



Office of Advocacy
U.S. Small Business Administration

March 1998

Exporting by Firm Size

A reference guide on exporting by firm size prepared by the Office of Economic Research of the U.S. Small Business Administration's Office of Advocacy

Foreword

Small businesses are key players in the United States economy: they represent 99.7 percent of all employer firms, employ 53 percent of the work force and account for 51 percent of private sector output.

Small firms are also important as exporters. They represent 95.7 percent of U.S. exporters of goods and contribute 29.5 percent of the value of exported goods. Overall, however, only about 1.8 percent of firms export goods or services. Clearly, the potential for increased small business participation in exporting is tremendous.

The Office of Advocacy of the U.S. Small Business Administration (SBA) is charged by law to research the contributions of small firms to the U.S. economy. Within the Office of Advocacy, the Office of Economic Research conducts small business research by defining small business contributions, evaluating small business vital signs, determining regulatory impacts on small businesses, and monitoring small business financing. To achieve these efforts, the office funds and designs data collection, develops reports, funds policy research, disseminates reports for policymaking purposes, and answers many questions about small business.

To learn about small business involvement in exporting, the Office of Economic Research drew on two data bases made available by the U.S. Department of Commerce in late. The data are for 1992—the latest year of data available. The Exporter Data Base was prepared by Commerce's International Trade Administration with partial funding from the SBA's Office of International Trade and provides information of the exporting of goods, and their value. The Census Bureau's Characteristics of Business Owners was jointly funded by the SBA and Commerce's Minority Business Development Agency and provides information of the exporting of goods or services by owner race or origin.

Exporting by Firm Size was prepared under the general supervision of Bruce D. Phillips, director of the Office of Economic Research. The detailed text and tables were prepared by Brian Headd, economist. Comments on the contents of this report may be directed to the Office of Economic Research at (202) 205-6530. Visit the Office of Advocacy's world wide web site at <http://www.sba.gov/ADVO/> for additional information about small businesses.

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March 1998

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1. Overview

Exporting by Firm Size focuses on the contribution of U.S. small firms to exporting. This report, based on 1992 data from the U.S. Department of Commerce, shows the following highlights:

- Small firms (fewer than 500 employees) represented 95.7 percent of exporters of goods in 1992. Of the 112,854 goods exporters, 108,026 were small firms.
- Small firms accounted for 29.5 percent of the \$349.0 billion in exported goods in 1992. For comparison, small firms contributed 47.0 percent of overall sales in 1992, according to data from the Bureau of the Census.
- Only 1.8 percent of all firms (excluding C corporations) exported goods or services in 1992. About 3.0 percent of firms with employees were exporters of goods and/or services, according to Characteristics of Business Owners (CBO) data, compared with 1.6 percent of firms without employees, such as self-employed individuals. This resulted in about 227,500 firms without employees and 82,300 firms with employees exporting goods or services.
- By major industry, in 1992, 9.3 percent of manufacturing firms exported goods or services. Comparable figures for other industries include 8.0 percent of wholesale trade firms, 1.5 percent of retail and service firms, 1.0 percent of finance, insurance and real estate firms, and only 0.3 percent of construction firms.
- By state, California, New York, and Florida had the most significant small business representation in exporting goods. The percentage of exporters that were small firms ranged from 92.5 percent in California to 61.3 percent in West Virginia. (These percentages are smaller than the national figure because large businesses are more likely to operate in more than one state than small businesses.)
- Not surprisingly, Canada was the top receiving country of exporters from the U.S., and value of shipments. The United Kingdom followed with the second most number of exporters from the U.S., while Japan followed with the second largest value of shipments received.
- Of women-owned firms in 1992, 1.1 percent exported goods or services, and 30.0 percent that did export, had exports represent 50 percent or more of their total sales.
- By race or origin in 1992 the percent that exported goods or services was: 2.7 percent for Hispanic owned firms, 2.3 percent for Asian, Pacific, American Indian, or Aleut Eskimo owned firms, 1.8 percent for white owned firms, and 0.8 percent for black owned firms.

2. Data Sources

Data for this report were extracted from two U.S. Department of Commerce data bases: the International Trade Administration's Exporter Data Base and the Characteristics of Business Owners (CBO) from the Bureau of the Census. The International Trade Administration data covers the exporting of goods, while the CBO data covers the exporting of goods and services.

