



# NAFTA: A State Export Perspective, 1993–2003

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U.S. DEPARTMENT OF COMMERCE  
INTERNATIONAL TRADE ADMINISTRATION



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# **NAFTA: A State Export Perspective, 1993–2003**

International Trade Administration  
Trade Development  
Office of Trade and Economic Analysis  
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This report explores the impact of the North American Free Trade Agreement (NAFTA) on the export performance of the United States. While most discussions of NAFTA address the overall impact of NAFTA at the national level, this report differs in that it focuses on developments at the state level. For most Americans, the effects of NAFTA on the state in which they reside have more immediate, practical relevance than generalized statistics cited for the U.S. economy as a whole.

The scope of this paper is limited to an examination of export trends from 1993 (the year prior to NAFTA's implementation) to 2003. Although exports represent just one dimension of the complex economic relationship between the United States and its NAFTA partners, it is nonetheless an important dimension.

Due to limitations on U.S. export statistics, this report addresses only U.S. exports of goods (i.e., merchandise) to Canada and Mexico. Data are unavailable for state exports of services, as well as state imports of both goods and services. The lack of state import data means that state-level trade balances cannot be calculated.

In this report the terms "NAFTA," "NAFTA region," "NAFTA partners," "NAFTA markets," "NAFTA countries," "NAFTA nations," and "NAFTA destinations" are used interchangeably, and all refer exclusively to Mexico and Canada as export destinations. The terms do not refer to the NAFTA agreement itself.

All state export statistics cited here are from the Census Bureau's Origin of Movement (OM) series, which allocates exports to states based on transportation origin (not production origin). These statistics have certain strengths and limitations which are explained in the data notes appended to this report. A careful reading of these notes is strongly recommended.

The Origin of Movement state export series is compiled from official export declarations filed by businesses for goods leaving the United States. All statistics in the OM series are on a free-alongside-ship (f.a.s.) basis and include both domestic exports and re-exports.

State export figures in this study refer to *direct exports only*. Direct exports are final goods shipped to a customer outside the United States. So-called "indirect" exports—e.g., domestic U.S. shipments of parts that are ultimately incorporated in final goods for export—are excluded.

Technical questions regarding the data in this report should be e-mailed to the author, Kate McCurdy, at [Kate\\_McCurdy@ita.doc.gov](mailto:Kate_McCurdy@ita.doc.gov).

Questions about NAFTA issues should be directed to the Office of NAFTA at (202) 482-0393.

## NAFTA Markets Grow More Important

Export shipments of U.S. goods to NAFTA partners (Canada and Mexico) totaled \$266.9 billion in 2003, up 88 percent from the 1993 total of \$141.8 billion. Exports to the NAFTA countries rose faster than total exports to the world, which grew 56 percent from \$464.9 billion in 1993 to \$723.7 billion in 2003.

NAFTA markets are therefore increasingly important to U.S. companies. The NAFTA share of U.S. merchandise exports rose from 31 percent in 1993 to 37 percent in 2003—a gain of six percentage points over the ten-year period.

Mexico and Canada have contributed nearly equally to the growing significance of NAFTA.

- U.S. exports of goods to Mexico in 2003 were \$56 billion higher than in 1993—an increase of 134 percent, or more than double the 1993 value of \$41.6 billion.
- From 1993 to 2003, Mexico was the third-fastest growing major export market for the United States, after China and Ireland.
- During the same period, merchandise exports to Canada expanded by \$69 billion, which represents a 69 percent increase over the 1993 base value of \$100.2 billion.

The increasing importance of NAFTA is reflected broadly at the state level. From 1993 to 2003, the share of merchandise exports destined for NAFTA markets rose in 36 of the 50 states.

- Wyoming boosted the share of its exports going to Canada and Mexico from 12 percent to 34 percent, the biggest such share increase among the states. Wyoming was followed by South Dakota (up from 46 percent to 61 percent), and West Virginia (up from 20 percent to 35 percent).
- As of 2003, the number of states relying on NAFTA markets for at least 40 percent of their merchandise exports stood at 18—up from 12 in 1993.

Some of the large traditional manufacturing states are among those most reliant on exports to NAFTA destinations.

- For example, 72 percent of Michigan's total goods exports in 2003 went to Canada and Mexico, as did 64 percent of Ohio's, 58 percent of Indiana's, and 53 percent of Missouri's.
- Exports from traditional industrial states to NAFTA countries are being fueled by the completion of Mexico's phase-down on auto parts tariffs, and the resulting continued integration of the North American automotive industry. For example, "motor vehicle parts" was the largest export product category from Michigan to NAFTA nations in 2003, accounting for 39 percent of the state's total exports to Canada and Mexico. Comparable shares for Indiana and Ohio were 28 percent and 25 percent, respectively.

Other states that shipped a high percentage of their exports to Canada and Mexico in 2003 were Montana (64 percent of exports shipped to NAFTA markets), South Dakota (61 percent), North Dakota (59 percent), and Texas (53 percent).

Texas was by far the top state exporter to NAFTA destinations in 2003, posting \$52.4 billion in merchandise exports to Canada and Mexico combined. Texas alone accounted for one-fifth of total U.S. merchandise exports to NAFTA countries.

Seventy-nine percent of Texas' exports to NAFTA nations in 2003 went to Mexico. This figure is likely driven, in part, by supply needs of *maquiladora* manufacturing plants located across the state's border with Mexico. (Mexico's *maquila* program facilitates foreign investment, in part by enabling factories to import supplies that are largely free of duties.)

The second biggest state exporter to NAFTA markets in 2003 was California, which recorded shipments to the region of \$26.1 billion. Mexico accounted for 57 percent of California's NAFTA exports in 2003, up from a 46 percent share in 1993.

Six of the remaining top ten state exporters to NAFTA countries in 2003 were traditional manufacturing states. These were Michigan (\$23.8 billion of exports to the NAFTA region), Ohio (\$19.0 billion), New York (\$10.7 billion), Illinois (\$10.7 billion), Indiana (\$9.6 billion), and Pennsylvania (\$7.0 billion).

Rounding out the top ten were Tennessee (\$5.7 billion) and North Carolina (\$5.4 billion), both states with diversifying manufacturing sectors.

Together, the top ten states accounted for 64 percent—nearly two-thirds—of total U.S. merchandise exports to NAFTA partners in 2003.

- This concentration notwithstanding, many other states throughout the country are benefiting significantly from exports to NAFTA markets.
- Thirty-four states—more than two-thirds—posted export shipments to NAFTA destinations worth more than \$1 billion in 2003. This was up from 27 states in 1993, despite general weakness in U.S. export prices since the mid-1990s.

## Six of the Top 10 Exporters to NAFTA Partners Are Northern Manufacturing States

## Most States Are Boosting Exports to NAFTA Partners

Forty-seven of the 50 states increased exports of merchandise to NAFTA markets from 1993 to 2003.

- Twenty-five increased exports to the NAFTA region by more than \$1 billion.
- Twenty-four states more than doubled exports to NAFTA countries over the ten-year period.

In 2003, Texas' merchandise exports to NAFTA partners were \$29.3 billion above the 1993 level—an increase of roughly 127 percent and the biggest dollar gain among the states.

California recorded the second-largest dollar increase with a \$13.2 billion gain, followed by Ohio (up \$10.3 billion), Michigan (up \$5.8 billion), Indiana (up \$5.7 billion), Illinois (up \$4.4 billion), Tennessee (up \$3.3 billion), Georgia (up \$3.2 billion), Pennsylvania (up \$2.7 billion), and New York (up \$2.7 billion).

Some of the fastest export growth to NAFTA markets from 1993 to 2003 was recorded by states that are not traditional export powerhouses or are growing exports from relatively small base values.

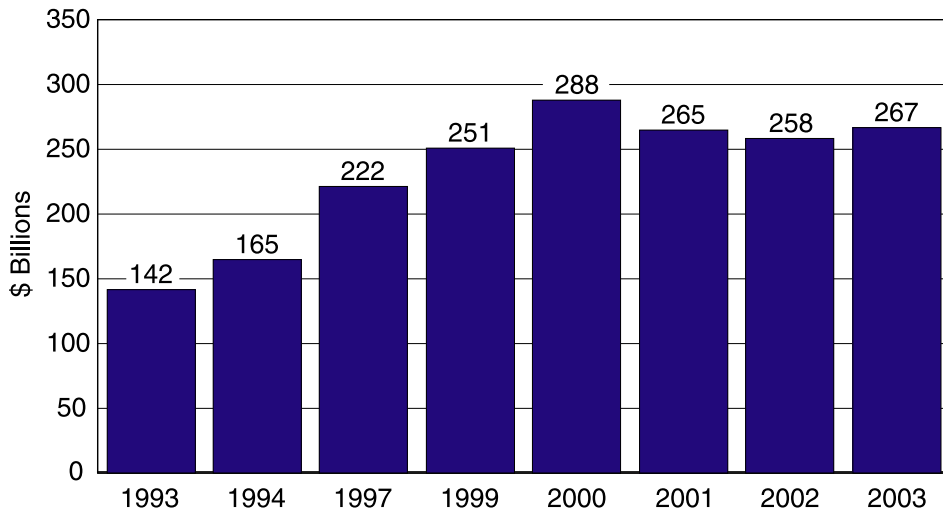
- For example, Wyoming posted the most rapid export growth to NAFTA partners, boosting shipments to these markets by 400 percent over the period.
- Other states with similar export profiles included Alaska (exports to the NAFTA region up 284 percent), Nevada (up 268 percent), South Dakota (up 237 percent), and West Virginia (up 187 percent).

Among the larger exporting states, those with rapid increases in shipments to NAFTA nations included Louisiana (up 253 percent from 1993 to 2003), New Mexico (up 215 percent), South Carolina (up 187 percent), Nebraska (up 176 percent), and Georgia (up 169 percent).



## U.S. Merchandise Exports to NAFTA Partners in 2003 Were 88 Percent Above 1993

### U.S. Merchandise Exports to Canada and Mexico Combined



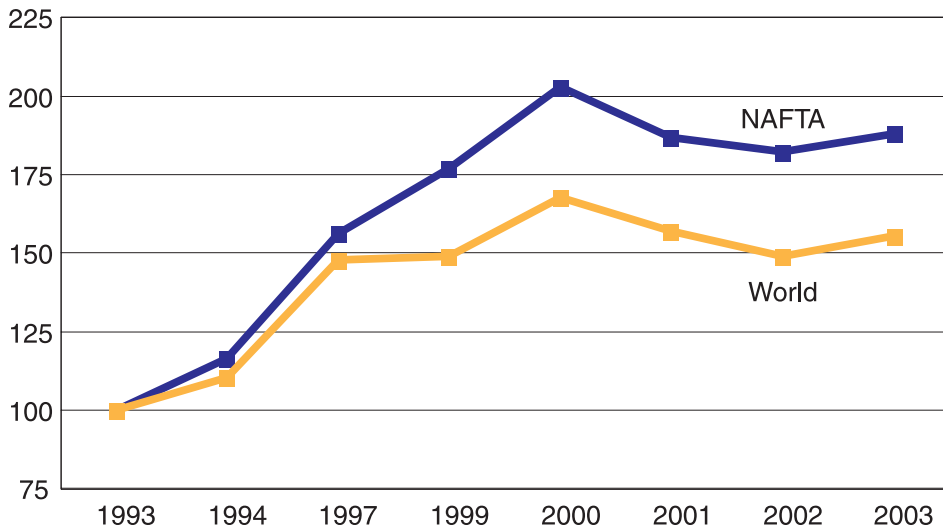
Total U.S. goods exports in 2003 were \$723.7 billion, of which \$266.9 billion went to the NAFTA countries.

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## Since NAFTA Was Enacted, Exports to Canada and Mexico Have Grown Faster Than Total Exports

### Growth in U.S. Merchandise Exports (1993=100)



Total U.S. goods exports in 2003 were \$723.7 billion, of which \$266.9 billion went to the NAFTA countries.

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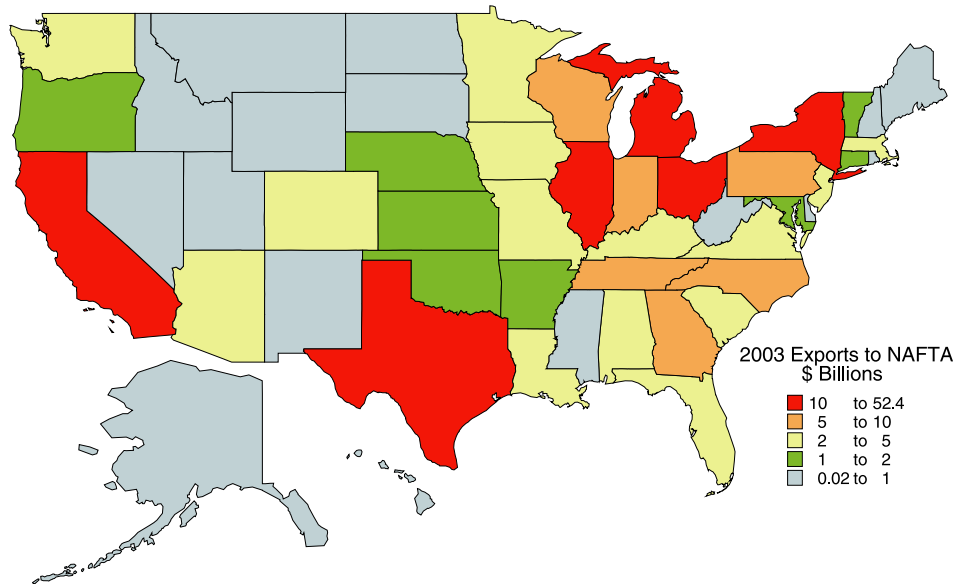
## Twelve States Exported \$5 Billion or More to NAFTA Markets in 2003

### Dollar Value of State Merchandise Exports to Canada and Mexico

Total U.S. goods exports in 2003 were \$723.7 billion, of which \$266.9 billion went to the NAFTA countries. Export values, as represented by map shadings, are on an Origin of Movement basis, defined as the location from which export merchandise starts its journey to the point of exit from the United States.

