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Fast Track: In the National Interest of the United States

FAST TRACK MEANS: IMPROVING OUR STANDARD OF LIVING

- Keeping the Economy on the Fast Track. By breaking down trade barriers and creating new jobs, the President will use fast track authority to keep America's economic expansion on the global fast track.
- The Economy Is Strong. The President's three-part economic strategy of cutting the deficit, investing in education and training, and opening markets abroad is working. America has enjoyed the longest period of sustained growth in a generation—one-third of which was produced by exports since 1993. The result: 12 million new jobs, unemployment at 5%, inflation the lowest in a generation.
- Our Future Prosperity Depends on Trade. 96% of the world's consumers live outside the United States. The global economy will grow at three times the rate of the US economy. America needs fast track to seize opportunities to negotiate fair new trade agreements that will keep us competitive, expand our exports, create more jobs, and raise our standard of living.

FAST TRACK MEANS: CREATING MORE JOBS

- Breaking Down Barriers. The President will keep breaking down barriers to American products and services because that strategy is producing positive results for companies and workers. America is once again the world's largest total exporter, the largest producer of semiconductors, and the largest producer of automobiles. Exports support 11 million American jobs, including one in five manufacturing jobs and over the last four years have created 1.4 million new jobs.
- Sectoral Agreements. The President needs the flexibility to negotiate agreements in sectors where the United States is most competitive: such as agriculture, medical equipment, telecommunications, and environmental technology.
- Regional Free Trade Agreements. With this authority, the President is determined to continue opening markets in Asia, Latin America, and Africa to US goods and services.
- Free and Fair Trade. The President supports raising labor standards, protecting the environment and expanding worker retraining and educational opportunities to ensure that no American is left out of the global economy.

FAST TRACK MEANS: MAINTAINING AMERICA'S GLOBAL LEADERSHIP

- Compete or Retreat. As the American people prepare to meet the challenges of the 21st century, we face a critical choice: Embrace the global economy and continue to shape it to America's advantage, or turn back and fail to compete for new business, new contracts, and new jobs.
- Credibility. Fast track gives the US the credibility to negotiate tough trade deals because our partners know any agreement will not be reopened provision-by-provision by the Congress. Fast track also preserves for the Congress the ultimate decision of whether any potential agreement is good or bad for America. That assurance puts America in the best position to negotiate major trade agreements and maintains a balance that has worked for over 20 years.
- Continued Bipartisanship. Every President since 1974--Republican and Democratic--has had fast track authority. Congress has consistently recognized that the President must have the authority to break down foreign trade barriers, and a bipartisan majority of the United States Congress has consistently supported American leadership in opening markets and creating jobs.

STAYING ON THE FAST TRACK

- Fast track authority is in the overriding national interest of the United States. America's economic strength and standard of living are linked to breaking down trade barriers, exporting our goods and services, and creating more high-skilled jobs.
- This debate is also about American leadership. As the American people prepare for the challenges of the 21st century, we face a critical choice: We can embrace the global economy, write the trade rules, and continue America's economic expansion, or we can turn our back on the world and fail to compete for new markets, new contracts, new business and new job opportunities.
- The President must have the authority to break down foreign trade barriers. Every President since 1974-- Republican and Democratic---has had fast track authority. A bipartisan majority of Congress has consistently supported initiatives to open markets and create jobs. At stake in this debate is both Presidential leadership and a bipartisan consensus on US trade policy.
- Fast track gives the US the credibility to negotiate tough trade deals because our partners know any agreement will not be reopened provision-by-provision by the Congress. Fast track also preserves for the Congress the ultimate decision of whether any potential agreement is good or bad for America. That assurance puts American in the best position to negotiate major trade agreements and maintains a balance that has worked for over 20 years.
- As we increase our trade, the President is committed to raising labor standards and protecting the environment around the world and ensuring through aggressive worker retraining and increased educational opportunities that no American is left out of the global economy

MAINTAINING OUR STANDARD OF LIVING

- Opening markets to US goods and services has been critical to our economic expansion.
- President Clinton's economic strategy of deficit reduction, investing in our people through education and training, and opening markets to our goods and services has created the largest economic expansion in a generation.
- The American people have enjoyed the longest period of sustained growth of all our G-7 partners--seven years as of last March. The US economy has created 12 million new jobs, the unemployment rate is 5%, core inflation is at a 30-year low.
- The United States is once again the world's largest exporter, the largest producer of semiconductors, and the largest producer of automobiles. Independent studies have found America to be the most competitive economy in the world for the past five years.

- The United States exports more products and services than any country in the world and trade provided more than one-fourth of our economic growth over the past four years.
- Over the last four years, American manufacturing exports rose by 42%, high technology exports jumped 46%, service exports climbed 26% and farm exports rose 43%.
- No country is better positioned to compete than the United States. We have every reason to have confidence in our economy, in our companies and workers and in our capacity to compete and win. Fast track is a test of that confidence—and a prerequisite for seizing the trade opportunities before us around the world.

CREATING MORE AMERICAN JOBS

- Over the past four years, more than 25% of our economic growth has come from overseas trade and US exports have created 1.4 million new American jobs. Fast track will give us the chance to continue this trend.
- In addition, 11 million total American jobs are supported by exports, including one in five manufacturing jobs--paying an average of 13-16% more for non-management workers than non-trade related jobs.
- Over the next decade, the global economy is expected to grow at triple the rate of the US economy. Growth will be particularly strong in the world's emerging markets, where demand for American goods and services are taking off.
- In a world where over 96% of the world's consumers live outside of the United States, we must export our goods and services to sustain our standard of living at home. To stay on the global fast track, the President needs fast track authority.

BREAKING DOWN TRADE BARRIERS

The expanding global economy presents enormous potential for American companies and workers:

- Sectoral Agreements: The President would use fast track authority to negotiate agreements in sectors where the US is most competitive. From medical equipment and services, environmental technology and services, telecommunications to high tech computers, the President will tear down more barriers to American exports. For example, the recent Information Technology Agreement eliminated tariffs and unshackled \$500 billion of trade in semiconductors, computers, telecommunications equipment and software, and according to industry estimates, amounts to a \$5 billion tax cut in tariffs on American exports.
- Agriculture: The President would use fast track authority for negotiations to reduce barriers in the \$536 billion global agriculture market that will attack such practices as export subsidies.
- Services: The service sector represent a \$1.2 trillion global market—where US firms exported more than \$220 billion in 1996 with a surplus of \$73 billion. We have the opportunity to open

a wide range of service sectors, including health care, education, entertainment, tourism and business consulting and advertising.

Regional Free Trade Agreements

- Asia: Asia has one of the fastest growing economies in the world, with nearly 3 billion consumers. Forecasters expect real growth of 6-7% annually for the next 15 years. With our APEC partners, the President is working to reach agreement in key sectors that could open these dynamic markets to America's goods and services and keep the free trade process going.
- Latin America/Caribbean: The Latin American market including Mexico is the fastest growing area for US exports. If this trend continues, Latin America and the Caribbean will exceed the European Union as a market by 2000 and exceed Japan and the EU combined by 2010. The President is committed to moving forward toward a Free Trade Area of the Americas by 2005. Negotiating a free trade agreement with Chile is the next critical step in this process.
- Africa: Working with Congress, the President recently launched an African trade initiative to foster stronger economic prosperity in Africa and create new markets to American products. Africa's nations are joining the march toward freedom and open markets--Sub-Saharan Africa alone has 700 million potential consumers. Yet the United States currently supplies only 7% of Africa's imports.

AMERICAN LEADERSHIP IN THE WORLD

- Half a century of determined American leadership has led to a 90-fold increase in global trade and helped bring down global barriers to America's products--falling from an average 40% at the end of World War II to about 5% today. Our leadership of the global economy has served America's interest—and the world's.
- As the sole remaining superpower, the United States has a fundamental national interest in contributing to stability and security around the world. A more prosperous world will be a more peaceful world—a world more hospitable to American interests and ideals. By opening markets, fast track authority will contribute to global as well as American prosperity—it will reinforce the common interest that diverse countries and regions share in sustaining that prosperity.
- America's failure to participate in shaping the global trading system will allow our competitors to negotiate preferential trade arrangements, form strategic relationships excluding the United States, and create new exclusive trade alliances. The United States cannot abdicate its global leadership to the detriment of the American economy.
- This debate must not be about the past but about the opportunities for the future. Fast track authority will allow the President to knock down trade barriers and negotiate a broad array of trade agreements--from sectoral agreements on medical equipment and telecommunications to regional agreements in Asia, Africa and Latin American to eliminating global barriers in the

WTO. The debate over fast track is about embracing the opportunities of the global economy to create jobs, expand exports, and maintain America's standard of living.

- Opening foreign markets does not mean retreating from our commitment to labor and the environment. The President is committed to promoting worker rights and ensuring that economic growth does not come at the expense of a clean and healthy environment. Walking away from the world's markets will not improve worker rights or protect the environment—but through dialogue and engagement these issues can be addressed.

THE PRICE OF INACTION

- Other countries are breaking down trade barriers and moving forward in creating competitive trading relationships to the disadvantage of US companies and workers. It is in the national interest of the American people to stay engaged in the global economy.
- Since 1992, in Latin America and Asia alone, our competitors have negotiated 20 free trade agreements that exclude the United States.
- Today every major economy in this hemisphere has a preferential trade deal with Chile except the United States. This gives our competitors an 11% across-the-board tariff advantage for their products, which means American companies must sell to Chile with an immediate 11% cost disadvantage.
- For example, Canada's Northern Telecom recently won a \$180 million telecommunications contract in Chile over three US companies in part to avoid paying \$20 million worth of tariffs.
- Similarly, US corn producers are at a competitive disadvantage in Chile compared to Argentinean corn producers because of a preferential agreement which gives Argentina a 3.3% tariff preference which will soon increase to 11%.
- MERCOSUR (Argentina, Brazil, Paraguay, Uruguay) wants to expand its agreements to include all of South America a move which would disadvantage American businesses.
- China has targeted Mexico, Argentina, Brazil, Chile and Venezuela as "strategic priorities" to expand bilateral trade in Latin America
- The EU has begun a process to reach a free trade agreement with Brazil, Argentina and other MERCOSUR countries. President Chirac recently declared "Latin America's essential economic interests...lie not with the United States but with Europe."

FAST TRACK Q&A'S

Q: Some say fast track is just about expanding NAFTA to include Chile. Are they correct? What will the President do with fast track?

- Fast track is about giving the United States the ability to open markets, create jobs and improve the standard of living of American companies and workers. The President's fast track authority will be used to negotiate sectoral agreements in key industries where the US is most competitive, like agriculture, medical equipment and services and environmental technologies and services. It will be used to continue opening markets in Latin America and Asia, the fastest growing markets in the world, and it will be used to reach global agreements in the World Trade Organization to reduce barriers in key areas. The Administration is asking for authority simply to negotiate these agreements: Congress would then have the right to approve or disapprove any fast track agreement once it is negotiated.
- These agreements can provide enormous benefits for American companies and workers. For example, last year's Information Technology Agreement eliminated tariffs and unshackled \$500 billion of trade in semiconductors, computers, telecommunications equipment and software, amounting to a \$5 billion tax cut in tariffs on American exports. With fast track authority, we can tear down more barriers to America's exports and create more high-skilled jobs
- More fundamentally, fast track is about maintaining America's competitive position and global leadership. If America does not break down foreign trade barriers, our competitors will--to their advantage, not ours. Since 1992, in Latin America and Asia alone, other countries reached more than 20 preferential trade agreements excluding the United States. These countries are busy leveling the playing field for their exports. Without fast track, America will lose its global leadership and risk being relegated to the sidelines.

Q: Why is it so important to provide fast track authority? What happens if the United States doesn't have it?

- America's future prosperity is increasingly tied to the expansion of the global economy. In a world where over 96% of the world's consumers live outside the U.S. and the global economy is expected to grow at three times the rate of the U.S. economy, we must continue to export to be able to create more high-skilled American jobs. Without fast track, America's hands will be tied in its ability to negotiate these critical agreements and drastically slow down our job creating potential.
- Over the past four years, one-quarter of our economic growth came from trade. To take advantage of these opportunities, we must continue to open export markets for America's companies and workers. If we don't move forward, US workers and companies from telecommunications firms to agricultural producers will lose out in foreign markets. Fast track authority gives the President the tools to move America ahead to the 21st century.

Q: Some say U.S. workers can't compete against workers from low wage countries. What are the facts?

- The fact is the U.S. economy is the strongest in the world and American workers are the best trained, most highly educated and productive work force in the world—they can certainly compete with workers from low wage countries.
- In the last 10 years, U.S. exports to low-wage countries have risen 240%, while exports to high wage countries are up just 140%. Exports to low-wage countries now account for 42% of total U.S. exports. And these are high-skilled, high paying jobs. Wages for export-related jobs pay 13-16% more for non-management jobs than the national average.
- Competition from low-wage countries does create competitive pressures in industries where skills and productivity are lower, but most such jobs don't compete with imports. In fact, imports from non-oil developing countries account for only 4% of U.S. spending and have grown only 1.5% during the past decade. For those workers who are affected, we need to maintain our commitment to education and worker retraining. That's why the President is committed to making sure no American is left out of the global economy. Trade expansion must be part of a complete strategy to prepare the U.S. for global competition.

Q: What evidence is there that the Administration is concerned about labor and environment issues?

- We believe labor and environmental issues are an important part of the Administration's agenda and we are committed to progress in these areas. The Administration's record demonstrates that we have negotiated agreements related to labor and the environment at every opportunity. Our strategy maximizes our ability to open markets for US workers and companies and improve international environmental and labor standards. In fact, the Administration has made unprecedented progress in defining and advancing core labor standards—the right to organize and bargain collectively, freedom of association, a prohibition on exploitative child labor, a prohibition on forced labor, and a commitment to non-discrimination in employment—in such international arenas as the World Trade Organization, the International Labor Organization, and in the Organization of Economic Cooperation and Development.
- The recent "sweatshop" initiative is an example of the Administration's efforts to improve working conditions by establishing an industry-wide partnership with labor organizations and consumer interests on wage and workplace conditions for apparel industry manufacturers. The NAFTA side agreements can help address labor and environmental issues, particularly along our 2,000 mile border with Mexico. And, in the Free Trade Area of the Americas, the United States is pushing for a commitment across the Hemisphere to sustainable development practices.

- We need to continue labor and environmental efforts with Mexico. But it's important to remember that the agreements to be reached under new fast track authority will not raise the kind of border concerns presented by Mexico, a country sharing a 2000-mile border with the United States.

Q: Some say U.S. companies use the threat of relocation to Mexico to jawbone down the wages of America's workers - and they fear that will happen over and over again if we reach more free trade agreements. Why aren't they right?

- A: The fact is that NAFTA makes it more attractive to stay in the United States. Before NAFTA, U.S. exports faced an average 10% tariff when sending U.S.-made goods to Mexico. Mexico also had restrictions that basically forced US companies to locate car production in Mexico in order to sell to Mexicans. NAFTA eliminates these barriers on the Mexican side- and will eliminate only a 2% average tariff on products coming here.
- If we let other countries reach trade agreements, while we sit on the sidelines, it will make it even more attractive for companies to locate outside the United States. If other countries eliminate the barriers their exports face, while U.S. exports still face high barriers, there is that much more incentive to produce elsewhere. If we want to keep jobs in the U.S., we should eliminate trade barriers for U.S.-made products. To do that, the President needs fast track authority.

Q: Some say NAFTA has diverted a considerable investment from the U.S. to Mexico. Is that true?

- No. U.S. foreign direct investment in Mexico averaged \$3.1 billion in 1994-96, little changed from the average \$2.8 billion the three years before NAFTA took effect. The \$3.1 billion was less than 0.3% of gross private fixed investment in the U.S. in 1996. The Big Three automobile manufactures invested \$39 billion in the U.S. economy in the last three years, only \$3 billion in Mexico.

Q: Has NAFTA been a success? What's the record?

- The record is good. NAFTA has provided many benefits, including expanded exports, creation of high-wage jobs and protection of those exports and jobs during Mexico's recession and peso crisis. With the phasing in of NAFTA, U.S. goods exports have risen to historic levels in the last three years (1993 to 1996), up 33% to Canada, up 37% to Mexico. Goods exports to Mexico and Canada supported 2.3 million U.S. jobs last year. Such export related jobs by exports pay 13% to 16% more for non-management jobs than the U.S. national average.
- The best information available indicates that NAFTA has had a positive effect on jobs, creating 90,000 to 160,000 jobs in trade with Mexico alone. A study by DRI estimates that NAFTA boosted real exports to Mexico by \$12 billion in 1996, compared to a smaller increase in imports of \$5 billion, which contributed to controlling Mexico's financial crisis. The agreement has also leveled our playing field with Mexico. Mexico's tariff cuts have been 5 times greater than our own. The agreement has helped American suppliers in key industries capture additional shares of Mexico's import markets. Since NAFTA went into effect, our share of Mexico's import market has grown from 69.3% to 75.5%.

Q: Did NAFTA cause the peso crisis and the resulting recession?

- No. In fact, the effects of the peso crisis would have been worse for the United States if it were not for NAFTA. When Mexico had its last financial crisis in 1981-82, it imposed 100% duties on American products, U.S. exports fell by half, and it took 7 years for US exports to recover to 1981 levels. This time, Mexico continued to reduce its tariffs as required by NAFTA (even though it raised tariffs on our competitors). U.S. exports recovered to pre-recession levels in 18 months, protecting the 750,000 jobs dependent on those exports. A Federal Reserve of Dallas study concluded U.S. export growth was 7% higher than it would have been absent NAFTA.