Released in late 1997, the Exporter Data Base, prepared with partial funding by SBA's Office of International Trade, is a complex undertaking. Many manufacturing exporters do not export directly; rather they use wholesale intermediaries and freight brokers. Therefore, the Customs declarations from which the basic data are derived must be traced backward from the freight broker or wholesaler actually doing the exporting to the firm responsible for producing the good. Moreover, some goods, like computer software, are produced by service firms, a fact that tends to complicate and lengthen this identification process.

Also released in late 1997, the *Characteristics of Business Owners, 1992*,¹ produced by the Bureau of the Census with funds provided by the various offices of the U.S. Small Business Administration and the Department of Commerce's Minority Business Development Agency, provides information on the percentage of firms that export goods and services by firm size and industry. To be included in the CBO, firms need only have filed a tax return with at least \$500 in receipts (or sales) in 1992. C corporations were excluded from the CBO as they often represent many investors not "day-to-day" owners.

The CBO covers the exporting of both goods and services, while the Exporter Data Base covers the exporting of goods. In addition, the CBO excludes C corporations which are often large firms. Therefore, the two data sets are not comparable.

¹ Copies of *Characteristics of Business Owners: 1992* (CBO92-1) (Washington, D.C.: U.S. Government Printing Office) are available from any government printing office bookstore. A summary press release is available on the world wide web at <http://www.census.gov>.

3. Exporting

3.1. Exporting by Firm Size and Industry

Most goods-exporting firms in the United States are small, but large firms ship a relatively larger share of the value of exports. Small firms predominate as exporting wholesalers, but are somewhat less prominent as exporting manufacturers.

In 1992, 112,854 companies exported goods, according to the International Trade Administration's Exporter Data Base (Table 1). Of these exporters, 37.9 percent were manufacturers and 35.2 percent were wholesalers. Small firms with fewer than 500 employees constituted 95.7 percent of all exporters, 99.2 percent of wholesale exporters, and 92.6 percent of manufacturing exporters.

These 112,854 exporters shipped \$349.0 billion worth of goods in 1992.² Here, manufacturers dominated, with 69.2 percent of the value of the goods. Wholesalers shipped 14.6 percent. Small firms accounted for 29.5 percent of the value for all firms, 13.4 percent for manufacturers, and 74.4 percent for wholesalers.

Most of the exporting of goods and services is occurring in a small percentage of firms (Table 5). Overall in 1992, 1.8 percent (318,177 firms) of the 17.3 million firms in the CBO (C corporations excluded) exported goods or services. Just 1.6 percent of firms without employees exported, compared with 3.0 percent of firms with employees. As expected, the percentage of firms exporting goods or services increases with firm size.

Export sales accounted for less than 10 percent of total sales of most CBO firms. While small firms were less likely to be exporters than larger firms, small exporters were more likely than large exporters to export 50 percent or more of their product. For example, some 22.8 percent of the exporters with no employees exported half or more of their product, compared with 3.7 percent of the exporters with 100 or more employees.

Of the firms that exported goods or services, 45.1 percent were in services, 14.4 percent in retail trade. However, only 1.5 percent of all the retail trade and services firms exported, compared with only 0.3 percent of construction firms, 1.0 percent of finance, insurance,

² Nearly all of the nation's exporters are represented in this data base. However, only about 70 percent of the nation's value of exports is represented because of the inability to match firm size data by the value of shipments.

and real estate firms, 8.0 percent of wholesale trade firms, and 9.3 percent of manufacturing firms.

Figure 1



3.2. Exporting by State

States that had more exporters of goods overall—like California, New York, and Florida—also had the highest percentages of small business exporters (Table 2). Some smaller states, like Massachusetts, despite their smaller size, ranked high as locations for small business exporters because of a relatively large share of manufacturing in the state. By state, the small business share of exporting firms ranged from 92.5 percent in California to 61.3 percent in West Virginia. These percentages are lower than the national small business share of exporters because large businesses are counted in every state in which they operate—that is, many of the 2,118 large exporters that operate in California also operate in many other states, while each state’s contingent of small firms is largely unique.

State information about the percentages of small firms that export provides some additional information about the potential for export growth (Table 3). States are ranked here by the percentages of all firms and of small firms that export. Comparisons between

the rankings tell a story about the small business presence in exporting state by state. States with an overall ranking that is higher than the small business ranking generally had relatively more large firm export activity in the state. For example, Alaska ranks 33rd overall, but 42nd in the percentage of small businesses that export, an indication that large firms are important exporters in Alaska.