Source: U.S. Census Bureau, Origin of Movement Series.

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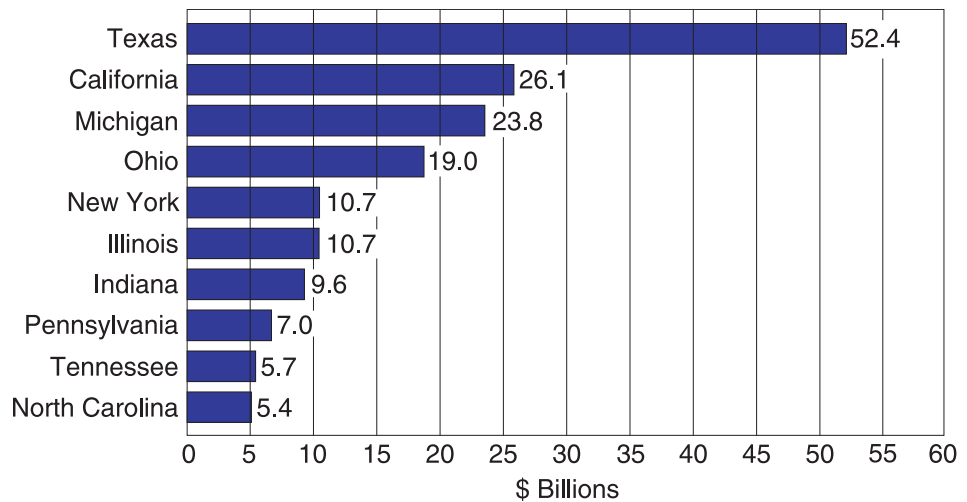
## While Texas and California Lead, Six of the Top Ten State Exporters to NAFTA Markets Are Northern Industrial States

### Total State Merchandise Exports to Canada and Mexico Combined, Top Ten States, 2003

Total U.S. goods exports in 2003 were \$723.7 billion, of which \$266.9 billion went to the NAFTA countries. Figures reflect location from which export merchandise starts its journey to the point of exit from the United States.

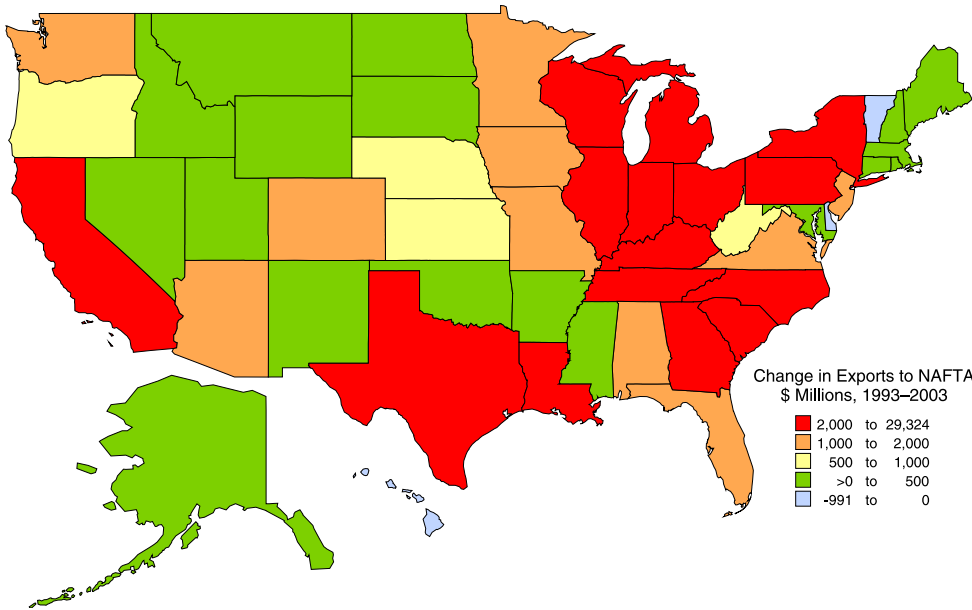
Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.



## Half the States Increased Exports to NAFTA Markets by More Than \$1 Billion from 1993 to 2003

### Dollar Change in State Merchandise Exports to Canada and Mexico



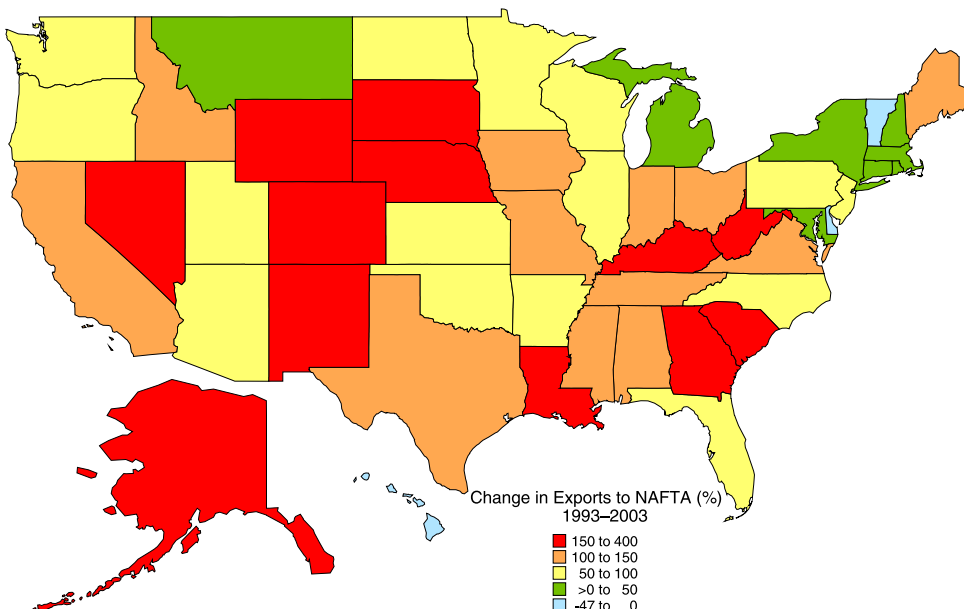
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Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## 24 States More Than Doubled Their Exports to NAFTA Markets from 1993 to 2003

### Percentage Change in State Merchandise Exports to Canada and Mexico



Total U.S. goods exports in 2003 were \$723.7 billion, of which \$266.9 billion went to the NAFTA countries. Export values, as represented by map shadings, are on an Origin of Movement basis, defined as the location from which export merchandise starts its journey to the point of exit from the United States.

Source: U.S. Census Bureau, Origin of Movement Series.

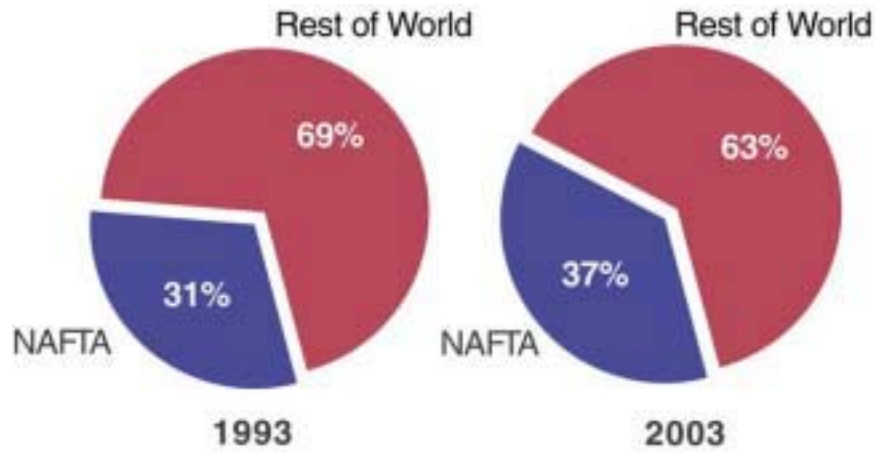
Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## The Share of Total U.S. Merchandise Exports Going to Canada and Mexico Increased Significantly from 1993 to 2003

Total U.S. goods exports in 2003 were \$723.7 billion, of which \$266.9 billion went to the NAFTA countries.

Source: U.S. Census Bureau, Origin of Movement Series.

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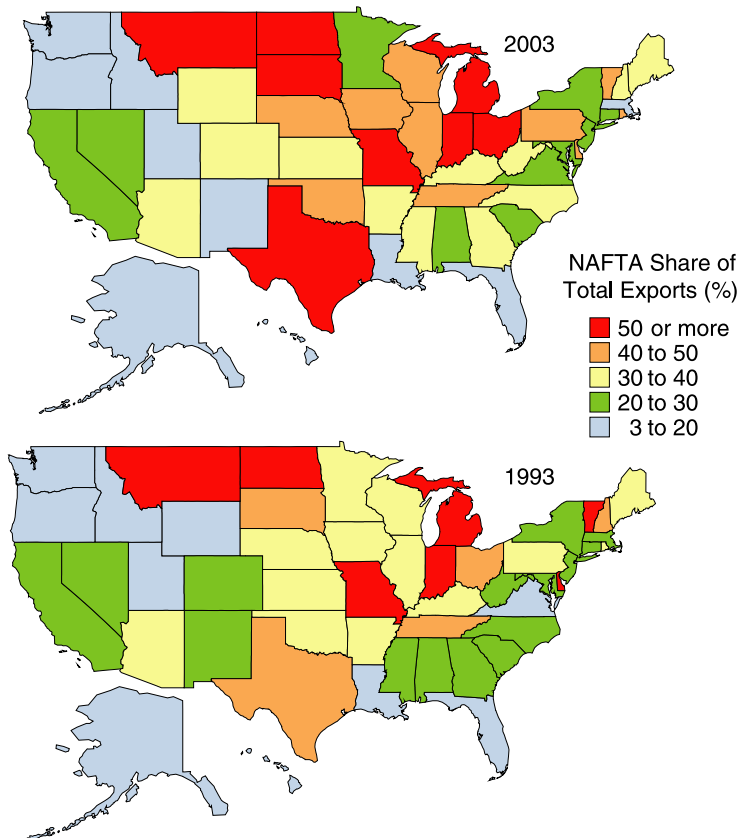
## The Relative Importance of NAFTA Markets Has Grown in Many States

State Merchandise Exports to Canada and Mexico as a Percentage of Total State Merchandise Exports

Total U.S. goods exports in 2003 were \$723.7 billion, of which \$266.9 billion went to the NAFTA countries. Export values, as represented by map shadings, are on an Origin of Movement basis, defined as the location from which export merchandise starts its journey to the point of exit from the United States.

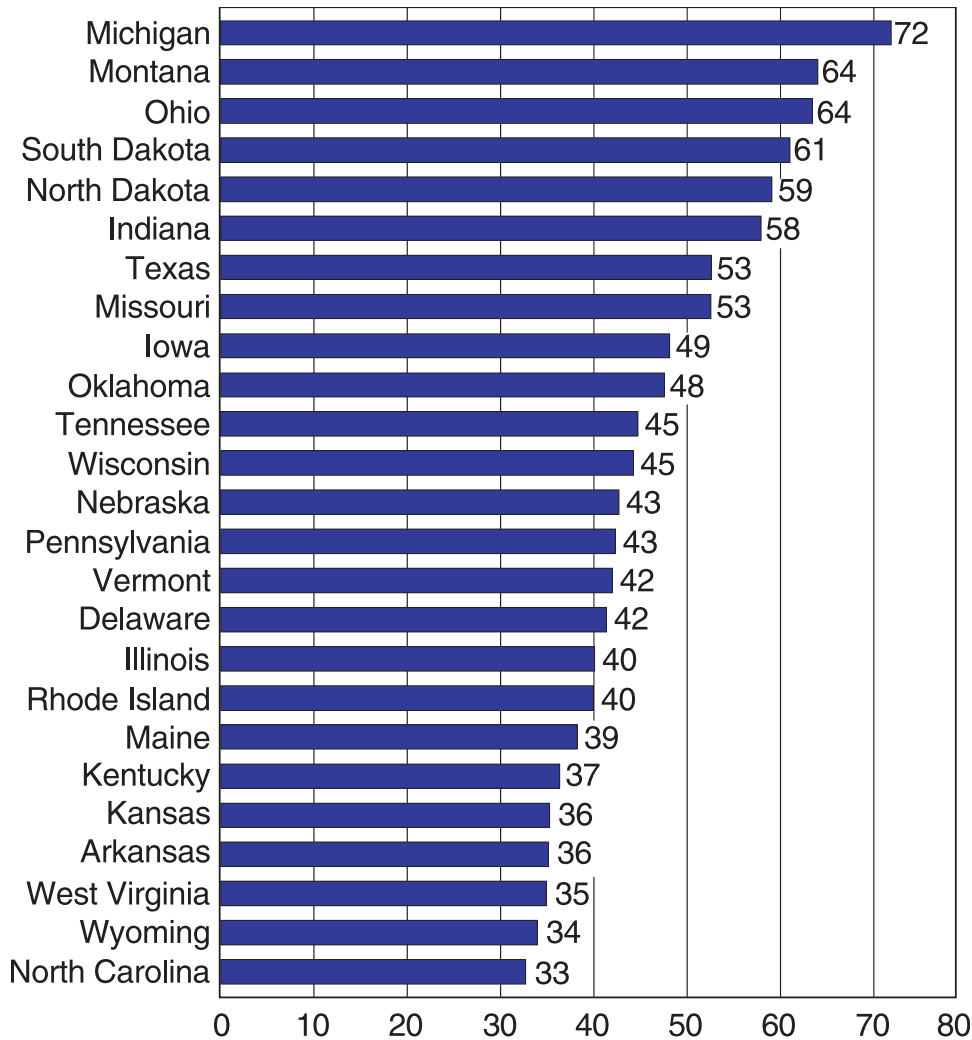
Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.



