

# Briefing Paper

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**Prepared for**  
**The US-China Economic and Security Review Commission**

**Field Investigation:**

**China's High Technology Development**

**Palo Alto, California**  
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## **Introduction:**

The US suffered a net loss of nonfarm jobs from 2000-2004 for the first four-year period since the 1930s. California also lost jobs over the past four years although the state also lost jobs in the four-year periods ending in 1947 (due to W.W.II demobilization) and -- more severely -- in the four-years ending in both 1994 and 1995. Job growth has rebounded in the US over the past two years but growth has been weak and limited, almost entirely, to industries with limited exposure to global competition. Job growth has yet to rebound in the San Jose/Palo Alto area.

San Francisco's metropolitan area has suffered job losses far more severe than for the state or country as a whole. Even with a modest rebound in recent months, San Francisco's job totals remain below levels reached in late 1997. The San Jose metropolitan area suffered the worst percentage job losses of any metro area in the country over the past four years. Its overall job totals are now at levels first reached in mid-1995 and shifts between industries are even more dramatic.

The US also suffered the smallest four-year gain in the growth of services-providing jobs since data were first collected in 1939. California has added only 1.7% to its job base providing services over the past four years but the San Francisco area has lost a remarkable -7.8% of its service jobs and the San Jose area has lost -14.0% over the period. Manufacturing jobs have plunged by -34.9% in the San Jose area over the past four years. Despite near record monetary and fiscal policy stimulus, industrial and particularly manufacturing output has been extraordinarily weak, growing less than one-third of the usual rate during the first 40 months of cyclical recovery.

Fortunately, productivity growth has remained strong. Unfortunately, US production has been displaced by an ever-rising record tide of net imports, particularly from China with which the US has an imbalance of nearly six-to-one imports-to-exports and a trade deficit now reaching \$15 billion each month. The global US Current Accounts deficit set a new record of near -\$666 billion in 2004 and could approach -\$800 billion in 2005. The overall deficit in globally traded goods and services has reached a record -5.6% drag on real Gross Domestic Product -- compared with a -2.5% drag reached at the height of "competitiveness" concerns in 1986.

The manufacturing trade deficit is far and away the worst on record, reaching -\$466 billion in 2004 and total deficits of -\$1.87 Trillion over just the past five years.

Since 2002, the manufacturing trade deficit has included the first ever recorded global deficits in Advanced Technology Products. In 2004 the US suffered its first ever *combined* trade deficit in technology goods AND services and losses are widening rapidly in 2005. China accounts for one-third of the US deficits in traded manufactured goods, with a deficit of -\$167 billion last year, and for the entire US deficits in technology trade.

The US global surplus in traded services has been generally declining for eight years to levels now well-below those reached in 1992. The US services surplus with China was only \$2.06 billion in 2003 (most recent available) with more than half the surplus, \$1.25 billion, attributed to education of Chinese mostly in American colleges and universities. Much of the funding of Chinese students in the US (counted as “exports”) is provided by US foundations and US-based global companies. The US surplus with China for on all “intellectual property” royalties, licenses and fees was only \$0.8 billion.

Using the formula developed by the Department of Commerce, 9,000 US workers were needed to produce each \$1 billion of tradable goods in the year 2003 and, with productivity growth of 5.6%, about 8,500 workers were needed to produce each \$1 billion of tradable goods output in 2004. This suggests that the worsening balance of net imports of goods displaced about another -739,300 US jobs (for a total of about -5,539,700 jobs) in the more highly productive and therefore higher-wage goods sectors in 2004. California’s global trade deficit appears to have worsened from \$59.3 billion in 2003 to \$69.7 billion in 2004. It is therefore reasonable to conclude that another -58,400 jobs in California were displaced by the worsening deficits erosion of production growth between 2003 and 2004. Overall, net global imports now appear to displace about 592,200 jobs from California’s tradable goods sectors.

Applying the same labor/output formula to the worsening US trade deficits with China suggests they are responsible for the loss of about another -261,000 tradeable-goods jobs in 2004 for a total loss of -1,377,000. By this metric, California’s deficit with China displaced another -27,200 net jobs in 2004 for a total state job displacement from China trade now of -145,700.

### **Recent Job Losses:**

US job recovery has now continued for 22 months although at the weakest pace of any recovery on record. Total industrial and manufacturing production increases in the US during the first 40 months of the current cyclical economic recovery are also -- by far -- the weakest on record.

The San Jose area continues to have modestly fewer jobs in Feb. 2005 than in Feb. 2004 with service-providing jobs account for most of the decline. As Federal fiscal and monetary policies are now becoming *less* stimulative, US consumer and business demand growth is slowing even as net imports are increasing, particularly from China.

Concerns are compounded because the nature of competition for production and jobs has changed fundamentally. During the 1980s, the concern was that even with similar labor and regulatory costs, US firms could not compete with Japanese firms. Today’s principal concern is NOT between firms, which have in any case become increasingly trans-national. The concern today is largely over the location decisions for goods and services production and job

creation within these global firms facing the enormous differentials in the cost of labor, regulatory and living standards in the Palo Alto/San Jose area and in other areas of the world -- particularly China.

The San Jose metropolitan area has lost -206,500 net jobs, -19.5% of its total, over the last four years for the worst percentage job loss of any metropolitan area in the country. Private sector job loss has been even more severe, declining by -21.2%. San Jose's area has lost -90,700 manufacturing jobs (-34.9% of the total,) including the loss of -83,600 of the most highly productive durable manufacturing sector jobs. Of these durable manufacturing jobs, -65,500 were lost in firms making computers and electronic products, including semiconductors. This represents a four-year decline of -36.7% for local jobs in this industry.

Professional and Technical Services have lost -40,600 jobs, -29.9% of their total. Every major component of this key sector has suffered severe job losses over the past four years: architects/engineers, -48.0%; computer systems designers, -34.0%; scientific research and development, -8.4%. The Information Services sector lost -12,700 jobs, -27.5% of its totals. All of these sectors except R&D have continued to lose jobs over the past year with stepped-up outsourcing to China and elsewhere, raising new questions about future growth. Sun Microsystems, for example, recently indicated plans to add more than 500 new software engineers in its Beijing operations within the next two years and BearingPoint has plans to add over 9,000.

San Jose's area has fewer jobs today than four years ago in every major industry sector except Health Care, Education and Financial Credit Intermediation -- industries that currently face little or no outsourcing or global competition.

### **Global and China Trade:**

Freight data for the air and sea port district of San Francisco show the value of global imports exceeded exports by a record -\$19.0 billion in 2004 and the imbalance is widening sharply this year. The district's imbalance in China trade reached a record deficit in net imports of -\$6.2 billion in 2004 and data for early 2005 suggest the deficit could surge to near -\$11 billion this year.

The dollar value of the San Francisco port district's global exports and imports each fell in the past four years, by -34.5% and -17.2%, respectively. Conversely, exports to China are up 50.6% and imports from China are up 54.1% during the period. Overall, the district imports from China more than it exports in 75 of the 97 international Harmonized Series industry categories.

For each \$1.00 worth of exports to China, the district imports \$2.80 worth of goods from China but there are wide variations between industries. The district imports from China \$3.50 worth of machinery, computers and computer parts for each \$1.00 of these products exported to China. For electrical machinery and parts -- including such things as mobile phones and semiconductors -- the district imports from China \$2.00 worth of product for each \$1.00 of exports. In several categories of apparel, the US imports \$1000s of dollars worth of goods from China for each \$1.00 of exports. On the other hand, in 22 of the 97 industry classifications, mostly agricultural and mining commodities, the district export more than it imports from China.

The Commerce Department also collects information on the state origin of finished products for US export. These figures are quite problematic because they do not sort out the value of component parts imported into the state from other states and countries. There are no official state data whatsoever on imports. The most straightforward method of estimating the final destination of US imports is to simply apportion them equally by state population.

Using this method for imports and the available export data, 47 states and the District of Columbia had global trade deficits in 2004. Most state deficits are worsening rapidly. Every state had rapidly worsening trade deficits with China in 2003 and again in 2004.

California was overtaken by Texas in 2002 as the state with the greatest global exports. But California remains, by far, the state with the greatest exports to China and the greatest imports from China. Although the US imports \$5.70 worth of goods from China for each \$1.00 of exports, according to the state “exports” data, California’s import-to-export ratio with China is only 3.5-to-1. Still, when imports are allocated equally by population, California’s deficit with China is shown to have worsened from \$13.2 billion in 2003 to \$17.1 billion in 2004, the largest deficit of any state.

China accounts for 6.4% of California’s goods exports and is the state’s 4th largest export market behind Mexico, Japan and Canada. California’s major exports to China are computers and electronics, waste and scrap material, machine tools, transportation equipment, chemicals and crop products. Of these, only waste and scrap material exports to China account for more than 6.5% of California’s global exports of the industry. Both the national and San Francisco port district data strongly suggest that California faces large and rapidly growing trade deficits with China in most manufacturing industries, including in most advanced technology products.

Although state data do not exist, it seems highly probable from the US data that California and the San Jose area enjoy a small but growing surplus in the global and China trade of education, software and other professional services. Even these small surpluses can be expected to face increased challenge in the years immediately ahead for the same reasons that have long faced goods producers.

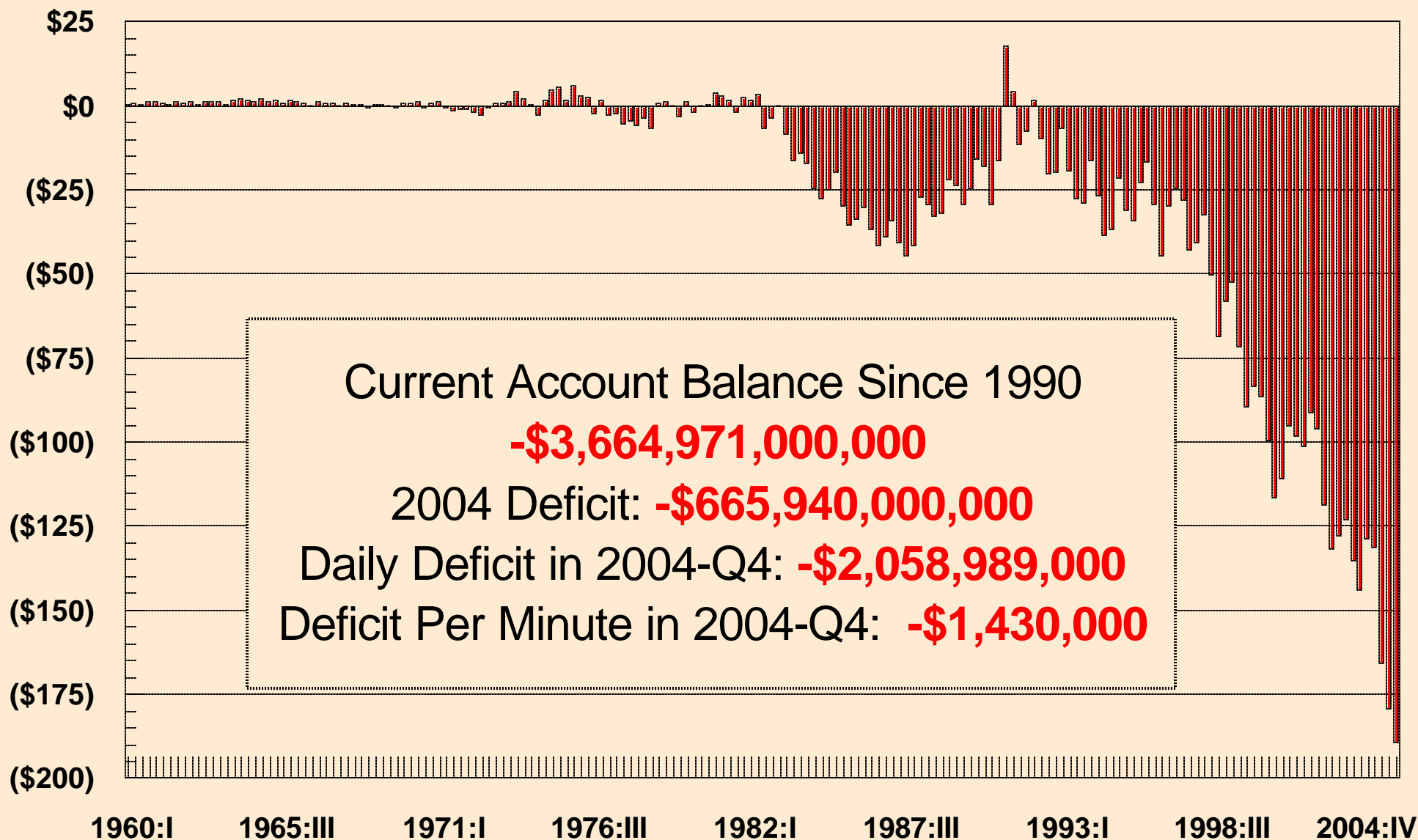
Everyone understands, of course, that lowering the price of component inputs of goods and services lowers firms’ cost of production and can improve revenue or allow them to lower prices to improve price competitiveness. And every consumer appreciates lower prices for products they want to buy. Unfortunately, the capabilities of modern information technologies now allow large global companies to make or buy most goods and services wherever living standards are lowest while continuing to sell in the San Jose/Palo Alto area and elsewhere. Those who believed that higher aggregate levels of productivity in Silicon Valley and throughout the US could forever support wages and living standards far above those in Mexico and China have been proven wrong by chronic and worsening trade deficits.

Those who believe that only low skilled manufacturing jobs and lightly capitalized industries face price-competition from the world’s leading firms that now produce cutting-edge goods and services in China face a similar awakening. The recent history in the San Jose/Palo Alto area is a useful example of the new challenges facing policy-makers and the American standard of living.

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# Worst Ever US Losses in Current Accounts

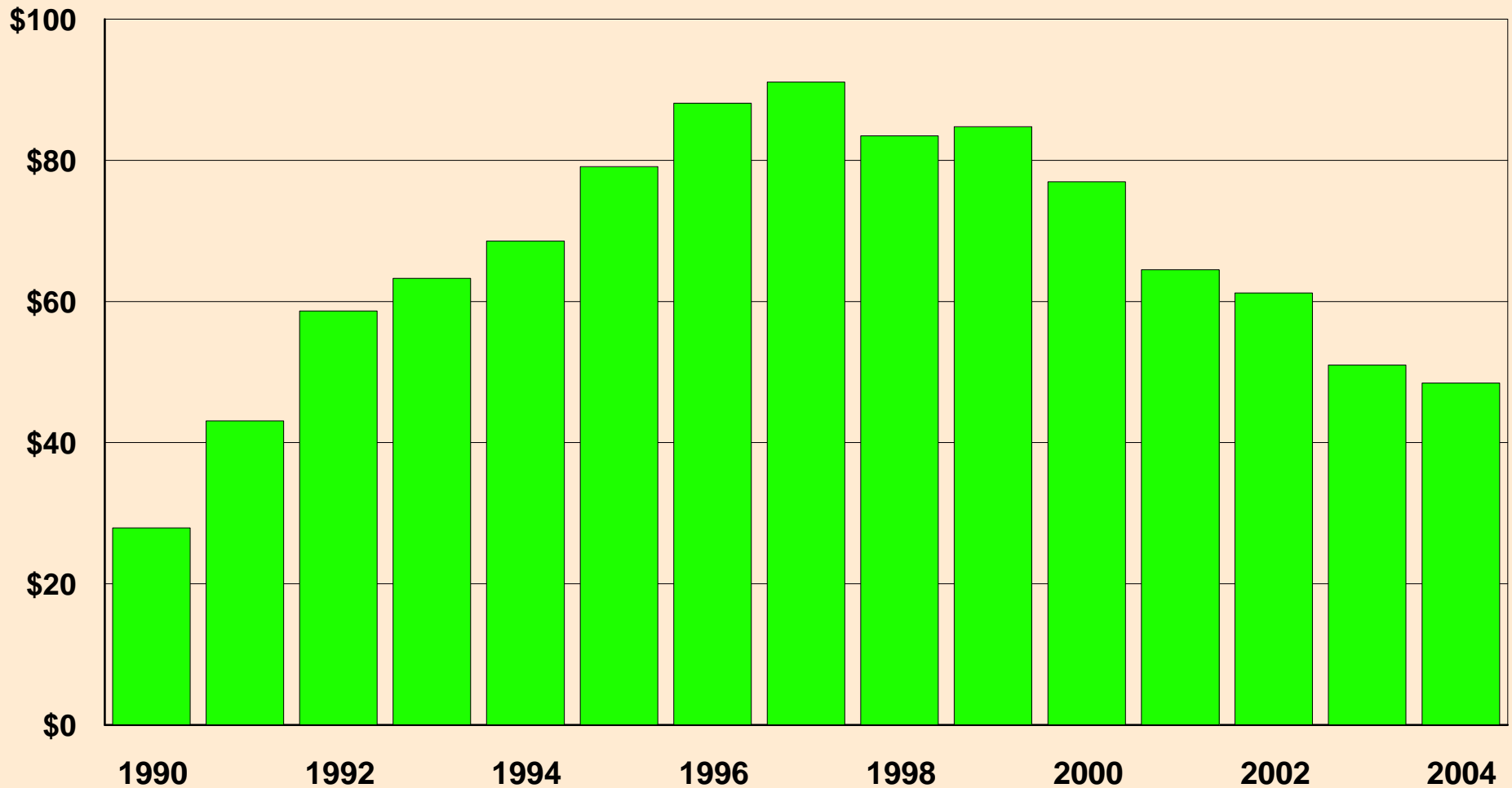
\$ Billion: US Quarterly Balances in All Global Current Accounts



Current Account Balance Since 1990  
**-\$3,664,971,000,000**  
2004 Deficit: **-\$665,940,000,000**  
Daily Deficit in 2004-Q4: **-\$2,058,989,000**  
Deficit Per Minute in 2004-Q4: **-\$1,430,000**

# US Surplus In Services Trade: Down to Lowest Levels since 1991

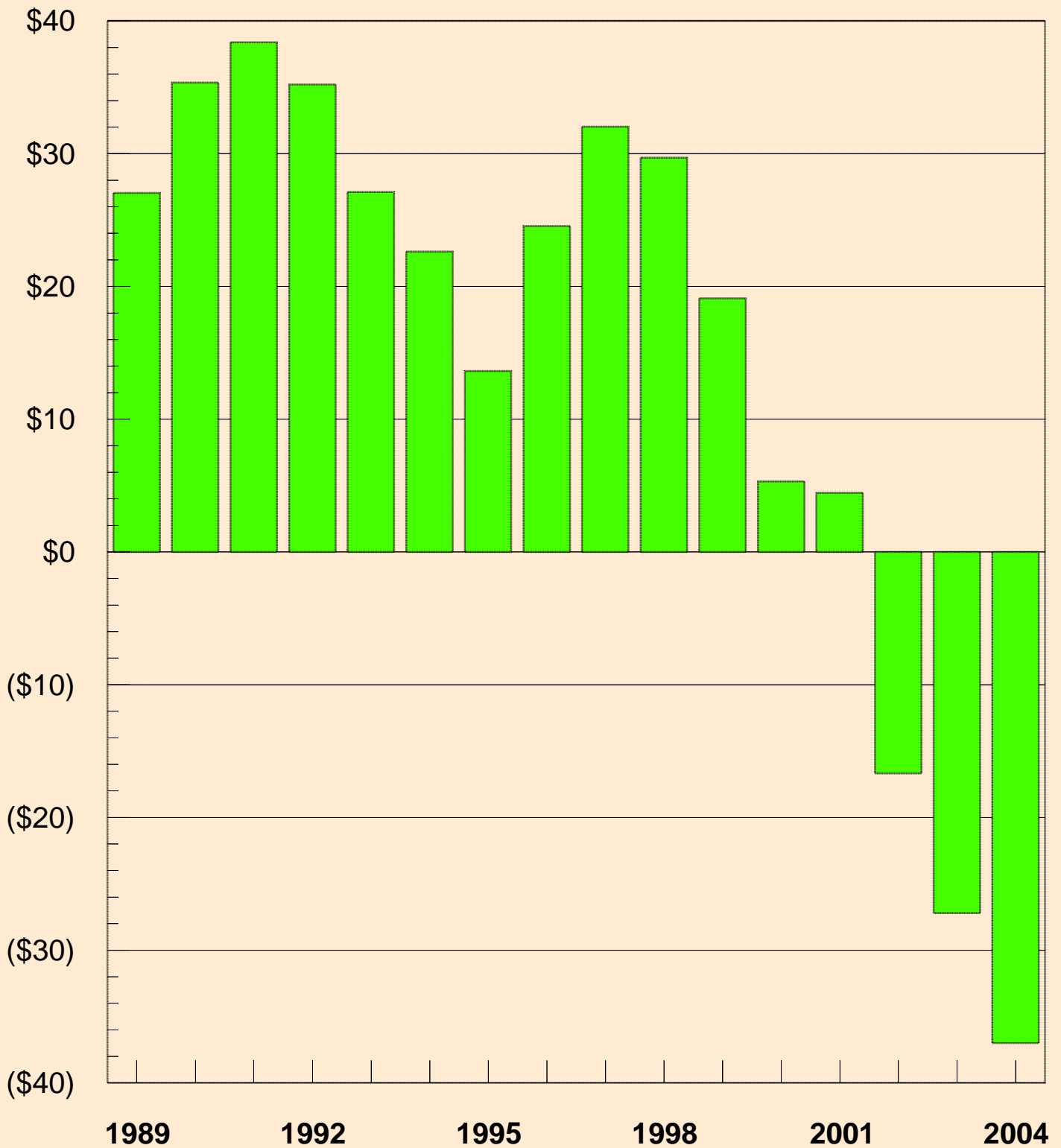
**\$Billion: Annual US Surplus in Global Trade of Services**



US Dept. of Commerce and MBG Information Services

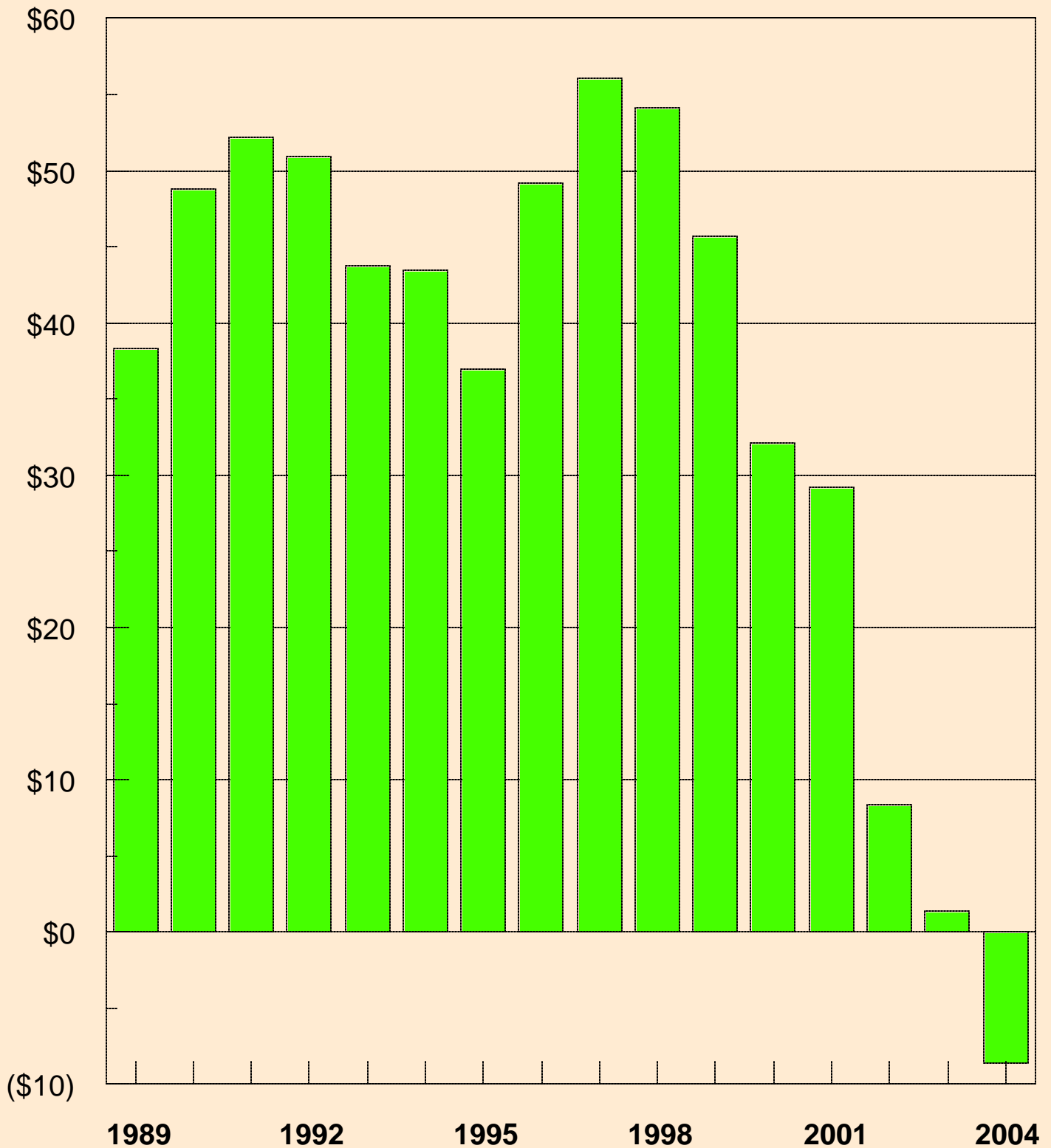
# US Trade in Advanced Technology

Traditional Large Surplus now Equally Large Losses



# US Trade in Advanced Technology & IP

First Recorded Deficit in Tech Goods, Royalties and Fees





# Components of the U.S. Economy:

## Gross Domestic Product: Constant 2000-Chained Prices

| (\$ Billions)<br>Year | Gross<br>Domestic<br>Product | Personal<br>Consumption<br>Expenditures | Gross Private<br>Domestic<br>Investment | Net Exports<br>Goods And<br>Services | Expenditures<br>and Investments<br>by Government | Trade as<br>Percent of<br>Real GDP |
|-----------------------|------------------------------|---|---|--------------------------------------|--|------------------------------------|
| 1959                  | 2,441.3                      | 1,554.6                                 | 266.7                                   | (24.7)                               | 714.3  | -1.5%                              |
| 1960                  | 2,501.8                      | 1,597.4                                 | 266.6                                   | (12.7)                               | 715.4  | -0.5%                              |
| 1961                  | 2,560.0                      | 1,630.3                                 | 264.9                                   | (11.5)                               | 751.3  | -0.4%                              |
| 1962                  | 2,715.2                      | 1,711.1                                 | 298.4                                   | (18.6)                               | 797.6  | -0.7%                              |
| 1963                  | 2,834.0                      | 1,781.6                                 | 318.5                                   | (14.8)                               | 818.1  | -0.5%                              |
| 1964                  | 2,998.6                      | 1,888.4                                 | 344.7                                   | (9.0)                                | 836.1  | -0.3%                              |
| 1965                  | 3,191.1                      | 2,007.7                                 | 393.1                                   | (18.9)                               | 861.3  | -0.6%                              |
| 1966                  | 3,399.1                      | 2,121.8                                 | 427.7                                   | (31.1)                               | 937.1  | -0.9%                              |
| 1967                  | 3,484.6                      | 2,185.0                                 | 408.1                                   | (39.6)                               | 1,008.9  | -1.1%                              |
| 1968                  | 3,652.7                      | 2,310.5                                 | 431.9                                   | (54.6)                               | 1,040.5  | -1.5%                              |
| 1969                  | 3,765.4                      | 2,396.4                                 | 457.1                                   | (58.9)                               | 1,038.0  | -1.6%                              |
| 1970                  | 3,771.9                      | 2,451.9                                 | 427.1                                   | (52.0)                               | 1,012.9  | -1.4%                              |
| 1971                  | 3,898.6                      | 2,545.5                                 | 475.7                                   | (60.6)                               | 990.8  | -1.6%                              |
| 1972                  | 4,105.0                      | 2,701.3                                 | 532.1                                   | (73.5)                               | 983.5  | -1.8%                              |
| 1973                  | 4,341.5                      | 2,833.8                                 | 594.4                                   | (51.9)                               | 980.0  | -1.2%                              |
| 1974                  | 4,319.6                      | 2,812.3                                 | 550.6                                   | (29.4)                               | 1,004.7  | -0.7%                              |
| 1975                  | 4,311.2                      | 2,876.9                                 | 453.1                                   | (2.4)                                | 1,027.4  | -0.1%                              |
| 1976                  | 4,540.9                      | 3,035.5                                 | 544.7                                   | (37.0)                               | 1,031.9  | -0.8%                              |
| 1977                  | 4,750.5                      | 3,164.1                                 | 627.0                                   | (61.1)                               | 1,043.3  | -1.3%                              |
| 1978                  | 5,015.0                      | 3,303.1                                 | 702.6                                   | (61.9)                               | 1,074.0  | -1.2%                              |
| 1979                  | 5,173.4                      | 3,383.4                                 | 725.0                                   | (41.0)                               | 1,094.1  | -0.8%                              |
| 1980                  | 5,161.7                      | 3,374.1                                 | 645.3                                   | 12.6                                 | 1,115.4  | 0.2%                               |
| 1981                  | 5,291.7                      | 3,422.2                                 | 704.9                                   | 8.3                                  | 1,125.6  | 0.2%                               |
| 1982                  | 5,189.3                      | 3,470.3                                 | 606.0                                   | (12.6)                               | 1,145.4  | -0.2%                              |
| 1983                  | 5,423.8                      | 3,668.6                                 | 662.5                                   | (60.2)                               | 1,187.3  | -1.1%                              |
| 1984                  | 5,813.6                      | 3,863.3                                 | 857.7                                   | (122.4)                              | 1,227.0  | -2.1%                              |
| 1985                  | 6,053.7                      | 4,064.0                                 | 849.7                                   | (141.5)                              | 1,312.5  | -2.3%                              |
| 1986                  | 6,263.6                      | 4,228.9                                 | 843.9                                   | (156.3)                              | 1,392.5  | -2.5%                              |
| 1987                  | 6,475.1                      | 4,369.8                                 | 870.0                                   | (148.4)                              | 1,426.7  | -2.3%                              |
| 1988                  | 6,742.7                      | 4,546.9                                 | 890.5                                   | (106.8)                              | 1,445.1  | -1.6%                              |
| 1989                  | 6,981.4                      | 4,675.0                                 | 926.2                                   | (79.2)                               | 1,482.5  | -1.1%                              |
| 1990                  | 7,112.5                      | 4,770.3                                 | 895.1                                   | (54.7)                               | 1,530.0  | -0.8%                              |
| 1991                  | 7,100.5                      | 4,778.4                                 | 822.2                                   | (14.6)                               | 1,547.2  | -0.2%                              |
| 1992                  | 7,336.6                      | 4,934.8                                 | 889.0                                   | (15.9)                               | 1,555.3  | -0.2%                              |
| 1993                  | 7,532.7                      | 5,099.8                                 | 968.3                                   | (52.1)                               | 1,541.1  | -0.7%                              |
| 1994                  | 7,835.5                      | 5,290.7                                 | 1,099.6                                 | (79.4)                               | 1,541.3  | -1.0%                              |
| 1995                  | 8,031.7                      | 5,433.5                                 | 1,134.0                                 | (71.0)                               | 1,549.7  | -0.9%                              |
| 1996                  | 8,328.9                      | 5,619.4                                 | 1,234.3                                 | (79.6)                               | 1,564.9  | -1.0%                              |
| 1997                  | 8,703.5                      | 5,831.8                                 | 1,387.7                                 | (104.6)                              | 1,594.0  | -1.2%                              |
| 1998                  | 9,066.9                      | 6,125.8                                 | 1,524.1                                 | (203.7)                              | 1,624.4  | -2.2%                              |
| 1999                  | 9,470.3                      | 6,438.6                                 | 1,642.6                                 | (296.2)                              | 1,686.9  | -3.1%                              |
| 2000                  | 9,817.0                      | 6,739.4                                 | 1,735.5                                 | (379.5)                              | 1,721.6  | -3.9%                              |
| 2001                  | 9,890.7                      | 6,910.4                                 | 1,598.4                                 | (399.1)                              | 1,780.3  | -4.0%                              |
| 2002                  | 10,074.8                     | 7,123.4                                 | 1,560.7                                 | (472.1)                              | 1,857.9  | -4.7%                              |
| 2003                  | 10,381.3                     | 7,355.6                                 | 1,628.8                                 | (518.5)                              | 1,909.4  | -5.0%                              |
| 2004-QIV              | 10,994.3                     | 7,747.0                                 | 1,912.6                                 | (621.1)                              | 1,954.0  | -5.6%                              |