3.3. Exporting by Receiving Country

Because most exporters are small firms, it is not surprising that the countries receiving goods from many exporters were also the countries that received goods from a large percentage of small businesses (Table 4). Canada, the United Kingdom, Japan, and Germany received goods from the most exporters and had the highest percentages of goods from small businesses.

Canada, Japan, Mexico, the United Kingdom and Germany were the top countries for value of shipments (Table 4). However, the small business percentages of the value shipped were lower than average (29.5 percent) for shipments to Canada (25.6 percent), the United Kingdom (24.7 percent), and Germany (26.1 percent).

3.4. Exporting by Owner Demographics

While excluding the larger firms (C corporations), the CBO data found that in 1992, male-owned firms were more likely than women-owned firms to export (Table 5). However, when women-owned firms exported, their export activities were more intensive. Of the women-owned firms, 1.1 percent exported goods or services, while 2.2 percent of the male-owned firms exported goods or services. Of the women-owned firms that exported, 30.0 percent had export sales that were 50 percent or more of the firms' total sales, while the percent for male-owned firms was 21.9 percent.

With regard to race or origin, Hispanic owned firms were most likely to export goods or services, and these exporting firms exported intensively (Table 5). In 1992, 2.7 percent of Hispanic owned firms exported, 2.3 percent of Asian, Pacific, American Indian, or Aleut Eskimo owned firms exported, 1.8 percent of white owned firms exported, and 0.8 percent of black owned firms exported. Of the firms that exported by race or origin, the percent that accounted for 50 percent or more of total sales was 50.0 percent for Hispanic owned firms, 42.9 percent for Asian, Pacific, American Indian, or Aleut Eskimo, 28.6 percent for black owned firms, and 18.1 percent for white owned firms.