Q: What is the record on NAFTA labor and environmental conditions along the U.S.-Mexican border?

- NAFTA has given us better progress and cooperation with Mexico on labor and environmental concerns than we would have had without it. The problems along the border are longstanding and will not be solved overnight. But there are clear signs of improvement:
 - From 1993 to 1996, Mexico's Secretariat of Labor and Social Welfare enforcement budget increased in real terms by nearly 250%.
 - The overall rate of occupational injuries and illnesses fell from 47 per thousand in 1994 to 33 per thousand in 1996.
 - Mexico has seen the number of environmental violations dropping; with a 72% reduction in serious violations in the maquiladora industry from 1993 to 1996; and a 43% increase in the number of maquiladora facilities in complete compliance.
 - The NAFTA institutions financing border cleanup projects have certified 16 projects, including infrastructure projects costing nearly \$230 million.

THE WHITE HOUSE

WASHINGTON

September 21, 1997

Dear Rubén:

I understand that Secretary Rubin, Secretary Herman, Administrator Alvarez and National Economic Adviser Sperling had a constructive exchange with you and other members of the Hispanic Caucus last week on NAFTA.

Since that meeting, Gene Sperling has been working with Cabinet members to provide you with the attached written document specifically detailing the efforts we are committed to taking to strengthen the implementation of NAFTA. Although I recognize the steps outlined in this document are not the full answer to the concerns voiced by your constituents, my top advisers, Cabinet members, and I are committed to continuing to work with you to make sure that our trade initiatives fulfill their promise for all Americans, as are my Cabinet members and senior advisors.

During last week's discussions, several members of your Caucus pointed out that the challenges posed by the new economy are broader than those associated directly with trade, and consequently that we must look to broader solutions. I could not agree more. I am confident that the numerous discussions that are taking place under the joint leadership of members of the Hispanic Caucus along with Education Secretary Riley and White House senior officials Maria Echaveste, Mickey Ibarra, and Gene Sperling will identify

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significant actions we can take to help more young Latinos reach their full potential.

Globalization presents us all with challenges and opportunities. This week, I transmitted to Congress legislation on fast track trade negotiating authority, to give us the tools we need to shape the global economy in America's best interests. I will need your help building support for future trade agreements that help America compete in the global economy and contribute to improved living standards and environmental protection.

I hope that we can continue this dialogue.

Sincerely,

Rui

The Honorable Rubén Hinojosa
House of Representatives
Washington, D.C. 20515-4315

Washington, D.C. 20510

NAFTA-TAA

Secretary Herman is strongly committed to addressing the challenges faced by low-skilled workers in the global economy. Her discussions with you and her recent visit to El Paso have provided important insights into needed improvements to the NAFTA-TAA:

- **Reducing Certification Times:** The Department of Labor will cut by one-third the amount of time required for a determination on a Trade Adjustment Assistance petition.
- **Early Response:** The Department of Labor will strengthen outreach and early intervention services provided to workers even before an assessment of the trade impact has been made.
- **Outreach to Secondary Workers:** It is important to increase awareness among workers experiencing secondary trade impacts that they are eligible for the full range of benefits and services available to primary workers under NAFTA-TAA. The Department of Labor is strengthening efforts to reach secondary workers by calling attention to the explicit secondary worker provisions on NAFTA-TAA petitions and utilizing information from primary certifications to identify secondary workers. They will provide technical assistance to the states to help identify secondary workers.
- **Involving Workers and Local Communities:** The Department of Labor will work with the states to encourage the establishment of worker transition committees in planning the delivery of comprehensive services and collaboration with local elected officials, economic development agencies, and community-based organizations to address the needs of trade-impacted workers, including secondary workers.
- **Measuring Outcomes:** In order to ensure that the effectiveness of NAFTA-TAA improves as it develops, the Department of Labor will begin to collect outcome-based performance data for workers who receive adjustment assistance.

Community Adjustment

Secretary Rubin and Administrator Alvarez are confident that the recent designation of 35 eligible areas and approval of three loans under the NADBank Community Adjustment and Investment Plan (CAIP) are only the first steps in developing an innovative program to address the needs of local communities challenged by trade and production shifts. Future plans include:

- **El Paso Meeting of the Presidential Advisory Committee:** The CAIP will hold a public meeting of the Presidential Advisory Committee in El Paso, Texas to hear first-hand from members of a trade-impacted community.
- **Additional Areas:** This month, the CAIP Finance Committee expect to announce approximately twelve additional communities that will be eligible for assistance.
- **Coordination with NAFTA-TAA:** The Departments of Labor and Treasury will establish formal links in the administration of NAFTA-TAA and CAIP, including on marketing and outreach, in order to magnify the effectiveness of both programs in assisting individual workers and communities affected by trade.
- **Full-time Staffing:** Both the Department of Agriculture and the Small Business Administration are currently in the process of selecting staff that will be dedicated full-time to administering the CAIP program.
- **Significant New Lending from the Small Business Administration (SBA):** SBA estimates that the new CAIP/SBA program could increase SBA's loan volume by about \$146 million over the duration of the program. With this increased funding capacity, SBA could guarantee loans to over 1,000 small firms. CAIP/SBA will afford greater access to capital, and eligible small firms will not be charged a guaranty fee.
- **Increased Outreach and Marketing by SBA:** SBA will significantly increase marketing and outreach efforts this fall. This will include extensive briefings of SBA resource partners such as SCORE and the SBDCs to help them provide management assistance to CAIP borrowers.

Environmental Protection along the Border

Secretary Rubin and Environmental Protection Agency (EPA) Administrator Carol Browner have worked hard to make sure that the NADBank and its sister organization, the Border Environment Cooperation Commission (BECC), are effectively addressing border environmental problems. They will concentrate future efforts on making infrastructure financing affordable for poor communities, expanding technical assistance, and accelerating the pace of project development.

- **Making Environmental Infrastructure Affordable:** To address the needs of poor border communities, the NADBank is establishing cofinancing arrangements with U.S. and Mexican grant programs. NADBank has recently entered into a cooperative agreement with EPA for a Border Environment Infrastructure Fund that will provide access to up to \$170 million in EPA grants. NADBank is working on a proposal that would help smaller U.S. communities to access the tax exempt bond market by working with the State Revolving Funds in the U.S. border states to establish reserve funds for debt servicing.
- **Assisting Communities in Project Development:** In cooperation with the EPA, the BECC is establishing a Project Development Assistance Program (PDAP) that will begin committing and disbursing up to \$10 million in funds to communities by the end of the year.
- **Upgrading Management Capabilities:** NADBank has established an Institutional Development Program (IDP) to help communities on both sides of the border achieve effective and efficient operation of their water, sewage and solid waste management services. So far, NADBank has approved \$1.8 million in technical assistance for 12 projects under this program, and it now plans to double total IDP resources to \$4 million.
- **Accelerating Project Development:** The NADBank and BECC have developed a work plan for accelerating project development. They have identified more than 30 projects and potential projects with a total cost of more than \$500 million as the core of their 1997-99 work plan.

ACCOMPLISHMENTS AND COMMITMENTS

I. ENVIRONMENTAL ISSUES

A. Multilateral Organizations

1. WTO

Accomplishments

The Administration fought for and won important environmental advances in the Uruguay Round of trade negotiations including:

- recognition in the preamble of the WTO Agreement of sustainable development as a key objective of the WTO;
- strengthened agreements on Sanitary and Phytosanitary Measures and the Agreement on Technical Barriers to Trade to protect legitimate environmental measures from challenge under the Agreement;
- improvements to the Dispute Settlement Understanding to provide for the use of environmental experts in disputes and to make the process more transparent by allowing disputing parties to make their submissions public and requiring that a public version be provided of all panel submissions; and
- securing the creation of the Committee on Trade and the Environment in the WTO, for the first time creating a permanent forum for addressing the linkage between trade and the environment.

Commitments

Transparency

This Administration has long been committed to the concept of improving the transparency of WTO activities and openness of WTO proceedings and will continue our zealous pursuit of these goals. To that end:

- We will adopt increased transparency, openness and public participation as priority objectives for the mandated review of the WTO dispute settlement rules and procedures that must be completed by WTO members by the end of 1998.

Specific objectives will include:

- seeking to open WTO dispute settlement panel and Appellate Body proceedings to the public and to provide for more timely public access to dispute settlement documents, including through electronic means;
- advocating consideration by panels and the Appellate Body of amicus curiae submissions from non-governmental interested parties in dispute settlement proceeding dealing with environmental and conservation issues; and

- USTR will seek to ensure similar transparency and openness in dispute settlement proceedings in negotiating trade agreements that contain dispute settlement provisions.

Eminent Persons Group

We will propose that the WTO Director General convene a group of eminent persons, such as independent experts in the fields of trade and environment, to formulate options for the WTO Committee on Trade and Environment to consider with respect to the issues on its agenda.

2. IFIs

Accomplishments

- Highly effective US policy advocacy throughout the Clinton Administration has succeeded in systematic incorporation by the Multilateral Development Banks (MDBs) of the full range of environmental issues into their operations, including through advance consultations with the public.
- At the IDB, this includes specific policies on involuntary resettlement and marine resources protection and the placing of environmental staff in regional divisions and a central environment division.

Commitments

We will promote the following additional steps to further incorporate mainstream environmental issues into the operations of the MDBs, with a focus on the IDB, and to promote the flow of resources to environmental projects:

- Secretary Rubin will highlight USG priorities in his speech at the World Bank/IMF Annual Meeting this week.
- Secretary Rubin will propose that the IDB create an independent Advisory Committee comprised of senior IDB officials, NGO representatives and others to examine environmental issues arising from prospective operations and to make specific recommendations to the IDB.
- US will press for significant increases in direct lending for environment and natural resources management projects; in the IDB in 1996 such funding rose to \$815 million due in large part to our advocacy and we will continue to press for a higher share of lending to be dedicated to these projects. High priority projects to include moving domestic energy prices to world price levels, achieving clean air and water, and promoting international cooperation and action when externalities cross borders.
- US will pursue vigorously international support for its proposed \$250 million fund for environmental initiatives as negotiations proceed for continuing the concessional window of the IDB.
- US will continue to scrutinize closely the effectiveness of public information disclosure for environmentally sensitive projects (compliance with the Pelosi Amendment), focusing on the required advance consultation with affected and interested people.
- US will examine closely the practices of the independent Inspection Panels established to examine alleged non-compliance with MDB policies. The Inspection Panel's success at

recommending ameliorative measures, as appropriate, will be assessed and the US will make specific proposals for improvements, as required.

- US will continue to urge the IMF, in program design and annual consultations with members, to consider the link between the environment and the economy and, where possible, to encourage countries to correct related market failures and to adopt appropriate economic policies in support of macroeconomic stability.

3. Other

The Administration is currently pressing for a range of actions on the global level, including:

- negotiation of an agreement on effective and realistic future emissions reductions in the Global Climate Change Convention;
- negotiation of a global agreement to minimize the use of persistent toxic chemicals and pesticides;
- promotion of international efforts to ensure sustainable forest management; and
- implementation of the Convention on International Trade in Endangered Species.

The Administration also led negotiation and ratification of a landmark UN treaty designed to improve the management of shared fish stocks, created and strengthened regional fisheries conservation and management bodies, and worked to protect other living marine resources such as marine mammals, sea turtles, and seabirds.

B. Bilateral/Regional:

1. Generally

Administration efforts have improved environmental practices worldwide. For example, the Administration has:

- aggressively implemented U.S. environmental laws, using the threat of trade sanctions where appropriate to obtain improvements in other countries' environmental practices (*e.g.*, imposed sanctions on Taiwan for failure to curb illegal trade in rhino horn and tiger bone which were lifted when Taiwan made demonstrable progress in halting this trade);
- worked to improve environmental cooperation among neighboring nations, opening regional environmental hubs in Latin America, Central Asia, Africa, the Middle East and South Asia and the Far East to work on transboundary solutions to regional environmental problems;
- forged, with other hemispheric leaders, a comprehensive plan of action covering health and education (as they related to the environment), sustainable agriculture and forests, sustainable cities and communities, water resources and coastal areas, and energy and minerals; and
- established an environmental forum with the Chinese.

2. FTAA

Accomplishments

- The President met with leaders from the Caribbean and Central America in May. Both the San Jose, Costa Rica and the Bridgetown Barbados Summit produced documents with strong commitments to protecting the environment and ensuring sustainable development.
- For example, the Bridgetown Plan of Action states that by recognizing the importance of a healthy environment, threats to the environment can be attenuated by global, hemispheric, bilateral cooperation and national action.
- The San Jose Summit Declaration makes strong reference to the need for sound environmental policy by renewing the commitment to the promotion of the environmental principles of the Alliance for Sustainable Development, which inspired the signing of the Joint Central American-United States Declaration (CONCAUSA).

3. APEC

Accomplishments

- The Administration is working to advance APEC-wide liberalization of the environmental technologies and services sector in an industry ignored by previous administrations. High tariffs and disguised barriers to trade have limited the ability of developing countries to use the most advanced and useful technologies and services to address environmental problems from basic water and wastewater treatment needs to the need for the most advanced biomediation technologies.
- The U.S. has led the effort to implement various initiatives through APEC working groups. One such initiative, the Clean Production Initiative, has as its goals (1) to reduce pollution in key industrial sectors by promoting appropriate cleaner production technologies, policies and practices while (2) also striving to achieve broader adoption of clean technologies through institutional and professional partnerships.
- Another initiative championed by the US, the Marine Environment Initiative aims to (1) develop integrated approaches to coastal management, (2) prevent, reduce and control marine pollution and (3) manage marine resources in sustainable ways.

C. NAFTA

1. Accomplishments/Current Record

In 1993, this Administration negotiated an unprecedented framework for environmental cooperation through the North American Agreement on Environmental Cooperation, which is dedicated to enhancing environmental protection throughout North America and the effective enforcement of our respective laws.

In addition, the US-Mexico Border Cooperation Agreement, created the North American Development Bank (NADBank), and its sister organization, the Border Environmental

Cooperation Commission (BECC). These organizations were designed to develop and finance environmental infrastructure projects, with a priority for wastewater treatment, drinking water, and municipal solid waste projects.

- These organizations are fully operational and already having an impact on the U.S. Mexico border region. Over time, the NADBank will be able to leverage its capital into \$2 to \$3 billion in lending. To date, the BECC has certified 16 projects and the NADBank has already approved financial packages for 4 projects on both sides of the border.
- The NADBank together with the BECC and federal and state officials on both sides of the border have identified more than 30 environmental projects along the border with a total cost of about \$500 million for their 1997-1998 work plan.
- The NADBank and BECC have established technical assistance programs to assist communities in project development and to upgrade the management capacity of local utilities.
- The BECC in cooperation with EPA has established a \$10 million program to provide communities with project development assistance (PDAP).
- The Bank has established a \$2 million Institutional Development Program (IDP) to help communities on both sides of the border achieve effective and efficient operation of their water, sewage, and solid waste management services. The NADBank has already approved \$1.8 million in technical assistance for 12 projects under its IDP.

The NADBank is putting together affordable financing packages for poor border communities by establishing cofinancing arrangements with US and Mexican grant programs, as well as other concessional financing.

- For example, the Bank has recently entered into a Cooperative Agreement with EPA for a Border Environment Infrastructure Fund (BEIF) that will enable the Bank to combine its financing with up to \$170 million in EPA grants.

2. Commitments: Improving performance of NAFTA Environmental Institutions (NADBank/BECC)

Recognizing and sharing the concerns that have been raised with regard to the timeliness of NADBank environmental lending programs, the Administration is committed to the following objectives:

- expanding the technical assistance programs of the BECC and NADBank which will allow communities to better access NADBank funding;
- achieving BECC commitments and disbursement of funds under its \$10 million project development assistance program (PDAP) by the end of the year. Once existing resources are committed, the BECC and EPA are prepared to infuse additional funding into the PDAP program;

- pursuing with the NADBank Board a further increase as needed, of the resources devoted to its institutional development program (that was recently increased from \$2, to \$4 million); and
- seeking additional appropriations for the EPA border grant program in FY 1998-2001. These resources will be combined with NADBank loans to provide affordable financing packages for border environment infrastructure projects.

II. WORKER RIGHTS/LABOR STANDARDS

A. Multilateral Organizations

1. World Trade Organization

Accomplishments

- After raising the issue of recognition of core labor standards at the 1994 GATT/WTO Ministerial meeting in Marrakesh, last December we secured the first ever commitment by WTO trade ministers to observe core labor standards.
- At the WTO Ministerial meeting in Singapore, the trade ministers agreed to language on a "commitment to the observance of internationally recognized core labour standards" and endorsed continued collaboration between the WTO and ILO Secretariats (although no agreement was reached on a working party on trade and labor issues in the WTO).

