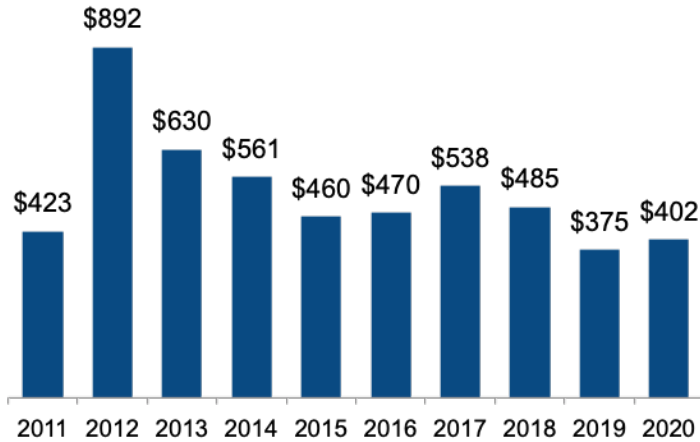
Top Services Exports to China, 2019

| | |
|------------------------------------|---------------|
| 1. Software distribution royalties | \$478 million |
| 2. Education | \$334 million |
| 3. Personal travel & tourism | \$229 million |
| 4. Passenger fares | \$94 million |
| 5. Ocean freight & port services | \$90 million |

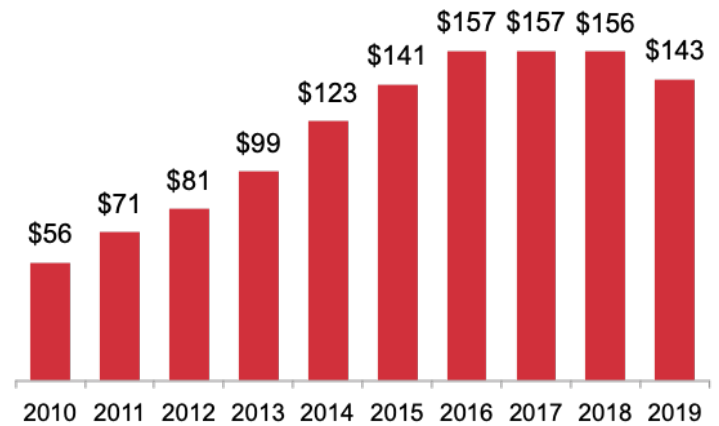
Washington's exports to China supported 33,700 American jobs in 2019.

West Virginia's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: -5%
Exports to Rest of World: -52%

Growth

Exports to China: 155%
Exports to Rest of World: 18%

Top Goods Export Markets, 2020

| | |
|----------------|---------------|
| 1. Canada | \$1.3 billion |
| 2. India | \$422 million |
| 3. China | \$402 million |
| 4. Ukraine | \$329 million |
| 5. Netherlands | \$236 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. China | \$143 million |
| 2. United Kingdom | \$123 million |
| 3. Canada | \$122 million |
| 4. Switzerland | \$89 million |
| 5. Mexico | \$88 million |

Top Goods Exports to China, 2020

| | |
|------------------------------|---------------|
| 1. Resins & synthetic fibers | \$191 million |
| 2. Sawmill & wood products | \$44 million |
| 3. Coal & petroleum gases | \$38 million |
| 4. Basic chemicals | \$35 million |
| 5. Aluminum | \$17 million |

Top Services Exports to China, 2019

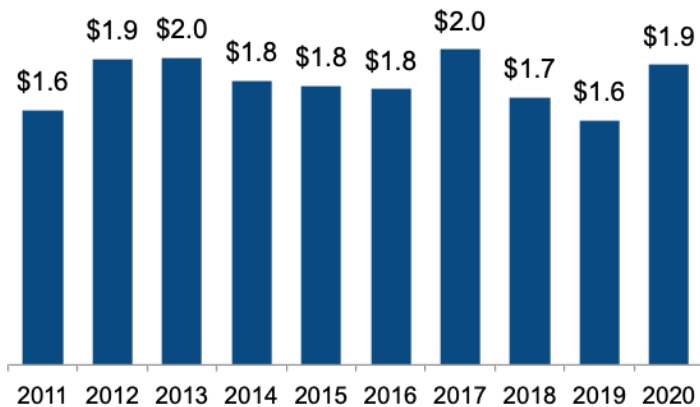
| | |
|--|--------------|
| 1. Education | \$42 million |
| 2. Personal travel & tourism | \$41 million |
| 3. Business travel | \$14 million |
| 4. Royalties from industrial processes | \$14 million |
| 5. Equip. installation & maintenance | \$10 million |

West Virginia's exports to China supported 2,900 American jobs in 2019.