Figure 2

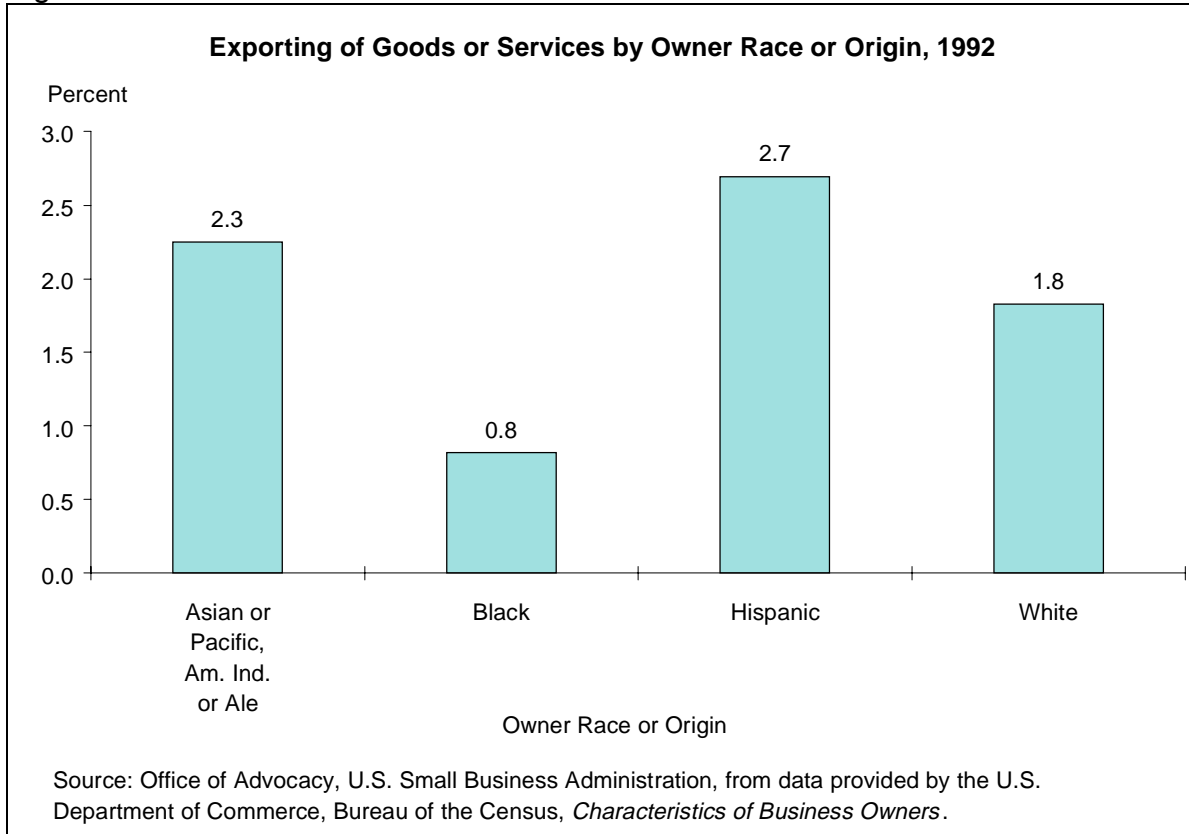


Table 1: United States: Exporters of Goods by Firm Size, 1992

	Total	Employment Size of Firm						
		0	1-9	10 - 19	20 - 99	100 - 499	< 500	500 +
Number of exporters								
All	112,854	15,534	35,534	15,652	29,006	12,300	108,026	4,828
Manufacturers	42,763	1,949	6,319	6,023	16,730	8,593	39,614	3,149
Wholesalers	39,713	4,503	18,721	6,575	7,855	1,744	39,398	315
Other	26,910	6,030	10,353	3,011	4,314	1,857	25,565	1,345
Firm size distribution by industry (percent)								
All	100.0	13.8	31.5	13.9	25.7	10.9	95.7	4.3
Manufacturers	100.0	4.6	14.8	14.1	39.1	20.1	92.6	7.4
Wholesalers	100.0	11.3	47.1	16.6	19.8	4.4	99.2	0.8
Other	100.0	22.4	38.5	11.2	16.0	6.9	95.0	5.0
Industry distribution by firm size (percent)								
All	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Manufacturers	37.9	12.5	17.8	38.5	57.7	69.9	36.7	65.2
Wholesalers	35.2	29.0	52.7	42.0	27.1	14.2	36.5	6.5
Other	23.8	38.8	29.1	19.2	14.9	15.1	23.7	27.9
Value of shipments (thousands of dollars)								
All	348,960,059	9,178,207	18,344,083	11,053,296	30,844,730	33,426,014	102,846,331	246,113,728
Manufacturers	241,522,176	1,970,751	1,060,611	1,473,717	9,113,870	18,799,342	32,418,291	209,103,885
Wholesalers	50,988,640	1,881,808	11,084,464	5,645,917	12,547,009	6,761,770	37,920,968	13,067,672
Other	53,158,334	2,753,918	6,072,788	3,860,755	9,004,933	7,545,018	29,237,412	23,920,922
Firm size value of shipments distribution by industry (percent)								
All	100.0	2.6	5.3	3.2	8.8	9.6	29.5	70.5
Manufacturers	100.0	0.8	0.4	0.6	3.8	7.8	13.4	86.6
Wholesalers	100.0	3.7	21.7	11.1	24.6	13.3	74.4	25.6
Other	100.0	5.2	11.4	7.3	16.9	14.2	55.0	45.0
Industry value of shipments distribution by firm size (percent)								
All	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Manufacturers	69.2	21.5	5.8	13.3	29.5	56.2	31.5	85.0
Wholesalers	14.6	20.5	60.4	51.1	40.7	20.2	36.9	5.3
Other	15.2	30.0	33.1	34.9	29.2	22.6	28.4	9.7

Note: Detail may not add to total, and particularly differs for the 0 category, because of missing company fields in the database.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the U.S. Department of Commerce, International Trade Administration.