## Major Industrial States Are Among the Most Reliant on NAFTA Markets

Percentage of State Merchandise Exports Shipped to Canada and Mexico,  
Top 25 States, 2003



Total U.S. goods exports in 2003 were \$723.7 billion, of which \$266.9 billion went to the NAFTA countries. Figures reflect location from which export merchandise starts its journey to the point of exit from the United States.

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to NAFTA Markets, 1993–2003 (Thousands of Dollars)

State								1993–2003	
	1993	1994	1997	2000	2001	2002	2003	Dollar Change	Percent Change
Alabama	944,738	1,138,185	2,309,986	2,335,566	2,252,795	2,349,622	2,298,789	1,354,051	143.3
Alaska	78,616	132,969	278,549	202,017	270,459	218,251	302,206	223,589	284.4
Arizona	2,411,399	2,997,447	3,274,034	6,142,438	4,917,070	4,211,522	4,360,491	1,949,092	80.8
Arkansas	554,053	718,510	1,068,356	1,049,391	1,116,148	1,060,448	1,052,317	498,263	89.9
California	12,921,908	14,810,650	21,892,326	31,591,423	28,159,057	26,151,628	26,103,403	13,181,496	102.0
Colorado	776,580	810,187	1,000,975	1,389,698	1,481,487	1,795,840	2,002,142	1,225,562	157.8
Connecticut	1,678,401	1,865,466	2,070,090	2,236,142	2,055,341	1,894,352	1,830,300	151,900	9.1
Delaware	888,070	1,028,773	1,025,307	1,186,867	959,594	914,533	787,299	-100,771	-11.3
Florida	2,202,741	2,222,683	2,688,647	4,222,606	4,282,400	3,770,980	4,182,985	1,980,244	89.9
Georgia	1,905,936	2,304,776	3,494,242	4,678,357	4,698,751	4,729,122	5,124,868	3,218,933	168.9
Hawaii	21,148	29,765	19,963	32,713	26,200	21,831	20,158	-990	-4.7
Idaho	199,899	247,784	349,446	524,801	416,175	355,459	417,505	217,605	108.9
Illinois	6,352,165	7,821,346	10,597,373	14,628,323	13,695,807	10,277,903	10,711,544	4,359,379	68.6
Indiana	3,843,948	4,547,334	6,401,576	9,137,309	7,971,122	8,761,729	9,563,691	5,719,743	148.8
Iowa	1,104,621	1,443,443	2,021,526	1,928,190	1,954,030	2,072,132	2,540,607	1,435,986	130.0
Kansas	887,752	1,123,302	1,602,892	1,926,153	1,764,384	1,935,113	1,622,888	735,136	82.8
Kentucky	1,473,178	2,280,191	3,480,944	3,954,373	3,387,452	4,120,730	3,942,487	2,469,309	167.6
Louisiana	856,344	1,263,185	1,806,895	2,736,345	2,552,433	2,668,425	3,022,986	2,166,642	253.0
Maine	384,127	447,090	625,865	875,824	880,554	820,305	845,176	461,049	120.0
Maryland	1,151,996	1,276,794	1,040,220	993,942	999,098	1,065,790	1,243,967	91,971	8.0
Massachusetts	2,860,389	3,287,163	3,941,748	4,290,118	3,415,421	3,274,284	3,353,228	492,839	17.2
Michigan	18,025,629	20,073,628	24,188,380	23,993,086	22,352,713	24,040,283	23,805,479	5,779,850	32.1
Minnesota	2,059,675	2,467,386	2,625,670	2,976,548	3,070,498	3,245,429	3,294,909	1,235,233	60.0
Mississippi	417,050	499,188	568,827	931,991	1,339,571	953,300	840,539	423,489	101.5
Missouri	1,903,251	1,916,589	3,737,805	3,389,108	3,190,516	3,809,874	3,828,852	1,925,601	101.2
Montana	172,061	173,540	267,482	352,841	336,708	250,050	232,688	60,627	35.2
Nebraska	424,274	560,967	752,460	825,220	1,020,920	1,026,082	1,172,935	748,661	176.5
Nevada	155,491	173,627	287,912	705,156	705,619	450,900	572,008	416,517	267.9
New Hampshire	408,268	421,773	582,848	825,299	675,660	578,006	590,785	182,517	44.7
New Jersey	2,929,896	3,455,996	4,497,076	5,270,667	5,020,887	4,567,000	4,587,330	1,657,433	56.6
New Mexico	114,093	139,265	137,593	260,596	208,116	214,787	359,939	245,845	215.5
New York	8,061,345	9,065,203	12,023,766	13,003,700	11,611,948	11,119,069	10,746,154	2,684,809	33.3
North Carolina	2,955,564	3,702,971	5,369,716	6,915,731	5,711,293	5,068,160	5,360,045	2,404,481	81.4
North Dakota	288,045	289,851	475,588	357,241	431,877	478,689	507,776	219,731	76.3
Ohio	8,697,068	9,495,559	13,494,158	16,050,345	15,951,465	17,529,659	18,996,283	10,299,215	118.4
Oklahoma	809,506	862,849	1,092,361	1,479,111	1,112,873	1,125,536	1,275,325	465,819	57.5
Oregon	1,007,110	1,170,206	1,524,550	2,076,588	1,548,942	1,769,549	1,960,893	953,783	94.7
Pennsylvania	4,243,608	4,858,303	6,682,349	8,502,621	7,094,661	6,793,423	6,961,473	2,717,865	64.0
Rhode Island	328,696	303,848	397,901	483,279	421,518	449,909	474,981	146,285	44.5
South Carolina	1,168,024	1,479,259	2,350,814	3,188,437	3,083,059	3,193,051	3,349,864	2,181,840	186.8
South Dakota	122,562	154,394	225,592	341,449	326,824	364,986	412,745	290,183	236.8
Tennessee	2,405,980	2,874,347	4,018,530	5,786,031	5,497,684	5,366,606	5,689,859	3,283,879	136.5
Texas	23,045,593	27,154,298	37,817,234	58,892,290	52,202,549	51,563,014	52,370,010	29,324,417	127.2
Utah	392,359	449,802	584,324	707,904	656,747	647,496	655,466	263,108	67.1
Vermont	2,104,599	2,089,015	2,327,229	2,254,907	1,408,187	1,083,987	1,113,255	-991,343	-47.1
Virginia	1,227,615	1,528,661	1,953,922	2,750,128	2,542,995	2,288,304	2,505,014	1,277,399	104.1
Washington	2,114,931	2,421,424	3,062,223	3,343,062	3,598,798	3,376,133	3,921,297	1,806,366	85.4
West Virginia	292,308	330,918	551,170	677,693	820,519	814,386	840,041	547,734	187.4
Wisconsin	2,604,112	3,182,204	3,985,304	4,810,115	4,441,453	4,640,148	5,137,359	2,533,247	97.3
Wyoming	39,923	60,086	143,779	155,737	165,413	197,930	199,766	159,843	400.4
District of Columbia	26,090	120,462	41,165	44,471	40,370	38,603	24,503	-1,586	-6.1
Puerto Rico	528,814	835,555	915,839	1,385,931	1,193,206	1,256,459	1,431,473	902,659	170.7
Virgin Islands	17,125	23,036	7,075	19,609	70,857	68,473	5,682	-11,443	-66.8
Unallocated	9,237,174	10,963,725	13,820,975	19,331,022	20,123,312	17,490,544	18,384,591	9,147,416	99.0
UNITED STATES	141,825,850	165,094,982	221,502,581	288,150,510	265,233,537	258,329,827	266,938,356	125,112,506	88.2

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Exports Totals to NAFTA Markets, 1993–2003

(Ranked by 2003 Export Values; Thousands of Dollars)

Rank	State								1993–2003	
		1993	1994	1997	2000	2001	2002	2003	Dollar Change	Percent Change
1	Texas	23,045,593	27,154,298	37,817,234	58,892,290	52,202,549	51,563,014	52,370,010	29,324,417	127.2
2	California	12,921,908	14,810,650	21,892,326	31,591,423	28,159,057	26,151,628	26,103,403	13,181,496	102.0
3	Michigan	18,025,629	20,073,628	24,188,380	23,993,086	22,352,713	24,040,283	23,805,479	5,779,850	32.1
4	Ohio	8,697,068	9,495,559	13,494,158	16,050,345	15,951,465	17,529,659	18,996,283	10,299,215	118.4
5	New York	8,061,345	9,065,203	12,023,766	13,003,700	11,611,948	11,119,069	10,746,154	2,684,809	33.3
6	Illinois	6,352,165	7,821,346	10,597,373	14,628,323	13,695,807	10,277,903	10,711,544	4,359,379	68.6
7	Indiana	3,843,948	4,547,334	6,401,576	9,137,309	7,971,122	8,761,729	9,563,691	5,719,743	148.8
8	Pennsylvania	4,243,608	4,858,303	6,682,349	8,502,621	7,094,661	6,793,423	6,961,473	2,717,865	64.0
9	Tennessee	2,405,980	2,874,347	4,018,530	5,786,031	5,497,684	5,366,606	5,689,859	3,283,879	136.5
10	North Carolina	2,955,564	3,702,971	5,369,716	6,915,731	5,711,293	5,068,160	5,360,045	2,404,481	81.4
11	Wisconsin	2,604,112	3,182,204	3,985,304	4,810,115	4,441,453	4,640,148	5,137,359	2,533,247	97.3
12	Georgia	1,905,936	2,304,776	3,494,242	4,678,357	4,698,751	4,729,122	5,124,868	3,218,933	168.9
13	New Jersey	2,929,896	3,455,996	4,497,076	5,270,667	5,020,887	4,567,000	4,587,330	1,657,433	56.6
14	Arizona	2,411,399	2,997,447	3,274,034	6,142,438	4,917,070	4,211,522	4,360,491	1,949,092	80.8
15	Florida	2,202,741	2,222,683	2,688,647	4,222,606	4,282,400	3,770,980	4,182,985	1,980,244	89.9
16	Kentucky	1,473,178	2,280,191	3,480,944	3,954,373	3,387,452	4,120,730	3,942,487	2,469,309	167.6
17	Washington	2,114,931	2,421,424	3,062,223	3,343,062	3,598,798	3,376,133	3,921,297	1,806,366	85.4
18	Missouri	1,903,251	1,916,589	3,737,805	3,389,108	3,190,516	3,809,874	3,828,852	1,925,601	101.2
19	Massachusetts	2,860,389	3,287,163	3,941,748	4,290,118	3,415,421	3,274,284	3,353,228	492,839	17.2
20	South Carolina	1,168,024	1,479,259	2,350,814	3,188,437	3,083,059	3,193,051	3,349,864	2,181,840	186.8
21	Minnesota	2,059,675	2,467,386	2,625,670	2,976,548	3,070,498	3,245,429	3,294,909	1,235,233	60.0
22	Louisiana	856,344	1,263,185	1,806,895	2,736,345	2,552,433	2,668,425	3,022,986	2,166,642	253.0
23	Iowa	1,104,621	1,443,443	2,021,526	1,928,190	1,954,030	2,072,132	2,540,607	1,435,986	130.0
24	Virginia	1,227,615	1,528,661	1,953,922	2,750,128	2,542,995	2,288,304	2,505,014	1,277,399	104.1
25	Alabama	944,738	1,138,185	2,309,986	2,335,566	2,252,795	2,349,622	2,298,789	1,354,051	143.3
26	Colorado	776,580	810,187	1,000,975	1,389,698	1,481,487	1,795,840	2,002,142	1,225,562	157.8
27	Oregon	1,007,110	1,170,206	1,524,550	2,076,588	1,548,942	1,769,549	1,960,893	953,783	94.7
28	Connecticut	1,678,401	1,865,466	2,070,090	2,236,142	2,055,341	1,894,352	1,830,300	151,900	9.1
29	Kansas	887,752	1,123,302	1,602,892	1,926,153	1,764,384	1,935,113	1,622,888	735,136	82.8
30	Oklahoma	809,506	862,849	1,092,361	1,479,111	1,112,873	1,125,536	1,275,325	465,819	57.5
31	Maryland	1,151,996	1,276,794	1,040,220	993,942	999,098	1,065,790	1,243,967	91,971	8.0
32	Nebraska	424,274	560,967	752,460	825,220	1,020,920	1,026,082	1,172,935	748,661	176.5
33	Vermont	2,104,599	2,089,015	2,327,229	2,254,907	1,408,187	1,083,987	1,113,255	-991,343	-47.1
34	Arkansas	554,053	718,510	1,068,356	1,049,391	1,116,148	1,060,448	1,052,317	498,263	89.9
35	Maine	384,127	447,090	625,865	875,824	880,554	820,305	845,176	461,049	120.0
36	Mississippi	417,050	499,188	568,827	931,991	1,339,571	953,300	840,539	423,489	101.5
37	West Virginia	292,308	330,918	551,170	677,693	820,519	814,386	840,041	547,734	187.4
38	Delaware	888,070	1,028,773	1,025,307	1,186,867	959,594	914,533	787,299	-100,771	-11.3
39	Utah	392,359	449,802	584,324	707,904	656,747	647,496	655,466	263,108	67.1
40	New Hampshire	408,268	421,773	582,848	825,299	675,660	578,006	590,785	182,517	44.7
41	Nevada	155,491	173,627	287,912	705,156	705,619	450,900	572,008	416,517	267.9
42	North Dakota	288,045	289,851	475,588	357,241	431,877	478,689	507,776	219,731	76.3
43	Rhode Island	328,696	303,848	397,901	483,279	421,518	449,909	474,981	146,285	44.5
44	Idaho	199,899	247,784	349,446	524,801	416,175	355,459	417,505	217,605	108.9
45	South Dakota	122,562	154,394	225,592	341,449	326,824	364,986	412,745	290,183	236.8
46	New Mexico	114,093	139,265	137,593	260,596	208,116	214,787	359,939	245,845	215.5
47	Alaska	78,616	132,969	278,549	202,017	270,459	218,251	302,206	223,589	284.4
48	Montana	172,061	173,540	267,482	352,841	336,708	250,050	232,688	60,627	35.2
49	Wyoming	39,923	60,086	143,779	155,737	165,413	197,930	199,766	159,843	400.4
50	Hawaii	21,148	29,765	19,963	32,713	26,200	21,831	20,158	-990	-4.7
	District of Columbia	26,090	120,462	41,165	44,471	40,370	38,603	24,503	-1,586	-6.1
	Puerto Rico	528,814	835,555	915,839	1,385,931	1,193,206	1,256,459	1,431,473	902,659	170.7
	Virgin Islands	17,125	23,036	7,075	19,609	70,857	68,473	5,682	-11,443	-66.8
	Unallocated	9,237,174	10,963,725	13,820,975	19,331,022	20,123,312	17,490,544	18,384,591	9,147,416	99.0
	UNITED STATES	141,825,850	165,094,982	221,502,581	288,150,510	265,233,537	258,329,827	266,938,356	125,112,506	88.2