U.S. Dept. Commerce and MBG Information Services (March 30, 2004)

## Worldwide Exports of the States

| Merchandise ( \$1,000s)   | 2000                 | 2001                 | 2002                 | 2003                 | 2004                 |
|---------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| <b>U.S. Total.....</b>    | <b>\$780,418,628</b> | <b>\$731,025,906</b> | <b>\$693,257,300</b> | <b>\$723,743,177</b> | <b>\$817,935,849</b> |
| Texas.....                | 103,865,689          | 94,995,266           | 95,396,197           | 98,846,083           | 117,244,970          |
| California.....           | 119,640,424          | 106,776,963          | 92,214,292           | 93,994,882           | 109,967,840          |
| New York.....             | 42,845,957           | 42,172,062           | 36,976,801           | 39,180,708           | 44,400,729           |
| Michigan.....             | 33,845,301           | 32,365,840           | 33,775,232           | 32,941,109           | 35,625,008           |
| Washington.....           | 32,214,701           | 34,928,533           | 34,626,549           | 34,172,826           | 33,792,504           |
| Ohio.....                 | 26,322,241           | 27,094,734           | 27,723,273           | 29,764,418           | 31,208,206           |
| Illinois.....             | 31,437,607           | 30,434,398           | 25,686,414           | 26,472,902           | 30,213,626           |
| Florida.....              | 26,542,976           | 27,184,581           | 24,544,204           | 24,953,414           | 28,981,515           |
| Massachusetts.....        | 20,514,409           | 17,490,110           | 16,707,593           | 18,662,575           | 21,837,411           |
| Louisiana.....            | 16,814,289           | 16,588,957           | 17,566,658           | 18,390,130           | 19,922,346           |
| Georgia.....              | 14,925,063           | 14,643,686           | 14,412,700           | 16,286,235           | 19,632,738           |
| New Jersey.....           | 18,637,554           | 18,945,751           | 17,001,514           | 16,817,673           | 19,192,131           |
| Indiana.....              | 15,385,774           | 14,365,375           | 14,923,049           | 16,402,279           | 19,109,378           |
| Pennsylvania.....         | 18,792,448           | 17,433,129           | 15,767,794           | 16,299,212           | 18,487,253           |
| North Carolina.....       | 17,945,940           | 16,798,898           | 14,718,505           | 16,198,733           | 18,114,767           |
| Tennessee.....            | 11,591,574           | 11,320,177           | 11,621,339           | 12,611,793           | 16,122,874           |
| Arizona.....              | 14,333,689           | 12,513,510           | 11,871,004           | 13,323,392           | 13,422,913           |
| South Carolina.....       | 8,565,126            | 9,956,333            | 9,656,247            | 11,772,894           | 13,375,890           |
| Kentucky.....             | 9,612,209            | 9,047,966            | 10,606,720           | 10,733,781           | 12,991,977           |
| Wisconsin.....            | 10,508,413           | 10,488,671           | 10,684,271           | 11,509,835           | 12,706,343           |
| Minnesota.....            | 10,302,502           | 10,524,370           | 10,402,162           | 11,265,660           | 12,677,805           |
| Virginia.....             | 11,698,059           | 11,630,943           | 10,795,528           | 10,852,981           | 11,630,744           |
| Oregon.....               | 11,441,272           | 8,900,414            | 10,086,397           | 10,357,199           | 11,171,751           |
| Alabama.....              | 7,317,040            | 7,570,360            | 8,266,884            | 8,340,387            | 9,036,641            |
| Missouri.....             | 6,497,147            | 6,173,043            | 6,790,778            | 7,233,937            | 8,997,288            |
| Connecticut.....          | 8,046,838            | 8,610,434            | 8,313,390            | 8,136,443            | 8,559,237            |
| Colorado.....             | 6,592,984            | 6,125,494            | 5,521,685            | 6,109,121            | 6,650,999            |
| Iowa.....                 | 4,465,486            | 4,659,584            | 4,754,600            | 5,236,296            | 6,393,941            |
| Maryland.....             | 4,592,885            | 4,974,873            | 4,473,576            | 4,940,631            | 5,746,142            |
| Kansas.....               | 5,145,445            | 5,004,547            | 4,988,410            | 4,553,334            | 4,930,774            |
| Utah.....                 | 3,220,823            | 3,506,386            | 4,542,725            | 4,114,540            | 4,718,350            |
| Arkansas.....             | 2,599,268            | 2,911,181            | 2,803,645            | 2,962,153            | 3,493,133            |
| Vermont.....              | 4,097,073            | 2,830,360            | 2,520,955            | 2,626,922            | 3,283,135            |
| West Virginia.....        | 2,219,278            | 2,241,005            | 2,237,154            | 2,379,808            | 3,261,683            |
| Mississippi.....          | 2,725,551            | 3,557,419            | 3,058,008            | 2,558,259            | 3,179,374            |
| Oklahoma.....             | 3,072,177            | 2,661,344            | 2,443,578            | 2,659,603            | 3,177,874            |
| Alaska.....               | 2,464,139            | 2,418,284            | 2,516,220            | 2,738,558            | 3,156,911            |
| Idaho.....                | 3,558,623            | 2,122,100            | 1,966,982            | 2,095,799            | 2,914,604            |
| Nevada.....               | 1,481,897            | 1,423,225            | 1,176,999            | 2,032,599            | 2,906,689            |
| Maine.....                | 1,778,695            | 1,812,455            | 1,973,061            | 2,188,413            | 2,432,219            |
| Nebraska.....             | 2,511,183            | 2,701,795            | 2,527,632            | 2,723,670            | 2,316,114            |
| New Hampshire.....        | 2,373,327            | 2,401,032            | 1,863,288            | 1,931,412            | 2,285,589            |
| Delaware.....             | 2,197,396            | 1,984,813            | 2,003,814            | 1,886,118            | 2,053,423            |
| New Mexico.....           | 2,390,543            | 1,404,620            | 1,196,144            | 2,325,609            | 2,045,806            |
| Rhode Island.....         | 1,185,571            | 1,268,612            | 1,121,005            | 1,177,475            | 1,286,324            |
| District of Columbia..... | 1,003,177            | 1,033,602            | 1,065,873            | 809,220              | 1,164,327            |
| North Dakota.....         | 625,917              | 806,110              | 859,383              | 854,072              | 1,007,927            |
| South Dakota.....         | 679,366              | 594,874              | 596,785              | 672,268              | 825,510              |
| Wyoming.....              | 502,453              | 503,269              | 553,361              | 581,636              | 680,239              |
| Montana.....              | 540,642              | 488,522              | 385,735              | 361,416              | 564,691              |
| Hawaii.....               | 386,813              | 369,866              | 513,651              | 368,227              | 404,774              |

## Worldwide Exports of the States: Share of GSP

| Merchandise ( % of GSP)   | 2000         | 2001         | 2002         | 2003         | 2004         |
|---------------------------|--------------|--------------|--------------|--------------|--------------|
| Vermont.....              | 23.02%       | 15.12%       | 12.86%       | 12.71%       | 14.90%       |
| Texas.....                | 14.35%       | 12.75%       | 12.33%       | 12.16%       | 13.53%       |
| Louisiana.....            | 12.78%       | 12.48%       | 13.35%       | 13.12%       | 13.33%       |
| Washington.....           | 14.61%       | 15.58%       | 14.87%       | 13.95%       | 12.94%       |
| South Carolina.....       | 7.58%        | 8.45%        | 7.89%        | 9.25%        | 9.86%        |
| Kentucky.....             | 8.48%        | 7.72%        | 8.67%        | 8.32%        | 9.45%        |
| Alaska.....               | 8.96%        | 8.97%        | 8.47%        | 8.72%        | 9.43%        |
| Michigan.....             | 10.01%       | 9.56%        | 9.61%        | 9.02%        | 9.15%        |
| Oregon.....               | 10.16%       | 8.01%        | 8.76%        | 8.61%        | 8.71%        |
| Indiana.....              | 7.85%        | 7.31%        | 7.28%        | 7.66%        | 8.37%        |
| Tennessee.....            | 6.61%        | 6.26%        | 6.11%        | 6.31%        | 7.57%        |
| Ohio.....                 | 7.08%        | 7.23%        | 7.14%        | 7.39%        | 7.26%        |
| California.....           | 9.23%        | 8.07%        | 6.74%        | 6.50%        | 7.13%        |
| <b>U.S. Total.....</b>    | <b>8.01%</b> | <b>7.29%</b> | <b>6.66%</b> | <b>6.63%</b> | <b>7.03%</b> |
| Arizona.....              | 9.11%        | 7.67%        | 6.91%        | 7.31%        | 6.91%        |
| Massachusetts.....        | 7.40%        | 6.18%        | 5.80%        | 6.28%        | 6.89%        |
| Idaho.....                | 10.10%       | 5.79%        | 5.10%        | 5.19%        | 6.77%        |
| West Virginia.....        | 5.24%        | 5.11%        | 4.91%        | 5.04%        | 6.47%        |
| Alabama.....              | 6.29%        | 6.29%        | 6.58%        | 6.31%        | 6.42%        |
| Wisconsin.....            | 5.92%        | 5.73%        | 5.60%        | 5.75%        | 5.96%        |
| Utah.....                 | 4.73%        | 4.99%        | 6.23%        | 5.43%        | 5.84%        |
| Iowa.....                 | 4.88%        | 5.00%        | 4.84%        | 5.08%        | 5.82%        |
| Georgia.....              | 5.16%        | 4.93%        | 4.71%        | 5.09%        | 5.76%        |
| Illinois.....             | 6.74%        | 6.40%        | 5.28%        | 5.30%        | 5.67%        |
| Minnesota.....            | 5.56%        | 5.55%        | 5.20%        | 5.34%        | 5.64%        |
| Maine.....                | 5.01%        | 4.90%        | 5.05%        | 5.34%        | 5.57%        |
| North Carolina.....       | 6.57%        | 5.90%        | 4.90%        | 5.15%        | 5.41%        |
| New York.....             | 5.62%        | 5.39%        | 4.67%        | 4.77%        | 5.07%        |
| Kansas.....               | 6.15%        | 5.76%        | 5.57%        | 4.88%        | 4.95%        |
| Florida.....              | 5.65%        | 5.51%        | 4.72%        | 4.54%        | 4.94%        |
| Connecticut.....          | 5.09%        | 5.30%        | 5.02%        | 4.72%        | 4.66%        |
| New Jersey.....           | 5.39%        | 5.22%        | 4.47%        | 4.23%        | 4.53%        |
| North Dakota.....         | 3.49%        | 4.36%        | 4.34%        | 4.00%        | 4.43%        |
| New Hampshire.....        | 5.56%        | 5.48%        | 4.01%        | 3.94%        | 4.37%        |
| Arkansas.....             | 3.90%        | 4.22%        | 3.90%        | 3.92%        | 4.34%        |
| Missouri.....             | 3.69%        | 3.41%        | 3.62%        | 3.72%        | 4.34%        |
| Mississippi.....          | 4.20%        | 5.37%        | 4.42%        | 3.54%        | 4.13%        |
| Delaware.....             | 5.22%        | 4.43%        | 4.25%        | 3.84%        | 3.92%        |
| Pennsylvania.....         | 4.76%        | 4.25%        | 3.68%        | 3.62%        | 3.85%        |
| Virginia.....             | 4.53%        | 4.22%        | 3.75%        | 3.56%        | 3.58%        |
| New Mexico.....           | 4.73%        | 2.77%        | 2.24%        | 4.11%        | 3.40%        |
| Colorado.....             | 3.87%        | 3.48%        | 3.08%        | 3.26%        | 3.33%        |
| Nebraska.....             | 4.49%        | 4.65%        | 4.15%        | 4.14%        | 3.30%        |
| Nevada.....               | 2.02%        | 1.85%        | 1.45%        | 2.32%        | 3.11%        |
| Rhode Island.....         | 3.54%        | 3.64%        | 3.03%        | 2.98%        | 3.05%        |
| Oklahoma.....             | 3.40%        | 2.88%        | 2.57%        | 2.65%        | 2.97%        |
| South Dakota.....         | 2.94%        | 2.49%        | 2.39%        | 2.53%        | 2.91%        |
| Wyoming.....              | 2.82%        | 2.61%        | 2.73%        | 2.61%        | 2.87%        |
| Maryland.....             | 2.55%        | 2.60%        | 2.22%        | 2.33%        | 2.54%        |
| Montana.....              | 2.51%        | 2.17%        | 1.62%        | 1.42%        | 2.08%        |
| District of Columbia..... | 1.73%        | 1.65%        | 1.60%        | 1.16%        | 1.57%        |
| Hawaii.....               | 0.97%        | 0.89%        | 1.17%        | 0.78%        | 0.81%        |

## Global Trade: 47 States Have Deficits, Most Worsening Rapidly

| Merchandise (\$1,000s)    | 2003          |                 |                 | 2004          |                 |                 |
|---------------------------|---------------|-----------------|-----------------|---------------|-----------------|-----------------|
|                           | Exports       | Imports*        | Balance         | Exports       | Imports*        | Balance         |
| U.S. Total.....           | \$723,743,177 | \$1,257,121,251 | (\$533,378,074) | \$817,935,849 | \$1,469,670,757 | (\$651,734,908) |
| California.....           | 93,994,882    | 153,310,244     | (59,315,362)    | 109,967,840   | 179,639,353     | (69,671,513)    |
| Florida.....              | 24,953,414    | 73,489,827      | (48,536,413)    | 28,981,515    | 87,068,375      | (58,086,860)    |
| New York.....             | 39,180,708    | 83,057,990      | (43,877,282)    | 44,400,729    | 96,226,695      | (51,825,966)    |
| Pennsylvania.....         | 16,299,212    | 53,480,523      | (37,181,311)    | 18,487,253    | 62,090,342      | (43,603,089)    |
| Illinois.....             | 26,472,902    | 54,683,765      | (28,210,863)    | 30,213,626    | 63,628,511      | (33,414,885)    |
| Ohio.....                 | 29,764,418    | 49,446,684      | (19,682,266)    | 31,208,206    | 57,349,441      | (26,141,235)    |
| Virginia.....             | 10,852,981    | 31,841,149      | (20,988,168)    | 11,630,744    | 37,334,541      | (25,703,797)    |
| North Carolina.....       | 16,198,733    | 36,405,977      | (20,207,244)    | 18,114,767    | 42,746,643      | (24,631,876)    |
| Georgia.....              | 16,286,235    | 37,509,545      | (21,223,310)    | 19,632,738    | 44,188,821      | (24,556,083)    |
| New Jersey.....           | 16,817,673    | 37,362,351      | (20,544,678)    | 19,192,131    | 43,535,681      | (24,343,550)    |
| Maryland.....             | 4,940,631     | 23,830,484      | (18,889,853)    | 5,746,142     | 27,816,669      | (22,070,527)    |
| Missouri.....             | 7,233,937     | 24,724,916      | (17,490,979)    | 8,997,288     | 28,800,402      | (19,803,114)    |
| Colorado.....             | 6,109,121     | 19,660,051      | (13,550,930)    | 6,650,999     | 23,028,854      | (16,377,855)    |
| Arizona.....              | 13,323,392    | 24,119,754      | (10,796,362)    | 13,422,913    | 28,746,431      | (15,323,518)    |
| Michigan.....             | 32,941,109    | 43,587,464      | (10,646,355)    | 35,625,008    | 50,611,096      | (14,986,088)    |
| Wisconsin.....            | 11,509,835    | 23,666,118      | (12,156,283)    | 12,706,343    | 27,571,277      | (14,864,934)    |
| Oklahoma.....             | 2,659,603     | 15,158,954      | (12,499,351)    | 3,177,874     | 17,634,488      | (14,456,614)    |
| Alabama.....              | 8,340,387     | 19,470,235      | (11,129,848)    | 9,036,641     | 22,672,411      | (13,635,770)    |
| Tennessee.....            | 12,611,793    | 25,269,648      | (12,657,855)    | 16,122,874    | 29,532,817      | (13,409,943)    |
| Minnesota.....            | 11,265,660    | 21,893,121      | (10,627,461)    | 12,677,805    | 25,529,000      | (12,851,195)    |
| Indiana.....              | 16,402,279    | 26,801,609      | (10,399,330)    | 19,109,378    | 31,217,450      | (12,108,072)    |
| Mississippi.....          | 2,558,259     | 12,461,855      | (9,903,596)     | 3,179,374     | 14,528,608      | (11,349,234)    |
| Arkansas.....             | 2,962,153     | 11,792,547      | (8,830,394)     | 3,493,133     | 13,776,209      | (10,283,076)    |
| Massachusetts.....        | 18,662,575    | 27,756,098      | (9,093,523)     | 21,837,411    | 32,112,979      | (10,275,568)    |
| Connecticut.....          | 8,136,443     | 15,074,614      | (6,938,171)     | 8,559,237     | 17,534,649      | (8,975,412)     |
| Nevada.....               | 2,032,599     | 9,693,373       | (7,660,774)     | 2,906,689     | 11,684,936      | (8,778,247)     |
| Kansas.....               | 4,553,334     | 11,779,629      | (7,226,295)     | 4,930,774     | 13,690,493      | (8,759,719)     |
| Iowa.....                 | 5,236,296     | 12,718,572      | (7,482,276)     | 6,393,941     | 14,786,277      | (8,392,336)     |
| Kentucky.....             | 10,733,781    | 17,803,505      | (7,069,724)     | 12,991,977    | 20,749,287      | (7,757,310)     |
| South Carolina.....       | 11,772,894    | 17,935,598      | (6,162,704)     | 13,375,890    | 21,010,265      | (7,634,375)     |
| New Mexico.....           | 2,325,609     | 8,121,285       | (5,795,676)     | 2,045,806     | 9,525,478       | (7,479,672)     |
| Utah.....                 | 4,114,540     | 10,168,538      | (6,053,998)     | 4,718,350     | 11,956,534      | (7,238,184)     |
| Oregon.....               | 10,357,199    | 15,409,095      | (5,051,896)     | 11,171,751    | 17,989,991      | (6,818,240)     |
| Nebraska.....             | 2,723,670     | 7,511,346       | (4,787,676)     | 2,316,114     | 8,744,363       | (6,428,249)     |
| Hawaii.....               | 368,227       | 5,398,542       | (5,030,315)     | 404,774       | 6,320,194       | (5,915,420)     |
| West Virginia.....        | 2,379,808     | 7,831,107       | (5,451,299)     | 3,261,683     | 9,085,386       | (5,823,703)     |
| New Hampshire.....        | 1,931,412     | 5,571,251       | (3,639,839)     | 2,285,589     | 6,503,668       | (4,218,079)     |
| Maine.....                | 2,188,413     | 5,659,876       | (3,471,463)     | 2,432,219     | 6,592,517       | (4,160,298)     |
| Rhode Island.....         | 1,177,475     | 4,652,061       | (3,474,586)     | 1,286,324     | 5,408,289       | (4,121,965)     |
| Montana.....              | 361,416       | 3,969,321       | (3,607,905)     | 564,691       | 4,638,724       | (4,074,033)     |
| Idaho.....                | 2,095,799     | 5,909,878       | (3,814,079)     | 2,914,604     | 6,972,923       | (4,058,319)     |
| South Dakota.....         | 672,268       | 3,306,791       | (2,634,523)     | 825,510       | 3,858,074       | (3,032,564)     |
| Louisiana.....            | 18,390,130    | 19,426,740      | (1,036,610)     | 19,922,346    | 22,600,283      | (2,677,937)     |
| North Dakota.....         | 854,072       | 2,738,276       | (1,884,204)     | 1,007,927     | 3,174,841       | (2,166,914)     |
| Delaware.....             | 1,886,118     | 3,537,046       | (1,650,928)     | 2,053,423     | 4,155,761       | (2,102,338)     |
| Wyoming.....              | 581,636       | 2,170,696       | (1,589,060)     | 680,239       | 2,535,049       | (1,854,810)     |
| District of Columbia..... | 809,220       | 2,410,669       | (1,601,449)     | 1,164,327     | 2,770,242       | (1,605,915)     |
| Alaska.....               | 2,738,558     | 2,802,605       | (64,047)        | 3,156,911     | 3,280,286       | (123,375)       |
| Vermont.....              | 2,626,922     | 2,677,506       | (50,584)        | 3,283,135     | 3,109,919       | 173,216         |
| Washington.....           | 34,172,826    | 26,506,455      | 7,666,371       | 33,792,504    | 31,048,384      | 2,744,120       |
| Texas.....                | 98,846,083    | 95,555,965      | 3,290,118       | 117,244,970   | 112,556,851     | 4,688,119       |

\* US imports are allocated to states according to each state's share of US population

Dept. of Commerce and MBG Information Services

## State Jobs Displaced by Global Goods Trade: 2004

| States: Adjusted for<br>5.6% Productivity Gain | \$1,000s Trade Deficit/Surplus |                 | Total Jobs Lost to Deficit |             | Job Loss/Gain |
|--|--------------------------------|-----------------|----------------------------|-------------|---------------|
|  | 2003                           | 2004            | 2003                       | 2004        | 2004          |
| U.S. Total.....                                | (\$533,378,074)                | (\$651,734,908) | (4,800,403)                | (5,539,747) | (739,344)     |
| California.....                                | (59,315,362)                   | (69,671,513)    | (533,838)                  | (592,208)   | (58,370)      |
| Florida.....                                   | (48,536,413)                   | (58,086,860)    | (436,828)                  | (493,738)   | (56,911)      |
| New York.....                                  | (43,877,282)                   | (51,825,966)    | (394,896)                  | (440,521)   | (45,625)      |
| Pennsylvania.....                              | (37,181,311)                   | (43,603,089)    | (334,632)                  | (370,626)   | (35,994)      |
| Illinois.....                                  | (28,210,863)                   | (33,414,885)    | (253,898)                  | (284,027)   | (30,129)      |
| Ohio.....                                      | (19,682,266)                   | (26,141,235)    | (177,140)                  | (222,201)   | (45,060)      |
| Virginia.....                                  | (20,988,168)                   | (25,703,797)    | (188,894)                  | (218,482)   | (29,589)      |
| North Carolina.....                            | (20,207,244)                   | (24,631,876)    | (181,865)                  | (209,371)   | (27,506)      |
| Georgia.....                                   | (21,223,310)                   | (24,556,083)    | (191,010)                  | (208,727)   | (17,717)      |
| New Jersey.....                                | (20,544,678)                   | (24,343,550)    | (184,902)                  | (206,920)   | (22,018)      |
| Maryland.....                                  | (18,889,853)                   | (22,070,527)    | (170,009)                  | (187,599)   | (17,591)      |
| Missouri.....                                  | (17,490,979)                   | (19,803,114)    | (157,419)                  | (168,326)   | (10,908)      |
| Colorado.....                                  | (13,550,930)                   | (16,377,855)    | (121,958)                  | (139,212)   | (17,253)      |
| Arizona.....                                   | (10,796,362)                   | (15,323,518)    | (97,167)                   | (130,250)   | (33,083)      |
| Michigan.....                                  | (10,646,355)                   | (14,986,088)    | (95,817)                   | (127,382)   | (31,565)      |
| Wisconsin.....                                 | (12,156,283)                   | (14,864,934)    | (109,407)                  | (126,352)   | (16,945)      |
| Oklahoma.....                                  | (12,499,351)                   | (14,456,614)    | (112,494)                  | (122,881)   | (10,387)      |
| Alabama.....                                   | (11,129,848)                   | (13,635,770)    | (100,169)                  | (115,904)   | (15,735)      |
| Tennessee.....                                 | (12,657,855)                   | (13,409,943)    | (113,921)                  | (113,985)   | (64)          |
| Minnesota.....                                 | (10,627,461)                   | (12,851,195)    | (95,647)                   | (109,235)   | (13,588)      |
| Indiana.....                                   | (10,399,330)                   | (12,108,072)    | (93,594)                   | (102,919)   | (9,325)       |
| Mississippi.....                               | (9,903,596)                    | (11,349,234)    | (89,132)                   | (96,468)    | (7,336)       |
| Arkansas.....                                  | (8,830,394)                    | (10,283,076)    | (79,474)                   | (87,406)    | (7,933)       |
| Massachusetts.....                             | (9,093,523)                    | (10,275,568)    | (81,842)                   | (87,342)    | (5,501)       |
| Connecticut.....                               | (6,938,171)                    | (8,975,412)     | (62,444)                   | (76,291)    | (13,847)      |
| Nevada.....                                    | (7,660,774)                    | (8,778,247)     | (68,947)                   | (74,615)    | (5,668)       |
| Kansas.....                                    | (7,226,295)                    | (8,759,719)     | (65,037)                   | (74,458)    | (9,421)       |
| Iowa.....                                      | (7,482,276)                    | (8,392,336)     | (67,340)                   | (71,335)    | (3,994)       |
| Kentucky.....                                  | (7,069,724)                    | (7,757,310)     | (63,628)                   | (65,937)    | (2,310)       |
| South Carolina.....                            | (6,162,704)                    | (7,634,375)     | (55,464)                   | (64,892)    | (9,428)       |
| New Mexico.....                                | (5,795,676)                    | (7,479,672)     | (52,161)                   | (63,577)    | (11,416)      |
| Utah.....                                      | (6,053,998)                    | (7,238,184)     | (54,486)                   | (61,525)    | (7,039)       |
| Oregon.....                                    | (5,051,896)                    | (6,818,240)     | (45,467)                   | (57,955)    | (12,488)      |
| Nebraska.....                                  | (4,787,676)                    | (6,428,249)     | (43,089)                   | (54,640)    | (11,551)      |
| Hawaii.....                                    | (5,030,315)                    | (5,915,420)     | (45,273)                   | (50,281)    | (5,008)       |
| West Virginia.....                             | (5,451,299)                    | (5,823,703)     | (49,062)                   | (49,501)    | (440)         |
| New Hampshire.....                             | (3,639,839)                    | (4,218,079)     | (32,759)                   | (35,854)    | (3,095)       |
| Maine.....                                     | (3,471,463)                    | (4,160,298)     | (31,243)                   | (35,363)    | (4,119)       |
| Rhode Island.....                              | (3,474,586)                    | (4,121,965)     | (31,271)                   | (35,037)    | (3,765)       |
| Montana.....                                   | (3,607,905)                    | (4,074,033)     | (32,471)                   | (34,629)    | (2,158)       |
| Idaho.....                                     | (3,814,079)                    | (4,058,319)     | (34,327)                   | (34,496)    | (169)         |
| South Dakota.....                              | (2,634,523)                    | (3,032,564)     | (23,711)                   | (25,777)    | (2,066)       |
| Louisiana.....                                 | (1,036,610)                    | (2,677,937)     | (9,329)                    | (22,762)    | (13,433)      |
| North Dakota.....                              | (1,884,204)                    | (2,166,914)     | (16,958)                   | (18,419)    | (1,461)       |
| Delaware.....                                  | (1,650,928)                    | (2,102,338)     | (14,858)                   | (17,870)    | (3,012)       |
| Wyoming.....                                   | (1,589,060)                    | (1,854,810)     | (14,302)                   | (15,766)    | (1,464)       |
| District of Columbia.....                      | (1,601,449)                    | (1,605,915)     | (14,413)                   | (13,650)    | 763           |
| Alaska.....                                    | (64,047)                       | (123,375)       | (576)                      | (1,049)     | (472)         |
| Vermont.....                                   | (50,584)                       | 173,216         | (455)                      | 1,472       | 1,928         |
| Washington.....                                | 7,666,371                      | 2,744,120       | 68,997                     | 23,325      | (45,672)      |
| Texas.....                                     | 3,290,118                      | 4,688,119       | 29,611                     | 39,849      | 10,238        |

Depts. of Labor, Commerce; MBG Information Services calculations

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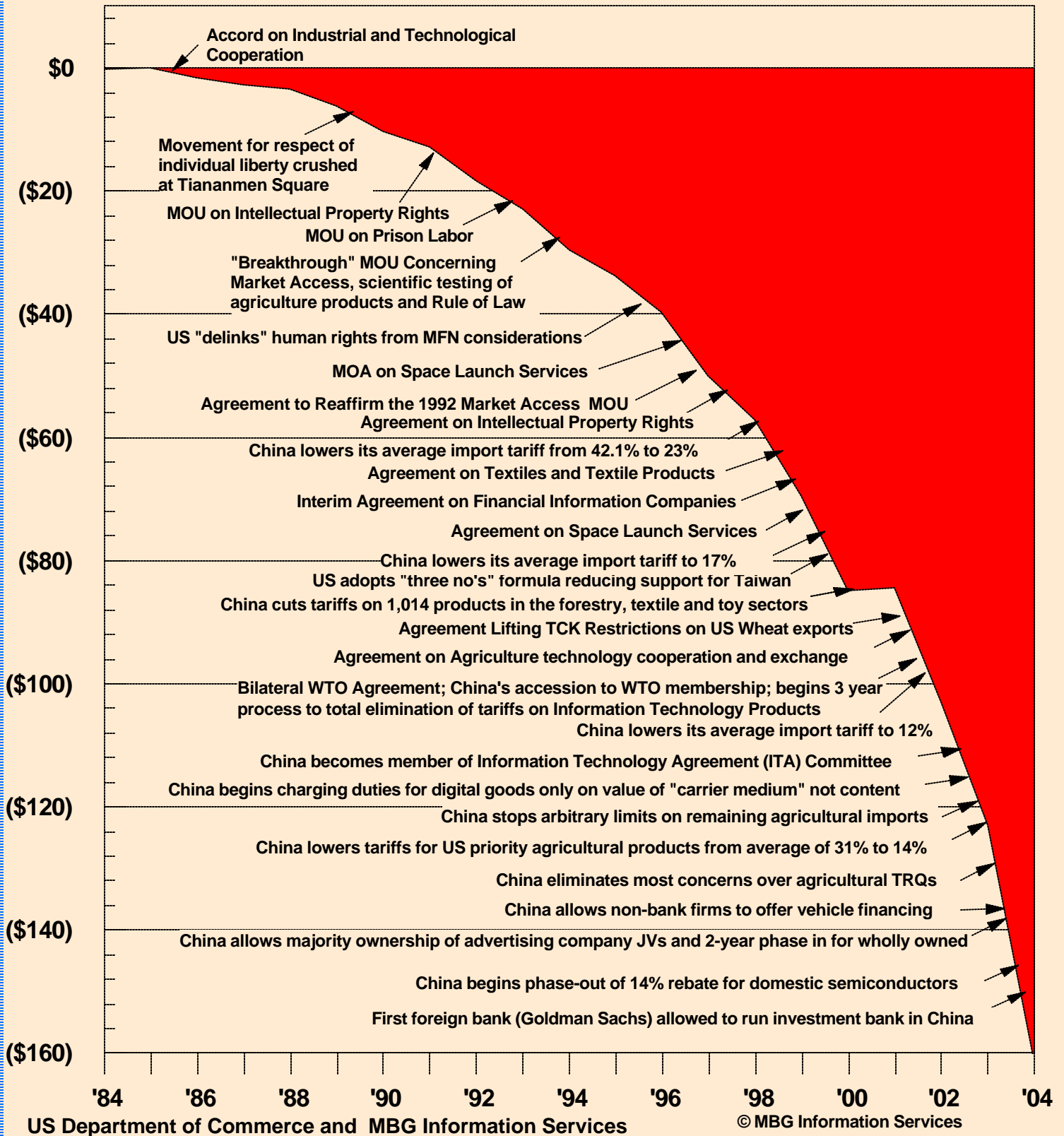
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State imports allocated as % of total US population in each year.