Commitments

- Our proposed fast track legislation builds on our previous efforts by establishing worker rights as a principal U.S. negotiating objective and committing the U.S. Government to (1) work within the WTO to clarify the relationship between worker rights and GATT articles, objectives, and related instruments, and (2) seek adoption in the WTO of the principle that the denial of worker rights should not be a means for a country or its industries to gain competitive advantage in international trade.
- We will continue to work toward the development of a consensus concerning a work program on trade and core labor standards in the WTO in preparation for the next ministerial meeting in May 1998.
- We also will continue our efforts in the WTO to incorporate a review of countries' the observance of core labor standards within the WTO's Trade Policy Review Mechanism (TPRM) that involves periodic reviews of member countries' laws and procedures.
- We will redouble our efforts to strengthen cooperation between the WTO and the ILO on a range of fronts -- from developing reports in advance of Ministerial meetings to encouraging increased collaborative undertakings designed to reinforce action on core labor standards.

2. International Labor Organization

Accomplishments

- We have worked to broaden international adherence to core labor standards (those not dependent on a country's level of development): the freedom of association; the right to organize and bargain collectively; a prohibition on forced labor; a prohibition on exploitative child labor; and a prohibition on discrimination in employment..
- With our leadership, at the June 1997 ILO Ministerial Conference the parties agreed to further examine whether to create a new instrument and supervisory machinery to hold all member states accountable for core standards -- regardless of whether the applicable specific ILO conventions have been ratified.

Commitments

- Under the proposed fast track legislation, we will seek to establish in the ILO a mechanism for the systematic examination of, and reporting on, the extent to which member governments protect worker rights and enforce core labor standards.
- We will continue to support the ILO's International Program for the Elimination of Child Labor (IPEC), which has supported programs in Bangladesh, Thailand, the Philippines, and other developing countries to reduce or eliminate child labor practices.
- We support current efforts in the ILO to adopt a new convention that would clarify the forms of child labor that are "intolerable." The Administration will work closely with the Congress and other interested parties as negotiations on this convention proceed; it currently is scheduled to be ready for adoption in 1999.

3. International Financial Institutions

Accomplishments

- The United States has taken the lead among major donors to the international financial institutions (IFIs) to incorporate worker rights issues into their activities and to develop a screening mechanism to evaluate the impact of these issues on their lending programs.

Commitments

- Secretary Rubin will highlight U.S. priorities in this regard in his speech at the World Bank/IMF annual meeting later this month.
- In consultation with Secretary Herman, Secretary Rubin will propose formation of an interagency team (including the Treasury, Labor, State, and Commerce Departments) to examine ways to further incorporate worker rights issues into the work of the IFIs.
- We will continue to press for screening that ensures that worker rights issues are taken systematically into account in IFI operational planning and programming activities.
- We will continue to implement the statutory requirement (Frank Amendment) directing the Secretary of the Treasury to urge the IFIs to adopt policies encouraging borrowing countries to protect worker rights. The annual Treasury report to Congress required by the Amendment will permit a regular updating on how the IFIs are performing.
- We will urge the IFIs to increase technical assistance and direct lending to promote the adoption of fair labor standards.
- We will urge the IMF to expand attention to labor issues in its annual reviews of member countries and by examining the link between promotion of core labor standards and long-term macroeconomic performance.
- We will propose that the World Bank establish an office dedicated to analysis of labor issues and has direct input into the programmatic and lending activities of the Bank.
- We will propose (1) a World Bank-IMF conference on worker rights where senior governmental and non-governmental officials can discuss how to achieve progress on these issues in the IFIs, and (2) a summit meeting of IFI presidents and the ILO Director-General to reinforce ways in which the institutions can work more closely together.

4. Other Institutions

Accomplishments

- We successfully pressed for the explicit endorsement in the 1997 OECD Communique of continuation of work on trade and labor standards; this has included a report on Trade Employment and Labor Standards.

Commitments

- We will continue to work to promote greater attention to core labor standards in other international fora, including the OECD, where we will seek to have the analysis in the above-mentioned report expanded to include examination of additional labor issues.

B. Bilateral/Regional

1. Western Hemisphere/FTAA

Accomplishments

- We have supported the inclusion of labor issues in the FTAA process, including at the Third Trade Ministerial meeting at Belo Horizonte in May, 1997; and at the 1995 OAS Labor Ministerial (where the ministers adopted the Buenos Aires Declaration and Plan of Action to “recommend mechanisms most likely to ensure that economic growth is accompanied by improvements in working conditions, on the basis of unqualified compliance with those basic labor standards that represent fundamental rights”).

Commitments

- In advance of next April’s second Summit of the Americas in Santiago, we will work to build on the 1995 commitment of hemispheric labor ministers.
- We will support creation of an FTAA Labor Forum (equivalent to the existing Business Forum) to precede the periodic meetings of the Ministers responsible for trade.
- We will build on the May 1997 San Jose Declaration, signed by the President and Central American leaders, which affirms the importance of labor standards in the context of international trade and economic integration. This will include a planned meeting of Secretary Herman with her Central American counterparts.

2. Europe

Accomplishments

- The Transatlantic Labor Dialogue was endorsed at the June 1996 U.S.-EU Summit in Washington, and at the May 1997 meeting between President Clinton and the EU President, the leaders endorsed encouraging “enhanced collaboration between the WTO and the ILO Secretariats on core labor standards.”
- The U.S.-EU Transatlantic agenda also includes a joint Working Group on Employment that is examining means of increasing cooperation on core international labor standards.

Commitments

- We will continue to work with our EU colleagues to continue the progress already made

- in the TransAtlantic Labor Dialogue, including in the Working Group on Employment. We also support efforts in this forum to analyze private sector approaches “to eliminate exploitative labor conditions,” including the Apparel Industry Partnership. Labor Secretary Herman and her EU counterpart have discussed ways to develop additional voluntary private sector approaches modeled on the AIP.

3. Asia/Pacific

Accomplishments

- Through establishment of the Human Resources Group, we have worked to ensure that there is a mechanism for addressing labor issues within the Asian Pacific Economic Cooperation (APEC) forum.

Commitments

- We will support greater attention to worker rights issues in the Human Resources Group, including the eventual adoption of an APEC program addressing core labor standards.
- We also will work with the Asian Development Bank to advance the protection of core labor standards and additional worker related issues.

C. NAFTA

Accomplishments

- The North American Agreement on Labor Cooperation (NAALC) has promoted greater cooperation on a wide range of fundamental labor issues, as well as a more open and transparent process of examining the NAFTA governments’ labor laws, practices, and enforcement efforts.

Commitments

- The Labor Department will produce an annual report describing the labor laws and practices of our NAFTA partners, including the steps being taken to ensure adherence to and enforcement of those laws.

D. Unilateral/Domestic

1. Review of Country Practices

Commitments

- We will undertake a broad review of the laws and policies of each potential free trade agreement partner when the agreement is brought back for congressional approval. That review would include evaluation of the country’s legal system, trade laws and practices, labor laws and practices, environmental laws and practices, macroeconomic policies and conditions, and other relevant conditions in the country.
- The report will be transmitted to the Congress, and made publicly available, prior to formal congressional consideration of each agreement -- to ensure that Members of

Congress understand the laws, practices, and economic conditions of each prospective free trade agreement partner prior to voting on approval of an agreement.

2. Worker Rights Provisions in U.S. Trade Law

Accomplishments

- We have used the Generalized System of Preferences (GSP) program to investigate child labor and other worker rights matters in numerous countries.
- For example, in March 1996 the United States suspended Pakistan's benefits in three categories of goods under GSP for failing to take adequate steps to conform to internationally-recognized worker rights -- focusing on three industries in which exploitative child labor was particularly widespread.

Commitments

- We will utilize the mechanisms available in existing statutory authority (including GSP, the Caribbean Basin Initiative, and the Andean Trade Preferences program) to encourage the adoption of core labor standards and improved protection of workers.

3. Child Labor

Accomplishments

- Since 1994, the Labor Department has responded to congressional concerns by preparing three major reports on child labor practices. Among the innovative uses of these reports has been to assist companies and others in developing codes of conduct and overseas production changes.
- We have supported innovative approaches, including by providing funds to the ILO's International Program for the Elimination of Child Labor (IPEC).
- As noted above, we have used U.S. laws to suspend trade benefits in response to persistent exploitative child labor practices in Pakistan.

Commitments

- The Labor Department is currently preparing a fourth study on the use of child labor in products exported to the United States, including a review of private sector efforts to eliminate child labor through codes of conduct and/or labeling systems (e.g., with respect to soccer balls, hand-knitted carpets, and leather footwear).
- The Labor Department also will continue to participate actively in international conferences designed to build greater awareness of child labor practices; these include a special one-day ILO ministerial last year convened at U.S. request.

4. Export Processing Zones

Accomplishments

- The Department of Labor conducted a study in 1990 on the issue of differential labor standards in export processing zones, finding that some countries had special laws applicable in such zones with the intent of restricting certain important labor standards, including the freedom of association and right to collective bargaining.
- We have encouraged specific attention to this issue in the ILO.

Commitments

- The Department of Labor plans to update its 1990 study to determine the extent to which different labor standards and conditions continue to exist in these zones.
- We will continue to encourage work within the ILO to analyze the extent to which differential standards exist in such zones, and will review whether to recommend increased coordination with the Secretariat of the WTO.

5. Apparel Industry Partnership ("No Sweat" Initiative)

Accomplishments

- We have spearheaded collaborative action domestically by the private sector, labor unions, and non-governmental organizations regarding codes of conduct that discourage activities that contravene the protection of core labor standards.
- In August 1996, the President brought together a cross-section of interested private sector parties with senior government officials to initiate the Apparel Industry Partnership (AIP). In April 1997, the AIP members announced agreement on a "Workplace Code of Conduct" and monitoring principles.

Commitments

- We will build on this "no sweat" partnership by encouraging additional collaborative initiatives in targeted sectors by businesses, labor unions, and non-governmental organizations to discourage activities that contravene the protection of core labor standards.

6. Education, Training, and Related Assistance Programs

[Separate background paper being prepared by Anne Lewis on activities to date and future plans]

POLICY OPTIONS
***DRAFT* SEPTEMBER 22, 1997**

OPTION & CURRENT LAW	ADMINISTRATIVE OR STATUTORY CHANGES	DISCUSSION	COST
*Outreach to Secondary Workers: Secretary of Labor has used discretionary authority to make secondary workers who certified under NAFTA TAA secondary workers eligible for training and income support under JTPA Title III. These benefits are identical to TAA benefits, but are not administered under a formal entitlement. Only 32 workers have been served. The NAFTA-TAA Stmt of Admin Action defines secondary workers as all suppliers to and upstream producers for certified firms.	Identify, locate and advise potentially eligible secondarily affected workers. Widely disseminate information. No legislation necessary.	Outreach efforts can successfully serve some workers who are not, but should be, receiving job training and income support.	\$400,000 for 4-5 FTE to handle increased case load.
*Program Improvement	Better outreach and public awareness for both TAA & NAFTA TAA. Create and implement performance measures. Shorten determination period for TAA certification by one third.¹ No legislation necessary.	Especially important to shorten NAFTA certification if the programs are merged.	\$800,000 for 8-10 FTEs to handle increased case load and more rapid certification.

¹ Current TAA certification period is 60 days. NAFTA TAA certification takes only 30 days with a preliminary determination made after 10 days.

POLICY OPTIONS
DRAFT SEPTEMBER 22, 1997

OPTION & CURRENT LAW	ADMINISTRATIVE OR STATUTORY CHANGES	DISCUSSION	COST
Reduce Training Waivers: Under TAA, workers may receive income support w/o taking training. Under NAFTA TAA, workers are required both to take training and to enroll early.	Legislation would be required to eliminate waivers. Further reductions can be accomplished with tighter guidelines and closer review.	Some evidence indicates that enrollment in training enhances the prospect of reemployment, however no data specific to either TAA or NAFTA TAA exist to confirm this conclusion. Merging the programs would be the question of completely eliminating waivers. Many workers certified under NAFTA TAA also seek certification under TAA to avoid the training requirement. In some cases, such as older workers close to retirement, it makes no sense to require training.	\$8-\$10 million for training additional workers. However, these added training costs may be offset by reductions in enrollment in income support, making this option revenue neutral.
*Early Intervention: State dislocated workers units are responsible for rapid response in the case of substantial dislocation and when workers have been preliminarily certified under NAFTA TAA.	Encourage the provision of rapid response for all substantial layoffs prior to any trade determination. Encourage more coordination between JTPA III responses and TAA responses. No legislation necessary.	More effective service for all workers, including those affected by trade. Aligns TAA and NAFTA-TAA programs.	None.
Modification of WARN Act: The WARN Act which requires 60 days advance notice of mass layoff or plant closings has not been very effective.	Amend WARN to give Secretary enforcement authority similar to FLSA. Amend WARN to lower trigger from 500 to 250 or less than 1/3 affected.	If employers respond by giving early warning, workers would receive the benefits attributable to early intervention -- e.g. faster reemployment. Likely to be very controversial on the Hill.	\$2-\$2.5 million for 20-25 FTE to enforce the law.
Reauthorization of TAA & NAFTA-TAA: Administration has sent legislation to Congress for simple 4 year extensions of both programs.			

* Included in Hispanic Caucus letter.

POLICY OPTIONS
DRAFT SEPTEMBER 22, 1997

OPTION & CURRENT LAW	ADMINISTRATIVE OR STATUTORY CHANGES	DISCUSSION	COST
Merge TAA & NAFTA-TAA²: NAFTA-TAA was originally intended to be a temporary program which along with TAA was to be folded into a revamped comprehensive Reemployment System. The legislation to create this reform died, leaving us with two separate programs.	The two programs could be merged in the Reauthorization.	Although there would be some complex issues and political pitfalls, the Administration has consistently called for fewer categorical training programs. Issues raised by the merger would be: timing of certification, waiver of the training and early enrollment requirements, coverage of shifts in production, treatment of secondary and service workers.	
Add Shifts in Production to TAA: Although NAFTA-TAA covers workers who have been adversely affected by shifts in production, TAA does not.	Add shift in production of any article to any country to the TAA criteria.	22,000 additional workers would be served.	\$68.7 million
Add Service Producing Workers for Both NAFTA-TAA and TAA.	Make workers who produce services eligible for TAA benefits if their firm is adversely affected by imports and/or if their firm shifts production to another country.	Adding services to trade coverage is consistent with the direction of trade agreements, which are increasingly likely to include selected services. E.g. NAFTA covers ground transportation (trains, trucks etc) and financial services. This estimate assumes all workers in all services would be eligible if they meet the trade related criteria. Alternatively, we could make workers in <i>covered services</i> eligible. Using the broad definition: 16,000 additional TAA 10,500 additional NAFTA-TAA certification. 20,000 merged certifications.	TAA:\$50.1 million NAFTA-TAA \$33 million Merged: \$61.6 million

²From this point forward, I include caseload and cost estimates assuming a merged program, as well as assuming the change applies only to one program or the other.

* Included in Hispanic Caucus letter.

POLICY OPTIONS
DRAFT SEPTEMBER 22, 1997

OPTION & CURRENT LAW	ADMINISTRATIVE OR STATUTORY CHANGES	DISCUSSION	COST
Cover Secondary Workers³: Although NAFTA-TAA allows secondary workers to receive income support and training under JPTA Title III, this benefit is not a formal entitlement and has been used by only 32 workers. Moreover, TAA has no comparable provision. The NAFTA-TAA Stmt of Admin Action defines secondary workers as all suppliers to and upstream producers for certified firms.	DOL believes it may be able to give suppliers and producers of certified firms access to training and income support under Title III without legislative action. If we want to create an actual entitlement identical to that for primary firms, we would need legislation.	Using the NAFTA-TAA definition, 151,000 additional workers would be certified if the programs were merged. TAA only: 121,000 additional certs. NAFTA-TAA only: 86,000 additional certs. More work needs to be done on definition. The NAFTA-TAA definition is both too broad -- b/c it includes all suppliers and producers and too narrow because it is limited to certified firms does not include tertiary services like the neighborhood bar.	(High estimate) \$471.1 million for merged program. \$268.2 for NAFTA-TAA only. \$377.2 for TAA only.

³ We need to develop other options with different definitions of secondary workers.

* Included in Hispanic Caucus letter.

POLICY OPTIONS
DRAFT SEPTEMBER 22, 1997

OPTION & CURRENT LAW	ADMINISTRATIVE OR STATUTORY CHANGES	DISCUSSION	COST
Enhance Pell Eligibility for Trade Affected Workers: Although financial aid officers currently have discretion to use prospective income accounting, we do not believe they use it often. This option would require that they use prospective income accounting to determine eligibility for all trade certified (e.g. NAFTA-TAA and TAA) workers.	Probably would require legislation.	OMB estimates about 40,000 workers would take Pell grants. I think this estimate is probably high.	\$90 million
School Construction: Old school buildings and increasing enrollment have led to a dramatic backlog in school renovation and construction needs.	Our proposal was \$5 billion; Daschle-Gephardt now have a \$1.9 billion proposal. Establishes a new program of subsidies to cover interest and other financing costs.	The Black Caucus and the Democratic leadership have asked the Administration to continue to push on this issue.	\$1.9 billion of budget authority in the first year; outlays over four years or more.
Hispanic Drop Out Action Plan: Hispanics have a higher dropout rate than any other group.	Working with Education, Labor and HHS, we have developed a number of administrative and legislative actions that we could take (such as an outreach plan in Head Start; technical assistance for schools to get technology grants, etc.). Also, there is interest in a White House Conference on the issue.	A dropout report from Education is ready to go; an action plan should be a part of that release, preferably soon.	Much could be done with no new appropriations or with a small investment (such as \$2 million for an 800 number in Spanish).
Community Wide Response: Create President's Interagency Coordinating Committee, Give Planning Grants and Provide Targeted Implementation Support With Existing Funds:	No legislation necessary to create Coordinating Committee. Need authorization & appropriation for planning grants.	Initiative would be modeled after Administration's defense adjustment effort, including civilian version of DOD's Office of Economic Adjustment and would give us capacity to respond on a community-wide level. Minimal new funds & FTE.	Low (very rough estimate: \$20 million for OEA-like entity)

* Included in Hispanic Caucus letter.