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to NAFTA Markets, 1993–2003

(Ranked by 1993–2003 Dollar Change; Thousands of Dollars)

Rank	State	1993	1994	1997	2000	2001	2002	2003	1993–2003	
									Dollar Change	Percent Change
1	Texas	23,045,593	27,154,298	37,817,234	58,892,290	52,202,549	51,563,014	52,370,010	29,324,417	127.2
2	California	12,921,908	14,810,650	21,892,326	31,591,423	28,159,057	26,151,628	26,103,403	13,181,496	102.0
3	Ohio	8,697,068	9,495,559	13,494,158	16,050,345	15,951,465	17,529,659	18,996,283	10,299,215	118.4
4	Michigan	18,025,629	20,073,628	24,188,380	23,993,086	22,352,713	24,040,283	23,805,479	5,779,850	32.1
5	Indiana	3,843,948	4,547,334	6,401,576	9,137,309	7,971,122	8,761,729	9,563,691	5,719,743	148.8
6	Illinois	6,352,165	7,821,346	10,597,373	14,628,323	13,695,807	10,277,903	10,711,544	4,359,379	68.6
7	Tennessee	2,405,980	2,874,347	4,018,530	5,786,031	5,497,684	5,366,606	5,689,859	3,283,879	136.5
8	Georgia	1,905,936	2,304,776	3,494,242	4,678,357	4,698,751	4,729,122	5,124,868	3,218,933	168.9
9	Pennsylvania	4,243,608	4,858,303	6,682,349	8,502,621	7,094,661	6,793,423	6,961,473	2,717,865	64.0
10	New York	8,061,345	9,065,203	12,023,766	13,003,700	11,611,948	11,119,069	10,746,154	2,684,809	33.3
11	Wisconsin	2,604,112	3,182,204	3,985,304	4,810,115	4,441,453	4,640,148	5,137,359	2,533,247	97.3
12	Kentucky	1,473,178	2,280,191	3,480,944	3,954,373	3,387,452	4,120,730	3,942,487	2,469,309	167.6
13	North Carolina	2,955,564	3,702,971	5,369,716	6,915,731	5,711,293	5,068,160	5,360,045	2,404,481	81.4
14	South Carolina	1,168,024	1,479,259	2,350,814	3,188,437	3,083,059	3,193,051	3,349,864	2,181,840	186.8
15	Louisiana	856,344	1,263,185	1,806,895	2,736,345	2,552,433	2,668,425	3,022,986	2,166,642	253.0
16	Florida	2,202,741	2,222,683	2,688,647	4,222,606	4,282,400	3,770,980	4,182,985	1,980,244	89.9
17	Arizona	2,411,399	2,997,447	3,274,034	6,142,438	4,917,070	4,211,522	4,360,491	1,949,092	80.8
18	Missouri	1,903,251	1,916,589	3,737,805	3,389,108	3,190,516	3,809,874	3,828,852	1,925,601	101.2
19	Washington	2,114,931	2,421,424	3,062,223	3,343,062	3,598,798	3,376,133	3,921,297	1,806,366	85.4
20	New Jersey	2,929,896	3,455,996	4,497,076	5,270,667	5,020,887	4,567,000	4,587,330	1,657,433	56.6
21	Iowa	1,104,621	1,443,443	2,021,526	1,928,190	1,954,030	2,072,132	2,540,607	1,435,986	130.0
22	Alabama	944,738	1,138,185	2,309,986	2,335,566	2,252,795	2,349,622	2,298,789	1,354,051	143.3
23	Virginia	1,227,615	1,528,661	1,953,922	2,750,128	2,542,995	2,288,304	2,505,014	1,277,399	104.1
24	Minnesota	2,059,675	2,467,386	2,625,670	2,976,548	3,070,498	3,245,429	3,294,909	1,235,233	60.0
25	Colorado	776,580	810,187	1,000,975	1,389,698	1,481,487	1,795,840	2,002,142	1,225,562	157.8
26	Oregon	1,007,110	1,170,206	1,524,550	2,076,588	1,548,942	1,769,549	1,960,893	953,783	94.7
27	Nebraska	424,274	560,967	752,460	825,220	1,020,920	1,026,082	1,172,935	748,661	176.5
28	Kansas	887,752	1,123,302	1,602,892	1,926,153	1,764,384	1,935,113	1,622,888	735,136	82.8
29	West Virginia	292,308	330,918	551,170	677,693	820,519	814,386	840,041	547,734	187.4
30	Arkansas	554,053	718,510	1,068,356	1,049,391	1,116,148	1,060,448	1,052,317	498,263	89.9
31	Massachusetts	2,860,389	3,287,163	3,941,748	4,290,118	3,415,421	3,274,284	3,353,228	492,839	17.2
32	Oklahoma	809,506	862,849	1,092,361	1,479,111	1,112,873	1,125,536	1,275,325	465,819	57.5
33	Maine	384,127	447,090	625,865	875,824	880,554	820,305	845,176	461,049	120.0
34	Mississippi	417,050	499,188	568,827	931,991	1,339,571	953,300	840,539	423,489	101.5
35	Nevada	155,491	173,627	287,912	705,156	705,619	450,900	572,008	416,517	267.9
36	South Dakota	122,562	154,394	225,592	341,449	326,824	364,986	412,745	290,183	236.8
37	Utah	392,359	449,802	584,324	707,904	656,747	647,496	655,466	263,108	67.1
38	New Mexico	114,093	139,265	137,593	260,596	208,116	214,787	359,939	245,845	215.5
39	Alaska	78,616	132,969	278,549	202,017	270,459	218,251	302,206	223,589	284.4
40	North Dakota	288,045	289,851	475,588	357,241	431,877	478,689	507,776	219,731	76.3
41	Idaho	199,899	247,784	349,446	524,801	416,175	355,459	417,505	217,605	108.9
42	New Hampshire	408,268	421,773	582,848	825,299	675,660	578,006	590,785	182,517	44.7
43	Wyoming	39,923	60,086	143,779	155,737	165,413	197,930	199,766	159,843	400.4
44	Connecticut	1,678,401	1,865,466	2,070,090	2,236,142	2,055,341	1,894,352	1,830,300	151,900	9.1
45	Rhode Island	328,696	303,848	397,901	483,279	421,518	449,909	474,981	146,285	44.5
46	Maryland	1,151,996	1,276,794	1,040,220	993,942	999,098	1,065,790	1,243,967	91,971	8.0
47	Montana	172,061	173,540	267,482	352,841	336,708	250,050	232,688	60,627	35.2
48	Hawaii	21,148	29,765	19,963	32,713	26,200	21,831	20,158	-990	-4.7
49	Delaware	888,070	1,028,773	1,025,307	1,186,867	959,594	914,533	787,299	-100,771	-11.3
50	Vermont	2,104,599	2,089,015	2,327,229	2,254,907	1,408,187	1,083,987	1,113,255	-991,343	-47.1
	District of Columbia	26,090	120,462	41,165	44,471	40,370	38,603	24,503	-1,586	-6.1
	Puerto Rico	528,814	835,555	915,839	1,385,931	1,193,206	1,256,459	1,431,473	902,659	170.7
	Virgin Islands	17,125	23,036	7,075	19,609	70,857	68,473	5,682	-11,443	-66.8
	Unallocated	9,237,174	10,963,725	13,820,975	19,331,022	20,123,312	17,490,544	18,384,591	9,147,416	99.0
	UNITED STATES	141,825,850	165,094,982	221,502,581	288,150,510	265,233,537	258,329,827	266,938,356	125,112,506	88.2

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.



## State Merchandise Export Totals to NAFTA Markets, 1993–2003

(Ranked by 1993–2003 Percentage Change; Thousands of Dollars)

Rank	State	1993	1994	1997	2000	2001	2002	2003	1993–2003	
									Dollar Change	Percent Change
1	Wyoming	39,923	60,086	143,779	155,737	165,413	197,930	199,766	159,843	400.4
2	Alaska	78,616	132,969	278,549	202,017	270,459	218,251	302,206	223,589	284.4
3	Nevada	155,491	173,627	287,912	705,156	705,619	450,900	572,008	416,517	267.9
4	Louisiana	856,344	1,263,185	1,806,895	2,736,345	2,552,433	2,668,425	3,022,986	2,166,642	253.0
5	South Dakota	122,562	154,394	225,592	341,449	326,824	364,986	412,745	290,183	236.8
6	New Mexico	114,093	139,265	137,593	260,596	208,116	214,787	359,939	245,845	215.5
7	West Virginia	292,308	330,918	551,170	677,693	820,519	814,386	840,041	547,734	187.4
8	South Carolina	1,168,024	1,479,259	2,350,814	3,188,437	3,083,059	3,193,051	3,349,864	2,181,840	186.8
9	Nebraska	424,274	560,967	752,460	825,220	1,020,920	1,026,082	1,172,935	748,661	176.5
10	Georgia	1,905,936	2,304,776	3,494,242	4,678,357	4,698,751	4,729,122	5,124,868	3,218,933	168.9
11	Kentucky	1,473,178	2,280,191	3,480,944	3,954,373	3,387,452	4,120,730	3,942,487	2,469,309	167.6
12	Colorado	776,580	810,187	1,000,975	1,389,698	1,481,487	1,795,840	2,002,142	1,225,562	157.8
13	Indiana	3,843,948	4,547,334	6,401,576	9,137,309	7,971,122	8,761,729	9,563,691	5,719,743	148.8
14	Alabama	944,738	1,138,185	2,309,986	2,335,566	2,252,795	2,349,622	2,298,789	1,354,051	143.3
15	Tennessee	2,405,980	2,874,347	4,018,530	5,786,031	5,497,684	5,366,606	5,689,859	3,283,879	136.5
16	Iowa	1,104,621	1,443,443	2,021,526	1,928,190	1,954,030	2,072,132	2,540,607	1,435,986	130.0
17	Texas	23,045,593	27,154,298	37,817,234	58,892,290	52,202,549	51,563,014	52,370,010	29,324,417	127.2
18	Maine	384,127	447,090	625,865	875,824	880,554	820,305	845,176	461,049	120.0
19	Ohio	8,697,068	9,495,559	13,494,158	16,050,345	15,951,465	17,529,659	18,996,283	10,299,215	118.4
20	Idaho	199,899	247,784	349,446	524,801	416,175	355,459	417,505	217,605	108.9
21	Virginia	1,227,615	1,528,661	1,953,922	2,750,128	2,542,995	2,288,304	2,505,014	1,277,399	104.1
22	California	12,921,908	14,810,650	21,892,326	31,591,423	28,159,057	26,151,628	26,103,403	13,181,496	102.0
23	Mississippi	417,050	499,188	568,827	931,991	1,339,571	953,300	840,539	423,489	101.5
24	Missouri	1,903,251	1,916,589	3,737,805	3,389,108	3,190,516	3,809,874	3,828,852	1,925,601	101.2
25	Wisconsin	2,604,112	3,182,204	3,985,304	4,810,115	4,441,453	4,640,148	5,137,359	2,533,247	97.3
26	Oregon	1,007,110	1,170,206	1,524,550	2,076,588	1,548,942	1,769,549	1,960,893	953,783	94.7
27	Arkansas	554,053	718,510	1,068,356	1,049,391	1,116,148	1,060,448	1,052,317	498,263	89.9
28	Florida	2,202,741	2,222,683	2,688,647	4,222,606	4,282,400	3,770,980	4,182,985	1,980,244	89.9
29	Washington	2,114,931	2,421,424	3,062,223	3,343,062	3,598,798	3,376,133	3,921,297	1,806,366	85.4
30	Kansas	887,752	1,123,302	1,602,892	1,926,153	1,764,384	1,935,113	1,622,888	735,136	82.8
31	North Carolina	2,955,564	3,702,971	5,369,716	6,915,731	5,711,293	5,068,160	5,360,045	2,404,481	81.4
32	Arizona	2,411,399	2,997,447	3,274,034	6,142,438	4,917,070	4,211,522	4,360,491	1,949,092	80.8
33	North Dakota	288,045	289,851	475,588	357,241	431,877	478,689	507,776	219,731	76.3
34	Illinois	6,352,165	7,821,346	10,597,373	14,628,323	13,695,807	10,277,903	10,711,544	4,359,379	68.6
35	Utah	392,359	449,802	584,324	707,904	656,747	647,496	655,466	263,108	67.1
36	Pennsylvania	4,243,608	4,858,303	6,682,349	8,502,621	7,094,661	6,793,423	6,961,473	2,717,865	64.0
37	Minnesota	2,059,675	2,467,386	2,625,670	2,976,548	3,070,498	3,245,429	3,294,909	1,235,233	60.0
38	Oklahoma	809,506	862,849	1,092,361	1,479,111	1,112,873	1,125,536	1,275,325	465,819	57.5
39	New Jersey	2,929,896	3,455,996	4,497,076	5,270,667	5,020,887	4,567,000	4,587,330	1,657,433	56.6
40	New Hampshire	408,268	421,773	582,848	825,299	675,660	578,006	590,785	182,517	44.7
41	Rhode Island	328,696	303,848	397,901	483,279	421,518	449,909	474,981	146,285	44.5
42	Montana	172,061	173,540	267,482	352,841	336,708	250,050	232,688	60,627	35.2
43	New York	8,061,345	9,065,203	12,023,766	13,003,700	11,611,948	11,119,069	10,746,154	2,684,809	33.3
44	Michigan	18,025,629	20,073,628	24,188,380	23,993,086	22,352,713	24,040,283	23,805,479	5,779,850	32.1
45	Massachusetts	2,860,389	3,287,163	3,941,748	4,290,118	3,415,421	3,274,284	3,353,228	492,839	17.2
46	Connecticut	1,678,401	1,865,466	2,070,090	2,236,142	2,055,341	1,894,352	1,830,300	151,900	9.1
47	Maryland	1,151,996	1,276,794	1,040,220	993,942	999,098	1,065,790	1,243,967	91,971	8.0
48	Hawaii	21,148	29,765	19,963	32,713	26,200	21,831	20,158	-990	-4.7
49	Delaware	888,070	1,028,773	1,025,307	1,186,867	959,594	914,533	787,299	-100,771	-11.3
50	Vermont	2,104,599	2,089,015	2,327,229	2,254,907	1,408,187	1,083,987	1,113,255	-991,343	-47.1
	District of Columbia	26,090	120,462	41,165	44,471	40,370	38,603	24,503	-1,586	-6.1
	Puerto Rico	528,814	835,555	915,839	1,385,931	1,193,206	1,256,459	1,431,473	902,659	170.7
	Virgin Islands	17,125	23,036	7,075	19,609	70,857	68,473	5,682	-11,443	-66.8
	Unallocated	9,237,174	10,963,725	13,820,975	19,331,022	20,123,312	17,490,544	18,384,591	9,147,416	99.0
	UNITED STATES	141,825,850	165,094,982	221,502,581	288,150,510	265,233,537	258,329,827	266,938,356	125,112,506	88.2