# US Goods Trade Balance With China:

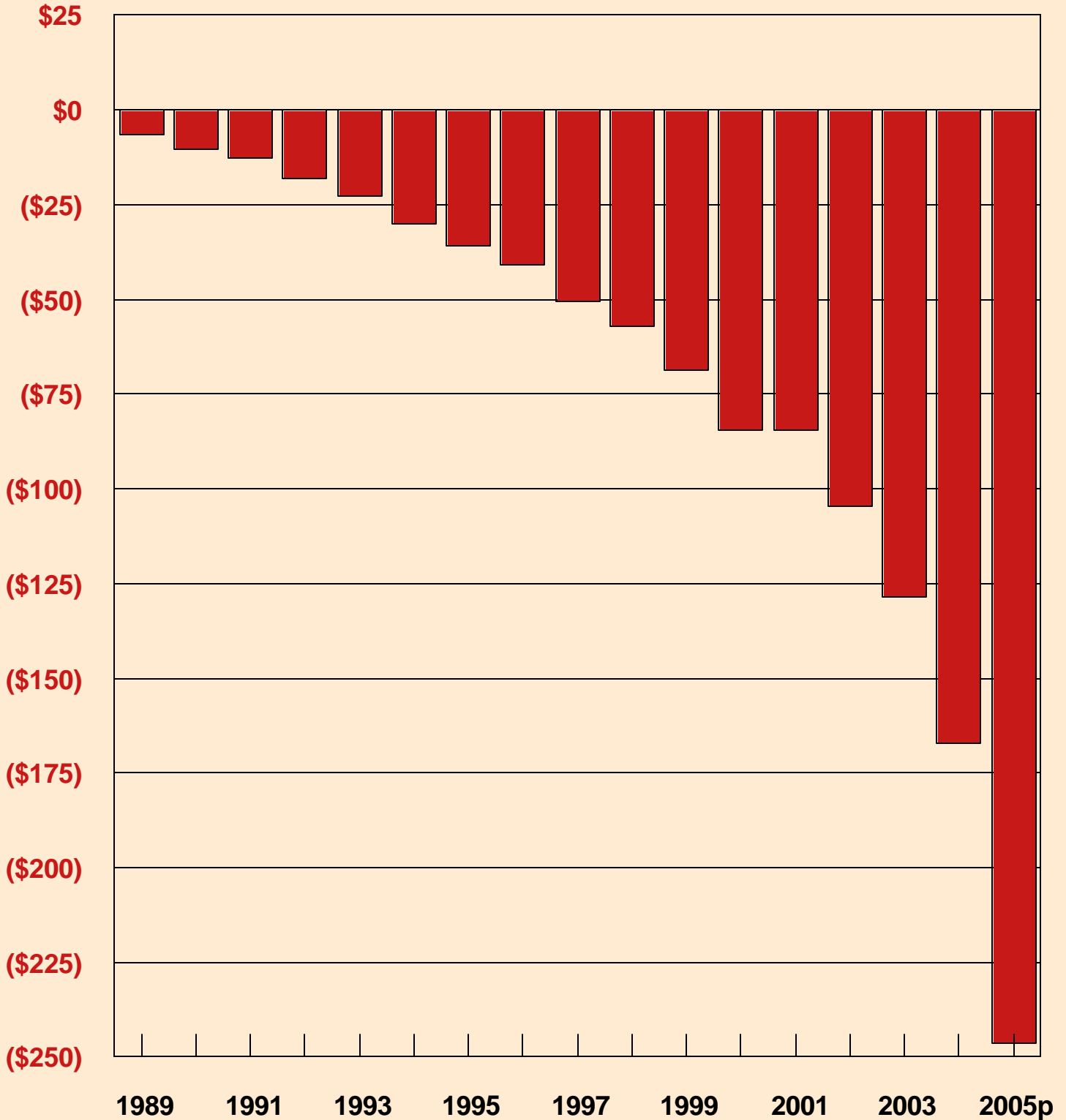
## Tariff Cuts, Agreements, 20 Years of MFN, WTO and Accelerating Collapse

### \$ Billions Per Year: US Merchandise Net Exports



# US Manufacturing Trade With China

\$ Billions: Annual US Balance in Manufacturing Trade



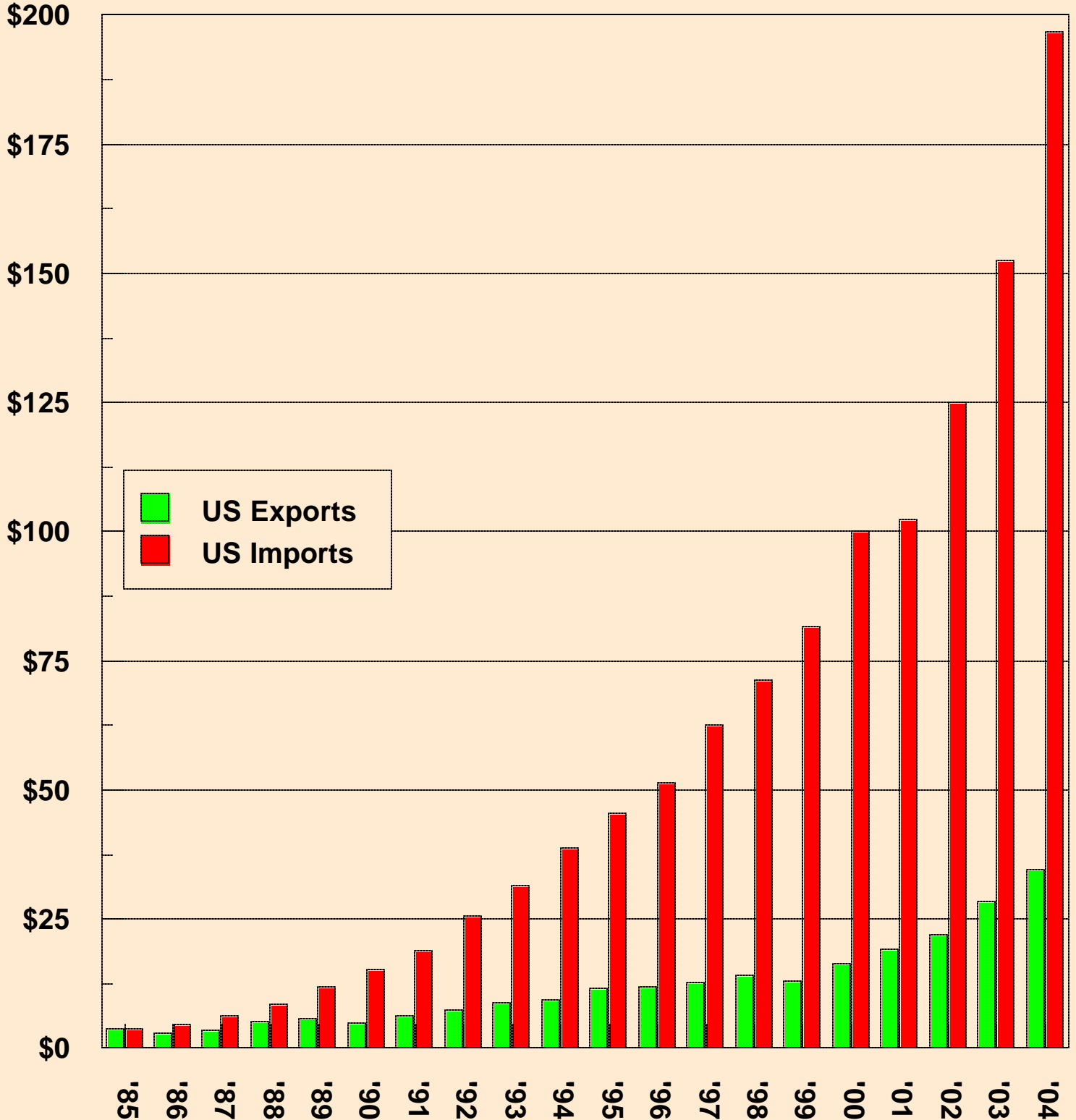
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# U.S. Goods Trade With China:

## 5.7 to 1 Imbalance of Payments to Earnings

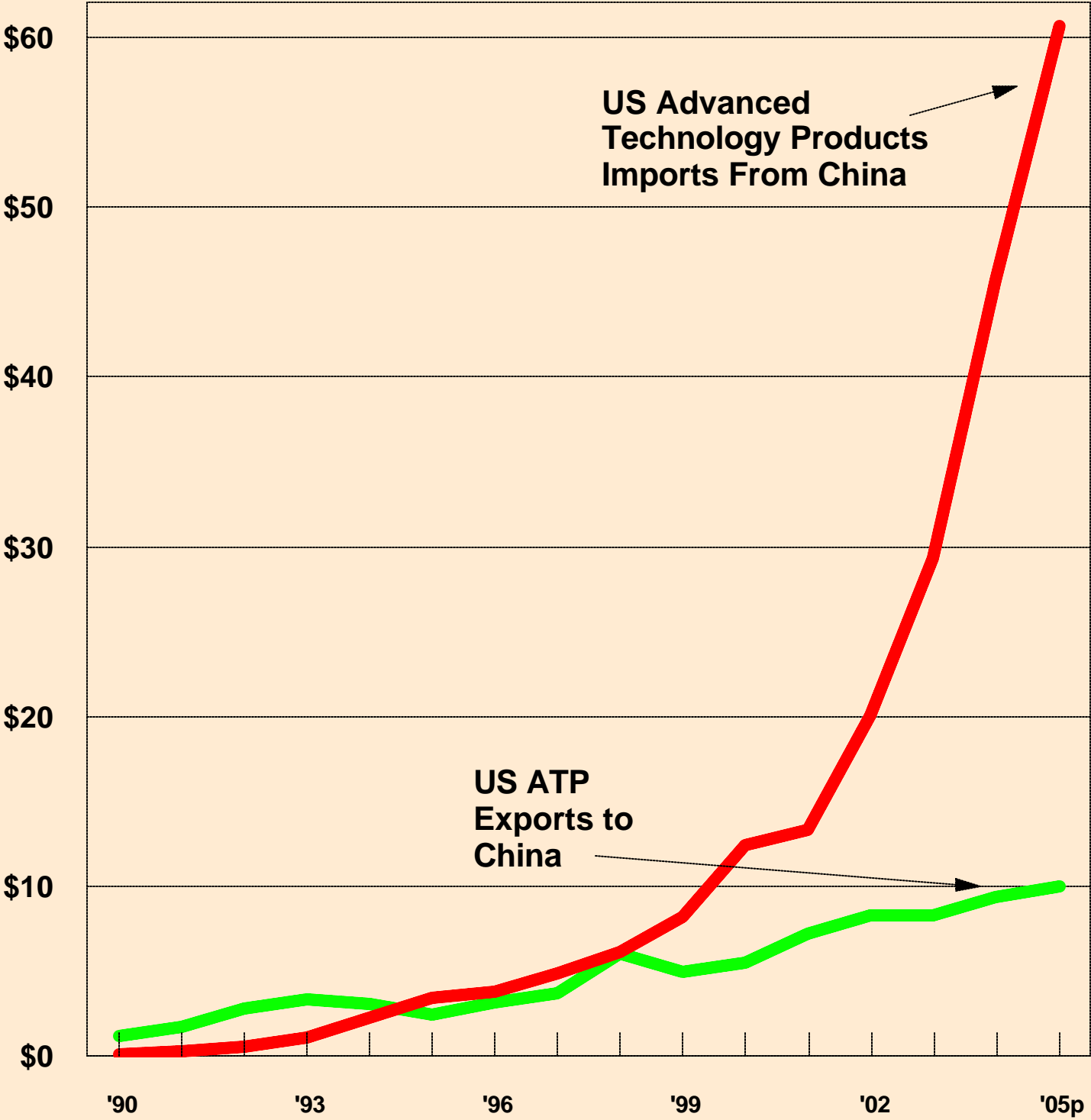
\$ Billions Per Year: Merchandise Trade





# US Advanced Tech Trade With China

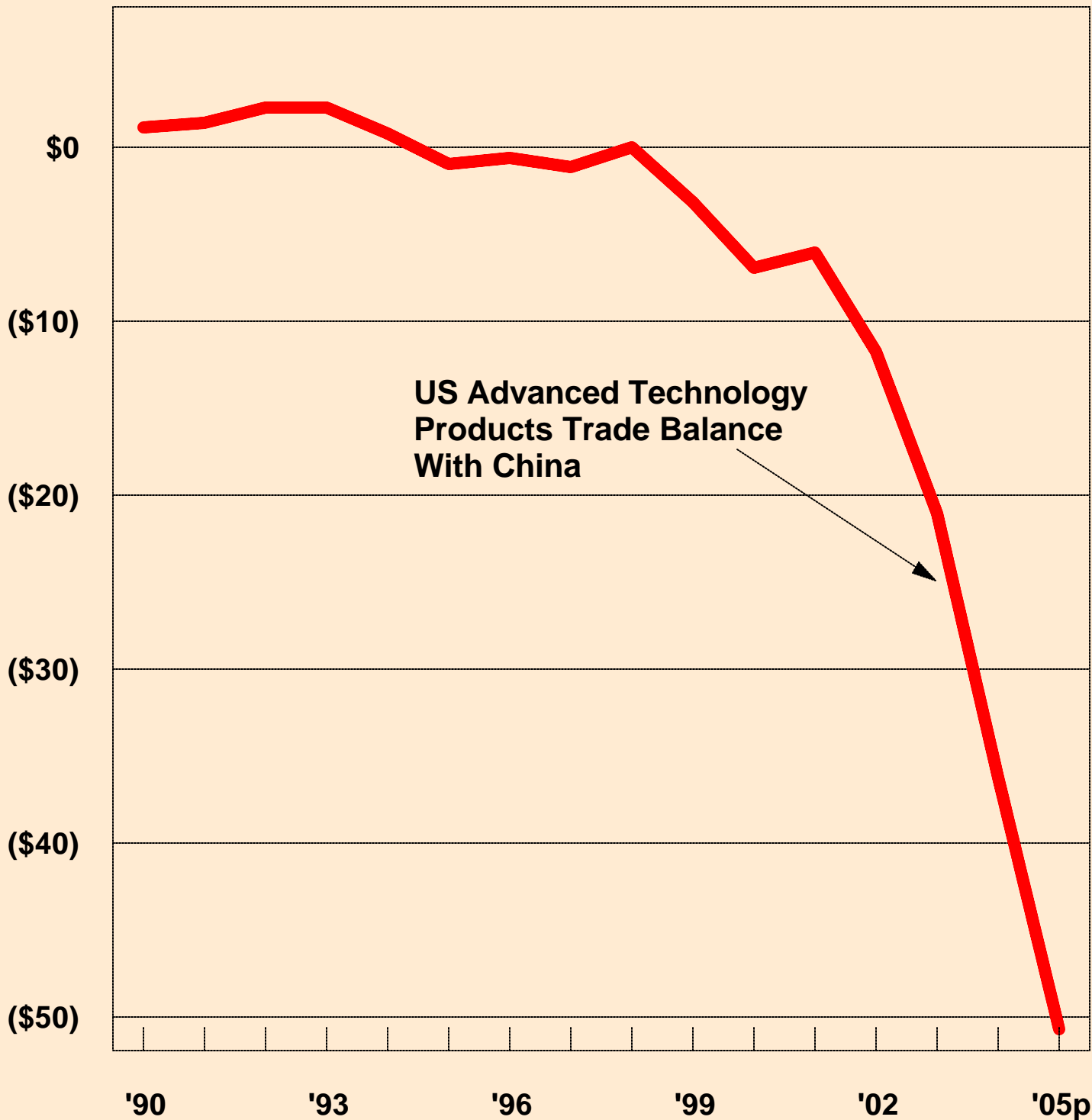
## \$ Billion US ATP Exports and Imports With China



US Bureau of the Census and MBG Information Services '05 is projected from yr-to-Feb data

# US Advanced Tech Trade With China

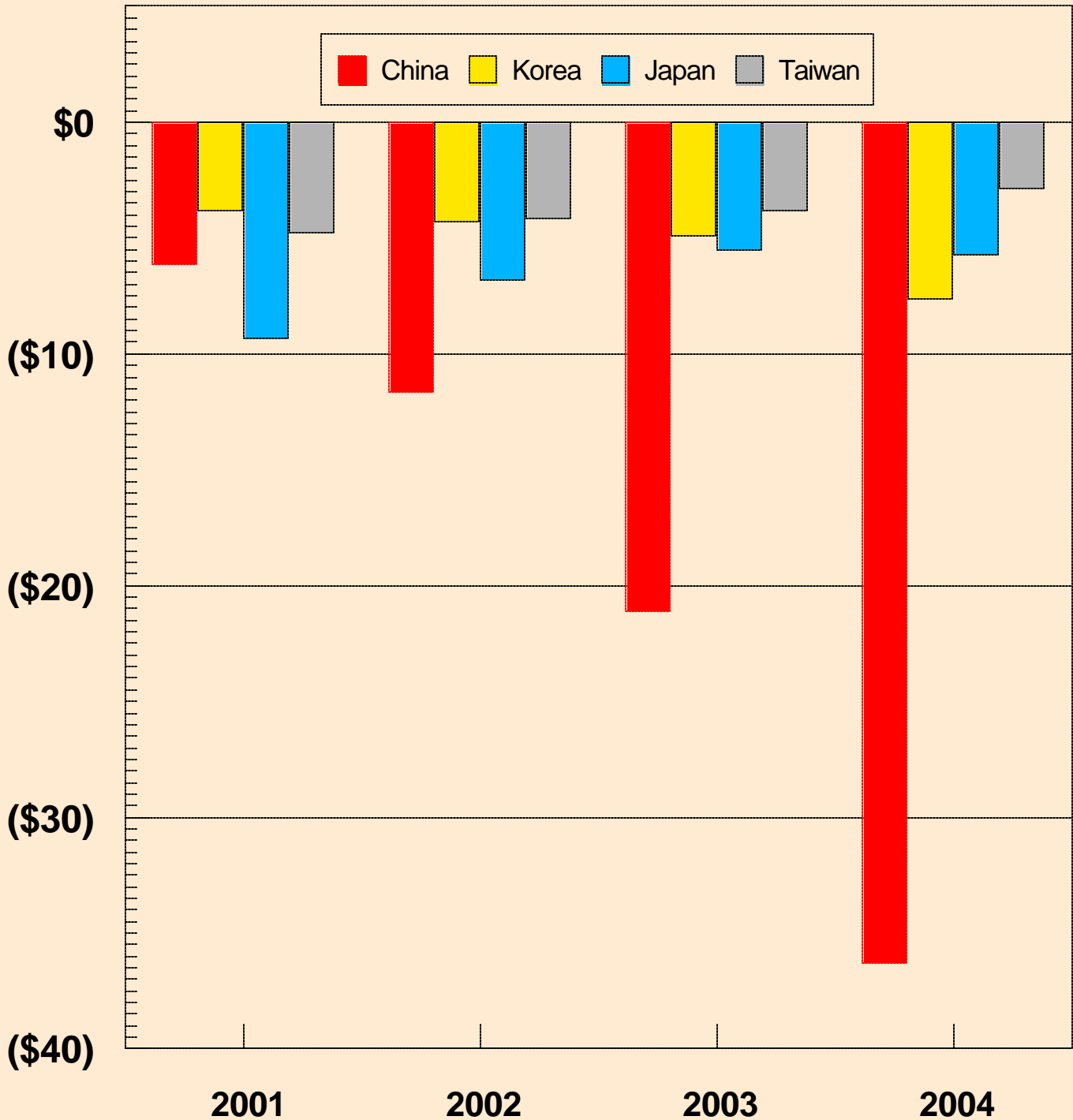
## \$ Billion US ATP Trade Balance With China



# Major Sources of US Tech Deficit

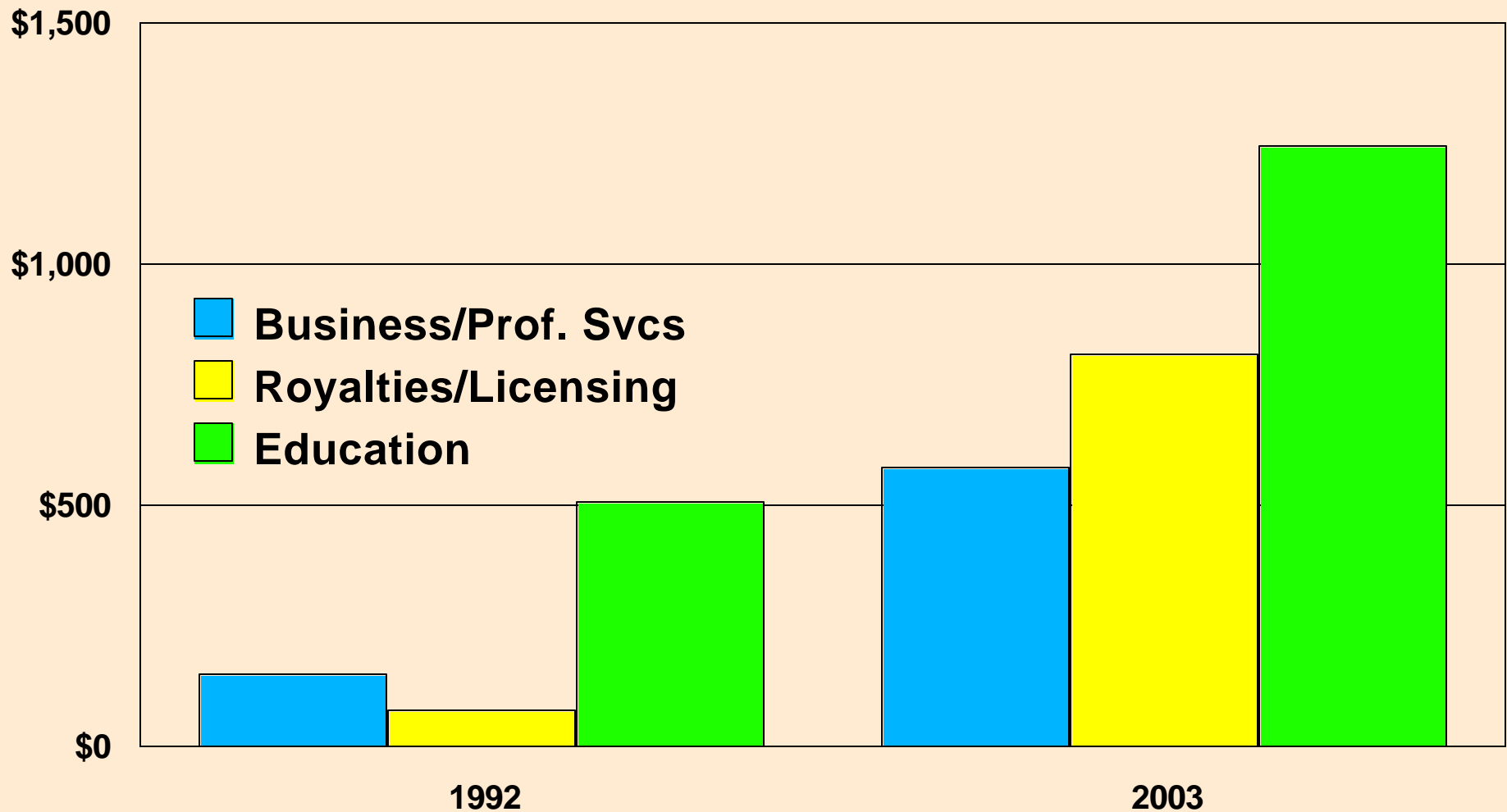
US ATP Deficit with China Now Seven Times The Deficit With Japan

**\$Billions:US Trade Deficit in ATP With Key Asian Countries**



# US Surplus in Services Trade With China Remains Small: Total Surplus: \$515 Million in 1992 rose to \$2.06 Billion in 2003