POLICY OPTIONS
DRAFT SEPTEMBER 22, 1997

OPTION & CURRENT LAW	ADMINISTRATIVE OR STATUTORY CHANGES	DISCUSSION	COST
Community Wide Response Plus: Give Trade Impacted Communities Priority Access to EDA Readjustment Funds: Save as above but would give trade impacted communities priority for EDA funds.	EDA can give trade impacted communities priority access to limited EDA dollars w/o new legislation.	While this would enhance our trade response, it would be poorly received by EDA's constituency and appropriators as robbing Peter to pay Paul.	Low
Community-Wide Response Plus: Dedicated EDA Funds for Trade Impacted Communities: Same as earlier option, but with separate dedicated EDA funds for trade impacted communities.	Would require legislation to create a dedicated appropriation for trade impacted communities. Funds could be contingent.	Eligibility would be tied to trade either through relying on CAIP certification or creating a modification of the Sudden & Severe Economic Dislocation eligibility which determines that trade contributed significantly to the downturn. Funding request could be contingent or based on retrospective need assessment (e.g. what would it take to serve communities already demonstrating trade-related need.)	\$50-\$80 million/year. EDA would like \$400 million over five years.

* Included in Hispanic Caucus letter.

Adjustment / Econ. Development

TRADE-IMPACTED COMMUNITY EMPOWERMENT INITIATIVE

September 22, 1997

Background: The Administration has had considerable success in helping regions hurt by defense downsizing through its coordinated, community-based approach to providing economic adjustment assistance. Initially developed to respond to communities experiencing a military base closure, this approach has been used effectively as well in regions suffering from defense industry cutbacks. Three features distinguish the approach:

- ***Focus on community organization and planning:*** Staff from DoD's superb Office of Economic Adjustment intervene early to help a community organize itself and develop a credible economic adjustment strategy. In addition to pointing the way to other sources of federal assistance, OEA staff help identify and attract state, local and private resources.
- ***Targeted support for implementation:*** Defense-impacted regions have received dedicated funds for worker training/assistance from the Department of Labor, and for economic development (primarily infrastructure grants and revolving loan funds) from Commerce's Economic Development Administration. Other sources of support include: DOT funds for converting military airports to civilian use, SBA loan guarantees, and competitively awarded R&D grants from DoD and elsewhere.
- ***Close interagency coordination:*** Although the NEC coordinates the Administration's defense economic adjustment *policy*, day-to-day implementation is coordinated through an interagency committee established in 1970 and formalized by executive order in 1992. OEA effectively chairs this group, and each OEA staffmember is responsible for coordinating with one or more participating agencies.

Proposal: Undertake a Trade-Impacted Community Empowerment Initiative modeled after the Administration's defense economic adjustment effort. At a minimum, the initiative would establish a mechanism for better interagency coordination of trade adjustment assistance and provide funding for an OEA-like entity. A more ambitious initiative would make additional EDA resources available for trade-impacted communities.

- ***Interagency Coordination:*** Establish a President's Interagency Trade Economic Adjustment Committee, chaired by the Secretary of Commerce. (To avoid delay, this should be done by executive memorandum rather than EO.) The committee's mandate would be to improve outreach to and assistance for trade-impacted regions.
- ***Planning Grants to Help Communities Develop an Economic Adjustment Strategy:*** Provide funds for an OEA-like entity to help trade-impacted communities bring the appropriate local groups to the table and develop a credible economic adjustment plan. Project managers also would help communities tap into federal funds for worker training, economic development and other implementation activities. (Estimated cost: [\$XX million/year])

Targeted Support for Worker Training, Business Assistance and Economic Development: Trade-impacted communities currently can receive funds for economic adjustment activities under several programs dedicated to trade adjustment, including DOL's Trade Adjustment Assistance (TAA) and NAFTA-TAA programs; the North American Development Bank (NADBank); the Community Adjustment & Investment Program (CAIP); and Commerce's Trade Adjustment Assistance Centers (see program descriptions, attached).

Trade-impacted communities also can apply for EDA Title IX funds (technical assistance, revolving loan funds, infrastructure grants) and SBA loans and loan guarantees. However, EDA's funds (which have been critical to defense adjustment) are heavily oversubscribed. Other possible sources of support include: []

Options: The Administration could pursue the Trade-Impacted Community Empowerment Initiative in one of three ways. The key difference has to do with the role of EDA.

- Option 1 would request no new additional funds; the Administration would simply try to do a better job of serving trade-impacted communities using existing resources (and the steps described in the first two bullets above).
- A second option would be to give trade-impacted communities priority in the allocation of scarce economic development funds -- notably EDA Title IX funds.
- A third option would be to request additional, **dedicated** EDA funds for trade-impacted communities. (Estimated cost: [\$400M over 5 years])

EDA's appropriators would oppose Option 2, as borrowing from Peter to pay Paul. Thus, realistically, the choice is between Options 1 and 3.

Eligibility: A community could qualify for this initiative in one of four ways:

- It has been certified by the CAIP program as eligible for assistance from NADBank.
- It is eligible for EDA's Sudden and Severe Dislocation Title IX program as the result of increased imports or trade-related plant relocations.
- It is eligible for EDA's Long Term Economic Deterioration Title IX program at least partly as a result of trade impacts.
- It can demonstrate that it has "special needs" because of economic impacts resulting from changing trade patterns.

(See EDA's discussion of these four criteria, attached.)

ATTACHMENTS

1. Office of Economic Adjustment
2. President's (Defense) Economic Adjustment Committee
3. Selected Program Descriptions
 - a. NADBank/CAIP
 - b. Trade Adjustment Assistance Centers
 - c. EDA economic adjustment programs
4. Details on Option 3 (EDA funds dedicated to trade economic adjustment)
 - a. Budget
 - b. Community Assistance Scenario
 - c. Communities Assisted per Year
5. Eligibility Criteria

Office of Economic Adjustment

A key ingredient in the Administration's successful defense economic adjustment strategy has been DoD's Office of Economic Adjustment. OEA was created in 1961 to help communities cope with military base closures, and that has been its traditional role. Typically, OEA helps communities organize a planning group, provides a planning grant, guides the group through government requirements for base closures, and helps it develop a "reuse" plan for redevelopment of the base.

With the end of the Cold War, OEA's responsibilities have expanded to include help for communities hit by closings and cutbacks of defense plants. For example, in St. Louis, where McDonnell Douglas laid off 30,000 workers, OEA was instrumental in helping the region develop a broad strategy for worker adjustment and firm diversification.

OEA's superb reputation is due to several factors:

- Intervention typically comes early, before serious impact has occurred;
- OEA staff catalyze a local, grassroots adjustment planning process, using planning grants as financial carrot to get all key stakeholders at the table;
- OEA's 30 project managers are economic adjustment experts, with skill at helping communities create an appropriate economic adjustment strategy or vision;
- OEA is at center of network of federal adjustment specialists, and skilled at helping communities tap into JTPA, EDA and other programs at the appropriate time.

Because OEA's focus is on the planning stage, it does a lot with relatively few resources: a single OEA project manager oversees 3-4 communities simultaneously. And planning grants (which are typically staggered over several years) are in the range of \$500,000-\$3 million per community.

PRESIDENT'S ECONOMIC ADJUSTMENT COMMITTEE AND DEFENSE ECONOMIC ADJUSTMENT PROGRAM

Introduction

On January 15, 1992, the President signed Executive Order (E.O.) 12788. This Order updates and replaces E.O. 12049. It reaffirms the President's Economic Adjustment Committee (EAC), established in 1970, and the Defense Economic Adjustment Program. It also incorporates statutory requirements for this Program.

Background

The Program was established in 1961 by the Secretary of Defense to help mitigate adverse effects of Defense closures and contract cutbacks. The Committee was first designated as the President's Interagency Economic Adjustment Committee in 1970 by an Executive Memorandum. This Committee and Program were subsequently formalized in 1978 under Executive Order 12049, "Defense Economic Adjustment Program," which broadened program support to include Defense expansion.

Composition

The Chair is the Secretary of Defense. The Vice Chair is the Assistant Secretary of Defense who oversees the Office of Economic Adjustment (OEA) which serves as the Committee staff. The Committee is presently composed of 23 Cabinet-level departments and agencies. Three levels of representation are:

Members - Department and agency heads. They meet at the discretion of the Chair. Also, they or their designee, formally identify the Members of the Advisory and Working Groups for their respective departments or agencies.

Advisory Group - Undersecretaries or their equivalent. They address policies peculiar to member departments and agencies and appropriate support to be given to the Defense economic adjustment program.

Working Group - Department and agency officials who can address the daily technical and program issues of the community Defense economic adjustment projects.

Committee Functions

Mandate - The Committee gives priority consideration to requests for Federal technical assistance, financial resources, excess or surplus property, and other requirements for communities adversely affected by Defense program changes. These changes include: military base closures and realignments, new military bases and expansions, and Defense contract reductions. Committee program support is also given to projects addressing the encroachment of incompatible development around military installations.

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Benefits - The Committee and the affected community mutually benefit from their coordinated efforts. EAC assistance helps Defense impacted communities proceed quickly toward economic recovery. Member agency program objectives are attained through coordinated economic adjustment assistance programs.

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Member and Advisory Group meetings are held when policy decisions are required, or immediate Committee support is needed to offset impacts caused by critical program changes.

Task Forces - When required, Committee task forces can be created to support major economic adjustment problems or new initiatives. Task forces may be organized at the headquarters level, but are more likely to be formed in the Federal regions.

A task force may be established on the recommendation of a member agency or by an OEA project manager with the concurrence of the OEA Director. Notification occurs through a memorandum from the Director to the appropriate Federal agencies at headquarters, requesting the designation of a point of contact to support the project. The memorandum includes a brief explanation of the need and expected agency participation level.

OEA Support to EAC And Defense EAP

Each member of the OEA staff is assigned to one or more EAC agencies for policy coordination and program liaison purposes. Each apprises the other of project support requirements or program funding potential.

OEA project managers identify, as early as possible, EAC support requirements. OEA transmits these requirements to the EAC for consideration in current and following year budgets.

Selected Program Descriptions

The NAFTA North American Development Bank (NADBank):

In mid-1994 agreement was reached between the U.S. and Mexico on two new organizations to support border environmental clean-up and to provide support for community adjustment and investment related to NAFTA. The Border Environment Cooperation Commission (BECC) was developed to help border states and local communities in coordinating, designing and financing environmental infrastructure projects with cross-border impacts. The North American Development Bank (NADBank) was created to address two problems: the financing of border environmental projects and adjustment assistance to address NAFTA-related community trade adjustment problems. NADBank was provided with funding that should support \$2 to \$3 billion worth of projects over four years, however, only ten percent of its funds were to be allocated to the Community Adjustment and Investment Program (CAIP).

NADBank CAIP assistance is limited to loans and loan guarantees to businesses located in communities designated as eligible for assistance under the CAIP. There is no authority for supporting community capacity building, planning or technical assistance, and no provision for funding of infrastructure improvements to support local economic conversion in areas hard hit by import impacts when such areas aren't part of the NADBank border program. Only three loans or loan guarantees have been provided under the NADBank CAIP in the three years of its existence.

The Treasury Department made its first designations under the CAIP on August 1, 1997, when it designated 35 communities as eligible, which should make it possible for companies in those communities to apply for CAIP assistance. To be designated as eligible for the CAIP, a community must provide evidence of two factors: first, it must demonstrate job losses associated with the passage of NAFTA and second, it must suffer from an unemployment rate significantly higher than the national rate. The job loss test can be met by having a significant number of recent Department of Labor TAA worker group certifications, or by showing the loss of a significant number of jobs to business relocations to Canada or Mexico. At this point, the CAIP can only be viewed as an experiment.

Trade Adjustment Assistance for Firms and Industries:

The Department of Commerce has implemented the Trade Adjustment Assistance (TAA) Program for Firms and Industries since the late 1970's. (See attachment B - a detailed program description and fact sheet.) Although funding for the TAA Program for Firms and Industries has fluctuated significantly over the years and responsibility for the program has been transferred from EDA to the International Trade Administration (ITA) and the back to EDA, the program has proven itself to be an efficient and effective way to help U.S. firms and industries injured by imports regain the ability to compete in the global marketplace. While the program included loan

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and loan guarantee authority in its early years, those authorities were later eliminated because they were cumbersome to implement and firms were generally able to obtain conventional financing once they had developed and implemented their Adjustment Proposals.

Most of the assistance provided under the TAA Program for Firms and Industries has been provide through a network of twelve Trade Adjustment Assistance Centers (TAACs) which provide direct, hands-on assistance to trade injured firms. The TAACs, established in 1978, were among the first government-sponsored providers of comprehensive assistance to manufacturers to help them improve their operations. TAACs work with firms to help them complete the necessary documentation to become certified under the program, develop a comprehensive Adjustment Proposal that identifies the company's strengths and weaknesses as well as the steps they need to take to become competitive, and then implement the proposal, generally through the cost-shared (50/50) hiring of outside consultants with expertise in the necessary business discipline. While the majority of TAACs are overseen by university-based entities, three are sponsored by private non-profit organizations, one by a state agency and one by a regional manufacturers' association.

The assistance provided through the TAACs is unique in a number of ways. First, unlike most business assistance programs, manufacturers must demonstrate injury due to imports and go through a certification process. Since they must have suffered lost sales and employment and those losses have to be at least partly due to increased imports of like or directly competitive products, firms receiving assistance from the TAACs are generally facing declining fortunes. This is another difference between the TAA Program and other business assistance programs that generally work with either start-ups or healthy firms seeking to improve operations. Because of the generally weak condition of their client firms, the TAACs also tend to work with their clients for a longer period of time and provide a higher level of assistance. It is not unusual for a TAAC to work with a client for over three years and to provide over \$100,000 in cost-shared consultant assistance to the firm.

In spite of the condition of the clients when they enter the program, however, the results of TAAC assistance have been impressive. A TAAC analysis of 651 firms completing assistance under the program between FY 1990 and FY 1996 showed that while sales had declined 11 percent (from \$7.3 billion to \$6.5 billion) in the two years prior to entering the program, they had increased 40 percent (from \$6.5 billion to \$9.1 billion) after receiving assistance. Employment also showed significant recovery, having dropped nearly 15 percent in the period before the firms entered the program and then recovering nearly 14 percent after assistance.

While recent years have seen limited funding going into industry assistance efforts because of reduced appropriations for the TAA Program for Firms and Industries, there have been a number of innovative and effective industry-government cooperative efforts undertaken through the program. Among the industry projects funded were the original American Electronics Association (AEA) and Semiconductor Industry Association (SIA) representative offices in Japan working to resolve trade issues with that nation; initial funding for the Tailored Clothing Technology Center (TC2) developing automated apparel technology on behalf of the U.S. apparel

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industry; and a program with the Gear Research Institute to develop austempered ductile iron materials technology as a lower cost, lightweight and strong material for drive train applications. The TAA program for Firms and Industries should be viewed as the U.S. Government's "turnaround" consulting program for trade injured companies and industries, and a major source of support for community business retention efforts.

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EXISTING TRADE ADJUSTMENT ASSISTANCE PROGRAMS:

Economic Development Administration:

The Economic Development Administration (EDA) was established under the Public Works and Economic Development Act of 1965, as amended (42 USC 3121 *et seq.*), to generate new jobs, retain existing jobs and stimulate industrial and commercial growth in economically-distressed areas of the United States. EDA assistance is available to rural and urban areas of the Nation experiencing high unemployment, low-income levels, extensive poverty, outmigration, or sudden and severe economic distress.

The basic principle underlying all EDA programs is that economic development is a local process that must be based on locally identified economic development plans and/or adjustment strategies. EDA works in partnership with state and local governments, regional economic development districts, public and private non-profit organizations and Indian tribes to support local development efforts. EDA's capacity building tools (planning, technical assistance, economic adjustment strategy and technical assistance, national technical assistance and research, and trade adjustment assistance) are used to provide communities with the resources needed to support the development and implementation of a comprehensive approach to the rebuilding of the local economic base. The Agency then uses its other program tools (public works, economic adjustment infrastructure and revolving loan funds) to support local efforts to implement their economic development programs. (See attachment A - EDA Fact Sheet and Program Booklet)

While originally created to address areas of the country suffering from general long-term economic decline, EDA's role in recent years has evolved to include a significant component of strategic adjustment assistance to help communities deal with defense cutbacks and natural disasters. The Agency has demonstrated effective coordinated use of its multitude of program tools in helping communities meet the challenge of significant short-term negative economic dislocations. A recent study of EDA's public works program conducted by a consortium led by Rutgers University, for instance, showed that for every \$1 million of funds EDA provided under its public works program, over \$10 million in private investment were leveraged resulting in the creation of 327 jobs at an EDA cost of \$3,058 per job.