Wisconsin's Exports to China

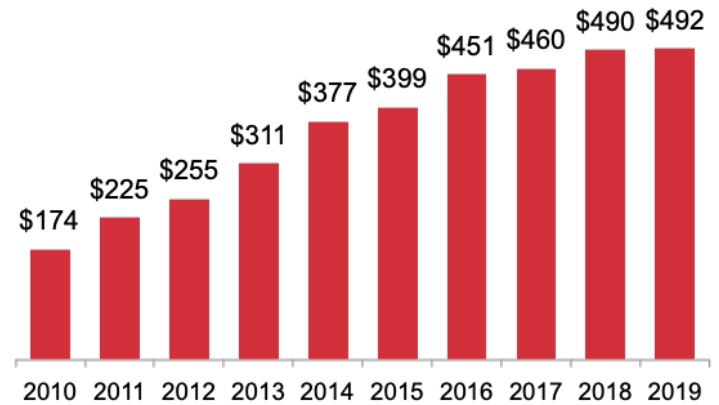
Goods

(\$ billion)



Services

(\$ million)



Growth

Exports to China: 18%
Exports to Rest of World: -8%

Growth

Exports to China: 182%
Exports to Rest of World: 38%

Top Goods Export Markets, 2020

| | |
|------------|---------------|
| 1. Canada | \$6.2 billion |
| 2. Mexico | \$2.6 billion |
| 3. China | \$1.9 billion |
| 4. Japan | \$761 million |
| 5. Germany | \$719 million |

Top Services Export Markets, 2019

| | |
|-------------------|---------------|
| 1. Ireland | \$628 million |
| 2. United Kingdom | \$538 million |
| 3. Canada | \$536 million |
| 4. China | \$492 million |
| 5. Japan | \$480 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Oilseeds & grains | \$357 million |
| 2. Navigational & meas. instruments | \$301 million |
| 3. Aerospace products & parts | \$128 million |
| 4. Engines & turbines | \$127 million |
| 5. Pharmaceuticals & medicines | \$76 million |

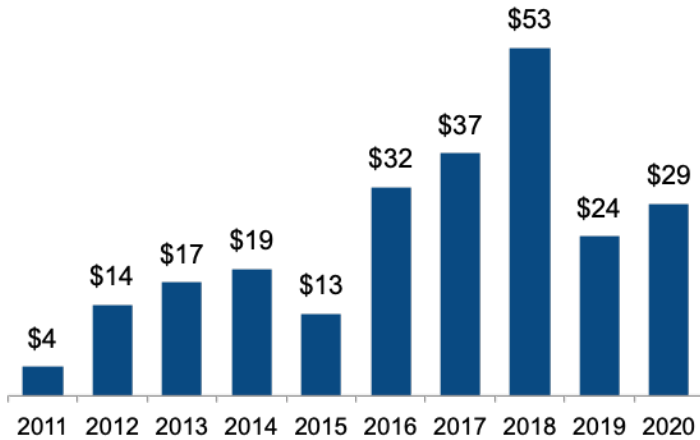
Top Services Exports to China, 2019

| | |
|--|---------------|
| 1. Education | \$163 million |
| 2. Personal travel & tourism | \$75 million |
| 3. Software distribution royalties | \$53 million |
| 4. Royalties from industrial processes | \$44 million |
| 5. Trademark royalties | \$32 million |

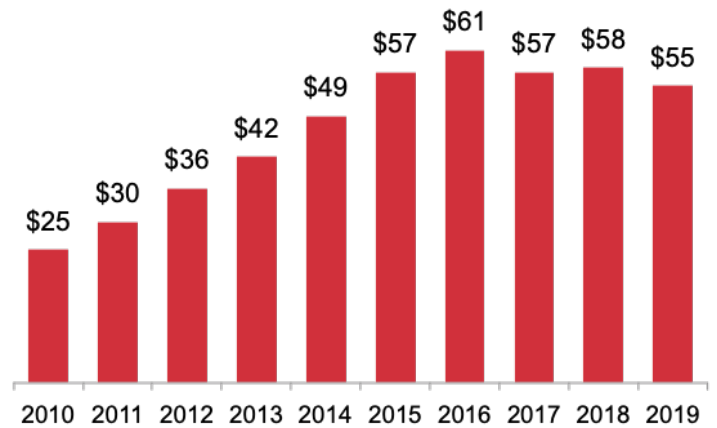
Wisconsin's exports to China supported 12,200 American jobs in 2019.

Wyoming's Exports to China

Goods (\$ million)



Services (\$ million)



Growth

Exports to China: 565%
Exports to Rest of World: -7%

Growth

Exports to China: 123%
Exports to Rest of World: 24%

Top Goods Export Markets, 2020

| | |
|--------------|---------------|
| 1. Canada | \$222 million |
| 2. Brazil | \$117 million |
| 3. Chile | \$105 million |
| 4. Indonesia | \$93 million |
| 15. China | \$29 million |

Top Services Export Markets, 2019

| | |
|-------------------|--------------|
| 1. Canada | \$56 million |
| 2. China | \$55 million |
| 3. United Kingdom | \$50 million |
| 4. Mexico | \$44 million |
| 5. Japan | \$33 million |

Top Goods Exports to China, 2020

| | |
|-------------------------------------|---------------|
| 1. Basic chemicals | \$24 million |
| 2. Oilseeds & grains | \$1.9 million |
| 3. Navigational & meas. instruments | \$1.3 million |
| 4. Misc. general purpose machinery | \$556,000 |
| 5. Nonmetallic minerals | \$426,000 |

Top Services Exports to China, 2019

| | |
|--------------------------------------|---------------|
| 1. Personal travel & tourism | \$20 million |
| 2. Business travel | \$7.6 million |
| 3. Education | \$7.6 million |
| 4. Equip. installation & maintenance | \$5.7 million |
| 5. Operational leasing | \$5.6 million |

Wyoming's exports to China supported 510 American jobs in 2019.