**\$ Millions: US Balances in Services Trade with China**



## The World's Most Unequal Trading Relationship: US Trade With China

### From 1995 - 2004, US Payments for Imports Exceed Earnings From Exports By \$805 Billion

| HS Industry Codes: \$Millions                           | 1993       | 1994       | 1995       | 1996       | 1997       | 1998       | 1999       | 2000       | 2001       | 2002        | 2003        | 2004        | Totals<br>1995-'04 |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|-------------|-------------|--------------------|
| Merchandise Totals.....                                 | (\$22,768) | (\$29,494) | (\$33,807) | (\$39,517) | (\$49,747) | (\$56,898) | (\$68,668) | (\$83,833) | (\$83,096) | (\$103,065) | (\$124,068) | (\$161,978) | (\$804,677)        |
| 84 Mechanical/Computers.....                            | 262        | (445)      | (1,434)    | (2,172)    | (3,516)    | (4,899)    | (7,602)    | (9,911)    | (9,668)    | (16,119)    | (25,291)    | (37,628)    | (118,239)          |
| 85 Electrical Machinery And Equipment And Parts Th      | (3,541)    | (5,603)    | (6,615)    | (7,474)    | (9,041)    | (11,013)   | (13,067)   | (16,831)   | (16,295)   | (20,463)    | (24,004)    | (34,114)    | (158,918)          |
| 95 Toys, Games And Sports Equipment; Parts & Acces      | (4,154)    | (5,134)    | (6,151)    | (7,368)    | (9,250)    | (10,506)   | (11,041)   | (12,354)   | (12,186)   | (14,417)    | (16,082)    | (17,163)    | (116,517)          |
| 94 Furniture; Bedding, Cushions Etc.; Lamps And Ligt    | (1,052)    | (1,539)    | (1,920)    | (2,297)    | (2,966)    | (3,901)    | (5,485)    | (7,117)    | (7,404)    | (9,844)     | (11,738)    | (14,340)    | (67,011)           |
| 64 Footwear, Gaiters And The Like; Parts Of Such Arti   | (4,515)    | (5,251)    | (5,815)    | (6,383)    | (7,393)    | (7,978)    | (8,393)    | (9,142)    | (9,710)    | (10,192)    | (10,527)    | (11,318)    | (86,852)           |
| 62 Articles Of Apparel And Clothing Accessories, Not..  | (3,784)    | (3,508)    | (3,273)    | (3,508)    | (4,158)    | (3,808)    | (3,746)    | (4,164)    | (4,126)    | (4,464)     | (5,485)     | (6,606)     | (43,338)           |
| 42 Articles Of Leather; Saddlery And Harness; Travel..  | (1,938)    | (2,485)    | (2,534)    | (2,623)    | (2,956)    | (2,921)    | (3,002)    | (3,827)    | (3,898)    | (4,465)     | (5,043)     | (5,708)     | (36,976)           |
| 73 Articles Of Iron Or Steel.....                       | (265)      | (382)      | (448)      | (566)      | (800)      | (1,043)    | (1,301)    | (1,800)    | (2,020)    | (2,438)     | (3,085)     | (4,376)     | (17,877)           |
| 61 Articles Of Apparel And Clothing Accessories, Knit.  | (1,505)    | (1,570)    | (1,372)    | (1,510)    | (1,832)    | (1,857)    | (2,022)    | (2,032)    | (2,273)    | (2,614)     | (3,193)     | (4,092)     | (22,797)           |
| 39 Plastics And Articles Thereof.....                   | (871)      | (1,153)    | (1,272)    | (1,338)    | (1,550)    | (1,655)    | (1,949)    | (2,194)    | (2,398)    | (2,782)     | (3,036)     | (3,402)     | (21,577)           |
| 63 Made-Up Textile Articles Nesoi; Needlecraft Sets;..  | (493)      | (579)      | (634)      | (584)      | (710)      | (810)      | (960)      | (1,097)    | (1,201)    | (1,647)     | (2,353)     | (3,052)     | (13,048)           |
| 87 Vehicles, Other Than Railway Or Tramway Rolling      | 500        | (91)       | (330)      | (386)      | (368)      | (710)      | (857)      | (1,759)    | (1,299)    | (1,657)     | (2,035)     | (2,729)     | (12,129)           |
| 83 Miscellaneous Articles Of Base Metal.....            | (198)      | (239)      | (311)      | (374)      | (438)      | (546)      | (715)      | (836)      | (963)      | (1,256)     | (1,415)     | (1,809)     | (8,663)            |
| 71 Natural Or Cultured Pearls, Precious Or Semipreci    | (149)      | (189)      | (230)      | (258)      | (323)      | (372)      | (491)      | (669)      | (803)      | (1,144)     | (1,393)     | (1,714)     | (7,397)            |
| 90 Optical, Photographic, Cinematographic, Measurin     | (23)       | (343)      | (824)      | (1,051)    | (1,348)    | (1,547)    | (1,510)    | (1,994)    | (1,510)    | (1,517)     | (1,649)     | (1,705)     | (14,654)           |
| 82 Tools, Implements, Cutlery, Spoons And Forks.....    | (226)      | (273)      | (348)      | (369)      | (489)      | (575)      | (740)      | (878)      | (941)      | (1,110)     | (1,373)     | (1,554)     | (8,375)            |
| 44 Wood And Articles Of Wood; Wood Charcoal.....        | (48)       | (132)      | (196)      | (226)      | (294)      | (417)      | (540)      | (658)      | (701)      | (837)       | (1,020)     | (1,455)     | (6,345)            |
| 96 Miscellaneous Manufactured Articles.....             | (222)      | (277)      | (343)      | (383)      | (466)      | (533)      | (751)      | (740)      | (841)      | (913)       | (1,024)     | (1,203)     | (7,197)            |
| 69 Ceramic Products.....                                | (330)      | (417)      | (532)      | (576)      | (671)      | (742)      | (762)      | (869)      | (864)      | (1,025)     | (1,112)     | (1,164)     | (8,318)            |
| 67 Prepared Feathers And Down And Articles Thereof      | (466)      | (566)      | (642)      | (604)      | (700)      | (780)      | (869)      | (927)      | (958)      | (1,047)     | (1,092)     | (1,109)     | (8,728)            |
| 40 Rubber And Articles Thereof.....                     | (53)       | (80)       | (122)      | (154)      | (207)      | (283)      | (366)      | (413)      | (403)      | (581)       | (699)       | (1,037)     | (4,264)            |
| 49 Printed Books, Newspapers, Pictures And Other Pri    | (37)       | (59)       | (76)       | (86)       | (106)      | (108)      | (203)      | (325)      | (378)      | (529)       | (653)       | (893)       | (3,356)            |
| 27 Mineral Fuels, Mineral Oils And Products Of Their.   | 18         | (301)      | (413)      | (446)      | (331)      | (261)      | (126)      | (672)      | (292)      | (323)       | (319)       | (805)       | (3,986)            |
| 48 Paper And Paperboard; Articles Of Paper Pulp, Pa     | (18)       | (54)       | (100)      | (19)       | (53)       | (68)       | (132)      | (227)      | (306)      | (403)       | (612)       | (803)       | (2,724)            |
| 68 Articles Of Stone, Plaster, Cement, Asbestos, Mica   | (28)       | (81)       | (116)      | (162)      | (258)      | (301)      | (414)      | (565)      | (601)      | (690)       | (712)       | (786)       | (4,606)            |
| 91 Clocks And Watches And Parts Thereof.....            | (260)      | (333)      | (345)      | (402)      | (466)      | (538)      | (579)      | (641)      | (603)      | (623)       | (682)       | (759)       | (5,638)            |
| 65 Headgear And Parts Thereof.....                      | (189)      | (198)      | (168)      | (196)      | (209)      | (257)      | (285)      | (324)      | (334)      | (479)       | (628)       | (740)       | (3,619)            |
| 70 Glass And Glassware.....                             | (50)       | (68)       | (96)       | (127)      | (141)      | (142)      | (258)      | (312)      | (440)      | (544)       | (621)       | (731)       | (3,412)            |
| 03 Fish And Crustaceans, Molluscs And Other Aquatic     | (259)      | (200)      | (206)      | (180)      | (181)      | (230)      | (267)      | (385)      | (446)      | (566)       | (722)       | (705)       | (3,886)            |
| 92 Musical Instruments; Parts And Accessories Therec    | (92)       | (119)      | (159)      | (188)      | (220)      | (225)      | (266)      | (306)      | (317)      | (391)       | (439)       | (533)       | (3,043)            |
| 20 Preparations Of Vegetables, Fruit, Nuts, Or Other... | (65)       | (71)       | (107)      | (133)      | (146)      | (137)      | (119)      | (125)      | (143)      | (184)       | (295)       | (386)       | (1,777)            |
| 98 Special Classification Provisions, Nesoi.....        | 2          | (37)       | (24)       | (31)       | (83)       | (104)      | (129)      | (158)      | (224)      | (216)       | (307)       | (346)       | (1,623)            |
| 46 Manufactures Of Straw, Esparto Or Other Plaiting ¶   | (151)      | (160)      | (177)      | (175)      | (174)      | (191)      | (196)      | (213)      | (229)      | (279)       | (304)       | (315)       | (2,255)            |
| 66 Umbrellas, Sun Umbrellas, Walking-Sticks, Seat-St    | (110)      | (118)      | (128)      | (134)      | (163)      | (182)      | (183)      | (216)      | (234)      | (218)       | (264)       | (295)       | (2,017)            |
| 57 Carpets And Other Textile Floor Coverings.....       | (154)      | (144)      | (197)      | (141)      | (162)      | (188)      | (188)      | (213)      | (214)      | (253)       | (277)       | (283)       | (2,117)            |
| 28 Inorganic Chemicals; Organic Or Inorganic Compo      | (111)      | (149)      | (168)      | (226)      | (245)      | (277)      | (295)      | (250)      | (324)      | (359)       | (337)       | (270)       | (2,750)            |
| 16 Edible Preparations Of Meat, Fish, Crustaceans, M    | (9)        | (13)       | (23)       | (24)       | (24)       | (23)       | (70)       | (50)       | (87)       | (155)       | (233)       | (267)       | (956)              |
| 76 Aluminum And Articles Thereof.....                   | 28         | 37         | 92         | 105        | 103        | 13         | 33         | 132        | 85         | (91)        | (122)       | (227)       | 123                |
| 25 Salt; Sulfur; Earths And Stone; Plastering Materia.. | (64)       | (80)       | (134)      | (117)      | (212)      | (272)      | (211)      | (226)      | (223)      | (167)       | (178)       | (223)       | (1,964)            |

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| HS Industry Codes: \$Millions                              | 1993   | 1994   | 1995   | 1996   | 1997   | 1998   | 1999   | 2000    | 2001    | 2002    | 2003    | 2004    | Totals<br>1995-'04 |
|--|--------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|---------|--------------------|
| 05 Products Of Animal Origin, Nesoi.....                   | (\$43) | (\$57) | (\$73) | (\$65) | (\$77) | (\$96) | (\$94) | (\$150) | (\$131) | (\$159) | (\$181) | (\$219) | (\$1,246)          |
| 34 Soap Etc.; Lubricating Products; Waxes, Polishing.      | (14)   | (29)   | (50)   | (63)   | (66)   | (90)   | (122)  | (140)   | (133)   | (164)   | (169)   | (196)   | (1,194)            |
| 33 Essential Oils And Resinoids; Perfumery, Cosmetic       | (21)   | (26)   | (42)   | (34)   | (31)   | (61)   | (74)   | (86)    | (132)   | (164)   | (165)   | (185)   | (974)              |
| 36 Explosives; Pyrotechnic Products; Matches; Pyroph       | (73)   | (76)   | (78)   | (92)   | (95)   | (106)  | (128)  | (118)   | (130)   | (141)   | (171)   | (176)   | (1,234)            |
| 97 Works Of Art, Collectors' Pieces And Antiques.....      | (70)   | (54)   | (50)   | (93)   | (79)   | (147)  | (156)  | (162)   | (153)   | (149)   | (161)   | (158)   | (1,307)            |
| 43 Furskins And Artificial Fur; Manufactures Thereof...    | (28)   | (38)   | (27)   | (40)   | (45)   | (42)   | (41)   | (73)    | (87)    | (91)    | (118)   | (138)   | (702)              |
| 07 Edible Vegetables And Certain Roots And Tubers..        | (48)   | (44)   | (38)   | (35)   | (37)   | (49)   | (56)   | (45)    | (55)    | (83)    | (89)    | (126)   | (612)              |
| 58 Special Woven Fabrics; Tufted Textile Fabrics; Lac      | (29)   | (31)   | (31)   | (36)   | (65)   | (53)   | (48)   | (51)    | (49)    | (70)    | (95)    | (120)   | (618)              |
| 81 Base Metals Nesoi; Cermets; Articles Thereof.....       | (43)   | (73)   | (76)   | (75)   | (94)   | (105)  | (124)  | (110)   | (107)   | (47)    | (40)    | (98)    | (878)              |
| 86 Railway Or Tramway Locomotives, Rolling Stock, T        | 9      | 12     | (22)   | 3      | (7)    | (28)   | (42)   | (45)    | (24)    | (36)    | (91)    | (91)    | (383)              |
| 80 Tin And Articles Thereof.....                           | (30)   | (35)   | (61)   | (41)   | (38)   | (66)   | (90)   | (92)    | (82)    | (48)    | (50)    | (90)    | (658)              |
| 09 Coffee, Tea, Mate And Spices.....                       | (35)   | (43)   | (35)   | (36)   | (39)   | (46)   | (43)   | (44)    | (46)    | (55)    | (68)    | (85)    | (497)              |
| 50 Silk, Including Yarns And Woven Fabrics Thereof...      | (31)   | (26)   | (23)   | (62)   | (100)  | (91)   | (66)   | (57)    | (37)    | (35)    | (38)    | (56)    | (566)              |
| 32 Tanning Or Dyeing Extracts; Tannins And Derivatv        | (12)   | (14)   | (25)   | (28)   | (43)   | (66)   | (56)   | (30)    | 6       | (19)    | (26)    | (56)    | (342)              |
| 93 Arms And Ammunition; Parts & Accessories Therec         | (105)  | (59)   | (10)   | (3)    | (0)    | (4)    | (8)    | (10)    | (15)    | (32)    | (38)    | (55)    | (176)              |
| 53 Vegetable Textile Fibers Nesoi; Yarns & Woven Fa        | (24)   | (24)   | (18)   | (19)   | (25)   | (23)   | (26)   | (29)    | (16)    | (21)    | (28)    | (55)    | (259)              |
| 60 Knitted Or Crocheted Fabrics.....                       | (5)    | (2)    | 1      | 0      | (11)   | (6)    | 1      | 1       | 5       | (35)    | (46)    | (52)    | (140)              |
| 13 Lac; Gums; Resins And Other Vegetable Saps.....         | (16)   | (12)   | (23)   | (34)   | (49)   | (70)   | (45)   | (39)    | (30)    | (34)    | (34)    | (50)    | (408)              |
| 30 Pharmaceutical Products.....                            | (20)   | (26)   | (10)   | (21)   | (62)   | (86)   | (118)  | (136)   | (27)    | (8)     | (26)    | (45)    | (538)              |
| 19 Preparations Of Cereals, Flour, Starch Or Milk; Ba.     | (11)   | (14)   | (18)   | (18)   | (16)   | (21)   | (23)   | (19)    | (22)    | (28)    | (34)    | (39)    | (238)              |
| 79 Zinc And Articles Thereof.....                          | (10)   | (14)   | (16)   | (21)   | (38)   | (90)   | (101)  | (65)    | (73)    | (74)    | (50)    | (31)    | (558)              |
| 59 Impregnated, Coated, Covered Or Laminated Text          | 2      | 1      | 2      | 2      | 5      | 1      | 9      | 6       | 6       | 2       | 2       | (30)    | 5                  |
| 17 Sugars And Sugar Confectionary.....                     | (4)    | (4)    | (4)    | (5)    | (8)    | (8)    | (8)    | (8)     | (4)     | (34)    | (29)    | (29)    | (136)              |
| 08 Edible Fruit And Nuts; Peel Of Citrus Fruit Or Mel..    | (16)   | (11)   | (10)   | (20)   | (20)   | (13)   | (31)   | 6       | 7       | (4)     | (12)    | (28)    | (126)              |
| 37 Photographic Or Cinematographic Goods.....              | 5      | (1)    | (9)    | 0      | (2)    | 9      | 27     | 38      | 36      | 72      | 95      | (28)    | 238                |
| 89 Ships, Boats And Floating Structures.....               | 9      | 4      | (1)    | 0      | (5)    | (32)   | (14)   | (19)    | (51)    | (25)    | (23)    | (25)    | (194)              |
| 56 Wadding, Felt And Nonwovens; Special Yarns; Twi         | (5)    | (5)    | (14)   | (8)    | (9)    | (12)   | (18)   | (21)    | (24)    | (6)     | (6)     | (21)    | (139)              |
| 54 Manmade Filaments, Including Yarns & Woven Fal          | (4)    | 0      | 5      | 5      | (13)   | (7)    | 1      | (7)     | 3       | 11      | 9       | (19)    | (13)               |
| 22 Beverages, Spirits And Vinegar.....                     | (8)    | (5)    | (6)    | (6)    | (7)    | (6)    | (7)    | (13)    | (18)    | (22)    | (18)    | (19)    | (122)              |
| 18 Cocoa And Cocoa Preparations.....                       | (28)   | (20)   | (20)   | (33)   | (42)   | (29)   | (15)   | (10)    | (5)     | (1)     | 0       | (14)    | (170)              |
| 06 Live Trees And Other Plants; Bulbs, Roots And The       | (3)    | (3)    | (3)    | (6)    | (3)    | (3)    | (4)    | (6)     | (9)     | (11)    | (14)    | (13)    | (72)               |
| 01 Live Animals.....                                       | 7      | 8      | 8      | 6      | 6      | 4      | 4      | 4       | 3       | 2       | 9       | (11)    | 35                 |
| 11 Milling Industry Products; Malt; Starches; Inulin;..... | (1)    | (4)    | (2)    | (3)    | (3)    | (1)    | (1)    | (0)     | 2       | (0)     | (5)     | (8)     | (23)               |
| 45 Cork And Articles Of Cork.....                          | (0)    | 0      | 0      | 0      | (0)    | 2      | (0)    | (1)     | (1)     | (2)     | (5)     | (8)     | (15)               |
| 78 Lead And Articles Thereof.....                          | 0      | (0)    | (0)    | 0      | (0)    | (7)    | (23)   | (33)    | (16)    | 2       | 12      | (0)     | (66)               |
| 51 Wool And Fine Or Coarse Animal Hair, Including Y        | (5)    | (6)    | 2      | (1)    | (13)   | (11)   | (8)    | (5)     | (3)     | (2)     | 4       | (0)     | (36)               |
| 14 Vegetable Plaiting Materials And Vegetable Produ        | (6)    | (5)    | (0)    | (4)    | (1)    | 0      | 0      | 4       | (4)     | (6)     | (6)     | (0)     | (17)               |
| 04 Dairy Produce; Birds' Eggs; Natural Honey; Edible.      | (28)   | (22)   | (13)   | (28)   | (17)   | (11)   | (15)   | (14)    | 4       | 11      | (10)    | 3       | (90)               |
| 24 Tobacco And Manufactured Tobacco Substitutes...         | (17)   | (1)    | 3      | (7)    | (4)    | (4)    | (3)    | (18)    | (24)    | (33)    | (12)    | 7       | (95)               |
| 23 Residues And Waste From The Food Industries; Pr         | 2      | 2      | 10     | 131    | 103    | 187    | 26     | 50      | 42      | 51      | 47      | 23      | 671                |

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|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------------------|
| 15 Animal Or Vegetable Fats And Oils And Their Clez  | \$0   | \$132 | \$393 | \$106 | \$160 | \$310 | \$68  | \$13  | \$8   | \$22  | \$94  | \$24  | \$1,199            |
| 35 Albuminoidal Substances; Modified Starches; Glue  | 2     | 4     | (1)   | 3     | 9     | 8     | 5     | 18    | 35    | 25    | 36    | 32    | 170                |
| 72 Iron And Steel.....                               | 65    | 2     | (57)  | (141) | (140) | (161) | (85)  | (122) | 261   | 251   | 882   | 45    | 734                |
| 75 Nickel And Articles Thereof.....                  | 3     | (1)   | 3     | 3     | 7     | 6     | 5     | 11    | 17    | 22    | 26    | 46    | 147                |
| 02 Meat And Edible Meat Offal.....                   | 18    | 27    | 35    | 64    | 62    | 53    | 58    | 60    | 66    | 74    | 134   | 57    | 663                |
| 55 Manmade Staple Fibers, Including Yarns & Woven:   | 49    | 74    | 153   | 108   | 37    | 13    | 24    | 29    | 56    | 47    | 47    | 103   | 617                |
| 26 Ores, Slag And Ash.....                           | (11)  | (20)  | 8     | 52    | (10)  | (13)  | 1     | 9     | 5     | (7)   | 34    | 105   | 182                |
| 29 Organic Chemicals.....                            | (8)   | (42)  | (97)  | (182) | (264) | (303) | (305) | (193) | (317) | (195) | 17    | 112   | (1,726)            |
| 21 Miscellaneous Edible Preparations.....            | (12)  | (12)  | (12)  | (9)   | (11)  | (8)   | (17)  | 2     | 23    | 5     | 98    | 120   | 191                |
| 38 Miscellaneous Chemical Products.....              | 31    | 22    | 70    | 42    | 59    | 68    | 95    | 125   | 133   | 135   | 96    | 259   | 1,083              |
| 31 Fertilizers.....                                  | 293   | 944   | 1,204 | 890   | 1,049 | 1,063 | 931   | 607   | 398   | 672   | 402   | 267   | 7,483              |
| 74 Copper And Articles Thereof.....                  | 34    | 29    | 81    | 43    | (6)   | (10)  | (32)  | 140   | 140   | 154   | 435   | 345   | 1,289              |
| 10 Cereals.....                                      | 274   | 168   | 1,144 | 441   | 43    | 90    | 40    | 28    | 21    | 28    | 13    | 476   | 2,324              |
| 41 Raw Hides And Skins (Other Than Furskins).....    | 21    | 54    | 105   | 116   | 134   | 157   | 126   | 270   | 428   | 427   | 477   | 528   | 2,768              |
| 47 Pulp Of Wood Or Other Fibrous Cellulosic Material | 46    | 105   | 184   | 187   | 148   | 156   | 193   | 274   | 329   | 414   | 605   | 753   | 3,242              |
| 52 Cotton, Including Yarns And Woven Fabrics Therec  | (188) | 496   | 691   | 615   | 419   | 4     | (174) | (132) | (101) | (29)  | 586   | 1,261 | 3,140              |
| 88 Aircraft, Spacecraft, And Parts Thereof.....      | 2,172 | 1,885 | 1,152 | 1,681 | 2,086 | 3,545 | 2,290 | 1,658 | 2,389 | 3,374 | 2,368 | 1,870 | 22,413             |
| 12 Oil Seeds And Oleaginous Fruits (Soy Beans).....  | (16)  | (35)  | 6     | 367   | 355   | 225   | 288   | 968   | 964   | 956   | 2,846 | 2,260 | 9,234              |

US Dept. of Commerce, Bureau of the Census and MBG Information Services

## Exports of the States to China: Ranked By Value of Exports

| Merchandise ( \$1,000s)   | 2000                | 2001                | 2002                | 2003                | 2004                | 2004/2000     |
|---------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------|
| <b>U.S. Total.....</b>    | <b>\$16,253,029</b> | <b>\$19,234,827</b> | <b>\$22,052,679</b> | <b>\$28,418,493</b> | <b>\$34,721,008</b> | <b>113.6%</b> |
| <b>California.....</b>    | <b>3,546,021</b>    | <b>4,676,056</b>    | <b>4,482,407</b>    | <b>5,465,042</b>    | <b>6,841,775</b>    | <b>92.9%</b>  |
| Texas.....                | 1,452,319           | 1,577,843           | 2,064,267           | 3,059,559           | 4,455,739           | 206.8%        |
| Washington.....           | 1,900,659           | 2,928,721           | 3,830,513           | 3,211,196           | 3,094,408           | 62.8%         |
| Louisiana.....            | 1,064,073           | 682,723             | 767,897             | 2,117,340           | 2,194,433           | 106.2%        |
| New York.....             | 777,819             | 1,036,173           | 1,118,132           | 1,445,174           | 1,877,184           | 141.3%        |
| Tennessee.....            | 156,558             | 184,056             | 339,196             | 636,172             | 1,213,641           | 675.2%        |
| Ohio.....                 | 292,155             | 449,614             | 510,718             | 643,691             | 963,589             | 229.8%        |
| Illinois.....             | 533,466             | 700,656             | 660,621             | 794,203             | 922,952             | 73.0%         |
| Massachusetts.....        | 502,044             | 425,350             | 384,382             | 571,802             | 874,856             | 74.3%         |
| Georgia.....              | 327,033             | 390,036             | 415,619             | 644,199             | 801,370             | 145.0%        |
| Oregon.....               | 304,961             | 452,551             | 681,642             | 574,875             | 791,038             | 159.4%        |
| Pennsylvania.....         | 275,927             | 319,651             | 424,484             | 564,996             | 780,724             | 182.9%        |
| North Carolina.....       | 350,032             | 393,859             | 365,820             | 649,263             | 648,447             | 85.3%         |
| Arizona.....              | 152,142             | 141,859             | 380,367             | 741,260             | 628,996             | 313.4%        |
| Virginia.....             | 197,763             | 262,540             | 368,600             | 521,175             | 608,378             | 207.6%        |
| Michigan.....             | 211,629             | 251,283             | 284,754             | 366,702             | 607,157             | 186.9%        |
| Wisconsin.....            | 177,383             | 319,570             | 359,024             | 548,228             | 583,303             | 228.8%        |
| New Jersey.....           | 258,835             | 397,738             | 423,443             | 502,168             | 578,506             | 123.5%        |
| Florida.....              | 569,254             | 514,201             | 724,506             | 649,474             | 544,653             | -4.3%         |
| South Carolina.....       | 127,140             | 171,984             | 236,522             | 286,945             | 480,936             | 278.3%        |
| Minnesota.....            | 206,741             | 216,597             | 304,617             | 377,559             | 409,131             | 97.9%         |
| Alabama.....              | 160,473             | 209,763             | 234,284             | 355,756             | 389,077             | 142.5%        |
| Missouri.....             | 75,948              | 108,302             | 129,711             | 260,181             | 365,959             | 381.9%        |
| Colorado.....             | 164,643             | 168,536             | 153,072             | 213,248             | 356,218             | 116.4%        |
| Kentucky.....             | 63,865              | 83,146              | 129,213             | 236,425             | 317,337             | 396.9%        |
| Indiana.....              | 166,542             | 200,290             | 187,176             | 235,552             | 294,385             | 76.8%         |
| Alaska.....               | 103,174             | 102,447             | 147,847             | 153,860             | 241,502             | 134.1%        |
| Maryland.....             | 80,831              | 125,419             | 138,065             | 193,955             | 223,870             | 177.0%        |
| New Mexico.....           | 118,827             | 34,728              | 47,713              | 206,759             | 220,975             | 86.0%         |
| Kansas.....               | 125,868             | 258,881             | 199,960             | 175,806             | 210,500             | 67.2%         |
| Connecticut.....          | 77,184              | 119,468             | 119,186             | 157,423             | 204,501             | 165.0%        |
| Idaho.....                | 57,158              | 68,470              | 88,275              | 106,582             | 170,478             | 198.3%        |
| West Virginia.....        | 35,617              | 120,436             | 144,898             | 132,576             | 128,681             | 261.3%        |
| Iowa.....                 | 45,029              | 83,340              | 78,306              | 92,955              | 128,292             | 184.9%        |
| Utah.....                 | 32,588              | 40,629              | 64,156              | 114,031             | 123,012             | 277.5%        |
| Mississippi.....          | 73,863              | 89,704              | 138,044             | 109,409             | 116,014             | 57.1%         |
| Maine.....                | 23,161              | 34,284              | 48,236              | 78,307              | 112,885             | 387.4%        |
| New Hampshire.....        | 29,868              | 48,552              | 41,971              | 73,267              | 101,866             | 241.1%        |
| Arkansas.....             | 29,341              | 38,460              | 43,646              | 141,452             | 90,697              | 209.1%        |
| Nebraska.....             | 51,947              | 68,634              | 75,587              | 84,125              | 87,738              | 68.9%         |
| Oklahoma.....             | 41,541              | 43,733              | 48,839              | 64,579              | 84,003              | 102.2%        |
| Vermont.....              | 13,229              | 16,248              | 21,362              | 31,904              | 83,105              | 528.2%        |
| Delaware.....             | 15,849              | 31,147              | 56,813              | 76,382              | 75,308              | 375.2%        |
| Nevada.....               | 9,308               | 13,614              | 20,069              | 24,387              | 47,066              | 405.7%        |
| Rhode Island.....         | 17,517              | 32,303              | 31,719              | 35,816              | 45,822              | 161.6%        |
| Hawaii.....               | 4,973               | 13,420              | 7,998               | 12,876              | 33,941              | 582.5%        |
| South Dakota.....         | 6,526               | 5,889               | 9,716               | 10,425              | 29,728              | 355.5%        |
| Montana.....              | 4,971               | 6,012               | 5,131               | 10,249              | 15,367              | 209.1%        |
| Wyoming.....              | 10,588              | 7,163               | 25,022              | 20,688              | 13,513              | 27.6%         |
| North Dakota.....         | 4,871               | 1,544               | 3,691               | 5,741               | 10,021              | 105.7%        |
| District of Columbia..... | 1,447               | 2,047               | 5,542               | 2,113               | 9,145               | 532.0%        |