Source: U.S. Census Bureau, Origin of Movement Series.  
 Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to NAFTA Markets and the World, 1993–2003 (Thousands of Dollars)

State	NAFTA 1993	World 1993	NAFTA Share, Percent	NAFTA 2003	World 2003	NAFTA Share, Percent
Alabama	944,738	3,599,371	26.2	2,298,789	8,340,387	27.6
Alaska	78,616	2,580,888	3.0	302,206	2,738,558	11.0
Arizona	2,411,399	7,079,029	34.1	4,360,491	13,323,392	32.7
Arkansas	554,053	1,420,754	39.0	1,052,317	2,962,153	35.5
California	12,921,908	62,803,817	20.6	26,103,403	93,994,882	27.8
Colorado	776,580	3,253,284	23.9	2,002,142	6,109,121	32.8
Connecticut	1,678,401	5,755,346	29.2	1,830,300	8,136,443	22.5
Delaware	888,070	1,515,116	58.6	787,299	1,886,118	41.7
Florida	2,202,741	15,302,863	14.4	4,182,985	24,953,414	16.8
Georgia	1,905,936	7,167,606	26.6	5,124,868	16,286,235	31.5
Hawaii	21,148	289,099	7.3	20,158	368,227	5.5
Idaho	199,899	1,168,514	17.1	417,505	2,095,799	19.9
Illinois	6,352,165	17,041,210	37.3	10,711,544	26,472,902	40.5
Indiana	3,843,948	7,331,010	52.4	9,563,691	16,402,279	58.3
Iowa	1,104,621	2,796,413	39.5	2,540,607	5,236,296	48.5
Kansas	887,752	2,739,576	32.4	1,622,888	4,553,334	35.6
Kentucky	1,473,178	4,318,212	34.1	3,942,487	10,733,781	36.7
Louisiana	856,344	14,443,285	5.9	3,022,986	18,390,130	16.4
Maine	384,127	1,047,043	36.7	845,176	2,188,413	38.6
Maryland	1,151,996	4,697,254	24.5	1,243,967	4,940,631	25.2
Massachusetts	2,860,389	10,978,380	26.1	3,353,228	18,662,575	18.0
Michigan	18,025,629	23,811,558	75.7	23,805,479	32,941,109	72.3
Minnesota	2,059,675	6,752,998	30.5	3,294,909	11,265,660	29.2
Mississippi	417,050	1,694,992	24.6	840,539	2,558,259	32.9
Missouri	1,903,251	3,620,852	52.6	3,828,852	7,233,937	52.9
Montana	172,061	275,890	62.4	232,688	361,416	64.4
Nebraska	424,274	1,370,208	31.0	1,172,935	2,723,670	43.1
Nevada	155,491	561,969	27.7	572,008	2,032,599	28.1
New Hampshire	408,268	999,063	40.9	590,785	1,931,412	30.6
New Jersey	2,929,896	10,063,411	29.1	4,587,330	16,817,673	27.3
New Mexico	114,093	443,003	25.8	359,939	2,325,609	15.5
New York	8,061,345	32,548,394	24.8	10,746,154	39,180,708	27.4
North Carolina	2,955,564	10,244,540	28.9	5,360,045	16,198,733	33.1
North Dakota	288,045	427,637	67.4	507,776	854,072	59.5
Ohio	8,697,068	17,803,583	48.9	18,996,283	29,764,418	63.8
Oklahoma	809,506	2,173,466	37.2	1,275,325	2,659,603	48.0
Oregon	1,007,110	5,511,446	18.3	1,960,893	10,357,199	18.9
Pennsylvania	4,243,608	10,903,985	38.9	6,961,473	16,299,212	42.7
Rhode Island	328,696	934,567	35.2	474,981	1,177,475	40.3
South Carolina	1,168,024	4,614,242	25.3	3,349,864	11,772,894	28.5
South Dakota	122,562	265,476	46.2	412,745	672,268	61.4
Tennessee	2,405,980	5,800,043	41.5	5,689,859	12,611,793	45.1
Texas	23,045,593	47,220,215	48.8	52,370,010	98,846,083	53.0
Utah	392,359	2,382,054	16.5	655,466	4,114,540	15.9
Vermont	2,104,599	2,551,513	82.5	1,113,255	2,626,922	42.4
Virginia	1,227,615	9,307,109	13.2	2,505,014	10,852,981	23.1
Washington	2,114,931	27,004,713	7.8	3,921,297	34,172,826	11.5
West Virginia	292,308	1,440,399	20.3	840,041	2,379,808	35.3
Wisconsin	2,604,112	6,931,352	37.6	5,137,359	11,509,835	44.6
Wyoming	39,923	339,456	11.8	199,766	581,636	34.3
District of Columbia	26,090	565,990	4.6	24,503	809,220	3.0
Puerto Rico	528,814	4,242,878	12.5	1,431,473	11,913,947	12.0
Virgin Islands	17,125	152,022	11.3	5,682	252,719	2.2
Unallocated	9,237,174	44,571,234	20.7	18,384,591	35,167,868	52.3
UNITED STATES	141,825,850	464,858,327	30.5	266,938,356	723,743,177	36.9

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to NAFTA Markets and the World, 1993–2003

(Ranked by 2003 Exports to NAFTA Region; Thousands of Dollars)

Rank	State	NAFTA 1993	World 1993	NAFTA Share, Percent	NAFTA 2003	World 2003	NAFTA Share, Percent
1	Texas	23,045,593	47,220,215	48.8	52,370,010	98,846,083	53.0
2	California	12,921,908	62,803,817	20.6	26,103,403	93,994,882	27.8
3	Michigan	18,025,629	23,811,558	75.7	23,805,479	32,941,109	72.3
4	Ohio	8,697,068	17,803,583	48.9	18,996,283	29,764,418	63.8
5	New York	8,061,345	32,548,394	24.8	10,746,154	39,180,708	27.4
6	Illinois	6,352,165	17,041,210	37.3	10,711,544	26,472,902	40.5
7	Indiana	3,843,948	7,331,010	52.4	9,563,691	16,402,279	58.3
8	Pennsylvania	4,243,608	10,903,985	38.9	6,961,473	16,299,212	42.7
9	Tennessee	2,405,980	5,800,043	41.5	5,689,859	12,611,793	45.1
10	North Carolina	2,955,564	10,244,540	28.9	5,360,045	16,198,733	33.1
11	Wisconsin	2,604,112	6,931,352	37.6	5,137,359	11,509,835	44.6
12	Georgia	1,905,936	7,167,606	26.6	5,124,868	16,286,235	31.5
13	New Jersey	2,929,896	10,063,411	29.1	4,587,330	16,817,673	27.3
14	Arizona	2,411,399	7,079,029	34.1	4,360,491	13,323,392	32.7
15	Florida	2,202,741	15,302,863	14.4	4,182,985	24,953,414	16.8
16	Kentucky	1,473,178	4,318,212	34.1	3,942,487	10,733,781	36.7
17	Washington	2,114,931	27,004,713	7.8	3,921,297	34,172,826	11.5
18	Missouri	1,903,251	3,620,852	52.6	3,828,852	7,233,937	52.9
19	Massachusetts	2,860,389	10,978,380	26.1	3,353,228	18,662,575	18.0
20	South Carolina	1,168,024	4,614,242	25.3	3,349,864	11,772,894	28.5
21	Minnesota	2,059,675	6,752,998	30.5	3,294,909	11,265,660	29.2
22	Louisiana	856,344	14,443,285	5.9	3,022,986	18,390,130	16.4
23	Iowa	1,104,621	2,796,413	39.5	2,540,607	5,236,296	48.5
24	Virginia	1,227,615	9,307,109	13.2	2,505,014	10,852,981	23.1
25	Alabama	944,738	3,599,371	26.2	2,298,789	8,340,387	27.6
26	Colorado	776,580	3,253,284	23.9	2,002,142	6,109,121	32.8
27	Oregon	1,007,110	5,511,446	18.3	1,960,893	10,357,199	18.9
28	Connecticut	1,678,401	5,755,346	29.2	1,830,300	8,136,443	22.5
29	Kansas	887,752	2,739,576	32.4	1,622,888	4,553,334	35.6
30	Oklahoma	809,506	2,173,466	37.2	1,275,325	2,659,603	48.0
31	Maryland	1,151,996	4,697,254	24.5	1,243,967	4,940,631	25.2
32	Nebraska	424,274	1,370,208	31.0	1,172,935	2,723,670	43.1
33	Vermont	2,104,599	2,551,513	82.5	1,113,255	2,626,922	42.4
34	Arkansas	554,053	1,420,754	39.0	1,052,317	2,962,153	35.5
35	Maine	384,127	1,047,043	36.7	845,176	2,188,413	38.6
36	Mississippi	417,050	1,694,992	24.6	840,539	2,558,259	32.9
37	West Virginia	292,308	1,440,399	20.3	840,041	2,379,808	35.3
38	Delaware	888,070	1,515,116	58.6	787,299	1,886,118	41.7
39	Utah	392,359	2,382,054	16.5	655,466	4,114,540	15.9
40	New Hampshire	408,268	999,063	40.9	590,785	1,931,412	30.6
41	Nevada	155,491	561,969	27.7	572,008	2,032,599	28.1
42	North Dakota	288,045	427,637	67.4	507,776	854,072	59.5
43	Rhode Island	328,696	934,567	35.2	474,981	1,177,475	40.3
44	Idaho	199,899	1,168,514	17.1	417,505	2,095,799	19.9
45	South Dakota	122,562	265,476	46.2	412,745	672,268	61.4
46	New Mexico	114,093	443,003	25.8	359,939	2,325,609	15.5
47	Alaska	78,616	2,580,888	3.0	302,206	2,738,558	11.0
48	Montana	172,061	275,890	62.4	232,688	361,416	64.4
49	Wyoming	39,923	339,456	11.8	199,766	581,636	34.3
50	Hawaii	21,148	289,099	7.3	20,158	368,227	5.5
	District of Columbia	26,090	565,990	4.6	24,503	809,220	3.0
	Puerto Rico	528,814	4,242,878	12.5	1,431,473	11,913,947	12.0
	Virgin Islands	17,125	152,022	11.3	5,682	252,719	2.2
	Unallocated	9,237,174	44,571,234	20.7	18,384,591	35,167,868	52.3
	UNITED STATES	141,825,850	464,858,327	30.5	266,938,356	723,743,177	36.9

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to NAFTA Markets and the World, 1993–2003

(Ranked by NAFTA Region's Share of Total Exports, 2003; Thousands of Dollars)