Table 2: Exporters of Goods by Firm Size and State, 1992

State	Total	U.S. Employment Size of Firm					Total Rank	Small Business	
		0	1 - 19	20 - 499	< 500	500 +		Percent	Rank
United States	112,854	15,534	51,186	41,306	108,026	4,828	-	95.7	-
Alabama	1,550	119	384	591	1,094	456	27	70.6	43
Alaska	328	22	78	103	203	125	51	61.9	51
Arizona	2,038	217	724	686	1,627	411	24	79.8	18
Arkansas	1,032	63	248	363	674	358	34	65.3	48
California	28,333	3,905	12,517	9,793	26,215	2,118	1	92.5	1
Colorado	2,389	229	901	806	1,936	453	22	81.0	17
Connecticut	3,367	314	1,166	1,301	2,781	586	16	82.6	11
Delaware	457	32	126	157	315	142	46	68.9	44
District of Columbia	328	26	94	120	240	88	51	73.2	38
Florida	12,757	2,360	6,254	3,129	11,743	1,014	3	92.1	2
Georgia	4,103	383	1,276	1,541	3,200	903	12	78.0	23
Hawaii	431	34	176	150	360	71	47	83.5	8
Idaho	575	51	165	212	428	147	43	74.4	36
Illinois	9,489	857	3,054	4,053	7,964	1,525	4	83.9	7
Indiana	3,255	240	764	1,444	2,448	807	17	75.2	33
Iowa	1,493	90	355	621	1,066	427	29	71.4	42
Kansas	1,318	88	365	540	993	325	31	75.3	32
Kentucky	1,732	128	379	678	1,185	547	25	68.4	46
Louisiana	1,550	144	529	536	1,209	341	27	78.0	22
Maine	1,020	66	310	395	771	249	35	75.6	30
Maryland	2,305	218	734	854	1,806	499	23	78.4	21
Massachusetts	6,293	636	2,174	2,579	5,389	904	10	85.6	6
Michigan	6,338	469	1,838	2,902	5,209	1,129	9	82.2	13
Minnesota	3,426	298	1,041	1,447	2,786	640	15	81.3	16
Mississippi	955	65	189	319	573	382	37	60.0	53
Missouri	2,674	200	693	1,114	2,007	667	20	75.1	34
Montana	390	25	109	157	291	99	49	74.6	35
Nebraska	784	50	187	324	561	223	38	71.6	41
Nevada	712	69	235	246	550	162	40	77.2	26
New Hampshire	1,308	121	408	505	1,034	274	32	79.1	19
New Jersey	8,842	902	3,281	3,501	7,684	1,158	6	86.9	5
New Mexico	583	49	204	197	450	133	42	77.2	28
New York	15,934	1,790	7,040	5,479	14,309	1,625	2	89.8	3
North Carolina	3,833	359	1,088	1,490	2,937	896	13	76.6	29
North Dakota	463	21	106	185	312	151	45	67.4	47
Ohio	6,754	495	1,938	3,112	5,545	1,209	8	82.1	14
Oklahoma	1,416	110	477	506	1,093	323	30	77.2	27
Oregon	2,762	248	978	1,076	2,302	460	19	83.3	9
Pennsylvania	7,106	563	2,199	3,059	5,821	1,285	7	81.9	15
Puerto Rico	708	61	179	282	522	186	41	73.7	37
Rhode Island	959	80	291	420	791	168	36	82.5	12
South Carolina	1,693	152	459	608	1,219	474	26	72.0	40
South Dakota	423	17	88	161	266	157	48	62.9	50
Tennessee	2,629	184	667	1,047	1,898	731	21	72.2	39
Texas	9,258	1,193	3,732	3,134	8,059	1,199	5	87.0	4
Utah	1,126	106	342	429	877	249	33	77.9	24
Vermont	759	46	212	315	573	186	39	75.5	31
Virgin Islands	144	11	36	52	99	45	53	68.8	45
Virginia	2,891	298	930	1,018	2,246	645	18	77.7	25
Washington	4,850	446	1,755	1,828	4,029	821	11	83.1	10

Table 2: Exporters of Goods by Firm Size and State, 1992

State	Total	U.S. Employment Size of Firm					Total Rank	Small Business	
		0	1 - 19	20 - 499	< 500	500 +		Percent	Rank
West Virginia	560	26	107	210	343	217	44	61.3	52
Wisconsin	3,443	269	936	1,516	2,721	722	14	79.0	20
Wyoming	378	22	81	143	246	132	50	65.1	49
Unknown	14,400	1,360	4,722	6,102	12,184	2,216	-	84.6	-

Notes: States do not add to the total as businesses can be in more than one state. Large firms are more likely than small firms to be in more than one state, leading smaller small business representation in the states than the U.S. Represents businesses within the state, and not necessarily products exported from the state.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the U.S. Department of Commerce, International Trade Administration.