## Exports of the States to China: Ranked By 2000-2004 Growth

| Merchandise ( \$1,000s)   | 2000              | 2001              | 2002              | 2003              | 2004              | 2004/2000     |
|---------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------|
| Tennessee.....            | 156,558           | 184,056           | 339,196           | 636,172           | 1,213,641         | 675.2%        |
| Hawaii.....               | 4,973             | 13,420            | 7,998             | 12,876            | 33,941            | 582.5%        |
| District of Columbia..... | 1,447             | 2,047             | 5,542             | 2,113             | 9,145             | 532.0%        |
| Vermont.....              | 13,229            | 16,248            | 21,362            | 31,904            | 83,105            | 528.2%        |
| Nevada.....               | 9,308             | 13,614            | 20,069            | 24,387            | 47,066            | 405.7%        |
| Kentucky.....             | 63,865            | 83,146            | 129,213           | 236,425           | 317,337           | 396.9%        |
| Maine.....                | 23,161            | 34,284            | 48,236            | 78,307            | 112,885           | 387.4%        |
| Missouri.....             | 75,948            | 108,302           | 129,711           | 260,181           | 365,959           | 381.9%        |
| Delaware.....             | 15,849            | 31,147            | 56,813            | 76,382            | 75,308            | 375.2%        |
| South Dakota.....         | 6,526             | 5,889             | 9,716             | 10,425            | 29,728            | 355.5%        |
| Arizona.....              | 152,142           | 141,859           | 380,367           | 741,260           | 628,996           | 313.4%        |
| South Carolina.....       | 127,140           | 171,984           | 236,522           | 286,945           | 480,936           | 278.3%        |
| Utah.....                 | 32,588            | 40,629            | 64,156            | 114,031           | 123,012           | 277.5%        |
| West Virginia.....        | 35,617            | 120,436           | 144,898           | 132,576           | 128,681           | 261.3%        |
| New Hampshire.....        | 29,868            | 48,552            | 41,971            | 73,267            | 101,866           | 241.1%        |
| Ohio.....                 | 292,155           | 449,614           | 510,718           | 643,691           | 963,589           | 229.8%        |
| Wisconsin.....            | 177,383           | 319,570           | 359,024           | 548,228           | 583,303           | 228.8%        |
| Montana.....              | 4,971             | 6,012             | 5,131             | 10,249            | 15,367            | 209.1%        |
| Arkansas.....             | 29,341            | 38,460            | 43,646            | 141,452           | 90,697            | 209.1%        |
| Virginia.....             | 197,763           | 262,540           | 368,600           | 521,175           | 608,378           | 207.6%        |
| Texas.....                | 1,452,319         | 1,577,843         | 2,064,267         | 3,059,559         | 4,455,739         | 206.8%        |
| Idaho.....                | 57,158            | 68,470            | 88,275            | 106,582           | 170,478           | 198.3%        |
| Michigan.....             | 211,629           | 251,283           | 284,754           | 366,702           | 607,157           | 186.9%        |
| Iowa.....                 | 45,029            | 83,340            | 78,306            | 92,955            | 128,292           | 184.9%        |
| Pennsylvania.....         | 275,927           | 319,651           | 424,484           | 564,996           | 780,724           | 182.9%        |
| Maryland.....             | 80,831            | 125,419           | 138,065           | 193,955           | 223,870           | 177.0%        |
| Connecticut.....          | 77,184            | 119,468           | 119,186           | 157,423           | 204,501           | 165.0%        |
| Rhode Island.....         | 17,517            | 32,303            | 31,719            | 35,816            | 45,822            | 161.6%        |
| Oregon.....               | 304,961           | 452,551           | 681,642           | 574,875           | 791,038           | 159.4%        |
| Georgia.....              | 327,033           | 390,036           | 415,619           | 644,199           | 801,370           | 145.0%        |
| Alabama.....              | 160,473           | 209,763           | 234,284           | 355,756           | 389,077           | 142.5%        |
| New York.....             | 777,819           | 1,036,173         | 1,118,132         | 1,445,174         | 1,877,184         | 141.3%        |
| Alaska.....               | 103,174           | 102,447           | 147,847           | 153,860           | 241,502           | 134.1%        |
| New Jersey.....           | 258,835           | 397,738           | 423,443           | 502,168           | 578,506           | 123.5%        |
| Colorado.....             | 164,643           | 168,536           | 153,072           | 213,248           | 356,218           | 116.4%        |
| <b>U.S. Total.....</b>    | <b>16,253,029</b> | <b>19,234,827</b> | <b>22,052,679</b> | <b>28,418,493</b> | <b>34,721,008</b> | <b>113.6%</b> |
| Louisiana.....            | 1,064,073         | 682,723           | 767,897           | 2,117,340         | 2,194,433         | 106.2%        |
| North Dakota.....         | 4,871             | 1,544             | 3,691             | 5,741             | 10,021            | 105.7%        |
| Oklahoma.....             | 41,541            | 43,733            | 48,839            | 64,579            | 84,003            | 102.2%        |
| Minnesota.....            | 206,741           | 216,597           | 304,617           | 377,559           | 409,131           | 97.9%         |
| <b>California.....</b>    | <b>3,546,021</b>  | <b>4,676,056</b>  | <b>4,482,407</b>  | <b>5,465,042</b>  | <b>6,841,775</b>  | <b>92.9%</b>  |
| New Mexico.....           | 118,827           | 34,728            | 47,713            | 206,759           | 220,975           | 86.0%         |
| North Carolina.....       | 350,032           | 393,859           | 365,820           | 649,263           | 648,447           | 85.3%         |
| Indiana.....              | 166,542           | 200,290           | 187,176           | 235,552           | 294,385           | 76.8%         |
| Massachusetts.....        | 502,044           | 425,350           | 384,382           | 571,802           | 874,856           | 74.3%         |
| Illinois.....             | 533,466           | 700,656           | 660,621           | 794,203           | 922,952           | 73.0%         |
| Nebraska.....             | 51,947            | 68,634            | 75,587            | 84,125            | 87,738            | 68.9%         |
| Kansas.....               | 125,868           | 258,881           | 199,960           | 175,806           | 210,500           | 67.2%         |
| Washington.....           | 1,900,659         | 2,928,721         | 3,830,513         | 3,211,196         | 3,094,408         | 62.8%         |
| Mississippi.....          | 73,863            | 89,704            | 138,044           | 109,409           | 116,014           | 57.1%         |
| Wyoming.....              | 10,588            | 7,163             | 25,022            | 20,688            | 13,513            | 27.6%         |
| Florida.....              | 569,254           | 514,201           | 724,506           | 649,474           | 544,653           | -4.3%         |

## China Trade: All 50 States Have Deficits, Most Worsening Rapidly

| Merchandise ( \$1,000     | ----- 2003 ----- |               |                 | ----- 2004 ----- |               |                 | '04 Ratio<br>Im/Expts |
|---------------------------|------------------|---------------|-----------------|------------------|---------------|-----------------|-----------------------|
|                           | Exports          | Imports*      | Balance         | Exports          | Imports*      | Balance         |                       |
| United States             | \$28,418,493     | \$152,436,097 | (\$124,017,604) | \$34,721,008     | \$196,698,977 | (\$161,977,969) | 5.7                   |
| California.....           | 5,465,042        | 18,632,419    | (13,167,377)    | 6,841,775        | 23,988,114    | (17,146,339)    | 3.5                   |
| New York.....             | 1,445,174        | 9,980,754     | (8,535,580)     | 1,877,184        | 12,995,900    | (11,118,716)    | 6.9                   |
| Florida.....              | 649,474          | 9,030,841     | (8,381,367)     | 544,653          | 11,498,790    | (10,954,137)    | 21.1                  |
| Texas.....                | 3,059,559        | 11,674,538    | (8,614,979)     | 4,455,739        | 14,951,430    | (10,495,691)    | 3.4                   |
| Illinois.....             | 794,203          | 6,599,629     | (5,805,426)     | 922,952          | 8,556,248     | (7,633,296)     | 9.3                   |
| Pennsylvania.....         | 564,996          | 6,440,088     | (5,875,092)     | 780,724          | 8,367,979     | (7,587,255)     | 10.7                  |
| Ohio.....                 | 643,691          | 5,948,356     | (5,304,665)     | 963,589          | 7,736,813     | (6,773,224)     | 8.0                   |
| Michigan.....             | 366,702          | 5,249,446     | (4,882,744)     | 607,157          | 6,820,034     | (6,212,877)     | 11.2                  |
| New Jersey.....           | 502,168          | 4,515,576     | (4,013,408)     | 578,506          | 5,846,004     | (5,267,498)     | 10.1                  |
| Georgia.....              | 644,199          | 4,583,320     | (3,939,121)     | 801,370          | 5,869,035     | (5,067,665)     | 7.3                   |
| North Carolina.....       | 649,263          | 4,433,736     | (3,784,473)     | 648,447          | 5,696,363     | (5,047,916)     | 8.8                   |
| Virginia.....             | 521,175          | 3,872,385     | (3,351,210)     | 608,378          | 4,982,114     | (4,373,736)     | 8.2                   |
| Indiana.....              | 235,552          | 3,237,913     | (3,002,361)     | 294,385          | 4,193,588     | (3,899,203)     | 14.2                  |
| Maryland.....             | 193,955          | 2,885,180     | (2,691,225)     | 223,870          | 3,728,703     | (3,504,833)     | 16.7                  |
| Missouri.....             | 260,181          | 2,987,214     | (2,727,033)     | 365,959          | 3,868,653     | (3,502,694)     | 10.6                  |
| Massachusetts.....        | 571,802          | 3,330,798     | (2,758,996)     | 874,856          | 4,342,935     | (3,468,079)     | 5.0                   |
| Arizona.....              | 741,260          | 2,981,616     | (2,240,356)     | 628,996          | 3,773,964     | (3,144,968)     | 6.0                   |
| Wisconsin.....            | 548,228          | 2,859,727     | (2,311,499)     | 583,303          | 3,702,985     | (3,119,682)     | 6.3                   |
| Minnesota.....            | 377,559          | 2,647,900     | (2,270,341)     | 409,131          | 3,425,568     | (3,016,437)     | 8.4                   |
| Tennessee.....            | 636,172          | 3,063,181     | (2,427,009)     | 1,213,641        | 3,953,886     | (2,740,245)     | 3.3                   |
| Colorado.....             | 213,248          | 2,388,582     | (2,175,334)     | 356,218          | 3,076,165     | (2,719,947)     | 8.6                   |
| Alabama.....              | 355,756          | 2,351,611     | (1,995,855)     | 389,077          | 3,046,465     | (2,657,388)     | 7.8                   |
| Kentucky.....             | 236,425          | 2,152,142     | (1,915,717)     | 317,337          | 2,785,675     | (2,468,338)     | 8.8                   |
| South Carolina.....       | 286,945          | 2,179,211     | (1,892,266)     | 480,936          | 2,806,343     | (2,325,407)     | 5.8                   |
| Oklahoma.....             | 64,579           | 1,829,071     | (1,764,492)     | 84,003           | 2,371,888     | (2,287,885)     | 28.2                  |
| Connecticut.....          | 157,423          | 1,818,716     | (1,661,293)     | 204,501          | 2,358,691     | (2,154,190)     | 11.5                  |
| Iowa.....                 | 92,955           | 1,533,651     | (1,440,696)     | 128,292          | 1,990,047     | (1,861,755)     | 15.5                  |
| Mississippi.....          | 109,409          | 1,506,925     | (1,397,516)     | 116,014          | 1,949,879     | (1,833,865)     | 16.8                  |
| Arkansas.....             | 141,452          | 1,428,886     | (1,287,434)     | 90,697           | 1,845,154     | (1,754,457)     | 20.3                  |
| Kansas.....               | 175,806          | 1,419,995     | (1,244,189)     | 210,500          | 1,843,133     | (1,632,633)     | 8.8                   |
| Oregon.....               | 574,875          | 1,865,944     | (1,291,069)     | 791,038          | 2,411,027     | (1,619,989)     | 3.0                   |
| Nevada.....               | 24,387           | 1,211,976     | (1,187,589)     | 47,066           | 1,516,701     | (1,469,635)     | 32.2                  |
| Utah.....                 | 114,031          | 1,240,147     | (1,126,116)     | 123,012          | 1,591,049     | (1,468,037)     | 12.9                  |
| West Virginia.....        | 132,576          | 942,348       | (809,772)       | 128,681          | 1,225,316     | (1,096,635)     | 9.5                   |
| Nebraska.....             | 84,125           | 906,976       | (822,851)       | 87,738           | 1,175,284     | (1,087,546)     | 13.4                  |
| Washington.....           | 3,211,196        | 3,220,377     | (9,181)         | 3,094,408        | 4,147,406     | (1,052,998)     | 1.3                   |
| New Mexico.....           | 206,759          | 987,995       | (781,236)       | 220,975          | 1,270,720     | (1,049,745)     | 5.8                   |
| Louisiana.....            | 2,117,340        | 2,344,130     | (226,790)       | 2,194,433        | 3,039,659     | (845,226)       | 1.4                   |
| Hawaii.....               | 12,876           | 655,538       | (642,662)       | 33,941           | 844,698       | (810,757)       | 24.9                  |
| Maine.....                | 78,307           | 683,784       | (605,477)       | 112,885          | 885,588       | (772,703)       | 7.8                   |
| New Hampshire.....        | 73,267           | 674,569       | (601,302)       | 101,866          | 871,721       | (769,855)       | 8.6                   |
| Idaho.....                | 106,582          | 723,240       | (616,658)       | 170,478          | 924,706       | (754,228)       | 5.4                   |
| Rhode Island.....         | 35,816           | 560,955       | (525,139)       | 45,822           | 727,898       | (682,076)       | 15.9                  |
| Montana.....              | 10,249           | 481,134       | (470,885)       | 15,367           | 621,071       | (605,704)       | 40.4                  |
| South Dakota.....         | 10,425           | 400,164       | (389,739)       | 29,728           | 517,406       | (487,678)       | 17.4                  |
| Delaware.....             | 76,382           | 431,041       | (354,659)       | 75,308           | 553,434       | (478,126)       | 7.3                   |
| North Dakota.....         | 5,741            | 329,298       | (323,557)       | 10,021           | 428,452       | (418,431)       | 42.8                  |
| District of Columbia..... | 2,113            | 287,333       | (285,220)       | 9,145            | 377,192       | (368,047)       | 41.2                  |
| Vermont.....              | 31,904           | 322,565       | (290,661)       | 83,105           | 418,943       | (335,838)       | 5.0                   |
| Wyoming.....              | 20,688           | 262,938       | (242,250)       | 13,513           | 339,644       | (326,131)       | 25.1                  |
| Alaska.....               | 153,860          | 340,235       | (186,375)       | 241,502          | 438,517       | (197,015)       | 1.8                   |

\* US imports are allocated to states according to each state's share of US population

Dept. of Commerce and MBG Information Services

## State Jobs Displaced by China Goods Trade: 2004

| States: Adjusted for<br>5.6% Productivity Gain | \$1,000s China Trade Deficit/Surplus |                 | Total Jobs Lost to China Deficit |             | Job Loss/Gain |
|--|--------------------------------------|-----------------|----------------------------------|-------------|---------------|
|  | 2003                                 | 2004            | 2003                             | 2004        | 2004          |
| US Totals.....                                 | (\$124,017,604)                      | (\$161,977,969) | (1,116,158)                      | (1,376,813) | (260,654)     |
| California.....                                | (13,167,377)                         | (17,146,339)    | (118,506)                        | (145,744)   | (27,237)      |
| New York.....                                  | (8,535,580)                          | (11,118,716)    | (76,820)                         | (94,509)    | (17,689)      |
| Florida.....                                   | (8,381,367)                          | (10,954,137)    | (75,432)                         | (93,110)    | (17,678)      |
| Texas.....                                     | (8,614,979)                          | (10,495,691)    | (77,535)                         | (89,213)    | (11,679)      |
| Illinois.....                                  | (5,805,426)                          | (7,633,296)     | (52,249)                         | (64,883)    | (12,634)      |
| Pennsylvania.....                              | (5,875,092)                          | (7,587,255)     | (52,876)                         | (64,492)    | (11,616)      |
| Ohio.....                                      | (5,304,665)                          | (6,773,224)     | (47,742)                         | (57,572)    | (9,830)       |
| Michigan.....                                  | (4,882,744)                          | (6,212,877)     | (43,945)                         | (52,809)    | (8,865)       |
| New Jersey.....                                | (4,013,408)                          | (5,267,498)     | (36,121)                         | (44,774)    | (8,653)       |
| Georgia.....                                   | (3,939,121)                          | (5,067,665)     | (35,452)                         | (43,075)    | (7,623)       |
| North Carolina.....                            | (3,784,473)                          | (5,047,916)     | (34,060)                         | (42,907)    | (8,847)       |
| Virginia.....                                  | (3,351,210)                          | (4,373,736)     | (30,161)                         | (37,177)    | (7,016)       |
| Indiana.....                                   | (3,002,361)                          | (3,899,203)     | (27,021)                         | (33,143)    | (6,122)       |
| Maryland.....                                  | (2,691,225)                          | (3,504,833)     | (24,221)                         | (29,791)    | (5,570)       |
| Missouri.....                                  | (2,727,033)                          | (3,502,694)     | (24,543)                         | (29,773)    | (5,230)       |
| Massachusetts.....                             | (2,758,996)                          | (3,468,079)     | (24,831)                         | (29,479)    | (4,648)       |
| Arizona.....                                   | (2,240,356)                          | (3,144,968)     | (20,163)                         | (26,732)    | (6,569)       |
| Wisconsin.....                                 | (2,311,499)                          | (3,119,682)     | (20,803)                         | (26,517)    | (5,714)       |
| Minnesota.....                                 | (2,270,341)                          | (3,016,437)     | (20,433)                         | (25,640)    | (5,207)       |
| Tennessee.....                                 | (2,427,009)                          | (2,740,245)     | (21,843)                         | (23,292)    | (1,449)       |
| Colorado.....                                  | (2,175,334)                          | (2,719,947)     | (19,578)                         | (23,120)    | (3,542)       |
| Alabama.....                                   | (1,995,855)                          | (2,657,388)     | (17,963)                         | (22,588)    | (4,625)       |
| Kentucky.....                                  | (1,915,717)                          | (2,468,338)     | (17,241)                         | (20,981)    | (3,739)       |
| South Carolina.....                            | (1,892,266)                          | (2,325,407)     | (17,030)                         | (19,766)    | (2,736)       |
| Oklahoma.....                                  | (1,764,492)                          | (2,287,885)     | (15,880)                         | (19,447)    | (3,567)       |
| Connecticut.....                               | (1,661,293)                          | (2,154,190)     | (14,952)                         | (18,311)    | (3,359)       |
| Iowa.....                                      | (1,440,696)                          | (1,861,755)     | (12,966)                         | (15,825)    | (2,859)       |
| Mississippi.....                               | (1,397,516)                          | (1,833,865)     | (12,578)                         | (15,588)    | (3,010)       |
| Arkansas.....                                  | (1,287,434)                          | (1,754,457)     | (11,587)                         | (14,913)    | (3,326)       |
| Kansas.....                                    | (1,244,189)                          | (1,632,633)     | (11,198)                         | (13,877)    | (2,680)       |
| Oregon.....                                    | (1,291,069)                          | (1,619,989)     | (11,620)                         | (13,770)    | (2,150)       |
| Nevada.....                                    | (1,187,589)                          | (1,469,635)     | (10,688)                         | (12,492)    | (1,804)       |
| Utah.....                                      | (1,126,116)                          | (1,468,037)     | (10,135)                         | (12,478)    | (2,343)       |
| West Virginia.....                             | (809,772)                            | (1,096,635)     | (7,288)                          | (9,321)     | (2,033)       |
| Nebraska.....                                  | (822,851)                            | (1,087,546)     | (7,406)                          | (9,244)     | (1,838)       |
| Washington.....                                | (9,181)                              | (1,052,998)     | (83)                             | (8,950)     | (8,868)       |
| New Mexico.....                                | (781,236)                            | (1,049,745)     | (7,031)                          | (8,923)     | (1,892)       |
| Louisiana.....                                 | (226,790)                            | (845,226)       | (2,041)                          | (7,184)     | (5,143)       |
| Hawaii.....                                    | (642,662)                            | (810,757)       | (5,784)                          | (6,891)     | (1,107)       |
| Maine.....                                     | (605,477)                            | (772,703)       | (5,449)                          | (6,568)     | (1,119)       |
| New Hampshire.....                             | (601,302)                            | (769,855)       | (5,412)                          | (6,544)     | (1,132)       |
| Idaho.....                                     | (616,658)                            | (754,228)       | (5,550)                          | (6,411)     | (861)         |
| Rhode Island.....                              | (525,139)                            | (682,076)       | (4,726)                          | (5,798)     | (1,071)       |
| Montana.....                                   | (470,885)                            | (605,704)       | (4,238)                          | (5,148)     | (911)         |
| South Dakota.....                              | (389,739)                            | (487,678)       | (3,508)                          | (4,145)     | (638)         |
| Delaware.....                                  | (354,659)                            | (478,126)       | (3,192)                          | (4,064)     | (872)         |
| North Dakota.....                              | (323,557)                            | (418,431)       | (2,912)                          | (3,557)     | (645)         |
| District of Columbia.....                      | (285,220)                            | (368,047)       | (2,567)                          | (3,128)     | (561)         |
| Vermont.....                                   | (290,661)                            | (335,838)       | (2,616)                          | (2,855)     | (239)         |
| Wyoming.....                                   | (242,250)                            | (326,131)       | (2,180)                          | (2,772)     | (592)         |
| Alaska.....                                    | (186,375)                            | (197,015)       | (1,677)                          | (1,675)     | 3             |

Depts. of Labor, Commerce; MBG Information Services calculations

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State imports allocated as % of total US population in each year.

# California's Global Exports of Goods

| Industry (\$ Thousands)                | ----- California's Exports to the World ----- |               |              |              |               | ---- Change ---- |        |
|--|---|---------------|--------------|--------------|---------------|------------------|--------|
|  | 2000  | 2001          | 2002         | 2003         | 2004          | '04/'00          | 04/03  |
| Product Total.....                     | \$119,639,931                                 | \$106,776,963 | \$92,214,292 | \$93,994,882 | \$109,967,840 | -8.1%            | 17.0%  |
| 334 Computers & Electronic Prod.....   | 61,442,763                                    | 50,311,415    | 39,671,888   | 36,714,651   | 42,247,152    | -31.2%           | 15.1%  |
| 333 Machinery Manufactures.....        | 13,774,370                                    | 10,695,274    | 9,517,571    | 9,433,880    | 12,592,999    | -8.6%            | 33.5%  |
| 336 Transportation Equipment.....      | 8,157,711                                     | 8,445,342     | 7,099,718    | 8,643,620    | 11,759,484    | 44.2%            | 36.0%  |
| 325 Chemical Manufactures.....         | 4,774,684                                     | 5,189,511     | 5,417,795    | 5,963,655    | 6,644,090     | 39.2%            | 11.4%  |
| 339 Misc. Manufactures.....            | 4,108,177                                     | 4,369,777     | 4,497,655    | 4,883,936    | 5,641,259     | 37.3%            | 15.5%  |
| 111 Crop Production.....               | 3,589,864                                     | 3,916,472     | 3,990,886    | 4,784,249    | 5,204,367     | 45.0%            | 8.8%   |
| 311 Processed Foods.....               | 3,433,689                                     | 3,900,620     | 3,550,886    | 4,168,178    | 4,158,864     | 21.1%            | -0.2%  |
| 335 Elec. Eq.- Appliances & Parts....  | 3,967,184                                     | 3,325,297     | 2,988,510    | 2,936,389    | 3,440,161     | -13.3%           | 17.2%  |
| 332 Fabricated Metal Products.....     | 2,095,550                                     | 2,450,331     | 2,157,889    | 2,298,694    | 2,590,193     | 23.6%            | 12.7%  |
| 990 Spec. Classification Provisions... | 2,662,821                                     | 2,523,369     | 2,355,162    | 2,245,063    | 2,434,150     | -8.6%            | 8.4%   |
| 910 Waste & Scrap.....                 | 899,007                                       | 1,040,672     | 1,059,638    | 1,424,290    | 1,947,560     | 116.6%           | 36.7%  |
| 326 Plastic & Rubber Products.....     | 1,672,239                                     | 1,639,211     | 1,537,872    | 1,575,073    | 1,734,296     | 3.7%             | 10.1%  |
| 331 Primary Metal Manufactures.....    | 1,270,459                                     | 1,114,286     | 1,012,987    | 1,167,545    | 1,339,974     | 5.5%             | 14.8%  |
| 322 Paper Products.....                | 1,090,349                                     | 1,066,286     | 1,051,420    | 1,069,151    | 1,148,855     | 5.4%             | 7.5%   |
| 315 Apparel Manufactures.....          | 1,128,891                                     | 1,119,929     | 1,115,637    | 1,040,461    | 1,042,854     | -7.6%            | 0.2%   |
| 324 Petroleum & Coal Products.....     | 921,524                                       | 1,007,291     | 834,050      | 892,221      | 939,787       | 2.0%             | 5.3%   |
| 312 Beverage & Tobacco Products....    | 621,780                                       | 660,335       | 655,456      | 742,768      | 928,482       | 49.3%            | 25.0%  |
| 313 Fabric Mill Products.....          | 464,429                                       | 553,743       | 613,775      | 650,306      | 726,848       | 56.5%            | 11.8%  |
| 327 Non-Metallic Mineral Mfgs.....     | 740,912                                       | 800,447       | 733,412      | 540,007      | 592,648       | -20.0%           | 9.7%   |
| 323 Printing & Related Products.....   | 580,870                                       | 667,092       | 578,786      | 546,450      | 548,622       | -5.6%            | 0.4%   |
| 321 Wood Products.....                 | 473,106                                       | 428,736       | 392,726      | 402,698      | 422,646       | -10.7%           | 5.0%   |
| 316 Leather & Related Products.....    | 247,144                                       | 259,869       | 214,455      | 264,261      | 302,155       | 22.3%            | 14.3%  |
| 920 Used Merchandise.....              | 308,790                                       | 247,638       | 215,499      | 227,950      | 285,775       | -7.5%            | 25.4%  |
| 337 Furniture & Related Products.....  | 332,845                                       | 273,326       | 259,948      | 251,918      | 274,535       | -17.5%           | 9.0%   |
| 114 Fishing- Hunting- & Trapping.....  | 199,405                                       | 190,910       | 177,007      | 187,824      | 209,361       | 5.0%             | 11.5%  |
| 511 Publishing Industries.....         | 80,113  | 0             | 0            | 110,370      | 204,760       | 155.6%           | 85.5%  |
| 314 Non-Apparel Textile Products.....  | 149,760                                       | 152,873       | 150,434      | 156,713      | 166,700       | 11.3%            | 6.4%   |
| 211 Oil & Gas Extraction.....          | 75,234  | 53,225        | 70,187       | 315,513      | 145,730       | 93.7%            | -53.8% |
| 212 Mining.....                        | 136,836                                       | 138,739       | 115,522      | 179,900      | 139,367       | 1.8%             | -22.5% |
| 980 Goods Returned to Canada.....      | 146,144                                       | 152,495       | 89,864       | 70,130       | 58,638        | -59.9%           | -16.4% |
| 112 Animal Production.....             | 60,237  | 46,468        | 45,714       | 61,315       | 48,645        | -19.2%           | -20.7% |
| 113 Forestry & Logging.....            | 33,044  | 35,984        | 41,942       | 45,703       | 46,885        | 41.9%            | 2.6%   |

## California's Export Markets: Ranked By Value

| Merchandise (\$1,000s)    | 2000          | 2001          | 2002         | 2003         | 2004          | 2004/2000 |
|---------------------------|---------------|---------------|--------------|--------------|---------------|-----------|
| World Total.....          | \$119,640,424 | \$106,776,963 | \$92,214,292 | \$93,994,882 | \$109,967,840 | -8.1%     |
| Mexico.....               | 17,515,500    | 16,343,059    | 16,076,279   | 14,871,836   | 17,239,379    | -1.6%     |
| Japan.....                | 16,444,070    | 14,635,142    | 11,105,481   | 11,754,708   | 13,323,182    | -19.0%    |
| Canada.....               | 14,075,923    | 11,815,998    | 10,075,349   | 11,231,567   | 12,111,166    | -14.0%    |
| China.....                | 3,546,021     | 4,676,056     | 4,482,407    | 5,465,042    | 6,841,775     | 92.9%     |
| South Korea.....          | 6,917,400     | 5,034,854     | 4,711,814    | 4,833,318    | 5,912,142     | -14.5%    |
| Taiwan.....               | 7,362,505     | 5,664,474     | 5,391,410    | 4,443,027    | 5,362,409     | -27.2%    |
| United Kingdom.....       | 5,984,509     | 5,588,784     | 4,347,289    | 4,359,964    | 5,206,036     | -13.0%    |
| Hong Kong.....            | 4,148,008     | 3,933,958     | 3,684,088    | 4,178,866    | 5,117,384     | 23.4%     |
| Singapore.....            | 5,011,090     | 4,226,820     | 3,298,386    | 3,370,805    | 4,161,436     | -17.0%    |
| Netherlands.....          | 4,958,719     | 4,318,232     | 3,577,232    | 3,412,235    | 3,813,879     | -23.1%    |
| Germany.....              | 5,263,094     | 4,657,435     | 3,480,146    | 3,559,740    | 3,682,868     | -30.0%    |
| France.....               | 2,942,798     | 2,241,986     | 1,885,360    | 1,915,067    | 2,955,119     | 0.4%      |
| Australia.....            | 2,442,013     | 2,084,531     | 1,910,109    | 1,899,408    | 2,243,208     | -8.1%     |
| Malaysia.....             | 2,978,396     | 2,554,181     | 1,998,620    | 1,730,759    | 2,002,389     | -32.8%    |
| Belgium.....              | 1,087,032     | 1,131,685     | 1,244,893    | 1,425,117    | 1,713,690     | 57.6%     |
| Thailand.....             | 2,022,350     | 1,790,070     | 1,242,209    | 1,215,577    | 1,503,720     | -25.6%    |
| Italy.....                | 1,534,282     | 1,393,875     | 1,095,319    | 1,355,091    | 1,229,585     | -19.9%    |
| Brazil.....               | 1,298,763     | 1,183,971     | 782,573      | 819,928      | 1,203,135     | -7.4%     |
| Philippines.....          | 1,930,558     | 2,011,345     | 1,100,604    | 1,008,095    | 1,036,449     | -46.3%    |
| India.....                | 596,344       | 635,820       | 674,262      | 850,404      | 1,026,057     | 72.1%     |
| Israel.....               | 1,073,846     | 812,228       | 740,539      | 752,890      | 992,543       | -7.6%     |
| Ireland.....              | 1,231,039     | 1,030,395     | 956,597      | 1,125,130    | 901,898       | -26.7%    |
| Spain.....                | 814,508       | 719,772       | 557,476      | 686,766      | 901,065       | 10.6%     |
| Switzerland.....          | 960,041       | 844,796       | 708,945      | 602,460      | 830,423       | -13.5%    |
| Sweden.....               | 687,848       | 614,166       | 627,256      | 613,697      | 603,262       | -12.3%    |
| Hungary.....              | 145,681       | 188,251       | 170,109      | 176,684      | 523,748       | 259.5%    |
| Indonesia.....            | 410,752       | 455,551       | 481,377      | 405,240      | 461,097       | 12.3%     |
| New Zealand.....          | 362,987       | 340,856       | 345,116      | 375,971      | 424,056       | 16.8%     |
| United Arab Emirates..... | 212,892       | 225,784       | 262,778      | 279,727      | 398,495       | 87.2%     |
| Denmark.....              | 245,522       | 244,015       | 219,016      | 238,358      | 305,621       | 24.5%     |
| Russian Federation.....   | 143,237       | 167,025       | 152,047      | 220,230      | 265,747       | 85.5%     |
| Costa Rica.....           | 142,566       | 174,364       | 199,617      | 231,276      | 263,110       | 84.6%     |
| South Africa.....         | 244,193       | 211,995       | 191,263      | 236,402      | 248,092       | 1.6%      |
| Finland.....              | 343,739       | 304,166       | 255,203      | 257,497      | 237,293       | -31.0%    |
| Chile.....                | 283,348       | 280,615       | 244,467      | 212,417      | 233,890       | -17.5%    |
| French Guiana.....        | 7,858         | 5,562         | 161,973      | 52,738       | 221,646       | 2720.6%   |
| Turkey.....               | 258,351       | 220,305       | 175,404      | 163,088      | 208,900       | -19.1%    |
| Saudi Arabia.....         | 371,573       | 222,008       | 175,673      | 198,051      | 191,941       | -48.3%    |
| Panama.....               | 114,195       | 100,664       | 90,582       | 144,049      | 187,795       | 64.5%     |
| Norway.....               | 173,028       | 175,599       | 161,942      | 160,306      | 187,733       | 8.5%      |
| Egypt.....                | 99,502        | 88,136        | 81,852       | 59,794       | 172,461       | 73.3%     |
| Argentina.....            | 377,121       | 300,335       | 93,545       | 119,162      | 170,986       | -54.7%    |
| Guatemala.....            | 97,913        | 119,077       | 111,170      | 160,748      | 153,426       | 56.7%     |
| Austria.....              | 211,795       | 232,137       | 171,226      | 174,304      | 152,366       | -28.1%    |
| Viet Nam.....             | 78,839        | 87,471        | 99,542       | 104,308      | 151,660       | 92.4%     |
| Venezuela.....            | 205,049       | 245,445       | 147,424      | 69,618       | 134,433       | -34.4%    |
| Greece.....               | 169,428       | 114,714       | 80,397       | 115,418      | 128,726       | -24.0%    |
| Colombia.....             | 124,501       | 131,787       | 147,723      | 139,833      | 119,591       | -3.9%     |
| Peru.....                 | 124,172       | 110,232       | 81,618       | 99,381       | 116,781       | -6.0%     |
| Kuwait.....               | 56,425        | 67,990        | 68,644       | 77,634       | 114,301       | 102.6%    |