Chapter 4 - Adjustment Assistance for Communities. The major program tools that would be brought to bear on trade injured communities include:

- **Planning/economic adjustment strategy funding** to provide the framework and support for the creation of a comprehensive community adjustment planning process that will involve local officials, business leaders, labor organizations, citizen groups and other interested community players in the development of an adjustment strategy for the rebuilding of the local economy. For example, EDA provided a \$45,000 grant to the City of Yuma, AZ, to prepare a comprehensive economic development strategy covering neighboring communities in Yuma County to emphasize industrial diversification linked to economic development in adjacent Mexican towns.
- **Technical assistance** support to evaluate the feasibility of proposed investments and to provide assistance to meet specific technical needs of the strategy such as an

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environmental assessment or financial restructuring. In Owensboro, KY, for instance, a \$16,000 technical assistance project to prepare an airport industrial park master plan led to the funding of an infrastructure project to provide improvements to support the Mid American Air Industrial Park.

- **Public works/infrastructure investments** to meet the development needs of a restructured economy including industrial or commercial site development, incubator buildings, skill training centers or improved water and sewer systems. EDA provide the City of Mission, TX, and Mission Economic Development Authority with a \$1,500,000 public works grant to provide infrastructure improvements to develop a 90-acre industrial area to meet the need for new and expanding industrial and commercial business development. The Mission area has been hard hit by peso devaluations that hurt its retail trade and harsh freezes that devastated the citrus industry.
- **Revolving loan funds (RLF's)** for business assistance and infrastructure needs not met by the CAIP. While we would expect the comprehensive Community Trade Empowerment Initiative to play a significant role in developing investment opportunities for the CAIP, there may also be gaps in the financial resources available to these communities that only a RLF could meet. In St. Louis, MO, EDA provided a \$1,350,000 RLF grant as part of a defense adjustment effort to develop creative responses to meet the significant impacts on the local defense industry caused by defense procurement cutbacks. The RLF is targeted to providing assistance for small and medium-sized defense contractors seeking to diversify their businesses away from dependence on defense contracting.
- **Trade Adjustment Assistance (TAA) for Firms and Industries Program** authorities will be used to provide assistance to trade injured companies in these communities to develop and implement a comprehensive Adjustment Plan to restructure their firm and regain the ability to compete in the global marketplace, and to help industries facing growing imports undertake collective activities to help their member companies compete more effectively. The TAA Program helped a western provider of high quality electroplating and metal finishing services to the aerospace and micro-electronics industry who was losing sales to both Mexican and Asian companies. Employment had dropped from 27 to 18 while sales and profits were eroding. Company and TAAC staff developed a recovery strategy based on both addressing pressing environmental problems while also lowering production costs and expanding production capabilities. With TAAC assistance, a new water and metal reclamation system was developed which allowed the firm to isolate its operation from the city sewage system and reclaim metals in a useful form. As a result of the assistance, sales increased by over 25 percent, profitability was restored and employment has grown to 30.

In addition to the individual examples cited above, an example of EDA's program tools being used in a coordinated manner to address the adjustment needs of a community facing a significant dislocation may be useful. The 1991 round of Base Realignment and Closure (BRAC) decisions

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(dollars in thousands)

(9/18/97)

	YEAR ONE	YEAR TWO	YEAR THREE	YEAR FOUR	YEAR FIVE	TOTAL
PLANNING	\$ 5,250	\$ 5,000	\$ 4,250	\$ 3,000	\$ 3,000	\$ 20,500
TECHNICAL ASSISTANCE	\$ 1,650	\$ 4,000	\$ 5,000	\$ 2,500	\$ 2,500	\$ 15,750
REVOLVING LOAN FUNDS	\$17,500	\$40,000	\$15,000	\$15,000	\$15,000	\$102,500
INFRASTRUCTURE	\$17,500	\$40,000	\$85,000	\$35,000	\$35,000	\$212,500
Program Subtotal	\$42,000	\$ 89,000	\$109,250	\$55,500	\$55,500	\$351,250
TAACs	\$ 5,000	\$ 7,000	\$ 9,000	\$10,000	\$10,000	\$ 41,000
INDUSTRY ASSISTANCE	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 5,000
TAA Subtotal	\$ 6,000	\$ 8,000	\$ 10,000	\$11,000	\$11,000	\$ 46,000
SALARIES AND EXPENSES	\$ 3,360	\$ 6,790	\$ 8,348	\$ 4,655	\$ 4,655	\$ 27,808
S&E Subtotal	\$ 3,360	\$ 6,790	\$ 8,348	\$ 4,655	\$ 4,655	\$ 27,808
TOTAL	\$51,360	\$103,790	\$127,598	\$71,155	\$71,155	\$425,058

Option 3

In order to effectively administer this program EDA would seek to increase its field, regional and headquarters staff by a total of 25 positions. For example, each regional team might increase by one position (18 total), the Planning and Development Division and Economic Adjustment Division increased by two positions (4 total), the Compliance Review Division, Public Works Division and the Office of Program Operations increased by one position each (3 total).

COMMUNITY SCENARIO

(9/18/97)

Each community would be eligible for participation in the EDA Community Trade Empowerment Initiative for up to three years.

Year One

Planning Assistance	\$ 150,000
Technical Assistance	50,000
Revolving Loan Funds	500,000
Infrastructure	<u>500,000</u>
	\$1,200,000

Year Two

Planning Assistance	\$ 100,000
Technical Assistance	100,000
Revolving Loan Funds	1,000,000
Infrastructure	<u>1,000,000</u>
	\$2,200,000

Year Three

Planning Assistance	\$ 50,000
Technical Assistance	100,000
Revolving Loan Funds	0
Infrastructure	<u>2,000,000</u>
	\$2,150,000

COMMUNITIES ASSISTED PER YEAR
(9/18/97)

Year One

35 Communities identified in August 1997 by NADBank

Year Two

35 Communities identified in August 1997 by NADBank
10 Additional communities (estimated)

Year Three

35 Communities identified in August 1997 by NADBank
10 Communities identified in Year Two
10 Additional communities (estimated)

Year Four

10 Communities identified in Year Two
10 Communities identified in Year Three
10 Additional communities (estimated)

Year Five

10 Communities identified in Year Three
10 Communities identified in Year Four
10 Additional communities (estimated)

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ELIGIBILITY FOR THE COMMUNITY TRADE EMPOWERMENT INITIATIVE:

EDA recommends that eligibility for this initiative be determined using a number of different approaches, any one of which would be sufficient to qualify a community for assistance. Among the ways to qualify a community for TAA would be for them to demonstrate that the community:

- Has been certified by the CAIP program as eligible for assistance from NADBank.
- Meets the eligibility criteria of EDA's Sudden and Severe Economic Dislocation (SSED) Title IX program because it has suffered significant economic impact resulting from increased imports or plant relocations causing damage to the overall economic health and stability of the community. For Metropolitan Statistical Areas with an unemployment rate higher than the national average, for instance, the SSED eligibility criteria require the dislocation to involve job levels at the lesser of 0.5 percent of the employed population or 4,000 direct jobs. In non-Metro areas with above average unemployment, the standard is the lesser of 2 percent of the employed population or 500 direct jobs. Job loss thresholds double for areas with unemployment at, or below, the national rate. While EDA will not formally "certify" a community as eligible for assistance, we would require that there be demonstration of an import connection to the injury suffered by the community. (See attachment E - Federal Register detailing SSED eligibility criteria.)
- Is eligible for assistance under EDA's programs because it is in a designated area or meets the Title IX Long Term Economic Deterioration (LTED) Title IX eligibility criteria and there is evidence the area's economic difficulties are at least partly due to import competition. Import injury could be demonstrated by factors such as Labor or EDA certification of worker groups or companies, or evidence that plant closures or relocations from the community were caused by trade impacts on the community or its companies. (See attachment E)
- Can demonstrate that it has "Special Needs" because of economic impacts resulting from changing trade patterns. While it may not be able to meet any of the traditional EDA eligibility criteria, a community may still be able to demonstrate it has suffered significant injury because of plant closures or relocations resulting from trade related impacts.

If they can meet the eligibility standards listed above, assistance under the Community Trade Empowerment Initiative would be provided to eligible applicants which include states, political subdivisions of states, special purpose units of government, Indian Tribes and Non-Profit Organizations representing the affected community.

The Community Trade Empowerment Initiative would fulfill a double role of supporting continuing expansion of trade opening agreements of overall benefit to the Nation while also meeting the Federal obligation to assist those communities injured by the changes in trading patterns resulting from those agreements. Participating communities would be expected to provide at least 25 percent of the cost of the proposed adjustment program.

U.S. Department of Labor

Deputy Under Secretary for
International Affairs
Washington, D.C. 20210

FAX COVER SHEET

Date: 9-14-97 **FORWARDED**To: Gene Sperling **TO LAEL & ANNE LEWIS**Fax Number: 456-2878

Addressee's Phone Number: _____

From: Andrew Sarnet

Fax Number: (202) 219-5980

Sender's Phone Number: 219-6043Number of Pages including this cover sheet: 3

If there is any problems receiving this fax please call (202) 219-6043

Remarks : _____

U.S. Department of Labor

Deputy Under Secretary for
International Affairs
Washington, D.C. 20210



September 12, 1997

MEMORANDUM FOR GENE SPERLING

FROM: *JS* Andrew Samet

SUBJECT: Proposals for Administrative Improvements to
Adjustment Assistance Programs

The Deputy Secretary has asked me to send you the attached paper with proposals for administrative improvements to adjustment assistance programs to help trade-impacted workers.

cc K. Higgins

**PROPOSED ADMINISTRATIVE IMPROVEMENTS
TO ADJUSTMENT ASSISTANCE SERVICE PROGRAMS
TO HELP TRADE-IMPACTED WORKERS**

As Referenced by Secretary of Labor Herman to the Hispanic Caucus

Outreach, Early Intervention and Rapid Response

Develop a comprehensive strategy to improve and enhance the outreach, and early intervention services provided to workers prior to assessment of trade impact. Make information about eligibility for trade programs a part of this rapid response strategy. This will be done through clear notifications to states of expectations, as well as improved guidelines and technical assistance on identification of particular groups, such as secondary workers who can be served under Job Training Partnership Act dislocated worker programs. Public information campaigns will also be utilized.

Worker Transition Committees

Provide administrative guidelines to the dislocated worker system that encourage collaboration between trade and Title III of the Job Training Partnership Act regarding the establishment of worker transition committees and in planning the delivery of comprehensive services to trade-related dislocated workers who are entitled to benefits under Trade Adjustment Assistance (TAA) or NAFTA-TAA. Existing agreements with the States to serve workers under NAFTA-TAA will be revised to incorporate provisions that States assist in and encourage the establishment of worker transition committees among their responsibilities under NAFTA-TAA. The guidance will also encourage collaboration with local elected officials and representatives from economic development and community based organizations; education, trade and job training to establish strategies to avert worker dislocations or to create new job opportunities where none or few currently exist.

Certification Time Line

Shorten the determination period on a Trade Adjustment Assistance petition from 60 days to 40 days to accelerate the delivery of services to eligible workers.

Outcome Data

Collect outcome based performance data for workers who received adjustment assistance services in order to be able to assess the effectiveness of the programs and fine tune them.

Congress of the United States
House of Representatives
Office of the Democratic Leader
Washington, DC 20515-6537

September 16, 1997

Dear Colleague:

This afternoon President Clinton transmitted his fast-track proposal to Congress. I believe that the proposal is deficient — it fails to build a bridge to the future. It sends the wrong signal to the world trading community about what our goals and objectives in international trade should be.

My staff prepared a preliminary analysis of the President's proposal, a copy of which I have attached.

I would welcome the opportunity to discuss this important issue with you.

Sincerely,

Rich

Richard A. Gephardt
Democratic Leader

Gene
Charles
Dan
Vicki

} Please provide response ASAP

The War is on

on

[Signature]

Gene speaks



CHIEF OF STAFF TO THE PRESIDENT

"Please provide response ASAP.
the War is on."

▶ ***President Clinton's request for fast track authority is a step***

backwards. It's actually worse than the fast track authority President Bush received. In analyzing similar language, the Congressional Research Service stated:

"The language in the bill contrasts with the previous fast-track authorization, which provided for fast-track consideration of provisions that are 'necessary and appropriate' to the President's discretion to negotiate trade agreements that include areas that are not specified in the fast-track authorization. The purpose of the proposed changes was to limit the President's discretion to negotiate trade agreements that include areas that are not specified in the fast-track authorization."

The President's request does not include an objective requiring that labor and environmental provisions be included in the core of future trade agreements with the ability to enforce these provisions as any other trade issue.

▶ ***The President's proposal moves the consideration of labor and environmental issues, as part of the trade debate, to the World Trade Organization.***

No fast track authority is included, under the President's proposal, to deal with these issues in bilateral, regional or other trade agreements. And, it's important to note, no real action has occurred on these issues at the WTO despite preexisting legal authority for the U.S. to proceed.

▶ ***President Clinton's request would preclude NAFTA's side agreements from being included in future trade agreements and from receiving fast track consideration.***

The President's request precludes improving upon NAFTA's ineffective labor and environmental side agreements and does not allow these improvements considered under the fast track.

▶ ***President Clinton's request fails to deal with important trade***

issues. Food safety, drugs, and worker retraining are not mentioned in the principal negotiating objectives. And, the principal negotiating objectives in prior law for "trade and monetary coordination" was in fact eliminated.

▶ ***President's Clinton's request no longer includes the objective of addressing unfair trade practices.***

Prior fast track authority has included this important objective. It was eliminated as a specific principal negotiating objective in the authority President Clinton has requested.

THE WHITE HOUSE

WASHINGTON

September 21, 1997

Dear Xavier:

I understand that Secretary Rubin, Secretary Herman, Administrator Alvarez and National Economic Adviser Sperling had a constructive exchange with you and other members of the Hispanic Caucus last week on NAFTA.

Since that meeting, Gene Sperling has been working with Cabinet members to provide you with the attached written document specifically detailing the efforts we are committed to taking to strengthen the implementation of NAFTA. Although I recognize the steps outlined in this document are not the full answer to the concerns voiced by your constituents, my top advisers, Cabinet members, and I are committed to continuing to work with you to make sure that our trade initiatives fulfill their promise for all Americans, as are my Cabinet members and senior advisors.

During last week's discussions, several members of your Caucus pointed out that the challenges posed by the new economy are broader than those associated directly with trade, and consequently that we must look to broader solutions. I could not agree more. I am confident that the numerous discussions that are taking place under the joint leadership of members of the Hispanic Caucus along with Education Secretary Riley and White House senior officials Maria Echaveste, Mickey Ibarra, and Gene Sperling will identify

significant actions we can take to help more young Latinos reach their full potential.

Globalization presents us all with challenges and opportunities. This week, I transmitted to Congress legislation on fast track trade negotiating authority, to give us the tools we need to shape the global economy in America's best interests. I will need your help building support for future trade agreements that help America compete in the global economy and contribute to improved living standards and environmental protection.

I hope that we can continue this dialogue.

Sincerely,

Rui

The Honorable Xavier Becerra
House of Representatives
Washington, D.C. 20515-0530

ATTACHMENTS

1. Office of Economic Adjustment
2. President's (Defense) Economic Adjustment Committee
3. Selected Program Descriptions
 - a. NADBank/CAIP
 - b. Trade Adjustment Assistance Centers
 - c. EDA economic adjustment programs
4. Details on Option 3 (EDA funds dedicated to trade economic adjustment)
 - a. Budget
 - b. Community Assistance Scenario
 - c. Communities Assisted per Year
5. Eligibility Criteria

Office of Economic Adjustment

A key ingredient in the Administration's successful defense economic adjustment strategy has been DoD's Office of Economic Adjustment. OEA was created in 1961 to help communities cope with military base closures, and that has been its traditional role. Typically, OEA helps communities organize a planning group, provides a planning grant, guides the group through government requirements for base closures, and helps it develop a "reuse" plan for redevelopment of the base.

With the end of the Cold War, OEA's responsibilities have expanded to include help for communities hit by closings and cutbacks of defense plants. For example, in St. Louis, where McDonnell Douglas laid off 30,000 workers, OEA was instrumental in helping the region develop a broad strategy for worker adjustment and firm diversification.

OEA's superb reputation is due to several factors:

- Intervention typically comes early, before serious impact has occurred;
- OEA staff catalyze a local, grassroots adjustment planning process, using planning grants as financial carrot to get all key stakeholders at the table;
- OEA's 30 project managers are economic adjustment experts, with skill at helping communities create an appropriate economic adjustment strategy or vision;
- OEA is at center of network of federal adjustment specialists, and skilled at helping communities tap into JTPA, EDA and other programs at the appropriate time.

Because OEA's focus is on the planning stage, it does a lot with relatively few resources: a single OEA project manager oversees 3-4 communities simultaneously. And planning grants (which are typically staggered over several years) are in the range of \$500,000-\$3 million per community.

PRESIDENT'S ECONOMIC ADJUSTMENT COMMITTEE AND DEFENSE ECONOMIC ADJUSTMENT PROGRAM

Introduction

On January 15, 1992, the President signed Executive Order (E.O.) 12788. This Order updates and replaces E.O. 12049. It reaffirms the President's Economic Adjustment Committee (EAC), established in 1970, and the Defense Economic Adjustment Program. It also incorporates statutory requirements for this Program.