Table 3: Percent of Firms Exporting Goods by Firm Size and State, 1992

State	Percent of All Firms Exporting			Total Rank	Small Business Rank
	Total	Employment Size of Firm			
		< 500	500 +		
United States	2.2	2.1	34.2	-	-
Alabama	2.1	1.5	24.9	43	43
Alaska	2.4	1.5	29.7	33	42
Arizona	2.7	2.2	21.0	27	24
Arkansas	2.2	1.5	28.5	42	46
California	4.6	4.3	45.1	4	1
Colorado	2.7	2.2	21.1	29	23
Connecticut	4.3	3.7	33.3	5	6
Delaware	2.7	2.0	14.3	28	28
District of Columbia	2.0	1.5	9.5	47	41
Florida	4.1	3.8	30.5	7	4
Georgia	3.1	2.5	28.8	19	21
Hawaii	1.8	1.5	11.0	49	45
Idaho	2.3	1.8	23.3	39	37
Illinois	4.0	3.5	41.7	8	8
Indiana	3.0	2.3	34.8	21	22
Iowa	2.4	1.7	32.9	36	38
Kansas	2.3	1.8	21.6	38	36
Kentucky	2.6	1.8	30.9	30	35
Louisiana	2.1	1.7	19.7	45	40
Maine	3.4	2.6	36.2	15	17
Maryland	2.4	1.9	23.8	35	30
Massachusetts	4.8	4.2	37.5	1	3
Michigan	3.6	3.0	45.0	13	13
Minnesota	3.5	2.9	33.5	14	14
Mississippi	2.1	1.3	30.8	44	49
Missouri	2.4	1.9	29.0	34	34
Montana	1.7	1.3	19.4	51	50
Nebraska	2.0	1.5	22.0	46	44
Nevada	2.6	2.1	14.6	31	27
New Hampshire	4.6	3.8	31.3	3	5
New Jersey	4.8	4.2	42.7	2	2
New Mexico	1.8	1.5	12.7	48	48
New York	4.0	3.6	44.3	11	7
North Carolina	2.8	2.2	34.7	23	25
North Dakota	2.8	1.9	32.1	25	29
Ohio	3.3	2.8	38.6	17	15
Oklahoma	2.2	1.7	21.4	41	39
Oregon	3.8	3.2	29.9	12	12
Pennsylvania	3.1	2.6	38.5	20	19
Rhode Island	4.0	3.4	22.3	10	10
South Carolina	2.5	1.9	28.4	32	32
South Dakota	2.3	1.5	32.1	40	47
Tennessee	2.8	2.1	30.8	24	26
Texas	2.8	2.5	30.0	22	20
Utah	3.4	2.7	21.1	16	16
Vermont	4.3	3.3	41.8	6	11
Virginia	2.4	1.9	26.2	37	31
Washington	4.0	3.4	40.9	9	9
West Virginia	1.7	1.1	22.5	50	51

Table 3: Percent of Firms Exporting Goods by Firm Size and State, 1992

State	Percent of All Firms Exporting			Total Rank	Small Business Rank
	Total	Employment Size of Firm			
		< 500	500 +		
Wisconsin	3.2	2.6	38.0	18	18
Wyoming	2.8	1.9	28.0	26	33

Notes: States do not add to the total as businesses can be in more than one state.

Represents businesses within the state, and not necessarily products exported from the state.

Percent of firms exporting was calculated from the number of firms from the Statistics of U.S.

Business, and the number of exporting firms from the International Trade Administration.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the U.S. Department of Commerce, Bureau of the Census, and the International Trade Administration.

Table 4: United States: Exporters of Goods to the Top Receiving Countries by Firm Size, 1992