# California's Exports of Goods to China

| Industry (\$ Thousands)                 | California's Exports to China |             |             |             |             | Change  |         |
|---|-------------------------------|-------------|-------------|-------------|-------------|---------|---------|
|   | 2000                          | 2001        | 2002        | 2003        | 2004        | '04/'00 | 04/03   |
| Product Total.....                      | \$3,546,021                   | \$4,676,056 | \$4,482,407 | \$5,465,042 | \$6,841,775 | 92.9%   | 25.2%   |
| 334 Computers & Electronic Prod.....    | 1,921,133                     | 2,561,522   | 2,212,573   | 2,207,911   | 2,643,048   | 37.6%   | 19.7%   |
| 910 Waste & Scrap.....                  | 239,813                       | 417,402     | 422,280     | 659,472     | 874,959     | 264.9%  | 32.7%   |
| 333 Machinery Manufactures.....         | 309,705                       | 513,592     | 630,216     | 552,109     | 821,133     | 165.1%  | 48.7%   |
| 336 Transportation Equipment.....       | 123,092                       | 134,137     | 153,661     | 433,983     | 479,173     | 289.3%  | 10.4%   |
| 325 Chemical Manufactures.....          | 131,461                       | 184,669     | 212,031     | 258,980     | 331,409     | 152.1%  | 28.0%   |
| 111 Crop Production.....                | 63,806                        | 50,290      | 65,215      | 196,746     | 331,365     | 419.3%  | 68.4%   |
| 311 Processed Foods.....                | 96,526                        | 132,069     | 127,908     | 253,144     | 312,125     | 223.4%  | 23.3%   |
| 335 Elec. Eq.- Appliances & Parts.....  | 118,372                       | 113,025     | 103,813     | 136,113     | 182,349     | 54.0%   | 34.0%   |
| 331 Primary Metal Manufactures.....     | 121,579                       | 53,478      | 59,100      | 197,259     | 148,519     | 22.2%   | -24.7%  |
| 322 Paper Products.....                 | 62,911                        | 44,991      | 75,532      | 82,368      | 101,899     | 62.0%   | 23.7%   |
| 339 Misc. Manufactures.....             | 36,238                        | 45,539      | 57,843      | 68,810      | 97,579      | 169.3%  | 41.8%   |
| 332 Fabricated Metal Products.....      | 42,894                        | 58,708      | 57,394      | 65,464      | 95,161      | 121.9%  | 45.4%   |
| 990 Spec. Classification Provisions.... | 69,118                        | 70,989      | 69,157      | 68,136      | 71,620      | 3.6%    | 5.1%    |
| 326 Plastic & Rubber Products.....      | 37,374                        | 52,329      | 42,819      | 48,463      | 65,440      | 75.1%   | 35.0%   |
| 211 Oil & Gas Extraction.....           | 15,832                        | 8,211       | 555         | 26,839      | 48,361      | 205.5%  | 80.2%   |
| 327 Non-Metallic Mineral Mfgs.....      | 25,825                        | 43,560      | 40,684      | 27,093      | 37,757      | 46.2%   | 39.4%   |
| 313 Fabric Mill Products.....           | 13,259                        | 17,002      | 21,223      | 23,606      | 35,940      | 171.1%  | 52.2%   |
| 114 Fishing- Hunting- & Trapping.....   | 27,225                        | 30,444      | 22,259      | 21,213      | 35,727      | 31.2%   | 68.4%   |
| 324 Petroleum & Coal Products.....      | 16,265                        | 40,729      | 20,807      | 34,101      | 27,552      | 69.4%   | -19.2%  |
| 321 Wood Products.....                  | 2,536                         | 17,775      | 20,179      | 20,253      | 22,684      | 794.5%  | 12.0%   |
| 212 Mining.....                         | 12,900                        | 4,773       | 8,839       | 14,982      | 14,235      | 10.3%   | -5.0%   |
| 315 Apparel Manufactures.....           | 1,746                         | 4,338       | 5,521       | 6,246       | 13,539      | 675.4%  | 116.8%  |
| 511 Publishing Industries.....          | 1,608                         | 0           | 0           | 255         | 11,446      | 611.8%  | 4388.6% |
| 323 Printing & Related Products.....    | 32,192                        | 46,758      | 28,679      | 27,746      | 7,825       | -75.7%  | -71.8%  |
| 316 Leather & Related Products.....     | 6,744                         | 11,001      | 3,835       | 7,247       | 6,728       | -0.2%   | -7.2%   |
| 337 Furniture & Related Products.....   | 7,615                         | 8,857       | 5,296       | 8,153       | 6,712       | -11.9%  | -17.7%  |
| 312 Beverage & Tobacco Products.....    | 913                           | 2,745       | 3,450       | 3,143       | 6,167       | 575.5%  | 96.2%   |
| 314 Non-Apparel Textile Products.....   | 4,649                         | 4,672       | 3,163       | 3,514       | 5,017       | 7.9%    | 42.8%   |
| 113 Forestry & Logging.....             | 605                           | 1,610       | 4,162       | 5,751       | 2,519       | 316.4%  | -56.2%  |
| 112 Animal Production.....              | 1,100                         | 697         | 3,362       | 5,776       | 2,478       | 125.3%  | -57.1%  |
| 920 Used Merchandise.....               | 982                           | 143         | 851         | 168         | 1,308       | 33.2%   | 678.6%  |

## California's Exports to China: % of Total

| Industry (\$ Thousands)                 | Percent of California's Total Exports Bound for China |             |             |             |             |
|---|---|-------------|-------------|-------------|-------------|
|   | 2000  | 2001        | 2002        | 2003        | 2004        |
| 910 Waste & Scrap.....                  | 26.7%   | 40.1%       | 39.9%       | 46.3%       | 44.9%       |
| 211 Oil & Gas Extraction.....           | 21.0%   | 15.4%       | 0.8%        | 8.5%        | 33.2%       |
| 114 Fishing- Hunting- & Trapping.....   | 13.7%   | 15.9%       | 12.6%       | 11.3%       | 17.1%       |
| 331 Primary Metal Manufactures.....     | 9.6%  | 4.8%        | 5.8%        | 16.9%       | 11.1%       |
| 212 Mining.....                         | 9.4%  | 3.4%        | 7.7%        | 8.3%        | 10.2%       |
| 322 Paper Products.....                 | 5.8%  | 4.2%        | 7.2%        | 7.7%        | 8.9%        |
| 311 Processed Foods.....                | 2.8%  | 3.4%        | 3.6%        | 6.1%        | 7.5%        |
| 333 Machinery Manufactures.....         | 2.2%  | 4.8%        | 6.6%        | 5.9%        | 6.5%        |
| 327 Non-Metallic Mineral Mfgs.....      | 3.5%  | 5.4%        | 5.5%        | 5.0%        | 6.4%        |
| 111 Crop Production.....                | 1.8%  | 1.3%        | 1.6%        | 4.1%        | 6.4%        |
| 334 Computers & Electronic Prod.....    | 3.1%  | 5.1%        | 5.6%        | 6.0%        | 6.3%        |
| <b>Product Total.....</b>               | <b>3.0%</b>   | <b>4.4%</b> | <b>4.9%</b> | <b>5.8%</b> | <b>6.2%</b> |
| 511 Publishing Industries.....          | 2.0%  | N/A         | N/A         | 0.2%        | 5.6%        |
| 113 Forestry & Logging.....             | 1.8%  | 4.5%        | 9.9%        | 12.6%       | 5.4%        |
| 321 Wood Products.....                  | 0.5%  | 4.1%        | 5.1%        | 5.0%        | 5.4%        |
| 335 Elec. Eq.- Appliances & Parts.....  | 3.0%  | 3.4%        | 3.5%        | 4.6%        | 5.3%        |
| 112 Animal Production.....              | 1.8%  | 1.5%        | 7.4%        | 9.4%        | 5.1%        |
| 325 Chemical Manufactures.....          | 2.8%  | 3.6%        | 3.9%        | 4.3%        | 5.0%        |
| 313 Fabric Mill Products.....           | 2.9%  | 3.1%        | 3.5%        | 3.6%        | 4.9%        |
| 336 Transportation Equipment.....       | 1.5%  | 1.6%        | 2.2%        | 5.0%        | 4.1%        |
| 326 Plastic & Rubber Products.....      | 2.2%  | 3.2%        | 2.8%        | 3.1%        | 3.8%        |
| 332 Fabricated Metal Products.....      | 2.0%  | 2.4%        | 2.7%        | 2.8%        | 3.7%        |
| 314 Non-Apparel Textile Products.....   | 3.1%  | 3.1%        | 2.1%        | 2.2%        | 3.0%        |
| 990 Spec. Classification Provisions.... | 2.6%  | 2.8%        | 2.9%        | 3.0%        | 2.9%        |
| 324 Petroleum & Coal Products.....      | 1.8%  | 4.0%        | 2.5%        | 3.8%        | 2.9%        |
| 337 Furniture & Related Products.....   | 2.3%  | 3.2%        | 2.0%        | 3.2%        | 2.4%        |
| 316 Leather & Related Products.....     | 2.7%  | 4.2%        | 1.8%        | 2.7%        | 2.2%        |
| 339 Misc. Manufactures.....             | 0.9%  | 1.0%        | 1.3%        | 1.4%        | 1.7%        |
| 323 Printing & Related Products.....    | 5.5%  | 7.0%        | 5.0%        | 5.1%        | 1.4%        |
| 315 Apparel Manufactures.....           | 0.2%  | 0.4%        | 0.5%        | 0.6%        | 1.3%        |
| 312 Beverage & Tobacco Products.....    | 0.1%  | 0.4%        | 0.5%        | 0.4%        | 0.7%        |
| 920 Used Merchandise.....               | 0.3%  | 0.1%        | 0.4%        | 0.1%        | 0.5%        |

# World Air and Sea Trade Through Port District of San Francisco

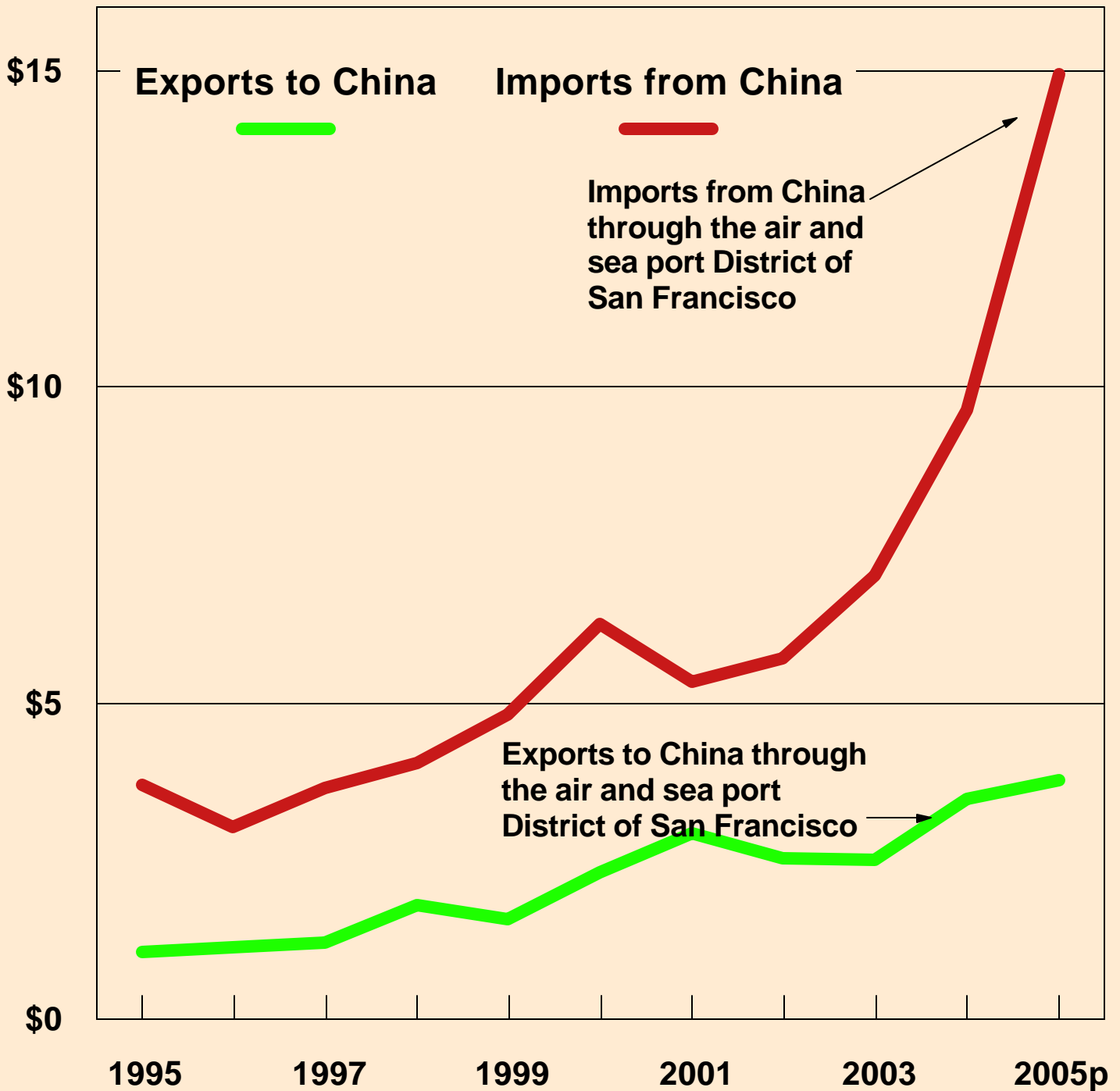
\$ Billions: Annual Exports and Imports





# China Air and Sea Trade Through Port District of San Francisco

\$ Billions: Annual Exports and Imports



# US-China Trade Through the Air and Sea Port District of San Francisco

The Value of Imports From China Exceed the Value of Exports by 2.8 to 1

| Exports FAS, Imports Customs<br>HS Industries: (\$ Millions) | 2003    |         |           | 2004    |         |           | Im/Ex Ratio<br>2004 |
|--|---------|---------|-----------|---------|---------|-----------|---------------------|
|  | Exports | Imports | Balance   | Exports | Imports | Balance   |                     |
| Merchandise Totals.....                                      | \$2,523 | \$7,029 | (\$4,506) | \$3,495 | \$9,651 | (\$6,156) | 2.8                 |
| 84 Mechanical/Computers.....                                 | 727     | 2,170   | (1,443)   | 881     | 3,098   | (2,216)   | 3.5                 |
| 85 Electrical Machinery And Equipment And Parts Ther         | 760     | 1,356   | (597)     | 1,017   | 2,080   | (1,063)   | 2.0                 |
| 94 Furniture; Bedding, Cushions Etc.; Lamps And Light        | 1       | 443     | (442)     | 2       | 599     | (597)     | 243.5               |
| 95 Toys, Games And Sports Equipment; Parts & Acces           | 2       | 486     | (484)     | 4       | 554     | (549)     | 133.7               |
| 62 Articles Of Apparel And Clothing Accessories, Not..       | 0       | 193     | (193)     | 0       | 230     | (230)     | 551.4               |
| 73 Articles Of Iron Or Steel.....                            | 9       | 141     | (131)     | 13      | 228     | (214)     | 17.1                |
| 64 Footwear, Gaiters And The Like; Parts Of Such Arti        | 0       | 174     | (174)     | 1       | 188     | (187)     | 223.4               |
| 87 Vehicles, Other Than Railway Or Tramway Rolling &         | 21      | 137     | (117)     | 33      | 220     | (187)     | 6.6                 |
| 39 Plastics And Articles Thereof.....                        | 27      | 156     | (129)     | 54      | 240     | (186)     | 4.4                 |
| 61 Articles Of Apparel And Clothing Accessories, Knit.       | 0       | 121     | (121)     | 0       | 167     | (167)     | 517.6               |
| 42 Articles Of Leather; Saddlery And Harness; Travel..       | 0       | 126     | (125)     | 0       | 163     | (163)     | 4873.2              |
| 63 Made-Up Textile Articles Nesoi; Needlecraft Sets;....     | 0       | 128     | (128)     | 0       | 144     | (143)     | 1998.5              |
| 71 Natural Or Cultured Pearls, Precious Or Semiprecio.       | 3       | 69      | (66)      | 8       | 90      | (82)      | 11.7                |
| 82 Tools, Implements, Cutlery, Spoons And Forks.....         | 2       | 54      | (52)      | 2       | 75      | (74)      | 48.2                |
| 98 Special Classification Provisions, Nesoi.....             | 13      | 80      | (67)      | 24      | 97      | (73)      | 4.0                 |
| 40 Rubber And Articles Thereof.....                          | 3       | 37      | (34)      | 6       | 71      | (65)      | 11.9                |
| 83 Miscellaneous Articles Of Base Metal.....                 | 2       | 51      | (50)      | 3       | 66      | (63)      | 22.3                |
| 49 Printed Books, Newspapers, Pictures And Other Pri         | 11      | 56      | (46)      | 5       | 68      | (63)      | 14.7                |
| 44 Wood And Articles Of Wood; Wood Charcoal.....             | 13      | 47      | (34)      | 17      | 77      | (60)      | 4.5                 |
| 68 Articles Of Stone, Plaster, Cement, Asbestos, Mica.       | 1       | 44      | (42)      | 1       | 55      | (54)      | 46.1                |
| 69 Ceramic Products.....                                     | 1       | 50      | (49)      | 2       | 51      | (50)      | 28.8                |
| 96 Miscellaneous Manufactured Articles.....                  | 0       | 45      | (44)      | 0       | 48      | (48)      | 210.7               |
| 65 Headgear And Parts Thereof.....                           | 0       | 34      | (34)      | 0       | 45      | (45)      | N/A                 |
| 20 Preparations Of Vegetables, Fruit, Nuts, Or Other....     | 9       | 43      | (34)      | 10      | 44      | (34)      | 4.6                 |
| 48 Paper And Paperboard; Articles Of Paper Pulp, Pap         | 19      | 46      | (28)      | 24      | 52      | (28)      | 2.2                 |
| 70 Glass And Glassware.....                                  | 13      | 33      | (20)      | 12      | 39      | (27)      | 3.3                 |
| 29 Organic Chemicals.....                                    | 5       | 40      | (36)      | 28      | 55      | (27)      | 1.9                 |
| 91 Clocks And Watches And Parts Thereof.....                 | 0       | 22      | (22)      | 0       | 27      | (26)      | 95.3                |
| 12 Oil Seeds And Oleaginous Fruits; Miscellaneous Gr         | 2       | 22      | (20)      | 3       | 26      | (23)      | 8.9                 |
| 67 Prepared Feathers And Down And Articles Thereof           | 0       | 33      | (32)      | 2       | 23      | (22)      | 15.2                |
| 27 Mineral Fuels, Mineral Oils And Products Of Their....     | 2       | 19      | (18)      | 11      | 31      | (20)      | 2.7                 |
| 76 Aluminum And Articles Thereof.....                        | 23      | 26      | (3)       | 59      | 79      | (19)      | 1.3                 |
| 92 Musical Instruments; Parts And Accessories Therec         | 2       | 18      | (15)      | 1       | 20      | (19)      | 15.4                |
| 07 Edible Vegetables And Certain Roots And Tubers....        | 1       | 13      | (13)      | 1       | 20      | (19)      | 13.9                |
| 66 Umbrellas, Sun Umbrellas, Walking-Sticks, Seat-Sti.       | 0       | 14      | (14)      | 0       | 15      | (15)      | N/A                 |
| 46 Manufactures Of Straw, Esparto Or Other Plaiting M        | 0       | 16      | (16)      | 0       | 13      | (13)      | 39.9                |
| 25 Salt; Sulfur; Earths And Stone; Plastering Materia....    | 4       | 16      | (13)      | 4       | 14      | (10)      | 3.5                 |
| 86 Railway Or Tramway Locomotives, Rolling Stock, Ti         | 0       | 12      | (12)      | 4       | 14      | (10)      | 3.4                 |
| 97 Works Of Art, Collectors' Pieces And Antiques.....        | 0       | 7       | (7)       | 1       | 10      | (9)       | 18.3                |
| 32 Tanning Or Dyeing Extracts; Tannins And Derivative        | 6       | 6       | (1)       | 6       | 14      | (9)       | 2.6                 |
| 57 Carpets And Other Textile Floor Coverings.....            | 0       | 6       | (6)       | 0       | 8       | (8)       | 59.2                |
| 09 Coffee, Tea, Mate And Spices.....                         | 0       | 5       | (5)       | 0       | 8       | (8)       | 142.8               |
| 34 Soap Etc.; Lubricating Products; Waxes, Polishing...      | 1       | 9       | (9)       | 3       | 11      | (8)       | 3.3                 |
| 05 Products Of Animal Origin, Nesoi.....                     | 1       | 11      | (11)      | 8       | 15      | (8)       | 2.0                 |
| 28 Inorganic Chemicals; Organic Or Inorganic Compou          | 9       | 8       | 1         | 10      | 17      | (7)       | 1.7                 |
| 24 Tobacco And Manufactured Tobacco Substitutes....          | 0       | 2       | (2)       | 0       | 7       | (6)       | 878.8               |
| 58 Special Woven Fabrics; Tufted Textile Fabrics; Lac.       | 1       | 5       | (4)       | 1       | 7       | (6)       | 7.4                 |
| 31 Fertilizers.....  | 0       | 9       | (8)       | 0       | 6       | (6)       | 76.2                |
| 80 Tin And Articles Thereof.....                             | 0       | 3       | (2)       | 1       | 6       | (6)       | 11.4                |
| 30 Pharmaceutical Products.....                              | 8       | 8       | 0         | 3       | 8       | (6)       | 3.1                 |
| 50 Silk, Including Yarns And Woven Fabrics Thereof....       | 1       | 5       | (4)       | 1       | 5       | (5)       | 8.9                 |
| 16 Edible Preparations Of Meat, Fish, Crustaceans, Mo        | 2       | 4       | (2)       | 2       | 6       | (5)       | 3.9                 |
| 43 Furskins And Artificial Fur; Manufactures Thereof...      | 1       | 5       | (4)       | 1       | 5       | (4)       | 7.8                 |

# US-China Trade Through the Air and Sea Port District of San Francisco

The Value of Imports From China Exceed the Value of Exports by 2.8 to 1

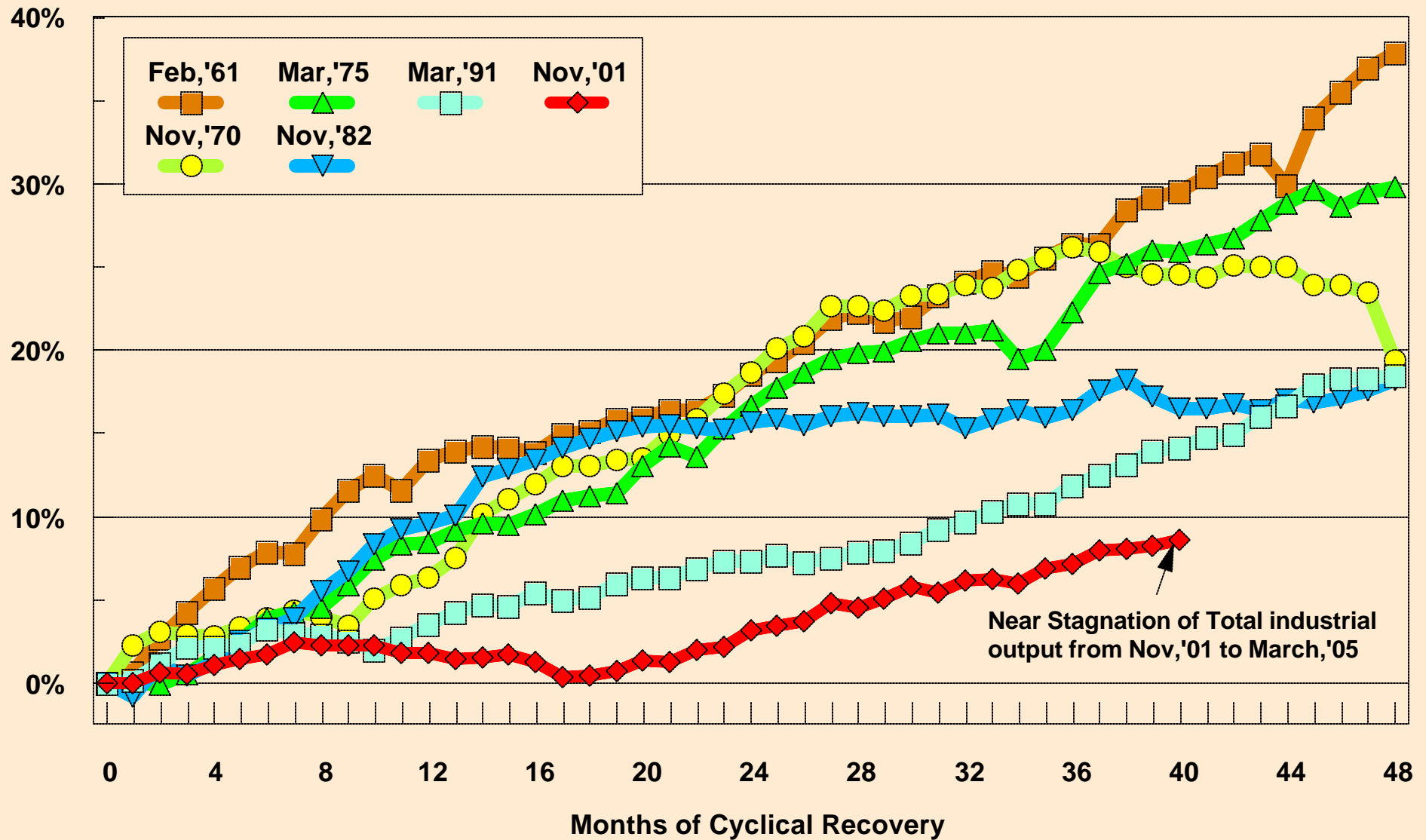
| Exports FAS, Imports Customs<br>HS Industries: (\$ Millions) | 2003    |         |         | 2004    |         |         | Im/Ex Ratio<br>2004 |
|--|---------|---------|---------|---------|---------|---------|---------------------|
|  | Exports | Imports | Balance | Exports | Imports | Balance |                     |
| 19 Preparations Of Cereals, Flour, Starch Or Milk; Ba...     | \$1     | \$6     | (\$6)   | \$3     | \$7     | (\$4)   | 2.5                 |
| 03 Fish And Crustaceans, Molluscs And Other Aquatic          | 4       | 13      | (9)     | 5       | 9       | (4)     | 1.7                 |
| 13 Lac; Gums; Resins And Other Vegetable Saps.....           | 0       | 2       | (2)     | 0       | 3       | (3)     | 304.4               |
| 21 Miscellaneous Edible Preparations.....                    | 2       | 6       | (4)     | 4       | 6       | (3)     | 1.7                 |
| 36 Explosives; Pyrotechnic Products; Matches; Pyroph         | 0       | 1       | (1)     | 0       | 2       | (2)     | 285.8               |
| 23 Residues And Waste From The Food Industries; Pre          | 2       | 4       | (2)     | 1       | 3       | (2)     | 4.9                 |
| 56 Wadding, Felt And Nonwovens; Special Yarns; Twi           | 1       | 2       | (2)     | 0       | 3       | (2)     | 6.6                 |
| 11 Milling Industry Products; Malt; Starches; Inulin;.....   | 0       | 0       | 0       | 0       | 2       | (2)     | 7.8                 |
| 53 Vegetable Textile Fibers Nesoi; Yarns & Woven Fa          | 0       | 1       | (1)     | 0       | 2       | (2)     | N/A                 |
| 93 Arms And Ammunition; Parts & Accessories Ther             | 0       | 1       | (1)     | 0       | 2       | (1)     | 5.1                 |
| 89 Ships, Boats And Floating Structures.....                 | 0       | 2       | (2)     | 0       | 1       | (1)     | 28.5                |
| 60 Knitted Or Crocheted Fabrics.....                         | 0       | 2       | (2)     | 0       | 1       | (1)     | 107.1               |
| 33 Essential Oils And Resinoids; Perfumery, Cosmetic.        | 3       | 4       | (1)     | 4       | 5       | (1)     | 1.2                 |
| 79 Zinc And Articles Thereof.....                            | 1       | 2       | (1)     | 3       | 3       | (1)     | 1.3                 |
| 59 Impregnated, Coated, Covered Or Laminated Textile         | 2       | 2       | 0       | 2       | 3       | (1)     | 1.3                 |
| 06 Live Trees And Other Plants; Bulbs, Roots And The         | 0       | 0       | (0)     | 0       | 1       | (1)     | 4.8                 |
| 54 Manmade Filaments, Including Yarns & Woven Fabr           | 2       | 1       | 1       | 1       | 2       | (0)     | 1.4                 |
| 55 Manmade Staple Fibers, Including Yarns & Wovens           | 0       | 2       | (2)     | 0       | 1       | (0)     | 1.9                 |
| 45 Cork And Articles Of Cork.....                            | 0       | 0       | (0)     | 0       | 0       | (0)     | 6.2                 |
| 01 Live Animals.....   | 0       | 0       | (0)     | 0       | 0       | (0)     | 24.9                |
| 14 Vegetable Plaiting Materials And Vegetable Product        | 1       | 2       | (1)     | 2       | 2       | (0)     | 1.1                 |
| 10 Cereals.....  | 0       | 0       | (0)     | 0       | 0       | (0)     | 1.1                 |
| 78 Lead And Articles Thereof.....                            | 1       | 0       | 0       | 0       | 0       | 0       | 0.6                 |
| 18 Cocoa And Cocoa Preparations.....                         | 1       | 0       | 0       | 0       | 0       | 0       | 0.3                 |
| 51 Wool And Fine Or Coarse Animal Hair, Including Ya         | 0       | 0       | (0)     | 0       | 0       | 0       | 0.1                 |
| 26 Ores, Slag And Ash.....                                   | 5       | 0       | 5       | 2       | 1       | 1       | 0.3                 |
| 17 Sugars And Sugar Confectionary.....                       | 3       | 5       | (1)     | 6       | 5       | 1       | 0.8                 |
| 75 Nickel And Articles Thereof.....                          | 0       | 0       | (0)     | 1       | 0       | 1       | 0.1                 |
| 35 Albuminoidal Substances; Modified Starches; Glues         | 3       | 1       | 2       | 3       | 2       | 2       | 0.5                 |
| 22 Beverages, Spirits And Vinegar.....                       | 3       | 3       | (0)     | 6       | 4       | 2       | 0.6                 |
| 37 Photographic Or Cinematographic Goods.....                | 17      | 0       | 17      | 3       | 0       | 2       | 0.1                 |
| 38 Miscellaneous Chemical Products.....                      | 26      | 34      | (8)     | 35      | 32      | 3       | 0.9                 |
| 81 Base Metals Nesoi; Cermets; Articles Thereof.....         | 6       | 3       | 3       | 9       | 5       | 3       | 0.6                 |
| 04 Dairy Produce; Birds' Eggs; Natural Honey; Edible....     | 2       | 4       | (2)     | 10      | 5       | 5       | 0.5                 |
| 15 Animal Or Vegetable Fats And Oils And Their Cleav         | 6       | 0       | 5       | 8       | 0       | 8       | 0.0                 |
| 88 Aircraft, Spacecraft, And Parts Thereof.....              | 13      | 1       | 12      | 15      | 0       | 15      | 0.0                 |
| 02 Meat And Edible Meat Offal.....                           | 23      | 0       | 23      | 17      | 0       | 16      | 0.0                 |
| 08 Edible Fruit And Nuts; Peel Of Citrus Fruit Or Mel....    | 17      | 5       | 13      | 25      | 8       | 17      | 0.3                 |
| 74 Copper And Articles Thereof.....                          | 22      | 12      | 11      | 52      | 17      | 35      | 0.3                 |
| 41 Raw Hides And Skins (Other Than Furskins).....            | 68      | 0       | 67      | 121     | 0       | 120     | 0.0                 |
| 72 Iron And Steel.....                                       | 103     | 3       | 100     | 148     | 18      | 130     | 0.1                 |
| 52 Cotton, Including Yarns And Woven Fabrics Thereo          | 89      | 3       | 87      | 134     | 2       | 133     | 0.0                 |
| 47 Pulp Of Wood Or Other Fibrous Cellulosic Material;..      | 110     | 0       | 110     | 141     | 0       | 141     | 0.0                 |
| 90 Optical, Photographic, Cinematographic, Measuring,        | 279     | 234     | 45      | 466     | 236     | 230     | 0.5                 |