Background

The Program was established in 1961 by the Secretary of Defense to help mitigate adverse effects of Defense closures and contract cutbacks. The Committee was first designated as the President's Interagency Economic Adjustment Committee in 1970 by an Executive Memorandum. This Committee and Program were subsequently formalized in 1978 under Executive Order 12049, "Defense Economic Adjustment Program," which broadened program support to include Defense expansion.

Composition

The Chair is the Secretary of Defense. The Vice Chair is the Assistant Secretary of Defense who oversees the Office of Economic Adjustment (OEA) which serves as the Committee staff. The Committee is presently composed of 23 Cabinet-level departments and agencies. Three levels of representation are:

Members - Department and agency heads. They meet at the discretion of the Chair. Also, they or their designee, formally identify the Members of the Advisory and Working Groups for their respective departments or agencies.

Advisory Group - Undersecretaries or their equivalent. They address policies peculiar to member departments and agencies and appropriate support to be given to the Defense economic adjustment program.

Working Group - Department and agency officials who can address the daily technical and program issues of the community Defense economic adjustment projects.

Committee Functions

Mandate - The Committee gives priority consideration to requests for Federal technical assistance, financial resources, excess or surplus property, and other requirements for communities adversely affected by Defense program changes. These changes include: military base closures and realignments, new military bases and expansions, and Defense contract reductions. Committee program support is also given to projects addressing the encroachment of incompatible development around military installations.

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Benefits - The Committee and the affected community mutually benefit from their coordinated efforts. EAC assistance helps Defense impacted communities proceed quickly toward economic recovery. Member agency program objectives are attained through coordinated economic adjustment assistance programs.

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and loan guarantee authority in its early years, those authorities were later eliminated because they were cumbersome to implement and firms were generally able to obtain conventional financing once they had developed and implemented their Adjustment Proposals.

Most of the assistance provided under the TAA Program for Firms and Industries has been provided through a network of twelve Trade Adjustment Assistance Centers (TAACs) which provide direct, hands-on assistance to trade injured firms. The TAACs, established in 1978, were among the first government-sponsored providers of comprehensive assistance to manufacturers to help them improve their operations. TAACs work with firms to help them complete the necessary documentation to become certified under the program, develop a comprehensive Adjustment Proposal that identifies the company's strengths and weaknesses as well as the steps they need to take to become competitive, and then implement the proposal, generally through the cost-shared (50/50) hiring of outside consultants with expertise in the necessary business discipline. While the majority of TAACs are overseen by university-based entities, three are sponsored by private non-profit organizations, one by a state agency and one by a regional manufacturers' association.

The assistance provided through the TAACs is unique in a number of ways. First, unlike most business assistance programs, manufacturers must demonstrate injury due to imports and go through a certification process. Since they must have suffered lost sales and employment and those losses have to be at least partly due to increased imports of like or directly competitive products, firms receiving assistance from the TAACs are generally facing declining fortunes. This is another difference between the TAA Program and other business assistance programs that generally work with either start-ups or healthy firms seeking to improve operations. Because of the generally weak condition of their client firms, the TAACs also tend to work with their clients for a longer period of time and provide a higher level of assistance. It is not unusual for a TAAC to work with a client for over three years and to provide over \$100,000 in cost-shared consultant assistance to the firm.

In spite of the condition of the clients when they enter the program, however, the results of TAAC assistance have been impressive. A TAAC analysis of 651 firms completing assistance under the program between FY 1990 and FY 1996 showed that while sales had declined 11 percent (from \$7.3 billion to \$6.5 billion) in the two years prior to entering the program, they had increased 40 percent (from \$6.5 billion to \$9.1 billion) after receiving assistance. Employment also showed significant recovery, having dropped nearly 15 percent in the period before the firms entered the program and then recovering nearly 14 percent after assistance.

While recent years have seen limited funding going into industry assistance efforts because of reduced appropriations for the TAA Program for Firms and Industries, there have been a number of innovative and effective industry-government cooperative efforts undertaken through the program. Among the industry projects funded were the original American Electronics Association (AEA) and Semiconductor Industry Association (SIA) representative offices in Japan working to resolve trade issues with that nation; initial funding for the Tailored Clothing Technology Center (TC2) developing automated apparel technology on behalf of the U.S. apparel

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industry; and a program with the Gear Research Institute to develop austempered ductile iron materials technology as a lower cost, lightweight and strong material for drive train applications. The TAA program for Firms and Industries should be viewed as the U.S. Government's "turnaround" consulting program for trade injured companies and industries, and a major source of support for community business retention efforts.

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EXISTING TRADE ADJUSTMENT ASSISTANCE PROGRAMS:

Economic Development Administration:

The Economic Development Administration (EDA) was established under the Public Works and Economic Development Act of 1965, as amended (42 USC 3121 *et seq.*), to generate new jobs, retain existing jobs and stimulate industrial and commercial growth in economically-distressed areas of the United States. EDA assistance is available to rural and urban areas of the Nation experiencing high unemployment, low-income levels, extensive poverty, outmigration, or sudden and severe economic distress.

The basic principle underlying all EDA programs is that economic development is a local process that must be based on locally identified economic development plans and/or adjustment strategies. EDA works in partnership with state and local governments, regional economic development districts, public and private non-profit organizations and Indian tribes to support local development efforts. EDA's capacity building tools (planning, technical assistance, economic adjustment strategy and technical assistance, national technical assistance and research, and trade adjustment assistance) are used to provide communities with the resources needed to support the development and implementation of a comprehensive approach to the rebuilding of the local economic base. The Agency then uses its other program tools (public works, economic adjustment infrastructure and revolving loan funds) to support local efforts to implement their economic development programs. (See attachment A - EDA Fact Sheet and Program Booklet)

While originally created to address areas of the country suffering from general long-term economic decline, EDA's role in recent years has evolved to include a significant component of strategic adjustment assistance to help communities deal with defense cutbacks and natural disasters. The Agency has demonstrated effective coordinated use of its multitude of program tools in helping communities meet the challenge of significant short-term negative economic dislocations. A recent study of EDA's public works program conducted by a consortium led by Rutgers University, for instance, showed that for every \$1 million of funds EDA provided under its public works program, over \$10 million in private investment were leveraged resulting in the creation of 327 jobs at an EDA cost of \$3,058 per job.

Chapter 4 - Adjustment Assistance for Communities. The major program tools that would be brought to bear on trade injured communities include:

- **Planning/economic adjustment strategy funding** to provide the framework and support for the creation of a comprehensive community adjustment planning process that will involve local officials, business leaders, labor organizations, citizen groups and other interested community players in the development of an adjustment strategy for the rebuilding of the local economy. For example, EDA provided a \$45,000 grant to the City of Yuma, AZ, to prepare a comprehensive economic development strategy covering neighboring communities in Yuma County to emphasize industrial diversification linked to economic development in adjacent Mexican towns.
- **Technical assistance** support to evaluate the feasibility of proposed investments and to provide assistance to meet specific technical needs of the strategy such as an

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environmental assessment or financial restructuring. In Owensboro, KY, for instance, a \$16,000 technical assistance project to prepare an airport industrial park master plan led to the funding of an infrastructure project to provide improvements to support the Mid American Air Industrial Park.

- **Public works/infrastructure investments** to meet the development needs of a restructured economy including industrial or commercial site development, incubator buildings, skill training centers or improved water and sewer systems. EDA provide the City of Mission, TX, and Mission Economic Development Authority with a \$1,500,000 public works grant to provide infrastructure improvements to develop a 90-acre industrial area to meet the need for new and expanding industrial and commercial business development. The Mission area has been hard hit by peso devaluations that hurt its retail trade and harsh freezes that devastated the citrus industry.
- **Revolving loan funds (RLF's)** for business assistance and infrastructure needs not met by the CAIP. While we would expect the comprehensive Community Trade Empowerment Initiative to play a significant role in developing investment opportunities for the CAIP, there may also be gaps in the financial resources available to these communities that only a RLF could meet. In St. Louis, MO, EDA provided a \$1,350,000 RLF grant as part of a defense adjustment effort to develop creative responses to meet the significant impacts on the local defense industry caused by defense procurement cutbacks. The RLF is targeted to providing assistance for small and medium-sized defense contractors seeking to diversify their businesses away from dependence on defense contracting.
- **Trade Adjustment Assistance (TAA) for Firms and Industries Program** authorities will be used to provide assistance to trade injured companies in these communities to develop and implement a comprehensive Adjustment Plan to restructure their firm and regain the ability to compete in the global marketplace, and to help industries facing growing imports undertake collective activities to help their member companies compete more effectively. The TAA Program helped a western provider of high quality electroplating and metal finishing services to the aerospace and micro-electronics industry who was losing sales to both Mexican and Asian companies. Employment had dropped from 27 to 18 while sales and profits were eroding. Company and TAAC staff developed a recovery strategy based on both addressing pressing environmental problems while also lowering production costs and expanding production capabilities. With TAAC assistance, a new water and metal reclamation system was developed which allowed the firm to isolate its operation from the city sewage system and reclaim metals in a useful form. As a result of the assistance, sales increased by over 25 percent, profitability was restored and employment has grown to 30.

In addition to the individual examples cited above, an example of EDA's program tools being used in a coordinated manner to address the adjustment needs of a community facing a significant dislocation may be useful. The 1991 round of Base Realignment and Closure (BRAC) decisions

DRAFTCOMMUNITY TRADE EMPOWERMENT INITIATIVE BUDGET

(dollars in thousands)

(9/18/97)

	YEAR ONE	YEAR TWO	YEAR THREE	YEAR FOUR	YEAR FIVE	TOTAL
PLANNING	\$ 5,250	\$ 5,000	\$ 4,250	\$ 3,000	\$ 3,000	\$ 20,500
TECHNICAL ASSISTANCE	\$ 1,650	\$ 4,000	\$ 5,000	\$ 2,500	\$ 2,500	\$ 15,750
REVOLVING LOAN FUNDS	\$17,500	\$40,000	\$15,000	\$15,000	\$15,000	\$102,500
INFRASTRUCTURE	\$17,500	\$40,000	\$85,000	\$35,000	\$35,000	\$212,500
Program Subtotal	\$42,000	\$ 89,000	\$109,250	\$55,500	\$55,500	\$351,250
TAACs	\$ 5,000	\$ 7,000	\$ 9,000	\$10,000	\$10,000	\$ 41,000
INDUSTRY ASSISTANCE	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 5,000
TAA Subtotal	\$ 6,000	\$ 8,000	\$ 10,000	\$11,000	\$11,000	\$ 46,000
SALARIES AND EXPENSES	\$ 3,360	\$ 6,790	\$ 8,348	\$ 4,655	\$ 4,655	\$ 27,808
S&E Subtotal	\$ 3,360	\$ 6,790	\$ 8,348	\$ 4,655	\$ 4,655	\$ 27,808
TOTAL	\$51,360	\$103,790	\$127,598	\$71,155	\$71,155	\$425,058

Option 3

In order to effectively administer this program EDA would seek to increase its field, regional and headquarters staff by a total of 25 positions. For example, each regional team might increase by one position (18 total), the Planning and Development Division and Economic Adjustment Division increased by two positions (4 total), the Compliance Review Division, Public Works Division and the Office of Program Operations increased by one position each (3 total).

COMMUNITY SCENARIO

(9/18/97)

Each community would be eligible for participation in the EDA Community Trade Empowerment Initiative for up to three years.

Year One

Planning Assistance	\$ 150,000
Technical Assistance	50,000
Revolving Loan Funds	500,000
Infrastructure	<u>500,000</u>
	\$1,200,000

Year Two

Planning Assistance	\$ 100,000
Technical Assistance	100,000
Revolving Loan Funds	1,000,000
Infrastructure	<u>1,000,000</u>
	\$2,200,000

Year Three

Planning Assistance	\$ 50,000
Technical Assistance	100,000
Revolving Loan Funds	0
Infrastructure	<u>2,000,000</u>
	\$2,150,000

COMMUNITIES ASSISTED PER YEAR
(9/18/97)

Year One

35 Communities identified in August 1997 by NADBank

Year Two

35 Communities identified in August 1997 by NADBank
10 Additional communities (estimated)

Year Three

35 Communities identified in August 1997 by NADBank
10 Communities identified in Year Two
10 Additional communities (estimated)

Year Four

10 Communities identified in Year Two
10 Communities identified in Year Three
10 Additional communities (estimated)

Year Five

10 Communities identified in Year Three
10 Communities identified in Year Four
10 Additional communities (estimated)

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ELIGIBILITY FOR THE COMMUNITY TRADE EMPOWERMENT INITIATIVE:

EDA recommends that eligibility for this initiative be determined using a number of different approaches, any one of which would be sufficient to qualify a community for assistance. Among the ways to qualify a community for TAA would be for them to demonstrate that the community:

- Has been certified by the CAIP program as eligible for assistance from NADBank.
- Meets the eligibility criteria of EDA's Sudden and Severe Economic Dislocation (SSED) Title IX program because it has suffered significant economic impact resulting from increased imports or plant relocations causing damage to the overall economic health and stability of the community. For Metropolitan Statistical Areas with an unemployment rate higher than the national average, for instance, the SSED eligibility criteria require the dislocation to involve job levels at the lesser of 0.5 percent of the employed population or 4,000 direct jobs. In non-Metro areas with above average unemployment, the standard is the lesser of 2 percent of the employed population or 500 direct jobs. Job loss thresholds double for areas with unemployment at, or below, the national rate. While EDA will not formally "certify" a community as eligible for assistance, we would require that there be demonstration of an import connection to the injury suffered by the community. (See attachment E - Federal Register detailing SSED eligibility criteria.)
- Is eligible for assistance under EDA's programs because it is in a designated area or meets the Title IX Long Term Economic Deterioration (LTED) Title IX eligibility criteria and there is evidence the area's economic difficulties are at least partly due to import competition. Import injury could be demonstrated by factors such as Labor or EDA certification of worker groups or companies, or evidence that plant closures or relocations from the community were caused by trade impacts on the community or its companies. (See attachment E)
- Can demonstrate that it has "Special Needs" because of economic impacts resulting from changing trade patterns. While it may not be able to meet any of the traditional EDA eligibility criteria, a community may still be able to demonstrate it has suffered significant injury because of plant closures or relocations resulting from trade related impacts.

If they can meet the eligibility standards listed above, assistance under the Community Trade Empowerment Initiative would be provided to eligible applicants which include states, political subdivisions of states, special purpose units of government, Indian Tribes and Non-Profit Organizations representing the affected community.

The Community Trade Empowerment Initiative would fulfill a double role of supporting continuing expansion of trade opening agreements of overall benefit to the Nation while also meeting the Federal obligation to assist those communities injured by the changes in trading patterns resulting from those agreements. Participating communities would be expected to provide at least 25 percent of the cost of the proposed adjustment program.

TRADE-IMPACTED COMMUNITY EMPOWERMENT INITIATIVE

September 22, 1997

Background: The Administration has had considerable success in helping regions hurt by defense downsizing through its coordinated, community-based approach to providing economic adjustment assistance. Initially developed to respond to communities experiencing a military base closure, this approach has been used effectively as well in regions suffering from defense industry cutbacks. Three features distinguish the approach:

- ***Focus on community organization and planning:*** Staff from DoD's superb Office of Economic Adjustment intervene early to help a community organize itself and develop a credible economic adjustment strategy. In addition to pointing the way to other sources of federal assistance, OEA staff help identify and attract state, local and private resources.
- ***Targeted support for implementation:*** Defense-impacted regions have received dedicated funds for worker training/assistance from the Department of Labor, and for economic development (primarily infrastructure grants and revolving loan funds) from Commerce's Economic Development Administration. Other sources of support include: DOT funds for converting military airports to civilian use, SBA loan guarantees, and competitively awarded R&D grants from DoD and elsewhere.
- ***Close interagency coordination:*** Although the NEC coordinates the Administration's defense economic adjustment *policy*, day-to-day implementation is coordinated through an interagency committee established in 1970 and formalized by executive order in 1992. OEA effectively chairs this group, and each OEA staffmember is responsible for coordinating with one or more participating agencies.

Proposal: Undertake a Trade-Impacted Community Empowerment Initiative modeled after the Administration's defense economic adjustment effort. At a minimum, the initiative would establish a mechanism for better interagency coordination of trade adjustment assistance and provide funding for an OEA-like entity. A more ambitious initiative would make additional EDA resources available for trade-impacted communities.

- ***Interagency Coordination:*** Establish a President's Interagency Trade Economic Adjustment Committee, chaired by the Secretary of Commerce. (To avoid delay, this should be done by executive memorandum rather than EO.) The committee's mandate would be to improve outreach to and assistance for trade-impacted regions.
- ***Planning Grants to Help Communities Develop an Economic Adjustment Strategy:*** Provide funds for an OEA-like entity to help trade-impacted communities bring the appropriate local groups to the table and develop a credible economic adjustment plan. Project managers also would help communities tap into federal funds for worker training, economic development and other implementation activities. (Estimated cost: [\$XX million/year])

Targeted Support for Worker Training, Business Assistance and Economic Development: Trade-impacted communities currently can receive funds for economic adjustment activities under several programs dedicated to trade adjustment, including DOL's Trade Adjustment Assistance (TAA) and NAFTA-TAA programs; the North American Development Bank (NADBank); the Community Adjustment & Investment Program (CAIP); and Commerce's Trade Adjustment Assistance Centers (see program descriptions, attached).