Rank	State	NAFTA 1993	World 1993	NAFTA Share, Percent	NAFTA 2003	World 2003	NAFTA Share, Percent
1	Michigan	18,025,629	23,811,558	75.7	23,805,479	32,941,109	72.3
2	Montana	172,061	275,890	62.4	232,688	361,416	64.4
3	Ohio	8,697,068	17,803,583	48.9	18,996,283	29,764,418	63.8
4	South Dakota	122,562	265,476	46.2	412,745	672,268	61.4
5	North Dakota	288,045	427,637	67.4	507,776	854,072	59.5
6	Indiana	3,843,948	7,331,010	52.4	9,563,691	16,402,279	58.3
7	Texas	23,045,593	47,220,215	48.8	52,370,010	98,846,083	53.0
8	Missouri	1,903,251	3,620,852	52.6	3,828,852	7,233,937	52.9
9	Iowa	1,104,621	2,796,413	39.5	2,540,607	5,236,296	48.5
10	Oklahoma	809,506	2,173,466	37.2	1,275,325	2,659,603	48.0
11	Tennessee	2,405,980	5,800,043	41.5	5,689,859	12,611,793	45.1
12	Wisconsin	2,604,112	6,931,352	37.6	5,137,359	11,509,835	44.6
13	Nebraska	424,274	1,370,208	31.0	1,172,935	2,723,670	43.1
14	Pennsylvania	4,243,608	10,903,985	38.9	6,961,473	16,299,212	42.7
15	Vermont	2,104,599	2,551,513	82.5	1,113,255	2,626,922	42.4
16	Delaware	888,070	1,515,116	58.6	787,299	1,886,118	41.7
17	Illinois	6,352,165	17,041,210	37.3	10,711,544	26,472,902	40.5
18	Rhode Island	328,696	934,567	35.2	474,981	1,177,475	40.3
19	Maine	384,127	1,047,043	36.7	845,176	2,188,413	38.6
20	Kentucky	1,473,178	4,318,212	34.1	3,942,487	10,733,781	36.7
21	Kansas	887,752	2,739,576	32.4	1,622,888	4,553,334	35.6
22	Arkansas	554,053	1,420,754	39.0	1,052,317	2,962,153	35.5
23	West Virginia	292,308	1,440,399	20.3	840,041	2,379,808	35.3
24	Wyoming	39,923	339,456	11.8	199,766	581,636	34.3
25	North Carolina	2,955,564	10,244,540	28.9	5,360,045	16,198,733	33.1
26	Mississippi	417,050	1,694,992	24.6	840,539	2,558,259	32.9
27	Colorado	776,580	3,253,284	23.9	2,002,142	6,109,121	32.8
28	Arizona	2,411,399	7,079,029	34.1	4,360,491	13,323,392	32.7
29	Georgia	1,905,936	7,167,606	26.6	5,124,868	16,286,235	31.5
30	New Hampshire	408,268	999,063	40.9	590,785	1,931,412	30.6
31	Minnesota	2,059,675	6,752,998	30.5	3,294,909	11,265,660	29.2
32	South Carolina	1,168,024	4,614,242	25.3	3,349,864	11,772,894	28.5
33	Nevada	155,491	561,969	27.7	572,008	2,032,599	28.1
34	California	12,921,908	62,803,817	20.6	26,103,403	93,994,882	27.8
35	Alabama	944,738	3,599,371	26.2	2,298,789	8,340,387	27.6
36	New York	8,061,345	32,548,394	24.8	10,746,154	39,180,708	27.4
37	New Jersey	2,929,896	10,063,411	29.1	4,587,330	16,817,673	27.3
38	Maryland	1,151,996	4,697,254	24.5	1,243,967	4,940,631	25.2
39	Virginia	1,227,615	9,307,109	13.2	2,505,014	10,852,981	23.1
40	Connecticut	1,678,401	5,755,346	29.2	1,830,300	8,136,443	22.5
41	Idaho	199,899	1,168,514	17.1	417,505	2,095,799	19.9
42	Oregon	1,007,110	5,511,446	18.3	1,960,893	10,357,199	18.9
43	Massachusetts	2,860,389	10,978,380	26.1	3,353,228	18,662,575	18.0
44	Florida	2,202,741	15,302,863	14.4	4,182,985	24,953,414	16.8
45	Louisiana	856,344	14,443,285	5.9	3,022,986	18,390,130	16.4
46	Utah	392,359	2,382,054	16.5	655,466	4,114,540	15.9
47	New Mexico	114,093	443,003	25.8	359,939	2,325,609	15.5
48	Washington	2,114,931	27,004,713	7.8	3,921,297	34,172,826	11.5
49	Alaska	78,616	2,580,888	3.0	302,206	2,738,558	11.0
50	Hawaii	21,148	289,099	7.3	20,158	368,227	5.5
	District of Columbia	26,090	565,990	4.6	24,503	809,220	3.0
	Puerto Rico	528,814	4,242,878	12.5	1,431,473	11,913,947	12.0
	Virgin Islands	17,125	152,022	11.3	5,682	252,719	2.2
	Unallocated	9,237,174	44,571,234	20.7	18,384,591	35,167,868	52.3
	<b>UNITED STATES</b>	<b>141,825,850</b>	<b>464,858,327</b>	<b>30.5</b>	<b>266,938,356</b>	<b>723,743,177</b>	<b>36.9</b>

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to Mexico and the NAFTA Region as a Whole, 1993–2003 (Thousands of Dollars)

State	Mexico 1993	NAFTA 1993	Mexico Share	Mexico 2003	NAFTA 2003	Mexico Share
Alabama	187,637	944,738	19.9	751,402	2,298,789	32.7
Alaska	4,775	78,616	6.1	71,682	302,206	23.7
Arizona	1,898,896	2,411,399	78.7	3,229,462	4,360,491	74.1
Arkansas	99,699	554,053	18.0	244,903	1,052,317	23.3
California	5,943,980	12,921,908	46.0	14,871,836	26,103,403	57.0
Colorado	147,188	776,580	19.0	570,428	2,002,142	28.5
Connecticut	304,052	1,678,401	18.1	478,003	1,830,300	26.1
Delaware	131,861	888,070	14.8	254,317	787,299	32.3
Florida	646,817	2,202,741	29.4	1,814,458	4,182,985	43.4
Georgia	376,425	1,905,936	19.8	1,163,241	5,124,868	22.7
Hawaii	1,384	21,148	6.5	515	20,158	2.6
Idaho	36,500	199,899	18.3	55,649	417,505	13.3
Illinois	1,090,603	6,352,165	17.2	2,152,722	10,711,544	20.1
Indiana	349,802	3,843,948	9.1	2,105,233	9,563,691	22.0
Iowa	144,414	1,104,621	13.1	669,932	2,540,607	26.4
Kansas	268,274	887,752	30.2	602,032	1,622,888	37.1
Kentucky	184,737	1,473,178	12.5	518,087	3,942,487	13.1
Louisiana	446,119	856,344	52.1	1,776,102	3,022,986	58.8
Maine	17,862	384,127	4.7	24,135	845,176	2.9
Maryland	67,572	1,151,996	5.9	300,782	1,243,967	24.2
Massachusetts	288,322	2,860,389	10.1	711,767	3,353,228	21.2
Michigan	1,254,781	18,025,629	7.0	4,006,426	23,805,479	16.8
Minnesota	223,330	2,059,675	10.8	393,394	3,294,909	11.9
Mississippi	84,434	417,050	20.2	256,252	840,539	30.5
Missouri	367,323	1,903,251	19.3	748,317	3,828,852	19.5
Montana	12,412	172,061	7.2	11,205	232,688	4.8
Nebraska	103,571	424,274	24.4	472,448	1,172,935	40.3
Nevada	24,670	155,491	15.9	104,465	572,008	18.3
New Hampshire	37,344	408,268	9.1	84,803	590,785	14.4
New Jersey	460,441	2,929,896	15.7	830,801	4,587,330	18.1
New Mexico	74,349	114,093	65.2	242,018	359,939	67.2
New York	816,052	8,061,345	10.1	1,704,740	10,746,154	15.9
North Carolina	470,682	2,955,564	15.9	1,463,759	5,360,045	27.3
North Dakota	15,308	288,045	5.3	32,216	507,776	6.3
Ohio	695,738	8,697,068	8.0	2,101,867	18,996,283	11.1
Oklahoma	164,751	809,506	20.4	221,105	1,275,325	17.3
Oregon	121,034	1,007,110	12.0	393,618	1,960,893	20.1
Pennsylvania	614,535	4,243,608	14.5	1,112,059	6,961,473	16.0
Rhode Island	31,128	328,696	9.5	66,879	474,981	14.1
South Carolina	138,206	1,168,024	11.8	751,857	3,349,864	22.4
South Dakota	4,610	122,562	3.8	123,932	412,745	30.0
Tennessee	439,734	2,405,980	18.3	1,475,631	5,689,859	25.9
Texas	18,973,381	23,045,593	82.3	41,561,359	52,370,010	79.4
Utah	50,393	392,359	12.8	111,216	655,466	17.0
Vermont	21,561	2,104,599	1.0	34,180	1,113,255	3.1
Virginia	176,229	1,227,615	14.4	398,995	2,505,014	15.9
Washington	298,768	2,114,931	14.1	607,417	3,921,297	15.5
West Virginia	34,155	292,308	11.7	80,579	840,041	9.6
Wisconsin	274,035	2,604,112	10.5	788,033	5,137,359	15.3
Wyoming	6,912	39,923	17.3	62,644	199,766	31.4
District of Columbia	5,730	26,090	22.0	7,983	24,503	32.6
Puerto Rico	122,155	528,814	23.1	218,744	1,431,473	15.3
Virgin Islands	2,694	17,125	15.7	5,392	5,682	94.9
Unallocated	2,878,131	9,237,174	31.2	4,616,396	18,384,591	25.1
UNITED STATES	41,635,494	141,825,850	29.4	97,457,420	266,938,356	36.5

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to Mexico and the NAFTA Region as a Whole, 1993–2003

(Ranked by 2003 Mexico Share of Total Exports to NAFTA; Thousands of Dollars)

Rank	State	Mexico 1993	NAFTA 1993	Mexico Share, Percent	Mexico 2003	NAFTA 2003	Mexico Share, Percent
1	Texas	18,973,381	23,045,593	82.3	41,561,359	52,370,010	79.4
2	Arizona	1,898,896	2,411,399	78.7	3,229,462	4,360,491	74.1
3	New Mexico	74,349	114,093	65.2	242,018	359,939	67.2
4	Louisiana	446,119	856,344	52.1	1,776,102	3,022,986	58.8
5	California	5,943,980	12,921,908	46.0	14,871,836	26,103,403	57.0
6	Florida	646,817	2,202,741	29.4	1,814,458	4,182,985	43.4
7	Nebraska	103,571	424,274	24.4	472,448	1,172,935	40.3
8	Kansas	268,274	887,752	30.2	602,032	1,622,888	37.1
9	Alabama	187,637	944,738	19.9	751,402	2,298,789	32.7
10	Delaware	131,861	888,070	14.8	254,317	787,299	32.3
11	Wyoming	6,912	39,923	17.3	62,644	199,766	31.4
12	Mississippi	84,434	417,050	20.2	256,252	840,539	30.5
13	South Dakota	4,610	122,562	3.8	123,932	412,745	30.0
14	Colorado	147,188	776,580	19.0	570,428	2,002,142	28.5
15	North Carolina	470,682	2,955,564	15.9	1,463,759	5,360,045	27.3
16	Iowa	144,414	1,104,621	13.1	669,932	2,540,607	26.4
17	Connecticut	304,052	1,678,401	18.1	478,003	1,830,300	26.1
18	Tennessee	439,734	2,405,980	18.3	1,475,631	5,689,859	25.9
19	Maryland	67,572	1,151,996	5.9	300,782	1,243,967	24.2
20	Alaska	4,775	78,616	6.1	71,682	302,206	23.7
21	Arkansas	99,699	554,053	18.0	244,903	1,052,317	23.3
22	Georgia	376,425	1,905,936	19.8	1,163,241	5,124,868	22.7
23	South Carolina	138,206	1,168,024	11.8	751,857	3,349,864	22.4
24	Indiana	349,802	3,843,948	9.1	2,105,233	9,563,691	22.0
25	Massachusetts	288,322	2,860,389	10.1	711,767	3,353,228	21.2
26	Illinois	1,090,603	6,352,165	17.2	2,152,722	10,711,544	20.1
27	Oregon	121,034	1,007,110	12.0	393,618	1,960,893	20.1
28	Missouri	367,323	1,903,251	19.3	748,317	3,828,852	19.5
29	Nevada	24,670	155,491	15.9	104,465	572,008	18.3
30	New Jersey	460,441	2,929,896	15.7	830,801	4,587,330	18.1
31	Oklahoma	164,751	809,506	20.4	221,105	1,275,325	17.3
32	Utah	50,393	392,359	12.8	111,216	655,466	17.0
33	Michigan	1,254,781	18,025,629	7.0	4,006,426	23,805,479	16.8
34	Pennsylvania	614,535	4,243,608	14.5	1,112,059	6,961,473	16.0
35	Virginia	176,229	1,227,615	14.4	398,995	2,505,014	15.9
36	New York	816,052	8,061,345	10.1	1,704,740	10,746,154	15.9
37	Washington	298,768	2,114,931	14.1	607,417	3,921,297	15.5
38	Wisconsin	274,035	2,604,112	10.5	788,033	5,137,359	15.3
39	New Hampshire	37,344	408,268	9.1	84,803	590,785	14.4
40	Rhode Island	31,128	328,696	9.5	66,879	474,981	14.1
41	Idaho	36,500	199,899	18.3	55,649	417,505	13.3
42	Kentucky	184,737	1,473,178	12.5	518,087	3,942,487	13.1
43	Minnesota	223,330	2,059,675	10.8	393,394	3,294,909	11.9
44	Ohio	695,738	8,697,068	8.0	2,101,867	18,996,283	11.1
45	West Virginia	34,155	292,308	11.7	80,579	840,041	9.6
46	North Dakota	15,308	288,045	5.3	32,216	507,776	6.3
47	Montana	12,412	172,061	7.2	11,205	232,688	4.8
48	Vermont	21,561	2,104,599	1.0	34,180	1,113,255	3.1
49	Maine	17,862	384,127	4.7	24,135	845,176	2.9
50	Hawaii	1,384	21,148	6.5	515	20,158	2.6
	District of Columbia	5,730	26,090	22.0	7,983	24,503	32.6
	Puerto Rico	122,155	528,814	23.1	218,744	1,431,473	15.3
	Virgin Islands	2,694	17,125	15.7	5,392	5,682	94.9
	Unallocated	2,878,131	9,237,174	31.2	4,616,396	18,384,591	25.1
	UNITED STATES	41,635,494	141,825,850	29.4	97,457,420	266,938,356	36.5

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to Mexico and the NAFTA Region as a Whole, 1993–2003