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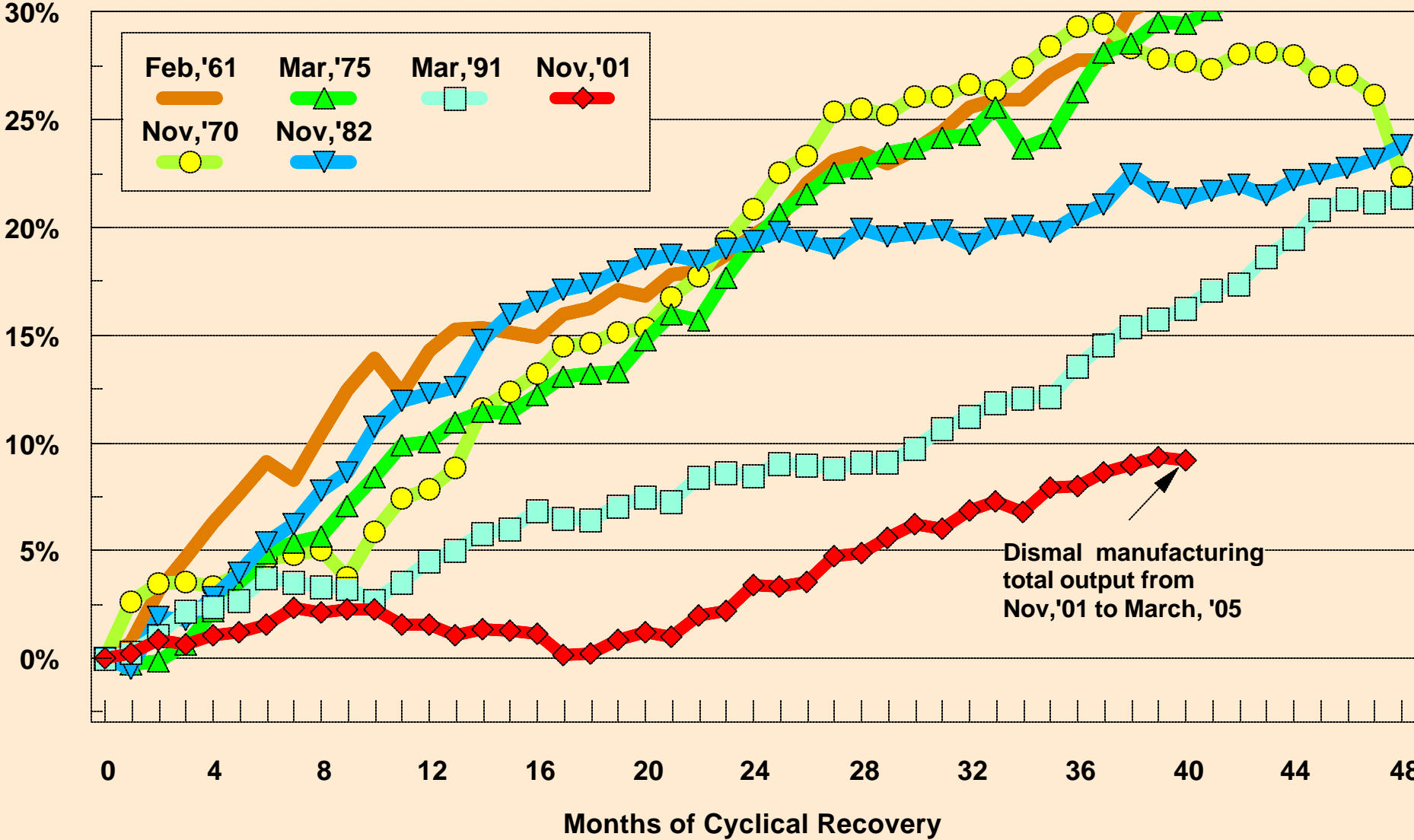
# 2001-'05: Weakest Ever "Recovery" of Industrial Output

## % Change of Total Industrial Output From End of Recession



# 2001-'05: "Recovery" With Very Little New Manufacturing Output

## % Change of Manufacturing Output From End of Recession



# Job Growth and Decline in the States: Mfging & Info Losses Still Slow Growth

February 2004 to February 2005

| Nonfarm Establishment Jobs<br>STATE | Total | Const-<br>ruction | Manuf-<br>acturing | Trade and<br>Utilities | Information | Finance | Prof & Bus<br>Services | Education<br>& Health | Leisure &<br>Hospitality | Other<br>Services | Govt. | Unemployment Rates   |         |         |
|-------------------------------------|-------|-------------------|--------------------|------------------------|-------------|---------|------------------------|-----------------------|--------------------------|-------------------|-------|----------------------|---------|---------|
|                                     |       |                   |                    |                        |             |         |                        |                       |                          |                   |       | Feb,'04              | Jan,'05 | Feb,'05 |
| (Change over Year Ago: Percent)     |       |                   |                    |                        |             |         |                        |                       |                          |                   |       | (Percent Unemployed) |         |         |
| South Carolina.....                 | 0.2%  | -1.6%             | -0.6%              | 1.0%                   | -0.4%       | 1.9%    | -2.2%                  | -6.8%                 | 6.5%                     | 0.8%              | 2.0%  | 6.7%                 | 7.0%    | 7.1%    |
| Michigan.....                       | 0.2%  | 1.7%              | -1.7%              | 0.6%                   | -3.8%       | 1.1%    | -0.7%                  | 0.5%                  | 1.5%                     | -0.1%             | 1.4%  | 7.0%                 | 7.1%    | 7.5%    |
| District of Columbi:                | 0.6%  | -2.5%             | -4.0%              | -1.1%                  | -5.4%       | 1.0%    | 1.4%                   | 0.1%                  | 3.9%                     | 3.0%              | -0.0% | 7.6%                 | 8.1%    | 8.2%    |
| Louisiana.....                      | 0.6%  | -0.8%             | -1.3%              | 0.4%                   | -2.7%       | 1.5%    | 1.7%                   | 1.3%                  | 2.0%                     | 2.0%              | 0.4%  | 5.7%                 | 5.7%    | 6.0%    |
| Ohio.....                           | 0.6%  | 1.6%              | 0.3%               | -0.4%                  | -1.5%       | 0.3%    | 2.7%                   | 2.1%                  | 0.5%                     | 0.9%              | -0.5% | 6.1%                 | 5.9%    | 6.4%    |
| Illinois.....                       | 0.7%  | 0.4%              | -0.1%              | 0.3%                   | -3.8%       | 0.2%    | 2.7%                   | 0.6%                  | 3.6%                     | -0.1%             | -0.4% | 6.4%                 | 5.6%    | 5.9%    |
| Georgia.....                        | 0.8%  | 0.7%              | -1.6%              | -0.2%                  | -0.6%       | 1.3%    | 3.0%                   | 1.8%                  | 1.2%                     | -1.2%             | 2.1%  | 4.3%                 | 4.8%    | 5.1%    |
| Tennessee.....                      | 0.9%  | 2.0%              | 0.3%               | 1.2%                   | -3.0%       | 1.6%    | 3.8%                   | 2.1%                  | 3.2%                     | 0.4%              | -3.2% | 5.4%                 | 5.9%    | 5.9%    |
| New York.....                       | 1.0%  | 1.1%              | -2.1%              | 1.3%                   | 0.2%        | 1.3%    | 1.2%                   | 1.6%                  | 3.2%                     | 1.5%              | 0.0%  | 6.2%                 | 5.0%    | 5.1%    |
| Iowa.....                           | 1.0%  | 2.5%              | 1.8%               | 0.8%                   | 0.6%        | 2.1%    | -0.6%                  | 0.9%                  | 3.8%                     | -0.5%             | -0.6% | 4.7%                 | 5.1%    | 5.1%    |
| Maine.....                          | 1.0%  | 0.7%              | 0.0%               | 1.2%                   | 2.6%        | -2.0%   | -0.6%                  | 2.4%                  | 2.7%                     | 0.0%              | 0.8%  | 4.7%                 | 4.4%    | 4.7%    |
| Massachusetts.....                  | 1.1%  | 5.2%              | 0.2%               | 0.2%                   | -3.0%       | -0.3%   | 2.5%                   | 1.0%                  | 4.3%                     | 0.1%              | -0.0% | 5.5%                 | 4.8%    | 4.9%    |
| Kentucky.....                       | 1.2%  | 4.7%              | 0.4%               | 0.7%                   | -3.1%       | -2.2%   | 3.9%                   | 1.4%                  | 3.9%                     | 1.9%              | -0.3% | 5.7%                 | 5.0%    | 5.2%    |
| Pennsylvania.....                   | 1.2%  | 2.3%              | -0.7%              | 0.8%                   | -3.6%       | -0.7%   | 3.7%                   | 2.3%                  | 2.5%                     | 1.7%              | 0.4%  | 5.5%                 | 5.1%    | 5.2%    |
| Arkansas.....                       | 1.3%  | 3.6%              | -0.1%              | 0.6%                   | -0.5%       | 1.8%    | 2.0%                   | 2.4%                  | 2.5%                     | 0.5%              | 1.1%  | 5.7%                 | 5.4%    | 5.5%    |
| Connecticut.....                    | 1.4%  | 7.6%              | 0.9%               | 2.1%                   | 0.8%        | 0.3%    | 1.3%                   | 1.7%                  | 2.8%                     | 0.7%              | -0.5% | 5.2%                 | 4.7%    | 4.8%    |
| Wisconsin.....                      | 1.4%  | 5.4%              | 1.1%               | 0.6%                   | 0.8%        | 0.2%    | 0.2%                   | 3.2%                  | 1.8%                     | 0.5%              | 1.4%  | 5.4%                 | 4.8%    | 4.9%    |
| Rhode Island.....                   | 1.4%  | 2.2%              | -1.2%              | -2.0%                  | -1.8%       | 3.3%    | 5.2%                   | 2.8%                  | 5.0%                     | 1.3%              | 0.3%  | 5.4%                 | 4.4%    | 4.4%    |
| Mississippi.....                    | 1.4%  | 1.3%              | -0.1%              | 1.5%                   | -2.7%       | 1.8%    | 4.4%                   | 2.7%                  | 2.2%                     | -1.3%             | 1.2%  | 5.5%                 | 7.1%    | 6.8%    |
| Missouri.....                       | 1.5%  | 5.3%              | 1.2%               | 1.2%                   | -1.8%       | 3.1%    | 0.5%                   | 1.9%                  | 2.9%                     | 1.8%              | 0.3%  | 5.5%                 | 6.0%    | 5.8%    |
| Texas.....                          | 1.5%  | 0.1%              | -0.1%              | 1.4%                   | 0.0%        | 1.6%    | 2.5%                   | 2.3%                  | 2.3%                     | 1.3%              | 1.3%  | 6.3%                 | 5.9%    | 6.0%    |
| West Virginia.....                  | 1.5%  | 10.3%             | -1.1%              | 1.3%                   | 0.9%        | -2.0%   | 0.3%                   | 2.3%                  | 2.5%                     | -0.2%             | 0.6%  | 5.5%                 | 4.7%    | 5.0%    |
| North Carolina.....                 | 1.6%  | 5.1%              | -0.1%              | 0.4%                   | -3.9%       | 1.1%    | 3.7%                   | 4.4%                  | 1.4%                     | 1.0%              | 1.1%  | 5.8%                 | 5.0%    | 5.4%    |
| Alaska.....                         | 1.7%  | 3.6%              | -0.9%              | 2.3%                   | -1.5%       | 2.1%    | 0.9%                   | 2.9%                  | 2.8%                     | 3.7%              | 0.5%  | 7.7%                 | 7.3%    | 7.2%    |
| New Jersey.....                     | 1.7%  | 4.0%              | -1.8%              | 1.4%                   | -2.5%       | 2.3%    | 1.2%                   | 3.1%                  | 3.3%                     | 2.9%              | 2.1%  | 5.3%                 | 3.9%    | 4.4%    |
| New Mexico.....                     | 1.8%  | 5.6%              | -0.3%              | 0.1%                   | -8.6%       | 2.1%    | 3.2%                   | 3.3%                  | 0.8%                     | 1.8%              | 1.6%  | 5.8%                 | 5.3%    | 5.6%    |
| California.....                     | 1.8%  | 6.5%              | 0.5%               | 1.5%                   | -1.2%       | 2.8%    | 3.2%                   | 1.6%                  | 3.1%                     | 1.5%              | -0.2% | 6.4%                 | 5.8%    | 5.8%    |
| US Totals.....                      | 1.8%  | 4.0%              | 0.4%               | 1.3%                   | -0.8%       | 2.1%    | 3.9%                   | 2.4%                  | 2.2%                     | 1.0%              | 0.9%  | 5.6%                 | 5.2%    | 5.4%    |
| Vermont.....                        | 1.8%  | 6.5%              | 0.8%               | 1.2%                   | -1.6%       | 2.3%    | 2.5%                   | 2.8%                  | 1.1%                     | 0.0%              | 1.8%  | 4.1%                 | 3.5%    | 3.6%    |
| Minnesota.....                      | 1.8%  | 2.1%              | 2.5%               | 2.3%                   | -3.5%       | 0.9%    | 1.7%                   | 2.5%                  | 3.3%                     | 1.4%              | 0.7%  | 5.0%                 | 4.4%    | 4.2%    |
| Oklahoma.....                       | 1.9%  | 1.7%              | 0.3%               | -0.3%                  | -2.8%       | 1.3%    | 4.0%                   | 2.4%                  | 3.0%                     | 0.5%              | 3.2%  | 5.1%                 | 4.6%    | 4.2%    |
| South Dakota.....                   | 1.9%  | 4.4%              | 3.7%               | 2.6%                   | -1.5%       | 3.6%    | -2.1%                  | 0.9%                  | 3.3%                     | 2.6%              | 0.9%  | 3.6%                 | 3.6%    | 3.7%    |
| Nebraska.....                       | 2.1%  | 1.9%              | -2.6%              | 3.4%                   | 1.4%        | 1.8%    | 3.4%                   | 2.7%                  | 5.5%                     | 2.6%              | 0.7%  | 4.0%                 | 4.0%    | 3.9%    |
| Alabama.....                        | 2.1%  | 4.4%              | 2.1%               | 1.5%                   | -1.3%       | -1.1%   | 6.7%                   | 3.1%                  | 2.1%                     | -1.0%             | 0.7%  | 5.6%                 | 5.3%    | 5.2%    |
| New Hampshire.....                  | 2.1%  | 6.2%              | 1.9%               | 1.9%                   | 2.4%        | 4.9%    | -0.5%                  | 2.3%                  | 4.3%                     | -2.0%             | 1.1%  | 4.1%                 | 3.4%    | 3.8%    |
| Maryland.....                       | 2.1%  | 2.6%              | -1.3%              | 1.1%                   | 1.2%        | 1.6%    | 3.7%                   | 2.8%                  | 6.1%                     | 1.9%              | 0.9%  | 4.2%                 | 4.1%    | 4.2%    |
| North Dakota.....                   | 2.2%  | 4.6%              | 4.7%               | 1.3%                   | 1.3%        | -0.5%   | 1.7%                   | 3.3%                  | 4.5%                     | -0.7%             | 1.4%  | 3.5%                 | 3.3%    | 3.3%    |
| Kansas.....                         | 2.2%  | 5.3%              | 2.8%               | -0.5%                  | -3.0%       | 1.3%    | 4.3%                   | 2.1%                  | 4.6%                     | 2.1%              | 2.9%  | 5.8%                 | 5.2%    | 5.4%    |
| Washington.....                     | 2.3%  | 4.4%              | 2.1%               | 3.7%                   | 0.4%        | 0.0%    | 3.8%                   | 2.8%                  | 1.2%                     | 1.9%              | 0.7%  | 6.6%                 | 5.4%    | 5.5%    |
| Montana.....                        | 2.3%  | 8.5%              | 1.1%               | 0.5%                   | 2.6%        | 1.9%    | 2.9%                   | 2.8%                  | 4.1%                     | 3.0%              | 0.2%  | 4.4%                 | 4.4%    | 4.5%    |
| Delaware.....                       | 2.3%  | 9.1%              | -1.1%              | 2.0%                   | -6.9%       | 0.5%    | 2.1%                   | 3.5%                  | 7.4%                     | -1.1%             | 1.7%  | 4.0%                 | 4.3%    | 4.1%    |
| Wyoming.....                        | 2.4%  | 0.6%              | 3.3%               | 1.3%                   | 0.0%        | 2.0%    | 1.4%                   | 4.3%                  | 2.8%                     | 1.0%              | 0.2%  | 3.8%                 | 3.4%    | 2.9%    |
| Virginia.....                       | 2.5%  | 6.1%              | 0.4%               | 2.1%                   | -0.5%       | 2.4%    | 4.8%                   | 2.4%                  | 2.4%                     | 1.7%              | 1.8%  | 3.7%                 | 3.3%    | 3.3%    |
| Indiana.....                        | 2.6%  | 8.1%              | 1.3%               | 1.7%                   | 0.2%        | 1.1%    | 5.2%                   | 2.6%                  | 4.8%                     | 3.5%              | 1.3%  | 5.4%                 | 5.4%    | 5.7%    |
| Colorado.....                       | 2.7%  | 7.1%              | 0.9%               | 2.3%                   | -7.4%       | 2.3%    | 4.4%                   | 3.5%                  | 3.3%                     | 2.9%              | 2.1%  | 5.8%                 | 4.8%    | 4.9%    |
| Idaho.....                          | 2.9%  | 8.7%              | -0.7%              | 1.6%                   | 8.7%        | 3.7%    | 6.3%                   | 4.4%                  | 1.5%                     | 1.7%              | 1.8%  | 5.0%                 | 4.3%    | 4.1%    |
| Hawaii.....                         | 3.0%  | 9.0%              | 0.6%               | 5.0%                   | 10.9%       | 1.8%    | 2.3%                   | 3.5%                  | 3.9%                     | -0.8%             | 0.1%  | 3.6%                 | 2.9%    | 3.0%    |
| Florida.....                        | 3.4%  | 7.1%              | 0.9%               | 2.3%                   | 0.1%        | 2.6%    | 2.7%                   | 3.2%                  | 3.7%                     | 1.5%              | 1.9%  | 4.9%                 | 4.4%    | 4.5%    |
| Utah.....                           | 3.7%  | 10.2%             | 2.1%               | 3.6%                   | 3.7%        | 4.0%    | 4.0%                   | 3.6%                  | 4.0%                     | 3.1%              | 2.0%  | 5.4%                 | 4.9%    | 4.8%    |
| Oregon.....                         | 4.1%  | 10.0%             | 4.2%               | 4.0%                   | 2.4%        | 2.8%    | 4.6%                   | 3.6%                  | 5.7%                     | 3.0%              | 2.4%  | 7.7%                 | 6.3%    | 6.6%    |
| Arizona.....                        | 4.1%  | 9.7%              | 0.5%               | 4.7%                   | -4.7%       | 2.5%    | 5.1%                   | 5.7%                  | 3.8%                     | -0.2%             | 3.1%  | 5.3%                 | 4.2%    | 4.4%    |
| Nevada.....                         | 6.8%  | 19.0%             | 4.5%               | 4.2%                   | -2.1%       | 5.4%    | 9.0%                   | 6.2%                  | 4.4%                     | 19.6%             | 4.0%  | 4.7%                 | 3.9%    | 3.9%    |

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## The Recent Jobs Record In the States

| 1,000 of jobs             | Seasonally Adjusted |                | Job Growth/Decline |             |
|---------------------------|---------------------|----------------|--------------------|-------------|
|                           | Feb. '05            | Jan. '01       | (1,000)            | %           |
| Massachusetts.....        | 3,191.3             | 3,371.3        | -180.0             | -5.3%       |
| Michigan.....             | 4,386.5             | 4,596.7        | -210.2             | -4.6%       |
| Illinois.....             | 5,814.7             | 6,044.9        | -230.2             | -3.8%       |
| Ohio.....                 | 5,402.6             | 5,604.6        | -202.0             | -3.6%       |
| North Carolina.....       | 3,846.8             | 3,967.5        | -120.7             | -3.0%       |
| New York.....             | 8,491.2             | 8,693.2        | -202.0             | -2.3%       |
| Georgia.....              | 3,905.3             | 3,995.5        | -90.2              | -2.3%       |
| Connecticut.....          | 1,663.5             | 1,692.1        | -28.6              | -1.7%       |
| Missouri.....             | 2,701.4             | 2,744.4        | -43.0              | -1.6%       |
| Colorado.....             | 2,212.2             | 2,245.5        | -33.3              | -1.5%       |
| South Carolina.....       | 1,817.6             | 1,842.8        | -25.2              | -1.4%       |
| Iowa.....                 | 1,459.5             | 1,477.9        | -18.4              | -1.2%       |
| Kentucky.....             | 1,803.3             | 1,824.1        | -20.8              | -1.1%       |
| Oklahoma.....             | 1,486.7             | 1,502.8        | -16.1              | -1.1%       |
| Kansas.....               | 1,331.7             | 1,345.6        | -13.9              | -1.0%       |
| Pennsylvania.....         | 5,673.7             | 5,718.0        | -44.3              | -0.8%       |
| Wisconsin.....            | 2,820.3             | 2,838.4        | -18.1              | -0.6%       |
| Mississippi.....          | 1,136.8             | 1,142.1        | -5.3               | -0.5%       |
| New Hampshire.....        | 631.1               | 633.7          | -2.6               | -0.4%       |
| Minnesota.....            | 2,696.4             | 2,705.3        | -8.9               | -0.3%       |
| California.....           | 14,681.6            | 14,724.5       | -42.9              | -0.3%       |
| Louisiana.....            | 1,924.3             | 1,925.1        | -0.8               | -0.0%       |
| Indiana.....              | 2,963.9             | 2,962.1        | 1.8                | 0.1%        |
| Alabama.....              | 1,920.9             | 1,919.4        | 1.5                | 0.1%        |
| Tennessee.....            | 2,720.3             | 2,716.9        | 3.4                | 0.1%        |
| Texas.....                | 9,562.1             | 9,542.3        | 19.8               | 0.2%        |
| <b>US Totals.....</b>     | <b>132,926</b>      | <b>132,454</b> | <b>472</b>         | <b>0.4%</b> |
| Washington.....           | 2,734.6             | 2,721.9        | 12.7               | 0.5%        |
| Vermont.....              | 305.8               | 303.8          | 2.0                | 0.7%        |
| Arkansas.....             | 1,166.3             | 1,158.2        | 8.1                | 0.7%        |
| West Virginia.....        | 741.4               | 735.3          | 6.1                | 0.8%        |
| Oregon.....               | 1,631.4             | 1,615.2        | 16.2               | 1.0%        |
| New Jersey.....           | 4,038.4             | 3,997.3        | 41.1               | 1.0%        |
| Maine.....                | 617.3               | 609.8          | 7.5                | 1.2%        |
| Nebraska.....             | 930.3               | 918.4          | 11.9               | 1.3%        |
| South Dakota.....         | 386.2               | 379.2          | 7.0                | 1.8%        |
| Rhode Island.....         | 491.9               | 480.9          | 11.0               | 2.3%        |
| Delaware.....             | 432.4               | 421.5          | 10.9               | 2.6%        |
| Virginia.....             | 3,628.0             | 3,528.9        | 99.1               | 2.8%        |
| Maryland.....             | 2,544.5             | 2,472.7        | 71.8               | 2.9%        |
| North Dakota.....         | 340.3               | 329.8          | 10.5               | 3.2%        |
| District of Columbia..... | 674.4               | 651.4          | 23.0               | 3.5%        |
| Utah.....                 | 1,127.7             | 1,086.2        | 41.5               | 3.8%        |
| Idaho.....                | 595.1               | 567.0          | 28.1               | 5.0%        |
| Montana.....              | 413.0               | 391.5          | 21.5               | 5.5%        |
| New Mexico.....           | 798.9               | 753.5          | 45.4               | 6.0%        |
| Hawaii.....               | 592.0               | 553.6          | 38.4               | 6.9%        |
| Wyoming.....              | 259.6               | 242.5          | 17.1               | 7.1%        |
| Florida.....              | 7,661.5             | 7,148.1        | 513.4              | 7.2%        |
| Alaska.....               | 305.1               | 284.5          | 20.6               | 7.2%        |
| Arizona.....              | 2,428.7             | 2,263.8        | 164.9              | 7.3%        |
| Nevada.....               | 1,194.6             | 1,051.3        | 143.3              | 13.6%       |