Trade-impacted communities also can apply for EDA Title IX funds (technical assistance, revolving loan funds, infrastructure grants) and SBA loans and loan guarantees. However, EDA's funds (which have been critical to defense adjustment) are heavily oversubscribed. Other possible sources of support include: []

Options: The Administration could pursue the Trade-Impacted Community Empowerment Initiative in one of three ways. The key difference has to do with the role of EDA.

- Option 1 would request no new additional funds; the Administration would simply try to do a better job of serving trade-impacted communities using existing resources (and the steps described in the first two bullets above).
- A second option would be to give trade-impacted communities priority in the allocation of scarce economic development funds -- notably EDA Title IX funds.
- A third option would be to request additional, **dedicated** EDA funds for trade-impacted communities. (Estimated cost: [\$400M over 5 years])

EDA's appropriators would oppose Option 2, as borrowing from Peter to pay Paul. Thus, realistically, the choice is between Options 1 and 3.

Eligibility: A community could qualify for this initiative in one of four ways:

- It has been certified by the CAIP program as eligible for assistance from NADBank.
- It is eligible for EDA's Sudden and Severe Dislocation Title IX program as the result of increased imports or trade-related plant relocations.
- It is eligible for EDA's Long Term Economic Deterioration Title IX program at least partly as a result of trade impacts.
- It can demonstrate that it has "special needs" because of economic impacts resulting from changing trade patterns.

(See EDA's discussion of these four criteria, attached.)

MACK McLARTY

Gene -

For your policy

review.

V.

September 15, 1997

To: Vicki Radd

We need to follow on Congressman Kanjorski's ideas. They are good ones and speak directly to similar concerns expressed by many Democratic House members.

Waf

Attachment

cc: John Hilley
Susan Brophy

**The Honorable
Paul E. Kanjorski**

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of Pennsylvania



FAX TO: MACK McLARTY

ORGANIZATION: WHITE HOUSE

FROM: REP. PAUL KANJORSKI

RECIPIENT'S FAX #: () 456-2464

RECIPIENT'S PHONE #: () _____

NUMBER OF PAGES (with cover): 2 DATE: 9/11/97

MESSAGE: MACK - HOPE TO SEE YOU TONIGHT.

THIS IS THE OUTLINE OF THE INITIATIVE WE
DISCUSSED DURING A BREAK IN THE PROCEEDINGS

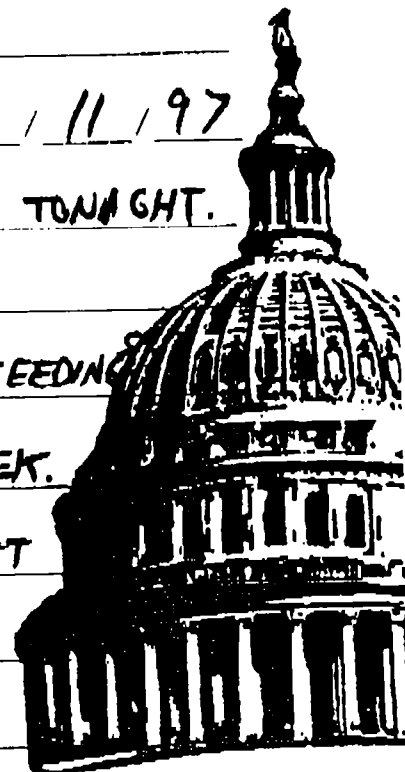
AT THE GOVT REFORM COMMITTEE LAST WEEK.

WE NEED TO CREATE MORE GOOD JOBS HERE AT

HOME IN ECONOMICALLY STRUGGLING AREAS

IF WE WANT TO PASS FAST TRACK.

Paul



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MEMORANDUM

DATE: September 11, 1997
TO: Mack McLarty, Counselor to the President
Kathleen Higgins, Deputy Secretary, Department of Labor
FROM: Congressman Paul E. Kanjorski
RE: Fast Track Job Opportunities Program

PROBLEM: Many Democratic Members of Congress believe that NAFTA, GATT and other trade agreements have led to increased unemployment in their states/districts and are thus reluctant to support any new Fast Track negotiating authority that might exacerbate their local unemployment problems. There is a mismatch between where jobs are being lost as a result of new trade agreements, and where they are being created. Existing Trade Adjustment programs do not create jobs in the communities that need them.

SOLUTION: Put job creation on a "fast track" by incorporating into the Fast Track legislation specific provisions to create new jobs in areas of the country which have lagged behind the rest of the nation.

Specific Features of Fast Track Job Program:

- Limit program eligibility to counties with an average unemployment rate at least 1% above the national unemployment rate, and an average income level at least 10% below the national average (reduces cost).
- Give a priority to projects in eligible counties with the highest unemployment rates.
- Distribute some funding through the EDA, using as a model its past programs to address Defense base closure conversion needs and the economic diversification needs of the Northeast fisheries community and the Pacific Northwest timber community.
- Distribute some funding through the SBA for additional low cost loans and loan guarantees, creation and expansion of Small Business Investment Companies (SBICs) and its Certified Development Company (CDC) program. The SBA's Defense base closure loan program (DELTA) can also serve as a model for SBA activities in this area.
- Incorporate the no cost Baker-Kanjorski-Leach Federal Home Loan Bank (FHLB) amendments which allow FHLB advances for agricultural, small business and community development lending, and which allow such loans to be pledged as collateral for FHLB advances (because it has no cost, this provision could be made available nationwide)
- Total funding should be at least \$1 billion to demonstrate the magnitude of the Administration's commitment to putting job creation on a fast track.

FAX TRANSMISSION

PETER L. SCHER
SPECIAL TRADE NEGOTIATOR
OFFICE OF THE UNITED STATES TRADE REPRESENTATIVE
EXECUTIVE OFFICE OF THE PRESIDENT
600 17TH STREET N.W.
WASHINGTON, D.C. 20508
PHONE: (202) 395-5057
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To: Russell, Gene Sperling **Date:** September 24, 1997
Fax #: 456-2878 **Pages:** 4 pages excluding cover
From: Wendy Einhellig
Subject: As discussed at 10am meeting

COMMENTS:

FAST TRACK AND AGRICULTURE**Trade Agreements and Food Safety**

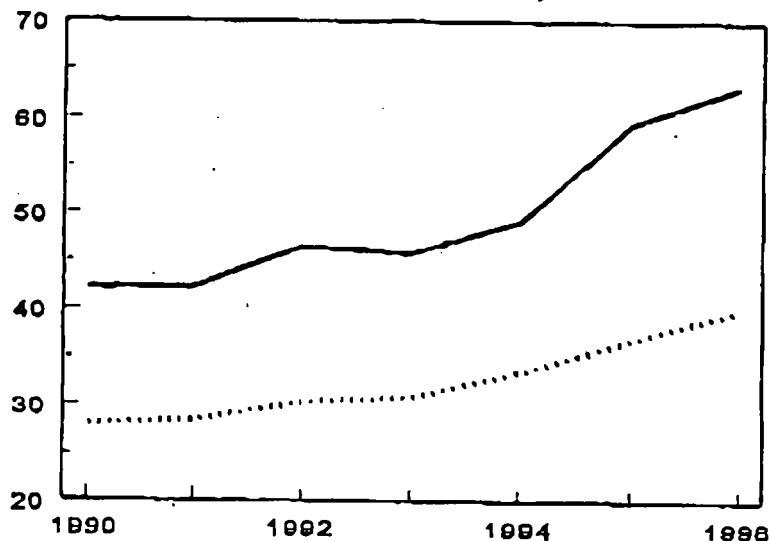
The United States has the world's highest safety standards and is the undisputed leader internationally in assuring its consumers of a safe, diversified and abundant food supply. Trade agreements such as the NAFTA and Uruguay Round Agreement did not strip U.S. regulatory bodies of their authority to protect U.S. consumers. Imports may only gain access to the U.S. market if the exporting country as a whole or specified individual products demonstrate equivalent high standards for public health, as well as animal and plant health.

Our regulatory agencies have a strong track record in assuring that imported foods are held to the same high food safety standards applied to domestic product. In negotiating both the NAFTA and the Uruguay Round Agreements, the United States made certain that provisions were included to guarantee the our sovereign right to protect human, animal and plant health. These same provisions can and will be included in any future trade agreements.

WHY TRADE MATTERS

Globalization of production and increased trade is a fact in both food and non-food sectors. Agriculture is one of the few U.S. industries that consistently shows a trade surplus, and has done so since 1960. Modern technology is enabling even greater latitude for trade in agricultural products due to better product preparation and handling and more efficient, affordable transportation. As a result, U.S. strength in the agricultural sector supports over 1 million jobs. Furthermore, agricultural imports augment consumer choice and make it possible for Americans to include healthy fruits and vegetables in their diets throughout the year.

U.S. Agricultural Exports Outpace Imports
(Billions of dollars)



Ag. Exports* Ag. Imports*

*Does not include forest products
Source: USDA/FAS/ITP/FSTG

THE FACTS

- The United States regulatory network assures U.S. consumers of a safe food supply through a systems approach involving pre-market approval of products, implementation of Hazard Analysis and Critical Control Point principles, and statistical-based sampling and inspection programs for both domestically produced and imported product.
- Food safety standards that apply to domestically produced foods also apply to imported foods. For example, the U.S. standards, or "tolerances," for permissible levels of pesticide residues in domestic foods also apply to imported foods.
- The President's Food Safety Initiative announced earlier this year includes many activities to strengthen the programs already in place to help ensure the safety of both domestic and imported foods.
- As announced last summer by President Clinton, surveillance and sentinel site activities designed to detect foodborne illness at its earliest stages are being enhanced as part of the Administration's Food Safety Initiative.
- The further development of an early warning system by Federal, State and local governments to help provide earlier detection of foodborne illness will allow the U.S. regulatory network to respond more effectively to identify and contain future incidents, whether they involve domestic or imported food products.

ENSURING FOOD SAFETY: HOW IT IS ACHIEVED

The U.S. applies a broad system-based approach to ensure that the highest standards of human, animal and plant health are achieved. Safety means assuring that U.S. farmers and ranchers are protected from the threat of debilitating animal and plant diseases and pests so that abundant supplies of safe raw agricultural goods can be provided to domestic industries. It also means assuring that the final retail products are safe via a system that includes -- (1) pre-market assessment and approval, (2) production monitoring and adoption of HACCP systems, and (3) statistical sampling and inspection of raw and processed food products.

- Pre-Market Approval and Assessment: The most effective way to avoid introducing unsafe food products into the domestic market is to evaluate the potential for risk and prohibit the entry into the U.S. of those products which present a significant risk to human, animal or plant health. Several U.S. regulatory agencies play a role in monitoring every link in the food chain, including the movement of diseased plants and animals; the use of feed supplements and pesticides; and the safety of food additives and packaging. U.S. agricultural production capacity is further safeguarded by the use of programs to ensure that genetic materials (foundation seed, male animal health, semen and embryos) do not pass along harmful diseases or pests.

Imported products face the same scrutiny as domestic products. U.S. authorities review an export country's regulatory and production infrastructure to determine its ability to meet U.S.

standards. Depending on such reviews, U.S. authorities may then disqualify a country completely, approve only selected production facilities, or require specific products to be subjected to strict sampling protocols (100% sampling rates) to assure that the imported product is safe.

- **Production Monitoring and Auxiliary Measures:** If a product is allowed to enter the U.S. market, numerous checks are established to ensure compliance with the overall food and agricultural production safety objectives. For example, with respect to pesticides, veterinary drugs, feed and food additives, safeguards are in place to ensure only limited uses within specified tolerances. Crop protection pesticides and fungicides may only be used on specific crops during precise growth stages. Animal health drug use must observe not only dosage but also abstention requirements sufficiently prior to slaughter.

Safety rules also apply to material, equipment and processes utilized in gathering, storing and processing agricultural food and fiber products. Traditionally, methods in the food sector relied on basic hygiene principles and time-honored processing advancements, such as cooking times and temperatures, low-acid canning methods or vacuum packing. The implementation of Hazard Analysis Critical Control Point (HACCP) systems will significantly increase food safety guarantees.

- **Statistical Sampling and Inspection:**

FDA, FSIS, and APHIS each maintain a comprehensive import inspection system which involves the tracking and monitoring of each trading partner's compliance history. One-hundred percent of imports are subject to reviews prior to entry into the country. The screening determines if the product, manufacturer, shipper and country of origin have consistently met U.S. standards. The assistance of tracking systems allows sampling and reinspection to be targeted at products which pose a significant risk. In order to ensure U.S. food safety is protected as imports continue to grow, FDA and USDA have devoted increased resources for inspection.

TRADE AGREEMENTS FOSTER TRANSPARENCY AND PROMOTE HIGHER FOOD SAFETY STANDARDS INTERNATIONALLY

United States representatives hold leadership positions in every major international organization charged with ensuring the safety of food produced and consumed around the world and they use these leadership positions to promote the adoption of international food safety measures that maintain high levels of protection for human, animal and plant health.

- The United States is an active participant in the Sanitary and Phytosanitary Committee of the World Trade Organization (WTO), which addresses a variety of food safety issues. U.S. participation ensures that our food standards are promoted and not compromised in the interest of facilitating trade.
- The United States is active in all committees of the Codex Alimentarius Commission (CAC), the international food standard-setting forum established in 1962, under the auspices of the World Health Organization (WHO). U.S. involvement in CAC activities ensures that our

views on critical food safety issues will be reflected in the development of all international food standards. The U.S. currently holds the chairmanships of both the CAC committees on Food Hygiene and Residues of Veterinary Drugs in Foods. The Food Hygiene Committee is now developing strong new food safety guidelines based on systems of preventive measures, including our own HACCP system.

- In addition, U.S. food safety officials frequently meet with their foreign counterparts to evaluate and discuss emerging food safety issues. These bilateral meetings, which often occur independent of any specific trade agreement or commission, are effective in developing programs to control microbiological contaminants in food.

STRONGER COUNTRY OF ORIGIN FOOD LABELING CAN NOT GUARANTEE SAFE FOOD SUPPLIES

Federal, state and local governments cooperate together to ensure that all food offered to U.S. consumers is wholesome and safe, and that consumers are fairly and adequately informed about the product. Product labeling is a critical link for assuring individual consumer safety, particularly for reasons of allergenicity or other dietary concerns.

Contrary to the opinion of those who support it, country of origin labeling does not address the issue of food safety. If a food product is not safe, it should be prohibited from entering this country. Country of origin labels will not help consumers determine on their own if a product is safe.

**The Honorable
Paul E. Kanjorski**

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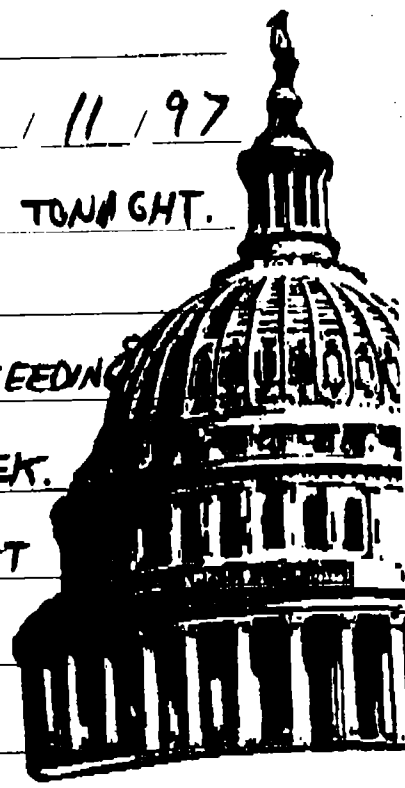
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IF WE WANT TO PASS FAST TRACK.

Paul



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MEMORANDUM

DATE: September 11, 1997
TO: Mack McLarty, Counselor to the President
Kathleen Higgins, Deputy Secretary, Department of Labor
FROM: Congressman Paul E. Kanjorski
RE: Fast Track Job Opportunities Program

PROBLEM: Many Democratic Members of Congress believe that NAFTA, GATT and other trade agreements have led to increased unemployment in their states/districts and are thus reluctant to support any new Fast Track negotiating authority that might exacerbate their local unemployment problems. There is a mismatch between where jobs are being lost as a result of new trade agreements, and where they are being created. Existing Trade Adjustment programs do not create jobs in the communities that need them.

SOLUTION: Put job creation on a "fast track" by incorporating into the Fast Track legislation specific provisions to create new jobs in areas of the country which have lagged behind the rest of the nation.

Specific Features of Fast Track Job Program:

- Limit program eligibility to counties with an average unemployment rate at least 1% above the national unemployment rate, and an average income level at least 10% below the national average (reduces cost).
- Give a priority to projects in eligible counties with the highest unemployment rates.
- Distribute some funding through the EDA, using as a model its past programs to address Defense base closure conversion needs and the economic diversification needs of the Northeast fisheries community and the Pacific Northwest timber community.
- Distribute some funding through the SBA for additional low cost loans and loan guarantees, creation and expansion of Small Business Investment Companies (SBICs) and its Certified Development Company (CDC) program. The SBA's Defense base closure loan program (DELTA) can also serve as a model for SBA activities in this area.
- Incorporate the no cost Baker-Kanjorski-Leach Federal Home Loan Bank (FHLB) amendments which allow FHLB advances for agricultural, small business and community development lending, and which allow such loans to be pledged as collateral for FHLB advances (because it has no cost, this provision could be made available nationwide).
- Total funding should be at least \$1 billion to demonstrate the magnitude of the Administration's commitment to putting job creation on a fast track.