(Ranked by Difference in Mexico's Share of Total Exports to NAFTA, 1993–2003;  
Thousands of Dollars)

Rank	State	Mexico 1993	NAFTA 1993	Mexico Share, Percent	Mexico 2003	NAFTA 2003	Mexico Share, Percent	Share Differential
1	South Dakota	4,610	122,562	3.8	123,932	412,745	30.0	26.3
2	Maryland	67,572	1,151,996	5.9	300,782	1,243,967	24.2	18.3
3	Alaska	4,775	78,616	6.1	71,682	302,206	23.7	17.6
4	Delaware	131,861	888,070	14.8	254,317	787,299	32.3	17.5
5	Nebraska	103,571	424,274	24.4	472,448	1,172,935	40.3	15.9
6	Wyoming	6,912	39,923	17.3	62,644	199,766	31.4	14.0
7	Florida	646,817	2,202,741	29.4	1,814,458	4,182,985	43.4	14.0
8	Iowa	144,414	1,104,621	13.1	669,932	2,540,607	26.4	13.3
9	Indiana	349,802	3,843,948	9.1	2,105,233	9,563,691	22.0	12.9
10	Alabama	187,637	944,738	19.9	751,402	2,298,789	32.7	12.8
11	North Carolina	470,682	2,955,564	15.9	1,463,759	5,360,045	27.3	11.4
12	Massachusetts	288,322	2,860,389	10.1	711,767	3,353,228	21.2	11.1
13	California	5,943,980	12,921,908	46.0	14,871,836	26,103,403	57.0	11.0
14	South Carolina	138,206	1,168,024	11.8	751,857	3,349,864	22.4	10.6
15	Mississippi	84,434	417,050	20.2	256,252	840,539	30.5	10.2
16	Michigan	1,254,781	18,025,629	7.0	4,006,426	23,805,479	16.8	9.9
17	Colorado	147,188	776,580	19.0	570,428	2,002,142	28.5	9.5
18	Oregon	121,034	1,007,110	12.0	393,618	1,960,893	20.1	8.1
19	Connecticut	304,052	1,678,401	18.1	478,003	1,830,300	26.1	8.0
20	Tennessee	439,734	2,405,980	18.3	1,475,631	5,689,859	25.9	7.7
21	Kansas	268,274	887,752	30.2	602,032	1,622,888	37.1	6.9
22	Louisiana	446,119	856,344	52.1	1,776,102	3,022,986	58.8	6.7
23	New York	816,052	8,061,345	10.1	1,704,740	10,746,154	15.9	5.7
24	Arkansas	99,699	554,053	18.0	244,903	1,052,317	23.3	5.3
25	New Hampshire	37,344	408,268	9.1	84,803	590,785	14.4	5.2
26	Wisconsin	274,035	2,604,112	10.5	788,033	5,137,359	15.3	4.8
27	Rhode Island	31,128	328,696	9.5	66,879	474,981	14.1	4.6
28	Utah	50,393	392,359	12.8	111,216	655,466	17.0	4.1
29	Ohio	695,738	8,697,068	8.0	2,101,867	18,996,283	11.1	3.1
30	Georgia	376,425	1,905,936	19.8	1,163,241	5,124,868	22.7	2.9
31	Illinois	1,090,603	6,352,165	17.2	2,152,722	10,711,544	20.1	2.9
32	Nevada	24,670	155,491	15.9	104,465	572,008	18.3	2.4
33	New Jersey	460,441	2,929,896	15.7	830,801	4,587,330	18.1	2.4
34	New Mexico	74,349	114,093	65.2	242,018	359,939	67.2	2.1
35	Vermont	21,561	2,104,599	1.0	34,180	1,113,255	3.1	2.0
36	Virginia	176,229	1,227,615	14.4	398,995	2,505,014	15.9	1.6
37	Pennsylvania	614,535	4,243,608	14.5	1,112,059	6,961,473	16.0	1.5
38	Washington	298,768	2,114,931	14.1	607,417	3,921,297	15.5	1.4
39	Minnesota	223,330	2,059,675	10.8	393,394	3,294,909	11.9	1.1
40	North Dakota	15,308	288,045	5.3	32,216	507,776	6.3	1.0
41	Kentucky	184,737	1,473,178	12.5	518,087	3,942,487	13.1	.6
42	Missouri	367,323	1,903,251	19.3	748,317	3,828,852	19.5	.2
43	Maine	17,862	384,127	4.7	24,135	845,176	2.9	-1.8
44	West Virginia	34,155	292,308	11.7	80,579	840,041	9.6	-2.1
45	Montana	12,412	172,061	7.2	11,205	232,688	4.8	-2.4
46	Texas	18,973,381	23,045,593	82.3	41,561,359	52,370,010	79.4	-3.0
47	Oklahoma	164,751	809,506	20.4	221,105	1,275,325	17.3	-3.0
48	Hawaii	1,384	21,148	6.5	515	20,158	2.6	-4.0
49	Arizona	1,898,896	2,411,399	78.7	3,229,462	4,360,491	74.1	-4.7
50	Idaho	36,500	199,899	18.3	55,649	417,505	13.3	-4.9
	District of Columbia	5,730	26,090	22.0	7,983	24,503	32.6	10.6
	Puerto Rico	122,155	528,814	23.1	218,744	1,431,473	15.3	-7.8
	Virgin Islands	2,694	17,125	15.7	5,392	5,682	94.9	79.2
	Unallocated	2,878,131	9,237,174	31.2	4,616,396	18,384,591	25.1	-6.0
	UNITED STATES	41,635,494	141,825,850	29.4	97,457,420	266,938,356	36.5	7.2

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to Canada and Mexico, 1993–2003 (Thousands of Dollars)

State	Canada 1993	Canada 2003	Dollar Change	Percent Change	Mexico 1993	Mexico 2003	Dollar Change	Percent Change
Alabama	757,101	1,547,388	790,286	104.4	187,637	751,402	563,765	300.5
Alaska	73,842	230,523	156,682	212.2	4,775	71,682	66,908	1,401.3
Arizona	512,503	1,131,030	618,526	120.7	1,898,896	3,229,462	1,330,566	70.1
Arkansas	454,355	807,413	353,059	77.7	99,699	244,903	145,205	145.6
California	6,977,927	11,231,567	4,253,639	61.0	5,943,980	14,871,836	8,927,856	150.2
Colorado	629,391	1,431,714	802,322	127.5	147,188	570,428	423,240	287.6
Connecticut	1,374,349	1,352,298	-22,051	-1.6	304,052	478,003	173,951	57.2
Delaware	756,209	532,982	-223,227	-29.5	131,861	254,317	122,456	92.9
Florida	1,555,924	2,368,527	812,603	52.2	646,817	1,814,458	1,167,641	180.5
Georgia	1,529,511	3,961,627	2,432,116	159.0	376,425	1,163,241	786,816	209.0
Hawaii	19,764	19,643	-121	-.6	1,384	515	-869	-62.8
Idaho	163,399	361,855	198,456	121.5	36,500	55,649	19,149	52.5
Illinois	5,261,562	8,558,822	3,297,260	62.7	1,090,603	2,152,722	1,062,119	97.4
Indiana	3,494,146	7,458,458	3,964,312	113.5	349,802	2,105,233	1,755,431	501.8
Iowa	960,208	1,870,676	910,468	94.8	144,414	669,932	525,518	363.9
Kansas	619,478	1,020,855	401,377	64.8	268,274	602,032	333,758	124.4
Kentucky	1,288,442	3,424,399	2,135,958	165.8	184,737	518,087	333,351	180.4
Louisiana	410,224	1,246,884	836,659	204.0	446,119	1,776,102	1,329,983	298.1
Maine	366,265	821,041	454,776	124.2	17,862	24,135	6,273	35.1
Maryland	1,084,425	943,185	-141,240	-13.0	67,572	300,782	233,210	345.1
Massachusetts	2,572,066	2,641,461	69,394	2.7	288,322	711,767	423,445	146.9
Michigan	16,770,849	19,799,054	3,028,205	18.1	1,254,781	4,006,426	2,751,645	219.3
Minnesota	1,836,345	2,901,515	1,065,170	58.0	223,330	393,394	170,064	76.1
Mississippi	332,616	584,287	251,672	75.7	84,434	256,252	171,817	203.5
Missouri	1,535,929	3,080,535	1,544,607	100.6	367,323	748,317	380,994	103.7
Montana	159,649	221,483	61,834	38.7	12,412	11,205	-1,207	-9.7
Nebraska	320,703	700,487	379,784	118.4	103,571	472,448	368,877	356.2
Nevada	130,821	467,543	336,722	257.4	24,670	104,465	79,795	323.4
New Hampshire	370,924	505,982	135,058	36.4	37,344	84,803	47,459	127.1
New Jersey	2,469,455	3,756,529	1,287,073	52.1	460,441	830,801	370,360	80.4
New Mexico	39,744	117,921	78,176	196.7	74,349	242,018	167,669	225.5
New York	7,245,293	9,041,414	1,796,121	24.8	816,052	1,704,740	888,687	108.9
North Carolina	2,484,882	3,896,286	1,411,404	56.8	470,682	1,463,759	993,078	211.0
North Dakota	272,737	475,560	202,823	74.4	15,308	32,216	16,908	110.5
Ohio	8,001,330	16,894,415	8,893,086	111.1	695,738	2,101,867	1,406,129	202.1
Oklahoma	644,755	1,054,221	409,465	63.5	164,751	221,105	56,354	34.2
Oregon	886,076	1,567,275	681,199	76.9	121,034	393,618	272,585	225.2
Pennsylvania	3,629,073	5,849,414	2,220,341	61.2	614,535	1,112,059	497,524	81.0
Rhode Island	297,569	408,102	110,533	37.1	31,128	66,879	35,752	114.9
South Carolina	1,029,818	2,598,006	1,568,189	152.3	138,206	751,857	613,651	444.0
South Dakota	117,952	288,812	170,860	144.9	4,610	123,932	119,323	2,588.6
Tennessee	1,966,246	4,214,228	2,247,981	114.3	439,734	1,475,631	1,035,897	235.6
Texas	4,072,212	10,808,651	6,736,439	165.4	18,973,381	41,561,359	22,587,978	119.1
Utah	341,965	544,251	202,285	59.2	50,393	111,216	60,823	120.7
Vermont	2,083,038	1,079,076	-1,003,962	-48.2	21,561	34,180	12,619	58.5
Virginia	1,051,386	2,106,019	1,054,633	100.3	176,229	398,995	222,766	126.4
Washington	1,816,163	3,313,881	1,497,718	82.5	298,768	607,417	308,648	103.3
West Virginia	258,152	759,463	501,311	194.2	34,155	80,579	46,423	135.9
Wisconsin	2,330,077	4,349,326	2,019,250	86.7	274,035	788,033	513,997	187.6
Wyoming	33,011	137,122	104,111	315.4	6,912	62,644	55,732	806.3
District of Columbia	20,360	16,520	-3,840	-18.9	5,730	7,983	2,253	39.3
Puerto Rico	406,659	1,212,729	806,070	198.2	122,155	218,744	96,589	79.1
Virgin Islands	14,431	290	-14,141	-98.0	2,694	5,392	2,698	100.1
Unallocated	6,359,044	13,768,194	7,409,150	116.5	2,878,131	4,616,396	1,738,266	60.4
UNITED STATES	100,190,356	169,480,937	69,290,581	69.2	41,635,494	97,457,420	55,821,925	134.1

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.



## State Merchandise Export Totals to Canada and Mexico, 1993–2003

(Ranked by 2003 Exports to Canada; Thousands of Dollars)