## The Recent Jobs Record In the States

| Seasonally Adjusted<br>1,000 of jobs | All Private Sector Jobs |                  | Job Growth/Decline |              |
|--------------------------------------|-------------------------|------------------|--------------------|--------------|
|                                      | Feb. '05                | Jan. '01         | (1,000)            | %            |
| Michigan.....                        | 3,697.6                 | 3,914.0          | -216.4             | -5.5%        |
| Massachusetts.....                   | 2,785.0                 | 2,943.4          | -158.4             | -5.4%        |
| Illinois.....                        | 4,971.1                 | 5,203.0          | -231.9             | -4.5%        |
| Ohio.....                            | 4,604.4                 | 4,814.5          | -210.1             | -4.4%        |
| North Carolina.....                  | 3,197.5                 | 3,336.9          | -139.4             | -4.2%        |
| Georgia.....                         | 3,259.5                 | 3,394.9          | -135.4             | -4.0%        |
| New York.....                        | 7,009.4                 | 7,229.0          | -219.6             | -3.0%        |
| Colorado.....                        | 1,849.4                 | 1,906.6          | -57.2              | -3.0%        |
| Oklahoma.....                        | 1,179.8                 | 1,209.3          | -29.5              | -2.4%        |
| South Carolina.....                  | 1,489.1                 | 1,522.2          | -33.1              | -2.2%        |
| Kansas.....                          | 1,075.8                 | 1,099.0          | -23.2              | -2.1%        |
| Missouri.....                        | 2,272.7                 | 2,318.2          | -45.5              | -2.0%        |
| Connecticut.....                     | 1,421.6                 | 1,448.5          | -26.9              | -1.9%        |
| Mississippi.....                     | 892.5                   | 905.1            | -12.6              | -1.4%        |
| Iowa.....                            | 1,216.9                 | 1,233.4          | -16.5              | -1.3%        |
| Pennsylvania.....                    | 4,928.3                 | 4,994.4          | -66.1              | -1.3%        |
| New Hampshire.....                   | 541.4                   | 548.6            | -7.2               | -1.3%        |
| Kentucky.....                        | 1,495.0                 | 1,512.9          | -17.9              | -1.2%        |
| Wisconsin.....                       | 2,402.6                 | 2,431.2          | -28.6              | -1.2%        |
| Texas.....                           | 7,892.1                 | 7,972.8          | -80.7              | -1.0%        |
| Indiana.....                         | 2,534.4                 | 2,554.1          | -19.7              | -0.8%        |
| Minnesota.....                       | 2,285.9                 | 2,301.3          | -15.4              | -0.7%        |
| California.....                      | 12,298.2                | 12,380.0         | -81.8              | -0.7%        |
| Alabama.....                         | 1,559.8                 | 1,568.4          | -8.6               | -0.5%        |
| Washington.....                      | 2,210.1                 | 2,221.9          | -11.8              | -0.5%        |
| Louisiana.....                       | 1,541.9                 | 1,549.8          | -7.9               | -0.5%        |
| Vermont.....                         | 252.9                   | 254.0            | -1.1               | -0.4%        |
| <b>US Totals.....</b>                | <b>111,176</b>          | <b>111,622.0</b> | <b>-446</b>        | <b>-0.4%</b> |
| Tennessee.....                       | 2,308.7                 | 2,316.7          | -8.0               | -0.3%        |
| Arkansas.....                        | 964.5                   | 966.7            | -2.2               | -0.2%        |
| New Jersey.....                      | 3,397.6                 | 3,402.8          | -5.2               | -0.2%        |
| West Virginia.....                   | 597.9                   | 595.0            | 2.9                | 0.5%         |
| Oregon.....                          | 1,357.8                 | 1,348.5          | 9.3                | 0.7%         |
| Maine.....                           | 512.3                   | 508.7            | 3.6                | 0.7%         |
| Nebraska.....                        | 770.4                   | 764.3            | 6.1                | 0.8%         |
| South Dakota.....                    | 311.1                   | 306.7            | 4.4                | 1.4%         |
| Rhode Island.....                    | 426.2                   | 416.2            | 10.0               | 2.4%         |
| Delaware.....                        | 373.5                   | 364.7            | 8.8                | 2.4%         |
| Virginia.....                        | 2,972.6                 | 2,901.3          | 71.3               | 2.5%         |
| Utah.....                            | 927.0                   | 900.3            | 26.7               | 3.0%         |
| North Dakota.....                    | 264.8                   | 256.5            | 8.3                | 3.2%         |
| Maryland.....                        | 2,083.8                 | 2,017.4          | 66.4               | 3.3%         |
| District of Columbia.....            | 443.5                   | 428.9            | 14.6               | 3.4%         |
| Idaho.....                           | 479.8                   | 459.2            | 20.6               | 4.5%         |
| New Mexico.....                      | 598.2                   | 570.7            | 27.5               | 4.8%         |
| Montana.....                         | 326.4                   | 306.8            | 19.6               | 6.4%         |
| Hawaii.....                          | 472.7                   | 443.8            | 28.9               | 6.5%         |
| Arizona.....                         | 2,021.0                 | 1,895.0          | 126.0              | 6.6%         |
| Florida.....                         | 6,580.3                 | 6,139.3          | 441.0              | 7.2%         |
| Wyoming.....                         | 195.5                   | 181.7            | 13.8               | 7.6%         |
| Alaska.....                          | 223.4                   | 207.2            | 16.2               | 7.8%         |
| Nevada.....                          | 1,053.2                 | 926.6            | 126.6              | 13.7%        |



## The Recent Jobs Record In the States

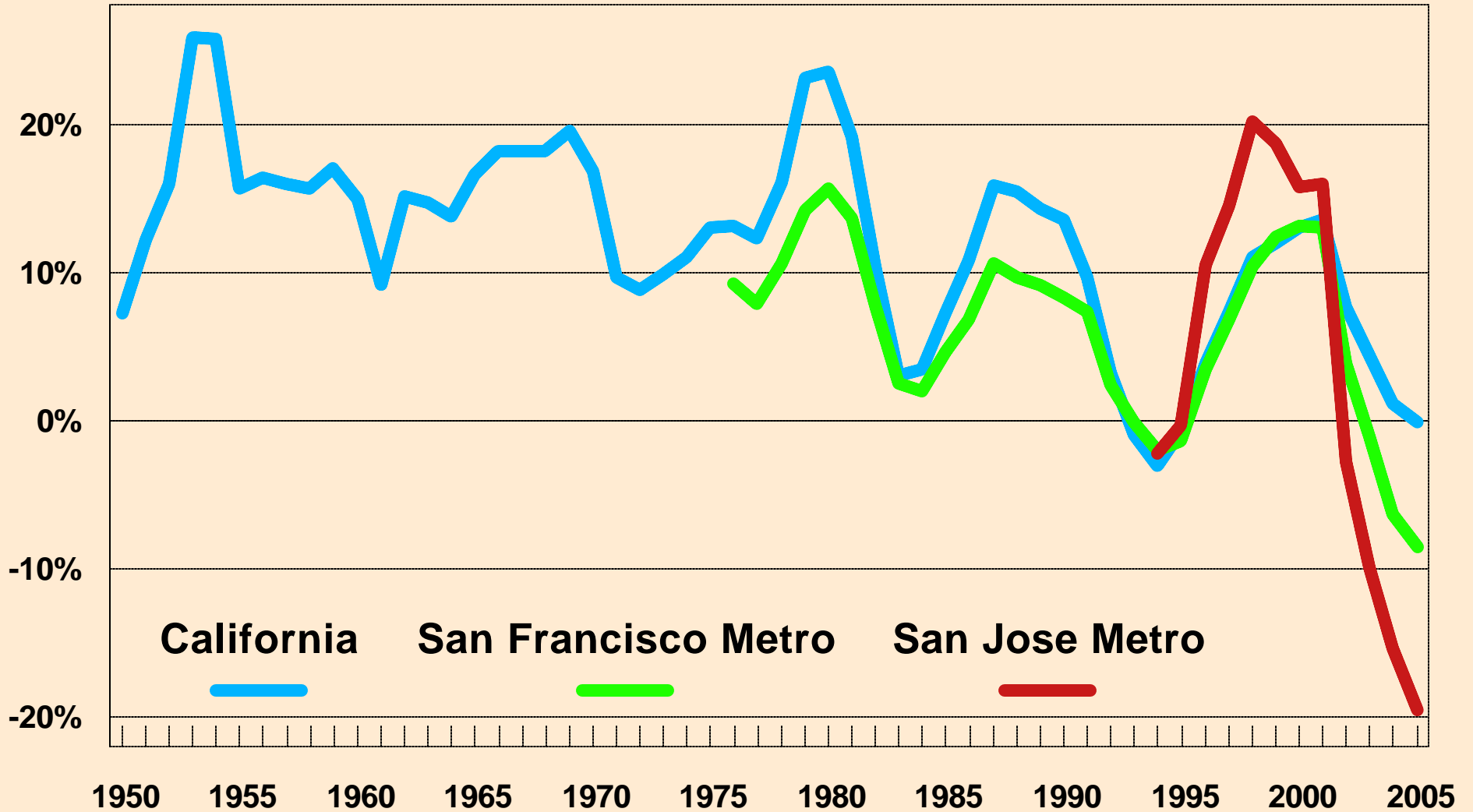
| All Manufacturing Jobs<br>1,000 of jobs | NOT Seasonally Adjusted |               | Job Growth/Decline |               |
|---|-------------------------|---------------|--------------------|---------------|
|   | Feb. '05                | Jan. '01      | (1,000)            | %             |
| District of Columbia.....               | 2.4                     | 3.5           | -1.1               | -31.4%        |
| Massachusetts.....                      | 312.5                   | 407.8         | -95.3              | -23.4%        |
| North Carolina.....                     | 574.0                   | 741.1         | -167.1             | -22.5%        |
| New Hampshire.....                      | 80.7                    | 103.6         | -22.9              | -22.1%        |
| Vermont.....                            | 36.8                    | 46.7          | -9.9               | -21.2%        |
| Rhode Island.....                       | 56.1                    | 71.0          | -14.9              | -21.0%        |
| Maine.....                              | 61.5                    | 77.2          | -15.7              | -20.3%        |
| New York.....                           | 582.3                   | 728.8         | -146.5             | -20.1%        |
| Pennsylvania.....                       | 679.8                   | 849.7         | -169.9             | -20.0%        |
| New Jersey.....                         | 331.9                   | 411.3         | -79.4              | -19.3%        |
| Oklahoma.....                           | 141.2                   | 174.5         | -33.3              | -19.1%        |
| South Carolina.....                     | 265.2                   | 327.7         | -62.5              | -19.1%        |
| Michigan.....                           | 684.9                   | 842.8         | -157.9             | -18.7%        |
| Washington.....                         | 262.7                   | 321.7         | -59.0              | -18.3%        |
| Colorado.....                           | 153.8                   | 188.2         | -34.4              | -18.3%        |
| Illinois.....                           | 690.8                   | 842.7         | -151.9             | -18.0%        |
| Maryland.....                           | 139.9                   | 170.3         | -30.4              | -17.9%        |
| California.....                         | 1,523.5                 | 1844.7        | -321.2             | -17.4%        |
| Ohio.....                               | 820.7                   | 992.2         | -171.5             | -17.3%        |
| Texas.....                              | 883.7                   | 1055.4        | -171.7             | -16.3%        |
| <b>US Totals.....</b>                   | <b>14,322</b>           | <b>17,093</b> | <b>-2,771</b>      | <b>-16.2%</b> |
| New Mexico.....                         | 34.8                    | 41.5          | -6.7               | -16.1%        |
| West Virginia.....                      | 62.2                    | 73.9          | -11.7              | -15.8%        |
| Virginia.....                           | 298.2                   | 354.1         | -55.9              | -15.8%        |
| Arizona.....                            | 176.1                   | 208.6         | -32.5              | -15.6%        |
| Mississippi.....                        | 178.3                   | 211.1         | -32.8              | -15.5%        |
| Connecticut.....                        | 198.1                   | 233.7         | -35.6              | -15.2%        |
| Georgia.....                            | 438.8                   | 517.1         | -78.3              | -15.1%        |
| Louisiana.....                          | 149.4                   | 175.0         | -25.6              | -14.6%        |
| Idaho.....                              | 60.0                    | 69.8          | -9.8               | -14.0%        |
| Arkansas.....                           | 202.4                   | 235.0         | -32.6              | -13.9%        |
| Wisconsin.....                          | 497.9                   | 577.0         | -79.1              | -13.7%        |
| Tennessee.....                          | 408.9                   | 473.0         | -64.1              | -13.6%        |
| Nebraska.....                           | 98.2                    | 112.9         | -14.7              | -13.0%        |
| Montana.....                            | 18.8                    | 21.6          | -2.8               | -13.0%        |
| Florida.....                            | 388.4                   | 445.6         | -57.2              | -12.8%        |
| Kentucky.....                           | 264.5                   | 302.0         | -37.5              | -12.4%        |
| Alabama.....                            | 292.6                   | 333.8         | -41.2              | -12.3%        |
| Minnesota.....                          | 343.0                   | 389.0         | -46.0              | -11.8%        |
| Missouri.....                           | 312.9                   | 352.6         | -39.7              | -11.3%        |
| Wyoming.....                            | 9.3                     | 10.3          | -1.0               | -9.7%         |
| Indiana.....                            | 572.4                   | 633.4         | -61.0              | -9.6%         |
| Iowa.....                               | 222.5                   | 245.6         | -23.1              | -9.4%         |
| Kansas.....                             | 178.6                   | 196.9         | -18.3              | -9.3%         |
| Oregon.....                             | 200.2                   | 219.9         | -19.7              | -9.0%         |
| South Dakota.....                       | 39.1                    | 42.9          | -3.8               | -8.9%         |
| Delaware.....                           | 34.6                    | 37.9          | -3.3               | -8.7%         |
| Utah.....                               | 114.5                   | 125.3         | -10.8              | -8.6%         |
| Hawaii.....                             | 15.5                    | 16.6          | -1.1               | -6.6%         |
| Alaska*                                 | 11.4                    | 12.0          | -0.6               | -5.0%         |
| North Dakota.....                       | 24.4                    | 23.7          | 0.7                | 3.0%          |
| Nevada.....                             | 46.5                    | 43.8          | 2.7                | 6.2%          |

\*Alaska is shown Feb. 2001 to Feb. 2005.

Dept. of Labor, BLS and MBG Information Services 202-544-6490

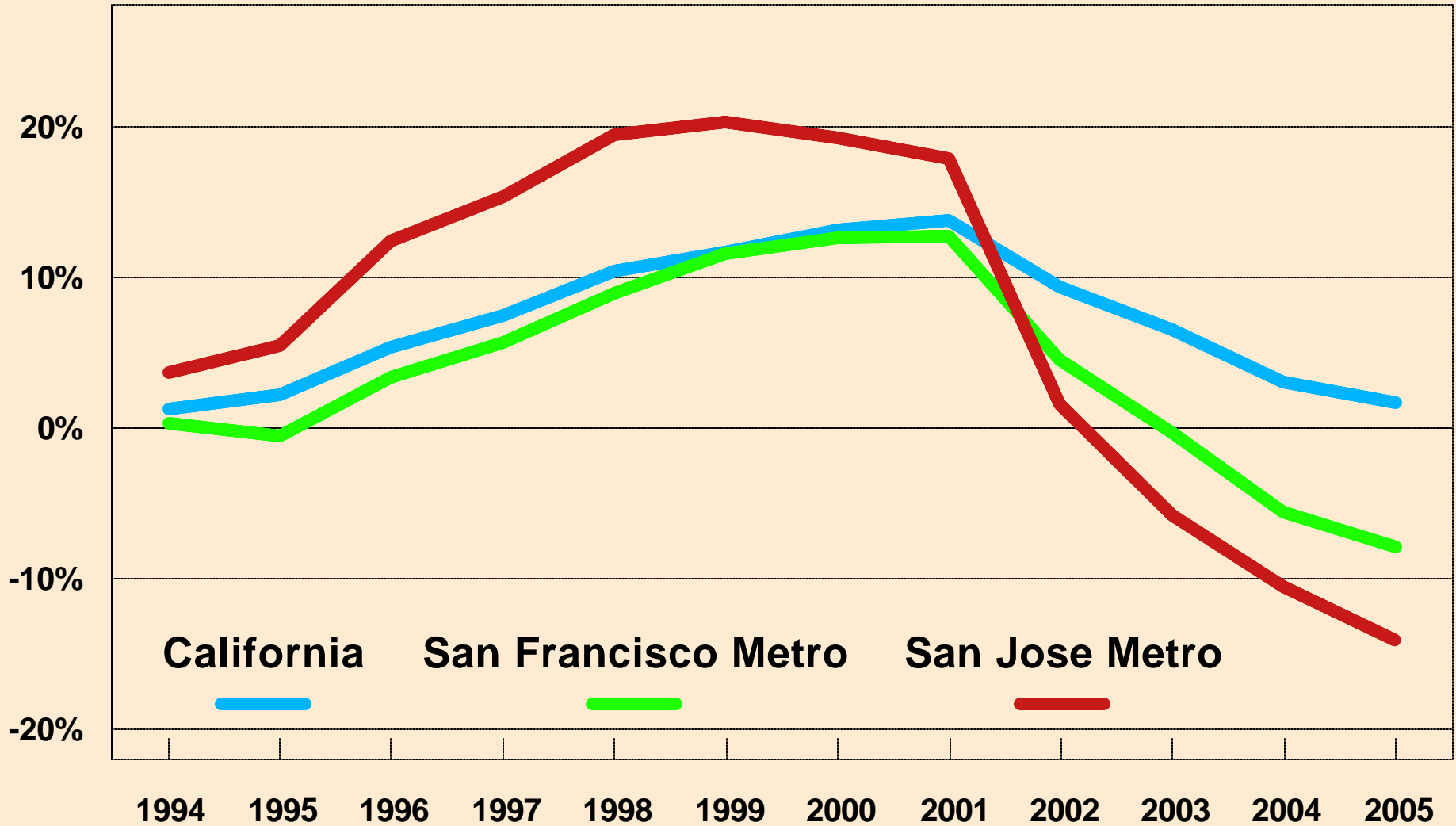
# Northern California's Severe 4-Year Job Losses: Back to 1995 Job Levels in San Jose Metro

% Job Growth/Loss in California: 4 Years to February Each Year



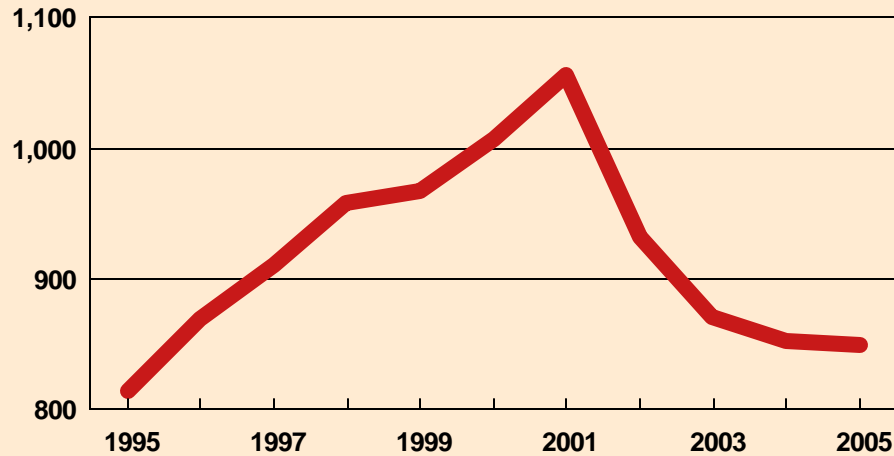
# Northern California's Severe 4-Year Losses of Service Jobs: Back to 1997 Levels for Services Jobs in San Jose Metro

% Job Growth/Loss in California: 4 Years to February Each Year

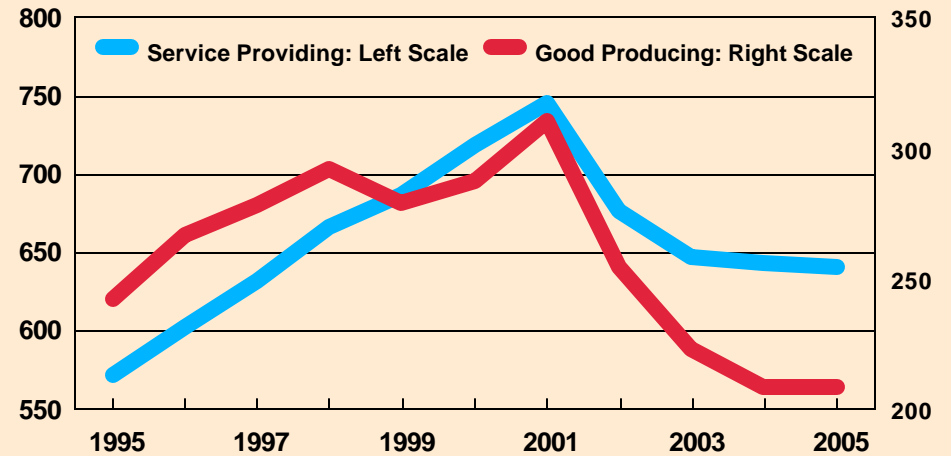


# San Jose Metro Area After the Bubble: Sharp Loss of Good Jobs

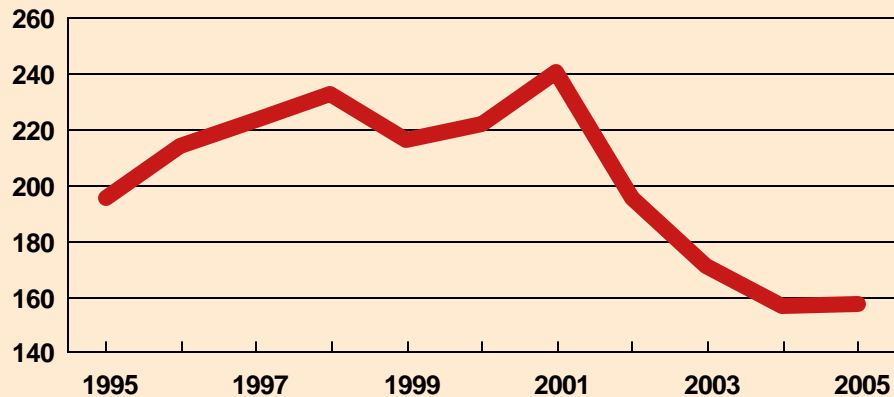
Thousands of Private Sector Jobs in San Jose Metro



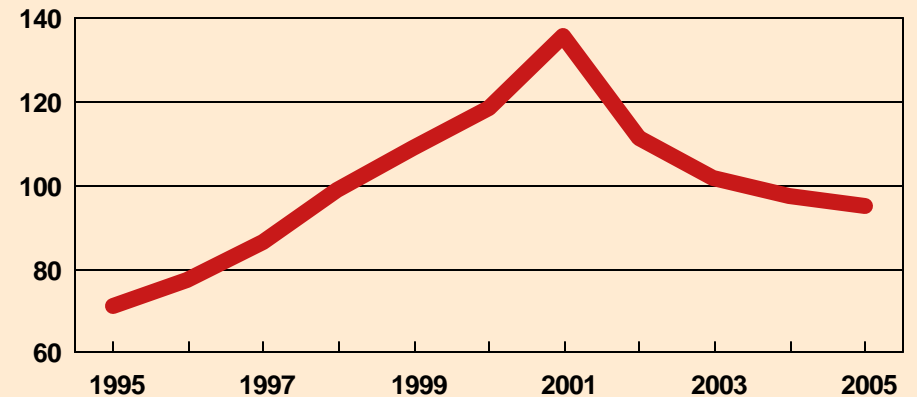
Thousands of Jobs in San Jose Metro



Thousands of Durable Mfgng Jobs in San Jose Metro



Thousands of Scientific/Tech Jobs in San Jose Metro



US Dept. of Labor, BLS and MBG Information Services

All data are February of Each Year

# San Jose Area's Record Job Losses, 2001-2005

The worst job losses in the country affected almost every industry

| Establishment Jobs by Industry            | Feb. 2001 | Feb. 2005 | 4-Year Job Growth/Loss |         |
|---|-----------|-----------|------------------------|---------|
|   |           |           | Number                 | Percent |
| Total nonfarm.....                        | 1,056,500 | 850,000   | (206,500)              | -19.5%  |
| Total private.....                        | 959,900   | 756,200   | (203,700)              | -21.2%  |
| Goods producing.....                      | 310,400   | 208,700   | (101,700)              | -32.8%  |
| Service providing.....                    | 746,100   | 641,300   | (104,800)              | -14.0%  |
| Private Service providing.....            | 649,500   | 547,500   | (102,000)              | -15.7%  |
| Construction.....                         | 50,200    | 39,200    | (11,000)               | -21.9%  |
| Manufacturing.....                        | 260,000   | 169,300   | (90,700)               | -34.9%  |
| Durable goods .....                       | 241,100   | 157,500   | (83,600)               | -34.7%  |
| Machinery.....                            | 21,400    | 12,200    | (9,200)                | -43.0%  |
| Computer and electronic products.....     | 178,400   | 112,900   | (65,500)               | -36.7%  |
| Semiconductor and others.....             | 78,400    | 50,800    | (27,600)               | -35.2%  |
| Transportation equipment.....             | 9,800     | 9,100     | (700)                  | -7.1%   |
| Nondurable goods.....                     | 18,900    | 11,800    | (7,100)                | -37.6%  |
| Wholesale trade.....                      | 42,800    | 34,300    | (8,500)                | -19.9%  |
| Retail trade.....                         | 90,800    | 79,800    | (11,000)               | -12.1%  |
| Information Services.....                 | 46,200    | 33,500    | (12,700)               | -27.5%  |
| Publishing, not-internet.....             | 15,400    | 11,100    | (4,300)                | -27.9%  |
| Telecommunications.....                   | 8,200     | 5,000     | (3,200)                | -39.0%  |
| Internet Service Providers.....           | 17,700    | 14,200    | (3,500)                | -19.8%  |
| Financial activities.....                 | 34,700    | 35,500    | 800                    | 2.3%    |
| Credit Intermediation.....                | 9,800     | 11,500    | 1,700                  | 17.3%   |
| Professional and business services.....   | 228,900   | 164,100   | (64,800)               | -28.3%  |
| Professional and technical services.....  | 135,900   | 95,300    | (40,600)               | -29.9%  |
| Architectural, Engineering & Related..... | 20,200    | 10,500    | (9,700)                | -48.0%  |
| Computer Systems Design.....              | 63,300    | 41,800    | (21,500)               | -34.0%  |
| Scientific Research and Developmt.....    | 19,000    | 17,400    | (1,600)                | -8.4%   |
| Education and health services.....        | 89,200    | 96,300    | 7,100                  | 8.0%    |
| Educational services.....                 | 25,900    | 28,800    | 2,900                  | 11.2%   |
| College, University, Professional.....    | 18,100    | 20,500    | 2,400                  | 13.3%   |
| Health care and social assistance.....    | 63,300    | 67,500    | 4,200                  | 6.6%    |
| Social assistance.....                    | 9,900     | 9,800     | (100)                  | -1.0%   |
| Leisure and hospitality.....              | 72,900    | 65,700    | (7,200)                | -9.9%   |
| Other services.....                       | 26,600    | 24,900    | (1,700)                | -6.4%   |
| Government.....                           | 96,600    | 93,800    | (2,800)                | -2.9%   |
| Federal.....                              | 10,700    | 10,000    | (700)                  | -6.5%   |
| State government.....                     | 7,600     | 6,900     | (700)                  | -9.2%   |
| Local government.....                     | 78,300    | 76,900    | (1,400)                | -1.8%   |

## Hardest Hit Areas During Recent Period

| Establishment Nonfarm Jobs<br>NOT seasonally adjusted | December<br>2000 | December<br>2004 | Job Loss  |         |
|---|------------------|------------------|-----------|---------|
|   |                  |                  | Jobs      | Percent |
| 1 San Jose, CA.....                                   | 1,066,000        | 838,900          | (227,100) | -21.3%  |
| 2 Boulder-Longmont, CO.....                           | 195,400          | 159,100          | (36,300)  | -18.6%  |
| 3 San Francisco, CA.....                              | 1,111,100        | 961,700          | (149,400) | -13.4%  |
| 4 Saginaw-Bay City-Midland, MI.....                   | 184,300          | 167,400          | (16,900)  | -9.2%   |
| 5 Toledo, OH.....                                     | 338,000          | 307,100          | (30,900)  | -9.1%   |
| 6 Lawrence, MA.....                                   | 168,700          | 153,700          | (15,000)  | -8.9%   |
| 7 Detroit, MI.....                                    | 2,228,100        | 2,032,500        | (195,600) | -8.8%   |
| 8 Cedar Rapids, IA.....                               | 128,000          | 117,100          | (10,900)  | -8.5%   |
| 9 Sioux City, IA.....                                 | 66,600           | 61,300           | (5,300)   | -8.0%   |
| 10 Boston, MA.....                                    | 2,098,700        | 1,936,100        | (162,600) | -7.7%   |
| 11 Mansfield, OH.....                                 | 82,100           | 75,800           | (6,300)   | -7.7%   |
| 12 Dayton-Springfield, OH.....                        | 491,400          | 453,700          | (37,700)  | -7.7%   |
| 13 Decatur, IL.....                                   | 58,900           | 54,400           | (4,500)   | -7.6%   |
| 14 Jackson.....                                       | 65,600           | 60,600           | (5,000)   | -7.6%   |
| 15 Rockford, IL.....                                  | 183,400          | 169,900          | (13,500)  | -7.4%   |
| 16 Tulsa, OK.....                                     | 410,600          | 381,700          | (28,900)  | -7.0%   |
| 17 Elmira, NY.....                                    | 44,500           | 41,400           | (3,100)   | -7.0%   |
| 18 Youngstown-Warren, OH.....                         | 247,500          | 230,300          | (17,200)  | -6.9%   |
| 19 Stamford-Norwalk, CT.....                          | 213,300          | 199,100          | (14,200)  | -6.7%   |
| 20 Muncie, IN.....                                    | 58,900           | 55,000           | (3,900)   | -6.6%   |
| 21 Danville, VA.....                                  | 49,700           | 46,600           | (3,100)   | -6.2%   |
| 22 Flint, MI.....                                     | 170,300          | 159,800          | (10,500)  | -6.2%   |
| 23 Lowell, MA.....                                    | 132,400          | 124,300          | (8,100)   | -6.1%   |
| 24 Benton Harbor, MI.....                             | 73,800           | 69,300           | (4,500)   | -6.1%   |
| 25 Greenville-Spartanburg-Andsn, SC.                  | 508,200          | 477,300          | (30,900)  | -6.1%   |