Receiving Country	Total	Employment Size of Firm					Total Rank	Small Business	
		0	1 - 19	20 - 499	< 500	500 +		Percent	Rank
Number of exporters									
Argentina	5,817	545	1,147	2,900	4,592	1,225	20	78.9	19
Australia	14,183	986	2,666	8,395	12,047	2,136	5	84.9	8
Belgium	7,415	528	1,291	4,145	5,964	1,451	17	80.4	18
Brazil	5,705	556	1,042	2,825	4,423	1,282	21	77.5	21
Canada	49,131	2,175	11,431	31,660	45,266	3,865	1	92.1	1
China	4,092	414	817	1,912	3,143	949	25	76.8	23
Columbia	4,383	415	NA	NA	3,353	1,030	24	76.5	24
Egypt	2,102	NA	NA	NA	1,425	677	30	67.8	30
France	13,952	1,064	2,837	8,078	11,979	1,973	6	85.9	5
Germany	19,739	1,790	4,478	11,213	17,481	2,258	4	88.6	2
Hong Kong	11,460	1,026	2,341	6,216	9,583	1,877	10	83.6	11
Indonesia	2,537	171	372	1,225	1,768	769	29	69.7	29
Ireland	3,672	222	454	2,018	2,694	978	27	73.4	26
Israel	6,154	NA	NA	NA	4,829	1,325	19	78.5	20
Italy	11,754	870	2,411	6,728	10,009	1,745	9	85.2	6
Japan	19,885	1,959	4,851	10,688	17,498	2,387	3	88.0	4
Malaysia	3,871	252	549	2,015	2,816	1,055	26	72.7	27
Mexico	12,766	1,217	2,783	6,859	10,859	1,907	7	85.1	7
Netherlands	10,905	878	2,024	6,267	9,169	1,736	11	84.1	10
Philippines	3,501	276	571	1,669	2,516	985	28	71.9	28
Republic Of Korea	9,501	NA	NA	NA	7,809	1,692	13	82.2	15
Saudi Arabia	5,015	NA	NA	NA	3,857	1,158	22	76.9	22
Singapore	10,638	812	1,938	6,067	8,817	1,821	12	82.9	13
Spain	8,298	576	1,620	4,679	6,875	1,423	14	82.9	14
Sweden	7,456	NA	NA	NA	6,052	1,404	16	81.2	16
Switzerland	8,008	547	1,628	4,514	6,689	1,319	15	83.5	12
Taiwan	12,409	1,059	2,686	6,781	10,526	1,883	8	84.8	9
Thailand	4,822	NA	NA	NA	3,628	1,194	23	75.2	25
United Kingdom	23,977	1,990	5,120	14,107	21,217	2,760	2	88.5	3
Venezuela	6,511	NA	NA	NA	5,247	1,264	18	80.6	17

Table 4: United States: Exporters of Goods to the Top Receiving Countries by Firm Size, 1992

Receiving Country	Total	Employment Size of Firm					Total Rank	Small Business	
		0	1 - 19	20 - 499	< 500	500 +		Percent	Rank
Value of shipments (thousands of dollars)									
Argentina	2,261,325	92,642	191,684	487,661	771,987	1,489,338	29	34.1	9
Australia	7,233,658	124,801	196,759	1,167,905	1,489,465	5,744,193	14	20.6	29
Belgium	8,140,936	249,173	194,104	1,352,359	1,795,637	6,345,299	11	22.1	26
Brazil	4,925,720	148,833	231,615	715,745	1,096,194	3,829,527	16	22.3	25
Canada	61,905,851	1,478,075	2,195,090	12,182,037	15,855,202	46,050,649	1	25.6	20
China	6,552,566	109,092	478,928	1,218,073	1,806,093	4,746,473	15	27.6	18
Columbia	2,358,297	89,559	397,434	384,728	871,722	1,486,575	26	37.0	7
Egypt	1,963,819	NA	NA	NA	591,539	1,372,280	30	30.1	17
France	12,769,103	313,387	472,488	2,436,446	3,222,322	9,546,781	6	25.2	21
Germany	17,559,252	357,106	647,993	3,570,548	4,575,647	12,983,605	5	26.1	19
Hong Kong	7,403,035	223,231	613,697	1,979,857	2,816,786	4,586,249	12	38.0	5
Indonesia	2,368,797	28,874	121,049	617,343	767,266	1,601,531	25	32.4	14
Ireland	2,443,620	33,631	38,803	442,952	515,386	1,928,235	24	21.1	28
Israel	2,870,268	NA	NA	NA	1,491,931	1,378,337	23	52.0	1
Italy	7,282,475	159,055	444,617	1,655,767	2,259,438	5,023,036	13	31.0	15
Japan	43,255,083	870,732	2,614,611	9,842,294	13,327,637	29,927,445	2	30.8	16
Malaysia	3,906,001	26,732	57,326	373,703	457,761	3,448,240	19	11.7	30
Mexico	27,524,137	896,423	2,925,410	5,316,127	9,137,960	18,386,177	3	33.2	10
Netherlands	11,783,939	180,330	492,002	2,004,121	2,676,452	9,107,487	9	22.7	24
Philippines	2,285,234	60,927	171,115	511,063	743,105	1,542,129	28	32.5	13
Republic Of Korea	12,173,634	NA	NA	NA	4,381,707	7,791,927	8	36.0	8
Saudi Arabia	4,087,276	NA	NA	NA	1,685,852	2,401,423	18	41.2	2
Singapore	8,201,040	195,062	178,815	1,395,306	1,769,183	6,431,857	10	21.6	27
Spain	4,675,539	186,181	333,280	1,229,414	1,748,875	2,926,665	17	37.4	6
Sweden	2,297,433	NA	NA	NA	747,250	1,550,183	27	32.5	12
Switzerland	3,765,797	111,297	392,073	977,852	1,481,221	2,284,576	21	39.3	3
Taiwan	12,482,298	255,361	793,980	3,022,209	4,071,550	8,410,748	7	32.6	11
Thailand	3,505,397	NA	NA	NA	878,005	2,627,393	22	25.0	22
United Kingdom	18,626,149	428,693	686,877	3,480,780	4,596,350	14,029,799	4	24.7	23
Venezuela	3,770,660	NA	NA	NA	1,454,691	2,315,970	20	38.6	4