Rank	State	Canada 1993	Canada 2003	Dollar Change	Percent Change	Mexico 1993	Mexico 2003	Dollar Change	Percent Change
1	Michigan	16,770,849	19,799,054	3,028,205	18.1	1,254,781	4,006,426	2,751,645	219.3
2	Ohio	8,001,330	16,894,415	8,893,086	111.1	695,738	2,101,867	1,406,129	202.1
3	California	6,977,927	11,231,567	4,253,639	61.0	5,943,980	14,871,836	8,927,856	150.2
4	Texas	4,072,212	10,808,651	6,736,439	165.4	18,973,381	41,561,359	22,587,978	119.1
5	New York	7,245,293	9,041,414	1,796,121	24.8	816,052	1,704,740	888,687	108.9
6	Illinois	5,261,562	8,558,822	3,297,260	62.7	1,090,603	2,152,722	1,062,119	97.4
7	Indiana	3,494,146	7,458,458	3,964,312	113.5	349,802	2,105,233	1,755,431	501.8
8	Pennsylvania	3,629,073	5,849,414	2,220,341	61.2	614,535	1,112,059	497,524	81.0
9	Wisconsin	2,330,077	4,349,326	2,019,250	86.7	274,035	788,033	513,997	187.6
10	Tennessee	1,966,246	4,214,228	2,247,981	114.3	439,734	1,475,631	1,035,897	235.6
11	Georgia	1,529,511	3,961,627	2,432,116	159.0	376,425	1,163,241	786,816	209.0
12	North Carolina	2,484,882	3,896,286	1,411,404	56.8	470,682	1,463,759	993,078	211.0
13	New Jersey	2,469,455	3,756,529	1,287,073	52.1	460,441	830,801	370,360	80.4
14	Kentucky	1,288,442	3,424,399	2,135,958	165.8	184,737	518,087	333,351	180.4
15	Washington	1,816,163	3,313,881	1,497,718	82.5	298,768	607,417	308,648	103.3
16	Missouri	1,535,929	3,080,535	1,544,607	100.6	367,323	748,317	380,994	103.7
17	Minnesota	1,836,345	2,901,515	1,065,170	58.0	223,330	393,394	170,064	76.1
18	Massachusetts	2,572,066	2,641,461	69,394	2.7	288,322	711,767	423,445	146.9
19	South Carolina	1,029,818	2,598,006	1,568,189	152.3	138,206	751,857	613,651	444.0
20	Florida	1,555,924	2,368,527	812,603	52.2	646,817	1,814,458	1,167,641	180.5
21	Virginia	1,051,386	2,106,019	1,054,633	100.3	176,229	398,995	222,766	126.4
22	Iowa	960,208	1,870,676	910,468	94.8	144,414	669,932	525,518	363.9
23	Oregon	886,076	1,567,275	681,199	76.9	121,034	393,618	272,585	225.2
24	Alabama	757,101	1,547,388	790,286	104.4	187,637	751,402	563,765	300.5
25	Colorado	629,391	1,431,714	802,322	127.5	147,188	570,428	423,240	287.6
26	Connecticut	1,374,349	1,352,298	-22,051	-1.6	304,052	478,003	173,951	57.2
27	Louisiana	410,224	1,246,884	836,659	204.0	446,119	1,776,102	1,329,983	298.1
28	Arizona	512,503	1,131,030	618,526	120.7	1,898,896	3,229,462	1,330,566	70.1
29	Vermont	2,083,038	1,079,076	-1,003,962	-48.2	21,561	34,180	12,619	58.5
30	Oklahoma	644,755	1,054,221	409,465	63.5	164,751	221,105	56,354	34.2
31	Kansas	619,478	1,020,855	401,377	64.8	268,274	602,032	333,758	124.4
32	Maryland	1,084,425	943,185	-141,240	-13.0	67,572	300,782	233,210	345.1
33	Maine	366,265	821,041	454,776	124.2	17,862	24,135	6,273	35.1
34	Arkansas	454,355	807,413	353,059	77.7	99,699	244,903	145,205	145.6
35	West Virginia	258,152	759,463	501,311	194.2	34,155	80,579	46,423	135.9
36	Nebraska	320,703	700,487	379,784	118.4	103,571	472,448	368,877	356.2
37	Mississippi	332,616	584,287	251,672	75.7	84,434	256,252	171,817	203.5
38	Utah	341,965	544,251	202,285	59.2	50,393	111,216	60,823	120.7
39	Delaware	756,209	532,982	-223,227	-29.5	131,861	254,317	122,456	92.9
40	New Hampshire	370,924	505,982	135,058	36.4	37,344	84,803	47,459	127.1
41	North Dakota	272,737	475,560	202,823	74.4	15,308	32,216	16,908	110.5
42	Nevada	130,821	467,543	336,722	257.4	24,670	104,465	79,795	323.4
43	Rhode Island	297,569	408,102	110,533	37.1	31,128	66,879	35,752	114.9
44	Idaho	163,399	361,855	198,456	121.5	36,500	55,649	19,149	52.5
45	South Dakota	117,952	288,812	170,860	144.9	4,610	123,932	119,323	2,588.6
46	Alaska	73,842	230,523	156,682	212.2	4,775	71,682	66,908	1,401.3
47	Montana	159,649	221,483	61,834	38.7	12,412	11,205	-1,207	-9.7
48	Wyoming	33,011	137,122	104,111	315.4	6,912	62,644	55,732	806.3
49	New Mexico	39,744	117,921	78,176	196.7	74,349	242,018	167,669	225.5
50	Hawaii	19,764	19,643	-121	-0.6	1,384	515	-869	-62.8
	District of Columbia	20,360	16,520	-3,840	-18.9	5,730	7,983	2,253	39.3
	Puerto Rico	406,659	1,212,729	806,070	198.2	122,155	218,744	96,589	79.1
	Virgin Islands	14,431	290	-14,141	-98.0	2,694	5,392	2,698	100.1
	Unallocated	6,359,044	13,768,194	7,409,150	116.5	2,878,131	4,616,396	1,738,266	60.4
	UNITED STATES	100,190,356	169,480,937	69,290,581	69.2	41,635,494	97,457,420	55,821,925	134.1

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## State Merchandise Export Totals to Canada and Mexico, 1993–2003

(Ranked by 2003 Exports to Mexico; Thousands of Dollars)

Rank	State	Canada 1993	Canada 2003	Dollar Change	Percent Change	Mexico 1993	Mexico 2003	Dollar Change	Percent Change
1	Texas	4,072,212	10,808,651	6,736,439	165.4	18,973,381	41,561,359	22,587,978	119.1
2	California	6,977,927	11,231,567	4,253,639	61.0	5,943,980	14,871,836	8,927,856	150.2
3	Michigan	16,770,849	19,799,054	3,028,205	18.1	1,254,781	4,006,426	2,751,645	219.3
4	Arizona	512,503	1,131,030	618,526	120.7	1,898,896	3,229,462	1,330,566	70.1
5	Illinois	5,261,562	8,558,822	3,297,260	62.7	1,090,603	2,152,722	1,062,119	97.4
6	Indiana	3,494,146	7,458,458	3,964,312	113.5	349,802	2,105,233	1,755,431	501.8
7	Ohio	8,001,330	16,894,415	8,893,086	111.1	695,738	2,101,867	1,406,129	202.1
8	Florida	1,555,924	2,368,527	812,603	52.2	646,817	1,814,458	1,167,641	180.5
9	Louisiana	410,224	1,246,884	836,659	204.0	446,119	1,776,102	1,329,983	298.1
10	New York	7,245,293	9,041,414	1,796,121	24.8	816,052	1,704,740	888,687	108.9
11	Tennessee	1,966,246	4,214,228	2,247,981	114.3	439,734	1,475,631	1,035,897	235.6
12	North Carolina	2,484,882	3,896,286	1,411,404	56.8	470,682	1,463,759	993,078	211.0
13	Georgia	1,529,511	3,961,627	2,432,116	159.0	376,425	1,163,241	786,816	209.0
14	Pennsylvania	3,629,073	5,849,414	2,220,341	61.2	614,535	1,112,059	497,524	81.0
15	New Jersey	2,469,455	3,756,529	1,287,073	52.1	460,441	830,801	370,360	80.4
16	Wisconsin	2,330,077	4,349,326	2,019,250	86.7	274,035	788,033	513,997	187.6
17	South Carolina	1,029,818	2,598,006	1,568,189	152.3	138,206	751,857	613,651	444.0
18	Alabama	757,101	1,547,388	790,286	104.4	187,637	751,402	563,765	300.5
19	Missouri	1,535,929	3,080,535	1,544,607	100.6	367,323	748,317	380,994	103.7
20	Massachusetts	2,572,066	2,641,461	69,394	2.7	288,322	711,767	423,445	146.9
21	Iowa	960,208	1,870,676	910,468	94.8	144,414	669,932	525,518	363.9
22	Washington	1,816,163	3,313,881	1,497,718	82.5	298,768	607,417	308,648	103.3
23	Kansas	619,478	1,020,855	401,377	64.8	268,274	602,032	333,758	124.4
24	Colorado	629,391	1,431,714	802,322	127.5	147,188	570,428	423,240	287.6
25	Kentucky	1,288,442	3,424,399	2,135,958	165.8	184,737	518,087	333,351	180.4
26	Connecticut	1,374,349	1,352,298	-22,051	-1.6	304,052	478,003	173,951	57.2
27	Nebraska	320,703	700,487	379,784	118.4	103,571	472,448	368,877	356.2
28	Virginia	1,051,386	2,106,019	1,054,633	100.3	176,229	398,995	222,766	126.4
29	Oregon	886,076	1,567,275	681,199	76.9	121,034	393,618	272,585	225.2
30	Minnesota	1,836,345	2,901,515	1,065,170	58.0	223,330	393,394	170,064	76.1
31	Maryland	1,084,425	943,185	-141,240	-13.0	67,572	300,782	233,210	345.1
32	Mississippi	332,616	584,287	251,672	75.7	84,434	256,252	171,817	203.5
33	Delaware	756,209	532,982	-223,227	-29.5	131,861	254,317	122,456	92.9
34	Arkansas	454,355	807,413	353,059	77.7	99,699	244,903	145,205	145.6
35	New Mexico	39,744	117,921	78,176	196.7	74,349	242,018	167,669	225.5
36	Oklahoma	644,755	1,054,221	409,465	63.5	164,751	221,105	56,354	34.2
37	South Dakota	117,952	288,812	170,860	144.9	4,610	123,932	119,323	2,588.6
38	Utah	341,965	544,251	202,285	59.2	50,393	111,216	60,823	120.7
39	Nevada	130,821	467,543	336,722	257.4	24,670	104,465	79,795	323.4
40	New Hampshire	370,924	505,982	135,058	36.4	37,344	84,803	47,459	127.1
41	West Virginia	258,152	759,463	501,311	194.2	34,155	80,579	46,423	135.9
42	Alaska	73,842	230,523	156,682	212.2	4,775	71,682	66,908	1,401.3
43	Rhode Island	297,569	408,102	110,533	37.1	31,128	66,879	35,752	114.9
44	Wyoming	33,011	137,122	104,111	315.4	6,912	62,644	55,732	806.3
45	Idaho	163,399	361,855	198,456	121.5	36,500	55,649	19,149	52.5
46	Vermont	2,083,038	1,079,076	-1,003,962	-48.2	21,561	34,180	12,619	58.5
47	North Dakota	272,737	475,560	202,823	74.4	15,308	32,216	16,908	110.5
48	Maine	366,265	821,041	454,776	124.2	17,862	24,135	6,273	35.1
49	Montana	159,649	221,483	61,834	38.7	12,412	11,205	-1,207	-9.7
50	Hawaii	19,764	19,643	-121	-.6	1,384	515	-869	-62.8
	District of Columbia	20,360	16,520	-3,840	-18.9	5,730	7,983	2,253	39.3
	Puerto Rico	406,659	1,212,729	806,070	198.2	122,155	218,744	96,589	79.1
	Virgin Islands	14,431	290	-14,141	-98.0	2,694	5,392	2,698	100.1
	Unallocated	6,359,044	13,768,194	7,409,150	116.5	2,878,131	4,616,396	1,738,266	60.4
	UNITED STATES	100,190,356	169,480,937	69,290,581	69.2	41,635,494	97,457,420	55,821,925	134.1

Source: U.S. Census Bureau, Origin of Movement Series.

Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

All state export statistics in this report are drawn from the Census Bureau's Origin of Movement (OM) state export series. The OM series is based on information supplied by U.S. exporters on official Shippers Export Declarations (SEDs) for goods leaving the United States. All statistics in the OM series are on a free-alongside-ship (f.a.s.) basis and include both domestic exports and re-exports.

The OM series seeks to measure state exports on the basis of transportation origin—i.e., the location from which exports begin their journey to the port (or other point) of exit from the United States.

The OM series covers exports of merchandise only. Exports of services are excluded from the data. Also, OM statistics are available only at the state level. There are currently no equivalent figures for exports by metropolitan areas, counties, zip codes, or other sub-state areas.

Similarly, no OM statistics are available for state-level imports. The collection of state import data presents enormous technical challenges, since it would require tracking foreign goods through the U.S. wholesale and retail distribution systems. Consequently, it is not currently possible—using OM data or any other U.S. trade data—to calculate state trade balances.

The Origin of Movement series covers direct exports only. A direct export is one consisting of final goods shipped to a destination outside the United States. So-called indirect exports are excluded from the data. Indirect exports are typically intermediate goods, parts, or other inputs that are shipped within the United States, and subsequently incorporated in final export goods. Such shipments represent domestic transactions—they are not considered exports in U.S. trade statistics.

Also, cross-border shipments made by foreign affiliates of U.S. companies (e.g., a shipment from a French subsidiary to a German customer) are not U.S. exports. These transactions may affect the finances of U.S. firms and reflect a global business strategy, but they are not exports. Exports include only goods and services that are outbound from the United States and which transit its borders.

The OM series was not designed to measure the state distribution of U.S. export production or export-related jobs. The focus is transportation origin, not manufacturing origin.

There are nonetheless many cases when the state origin of movement and the state of production happen to be the same. The origin of movement and origin of production often coincide because many manufacturers ship exports directly from the factory gate, or from a nearby distribution facility.

There is no listing of states for which the Origin of Movement series is a good proxy for export production. Additional research is needed in this area. As a general rule, however, it appears that the OM series is indicative of export production when (1) intermediaries are minor exporters in a state, (2) manufacturers—especially single-establishment firms—dominate exports, and (3) the state is a known producer of the goods being exported.

The OM series in some cases will show considerable manufactured exports from states known to have little manufacturing capability. This is partly attributable to export marketing by in-state intermediaries. These

## Data Notes

exporters frequently ship manufactures produced by out-of-state suppliers from in-state distribution centers. Another factor is shipments of manufactures from in-state warehouses and other distribution centers that are arranged by exporters located out-of-state. In both cases, manufactured exports from the non-industrial state are magnified on an origin-of-movement basis.

Another limitation of the OM series is that, in certain cases, it falls short of its goal of measuring transportation origin. The problem stems from the fact that many intermediaries have traditionally listed the state in which they are located—which is not necessarily the origin of movement—as the "state of origin" on SEDs. For many other transactions, intermediaries specify the state location of the port of exit—which very often is not the state where goods began their export journey.

The result is significant inconsistencies in the state-level allocation of exports sold by intermediaries. The primary impact is on the state distribution of non-manufactured exports—where intermediaries are overwhelmingly dominant. Most affected is the allocation of exports of farm products, minerals, and other bulk commodities—virtually all of which are sold abroad by intermediaries. The impact on manufactured exports is much more limited, due to the fact that intermediaries account for only about one-third of U.S. exports of manufactures.

The most visible result of the problem is a tendency to understate exports from agricultural states and inflate exports from states having ports that handle high-value shipments of farm products (e.g., Louisiana).

Yet another data issue is that some shippers fail to fill in the "state of origin" block on the SED, or furnish invalid or illegible entries. Consequently, the Census Bureau is presently unable to determine the state origin of movement for about five percent of the value of U.S. exports.

For additional information on the Origin of Movement series, visit the Census Bureau's website at <http://www.census.gov/foreign-trade/aip/elom.html> .