Note: Detail may not add to total, and particularly differs for the 0 category, because of missing fields in the database.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the U.S. Department of Commerce, International Trade Administration.

Table 5. United States: Exporters of Goods and Services, 1992
(Percent of firms, unless noted)

	Total number of firms	Exporting firms		Percent of exporting firms by percent of sales that were exports			
		Number	Percent	< 1	1 to 9	10 to 49	50 +
Total	17,253,143	318,117	1.8	35.3	23.5	17.6	23.5
Employment Size of Firm							
Without employees	14,554,022	227,509	1.6	34.8	21.2	21.2	22.8
With employees	2,699,121	82,306	3.0	26.9	39.3	21.2	12.6
1 - 4	1,716,076	37,461	2.2	28.6	38.1	19.0	14.3
5 - 9	503,808	13,659	2.7	19.2	38.5	23.1	19.2
10 - 19	256,110	11,100	4.3	31.7	36.6	22.0	9.8
20 - 49	144,734	9,966	6.9	21.5	46.2	23.1	9.2
50 - 99	45,331	5,269	11.6	41.5	36.8	17.0	4.7
100+	33,062	4,851	14.7	20.0	45.2	31.1	3.7
Industry							
Agr. Srv., For., Fish., Min.	583,253	9,083	1.6	42.9	14.3	7.1	35.7
Construction	1,829,620	5,741	0.3	100.0	-	-	-
Manufacturing	517,714	48,081	9.3	36.0	30.2	20.9	12.8
Trans., Comm., and Util.	698,903	10,467	1.5	15.4	30.8	15.4	38.5
Wholesale Trade	538,339	43,281	8.0	21.9	32.9	21.9	23.3
Retail Trade	2,478,045	37,184	1.5	57.1	21.4	7.1	14.3
Fin., Ins., and Real Est.	1,941,029	18,968	1.0	-	66.7	33.3	-
Services	7,784,016	117,558	1.5	28.6	21.4	21.4	28.6
Not Classified	882,224	9,555	1.1	66.7	22.2	-	11.1
Gender							
Female	5,888,883	64,784	1.1	30.0	20.0	20.0	30.0
Male	11,364,260	253,332	2.2	36.6	24.4	17.0	21.9
Race							
Asian or Pacific, Am. Ind. or Ale	606,426	13,649	2.3	14.3	23.8	19.0	42.9
Black	620,912	5,078	0.8	42.9	14.3	14.3	28.6
Hispanic	771,708	20,787	2.7	16.7	16.7	16.7	50.0
White	15,254,097	278,603	1.8	39.3	24.8	17.8	18.1

Notes: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. Survey excluded non-S corporations (often large businesses), and business tax returns with less than \$500 in business receipts during the year. Includes allocations for nonresponding owners. Although Hispanic is an origin, it is included as a race. Am. Ind. or Ale = American Indian or Aleut Eskimo. Agr.Srv.=agriculture services, For.=forestry, Fish.=fishing, Min.=mining, Tr.=transportation, Comm.=communication, Util.=utility, Fin.=finance, Ins.=insurance. Number of exporting firms is the percent multiplied by the total number of firms, thus the figures do not add to the total.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Bureau of the Census, *Characteristics of Business Owners, 1992*.