FAX TRANSMISSION

OFFICE OF POLITICAL AFFAIRS

VOICE: (202) 456-6257 FAX: (202) 456-7929

To: *Sperling*

Date: *9-19-97*

Fax #: *62878*

Pages: *8*, including this cover sheet.

From: *Vicki Radd*

Subject:

COMMENTS:



JAY ROCKEFELLER,
U.S. SENATOR FOR WEST VIRGINIA

NEWS

WASHINGTON OFFICE, PHONE (202) 224-6472 • CHARLESTON OFFICE (304) 347-5372

FOR IMMEDIATE RELEASE

September 17, 1997

CONTACT: Jim Whitney
(202) 224-6101

Statement of U.S. Senator Jay Rockefeller (D-WV)
Supporting Renewal of Fast Track Authority

WASHINGTON — After reviewing the Clinton Administration's proposal on fast track authority, sent up to Capitol Hill yesterday by the White House, U.S. Senator Jay Rockefeller (D-WV) said today that he will vote to extend fast track authority to allow the United States to negotiate tough, fair trade agreements. His statement follows:

It's critical that our Presidents — this President and his successors — have the maximum leverage in negotiating trade agreement with countries around the world. There is nothing in fast track that's new: every American President since Gerald Ford has had fast track authority.

Fast track authority has simply run out, or expired. It needs to be renewed. The legislation proposed by the Clinton Administration will extend fast track authority for the next four years.

A vote on fast track authority is very different from voting on a particular trade agreement. Fast track is a mechanism, a powerful mechanism to be sure, but only a mechanism for negotiating trade agreements. It is not a trade agreement.

Through fast track authority, we can achieve agreements that expand our exports abroad and create jobs here at home — trade agreements that will lift the standard of living of workers in West Virginia and across the country.

I want to be clear: West Virginia's economic future depends on the opening of new export markets and the tough enforcement of our trade laws.

But I should also be clear that fast track authority is no guarantee of strong trade agreements. I know that. That's why in 1993, after voting for fast track authority, I voted against the North American Free Trade Agreement (NAFTA) that was negotiated through fast track authority.

At the end of the day, I concluded that NAFTA would cost West Virginia jobs, because there weren't sufficient protections for industries heavily represented in my home state.

But it's also possible — and I believe more likely — that fast track authority will allow the United States to negotiate trade agreements that — on balance — are good for West Virginia and good for our country.

And that's what motivates me in this debate: I don't want to jeopardize — for West Virginia or for the rest of the country — the promise of expanded trade, the opportunities that come for our people from strong, fair agreements.

Only by assuring our trading partners that trade agreements they negotiate with the United States will not be rewritten by Congress will we be able to get them to sit down and hammer out meaningful, binding agreements.

The fast track debate isn't about the balance of power between Congress and the Executive Branch. It's about giving the United States the power to negotiate strong trade agreements.

- more -

Rockefeller, page 2

I want to make two points about the actual legislative language provided by the White House. First, I'm pleased that the Administration has chosen to include some protections that would level the playing field for American workers and American companies in the areas of labor and the environment.

Second, there are important "consultation" provisions in the legislation that assure Congress will play an appropriate role during trade negotiations. This will allow me to use my position on the Finance Committee to fight for West Virginia in every trade agreement negotiated through fast track authority.

I have spent a good part of the last 20 years working to expand West Virginia's trade and investment relationships with Japan, Taiwan and countries around the world.

I have brought delegations of CEOs, business leaders, investors and others to West Virginia to see firsthand what West Virginia has to offer as a trading partner and as a site for direct investment. I have visited their countries, businesses, cities and towns. Slowly, but steadily, we have built a trust that has led to trading partnerships.

The more I have worked in this area, the more convinced I am that trade, more than ever before, is the future. Breakthroughs in communications technology, the Internet and the power of computers have all helped to bring the world closer together.

Doing business with someone 9,000 miles away once seemed unthinkable. Today, it is entirely natural and, in fact, necessary.

Every day, West Virginia is proving it can compete successfully in the global economy. Anchored by a skilled and dedicated workforce, West Virginia's exports have increased by \$336 million or 35 percent since 1992. This increase in exports created 1,811 jobs in our state. In the critical manufacturing sector, West Virginia exports increased 47 percent between 1993 and 1996.

My objective with fast track and my criteria for judging any trade agreement that follows is clear: Will it improve the standard of living of West Virginia and U.S. workers? We need to give U.S. trade negotiators the authority and the bargaining power to negotiate tough trade agreements that can meet that standard.

That's what fast track does, and that's why I will vote to renew it.

###

Congress of the United States
House of Representatives
Washington, DC 20515

FOR IMMEDIATE RELEASE
September 16, 1997

CONTACT: Albert Jacquez (202) 225-5256

**LATINO MEMBERS OF CONGRESS DISAPPOINTED IN PRESIDENT'S
PROPOSED FAST TRACK BILL**

After meeting with President Clinton and Vice-President Gore, four members of Congress today announced their disappointment with the President's proposed fast track legislation. In reviewing the President's proposal, the House members cited the glaring absence of enforceable labor, environmental and human rights provisions as the basis for their dissatisfaction with his trade legislation.

Congressman Esteban E. Torres (D-CA) said, "over the past three years, I have closely monitored the President's implementation of the NAFTA agreement. In a nutshell, I am deeply disappointed. Unfortunately, the President has not effectively implemented NAFTA provisions intended to clean-up the U.S.-Mexico border, as well as retrain and employ displaced U.S. workers. As a result, far too many Americans have suffered.

"We have advised President Clinton that enforceable labor, environmental and human rights standards must be included as core elements in his fast track legislation, and that outstanding issues of NAFTA implementation must be resolved. But it has become abundantly clear to me that the President has not heeded our recommendations," stated Torres.

"For some time now, I have advised President Clinton that fast track legislation without labor, environmental and human rights standards would be dead on arrival to Capitol Hill. Repeating the mistakes of NAFTA is unacceptable. I call on the president to rethink his proposal," said Congresswoman Nydia Velasquez (D-NY).

Congressman Ciro Rodriguez (D-TX) stated, "based on the President's proposed legislation, I would have great difficulty supporting his request for fast track authority. To the people of Texas, it is critically important that the President take into consideration their concerns. Thus far, in both the implementation of NAFTA and in his proposed fast track legislation, he has not done so."

Congresswoman Loretta Sanchez (D-CA) remarked, "NAFTA's greatest impact has been on working women. This language does nothing to lessen my concerns that future agreements will include substantive programs to effectively deal with the impact on women and working families."

On July 16, 1997, 14 Latino Members of Congress wrote to President Clinton, outlining their concerns about issues of NAFTA implementation and fast track negotiating authority.

NEWS**ATTENTION:**
**CONGRESSMAN
GEORGE
Miller**

 2205 Rayburn Building
Washington, D.C. 20518
(202) 225-2094

 7th District
California

STATEMENT BY CONGRESSMAN GEORGE MILLER ON RENEWAL OF FAST TRACK AUTHORITY

September 16, 1997

Today, the American people and the Congress are again being called upon to embrace a trade policy that is bad for working families, bad for the environment, and bad for America. Three quarters of the American people polled want environmental standards included in future trade agreements, and they are absolutely right.

When we debated NAFTA in 1993, we were told this wouldn't happen. But the legacy of NAFTA is not just free trade, but congestion, pollution and contamination. We were fooled in 1993; we should not get burned in 1997.

Let's take a look at the record.

- Since NAFTA went into effect, the number of *maquiladoras* factories along the U.S./Mexico border has increased by 20%, and with them, an exponential increase in border pollution of air and water -- resources we share with Mexico.
- The number of workers living in poor environmental and sanitary conditions on both sides of the border has increased by 50%.
- Millions of gallons of raw sewage are dumped into the Rio Grande every day. Neither the increasingly profitable corporations nor the Mexican or U.S. governments have invested in an overdue cleanup.
- Far from moving to increase its environmental standards, Mexico in 1995 stopped required environmental impact assessments for investments in highly polluting sectors such as petrochemicals, refining, fertilizers, and steel. Our own Administration refuses to conduct environmental impact assessments of trade agreements under the National Environmental Policy Act.

Based on this abysmal record, why should we give the President unconditional authority to negotiate a similar deal with Chile?

Fast track authority would extend this indifference to the environment to future trade agreements as well.

- As a result of our participation in the World Trade Organization and its predecessor, the GATT, the U.S. has lost challenges both to our dolphin protection law and to the Clean Air Act that resulted in the weakening of those hard-won, democratically enacted laws.
- We are currently defending provisions of the Endangered Species Act before another trade tribunal behind closed doors in Geneva.

All of these challenges were brought by other nations who wanted to force us to weaken our own environmental protection laws which they characterized as "barriers to free trade."

Let's be clear: this is what we were told would not happen, could not happen, under "free trade agreements. Which U.S. law will be challenged next as a "barrier to free trade"? Human rights?



FOR IMMEDIATE RELEASE
September 17, 1997

CONTACT: LARRY NEAL 202 224 0704

FAST-TRACK PROPOSAL "TOTALLY UNACCEPTABLE"
Statement of U.S. Sen. Phil Gramm, Senate Finance Committee Hearing

"FAST TRACK IS AN EXTRAORDINARY POWER THAT WE HAVE DECIDED TO GIVE THE PRESIDENT, BUT WE HAVE GIVEN IT FOR ONE SPECIFIC PURPOSE AND THAT IS TO PROMOTE TRADE AND OPEN MARKETS. UNDER FAST TRACK WE GIVE UP OUR RIGHT TO UNLIMITED DEBATE, OUR RIGHT TO DELIBERATIVE CONSIDERATION, AND WE DO IT FOR A LOGICAL REASON, BECAUSE YOU CANNOT NEGOTIATE A TRADE AGREEMENT ON TARIFFS AND QUOTAS WHERE THERE IS GIVE AND TAKE AND ULTIMATELY A DEAL IS CUT, AND THEN HAVE CONGRESS COME BACK IN AND UNDO THAT AGREEMENT BY MAKING CHANGES. I UNDERSTAND THAT AND I SUPPORT IT.

"LET ME ALSO SAY THAT I DO NOT BELIEVE THAT THERE IS A MEMBER OF CONGRESS THAT HAS A STRONGER RECORD ON TRADE THAN I DO. I HAVE ALWAYS SUPPORTED FREE TRADE. I OPPOSED AN IMPORT FEE ON OIL IN THE MIDDLE OF AN OIL COLLAPSE IN MY STATE WHICH WAS VERY UNPOPULAR. IT GOT ME LABELED THE 'THIRD SENATOR FROM MASSACHUSETTS' OF ALL PLACES BECAUSE I AM IN FAVOR OF FREE TRADE.

"NOW HAVING SAID THAT, LET ME MAKE IT CLEAR THAT I WILL NEVER VOTE TO LIMIT MY ABILITY OR ANY OTHER SENATOR'S ABILITY TO AMEND AN AGREEMENT THAT HAS TO DO WITH INTERNATIONAL LABOR STANDARDS. I WILL NEVER GRANT FAST-TRACK AUTHORITY TO THIS PRESIDENT THAT WOULD ALLOW HIM TO NEGOTIATE, IN ESSENCE, INTERNATIONAL TREATIES ON ENVIRONMENTAL MATTERS AND LIMIT OUR ABILITY TO AMEND OR FULLY DEBATE THESE ISSUES.

"AS I READ YOUR PROPOSAL, IT IS TOTALLY AND ABSOLUTELY UNACCEPTABLE. IT WILL NEVER BE APPROVED BY THE UNITED STATES SENATE AS IT IS WRITTEN.

"NOW, I DO NOT KNOW WHO WROTE IT AND FOR WHAT PURPOSE THEY WROTE IT, BUT IT LOOKS LIKE A POLITICAL DOCUMENT AND NOT AN ECONOMIC DOCUMENT. THE PROVISION 3 ON PAGE 2 IS TOTALLY AND ABSOLUTELY UNACCEPTABLE -- IT WOULD GIVE THE PRESIDENT LICENSE TO NEGOTIATE AGREEMENTS THAT WOULD IMPOSE LABOR STANDARDS IN THE U.S., NOT JUST AROUND THE WORLD, AND HE COULD BRING SUCH AN AGREEMENT TO THE FLOOR OF THE SENATE AND HOUSE WITHOUT OUR HAVING ANY ABILITY TO AMEND IT WHATSOEVER. THIS BILL GIVES THE PRESIDENT THE ABILITY UNDER CODE WORDS LIKE 'SUSTAINABLE GROWTH' TO SET LIMITS THAT WOULD HAVE THE EFFECT OF DOMESTIC LAW IN IMPOSING CONSTRAINTS ON AMERICAN INDUSTRY AND AGRICULTURE, WHERE WE WOULD HAVE NO ABILITY TO AMEND SUCH A PROVISION. I DON'T KNOW WHAT YOU MEAN BY THE PHRASE 'TRADE-RELATED' AND IT IS OBVIOUS THAT YOU DON'T EITHER. IF BY TRADE-RELATED YOU MEAN IT EXPANDS TRADE, THEN THAT IS A TOTALLY DIFFERENT ARGUMENT, BUT OBVIOUSLY SOMETHING THAT REDUCES TRADE IS 'TRADE-RELATED,' TOO.

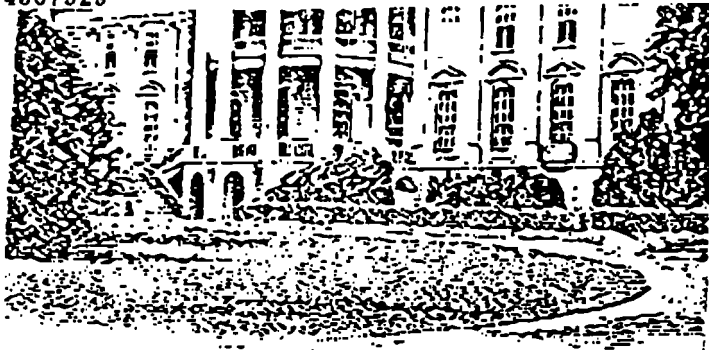
"I THINK IT AN OUTRAGE THAT THE WHOLE WORLD IS EXPANDING TRADE AND WE ARE SITTING ON THE SIDELINES BECAUSE THREE YEARS AGO THE PRESIDENT DECIDED THAT RATHER THAN TO ADDRESS THESE ISSUES, HE WOULD LET FAST TRACK DIE. BUT I WOULD RATHER THAT THE U.S. SIT ON THE SIDELINES THAN TO SEE US DESTROY THE WORLD TRADING PROCESS BY INJECTING INTO IT LABOR AND ENVIRONMENTAL CONDITIONS THAT WILL DISRUPT TRADE AND REDUCE THE VOLUME OF TRADE IN THE WORLD.

"I SIMPLY WANT TO SAY THIS - I THINK WE ARE OFF TO A BAD START HERE. THE WAY YOUR BILL IS WRITTEN. THERE IS NO POSSIBILITY THAT I COULD SUPPORT IT AND I INTEND TO VIGOROUSLY OPPOSE IT IN ITS CURRENT FORM.

"I THINK WHAT WE NEED TO DO IS GO BACK TO THE 1988 AGREEMENT - AND I THINK WHAT WE NEED FROM THE 1988 AGREEMENT ARE BASICALLY TWO THINGS. FIRST, THE TECHNICAL CHANGES THAT YOU NEED BECAUSE OF THE CHANGE IN CIRCUMSTANCES IN LAW SINCE 1988. SECONDLY, WE DO HAVE A PROBLEM HERE THAT WE HAVE NEVER HAD BEFORE. NO PRESIDENT HAS EVER SUGGESTED THAT THEY WOULD INCLUDE LABOR AND ENVIRONMENTAL ISSUES IN A FREE TRADE AGREEMENT - THAT IS TOTALLY NEW.

"I WOULD RATHER HAVE WORLD TRADE GO ON WITHOUT US THAN TO HAVE US, IN ESSENCE, CORRODE THE WHOLE PROCESS. THIS BILL COULD CLEARLY LEAD TO A DISRUPTION IN TRADE, A DECREASE IN VOLUME OF TRADE, AND CLEARLY COULD ALLOW THE PRESIDENT TO UNILATERALLY BYPASS THE WHOLE CONSTITUTIONAL PROCESS OF AMENDING AND DEBATE, AND CHANGE DOMESTIC LAW AS PART OF AN INTERNATIONAL TRADE AGREEMENT. WE ARE GOING TO HAVE TO BE PROTECTED FROM THESE THINGS.

"FINAL POINT. IF THE PRESIDENT WANTS TO NEGOTIATE INTERNATIONAL LABOR AGREEMENTS, GREAT! BUT LET HIM NEGOTIATE THEM AND BRING THEM TO CONGRESS AND GIVE US THE OPPORTUNITY TO HAVE DUE DELIBERATION AND TO AMEND THEM. IF THE PRESIDENT WANTS TO NEGOTIATE INTERNATIONAL ENVIRONMENTAL TREATIES, GREAT! BUT THEY OUGHT TO BE DEALT WITH AS TREATIES. THEY REQUIRE SUPER-MAJORITY VOTES AND I DON'T BELIEVE WE CAN, IN FULFILLING OUR CONSTITUTIONAL RESPONSIBILITY, GIVE THE PRESIDENT THE POWER TO DO ALL OF THESE THINGS IN THE NAME OF TRADE WHEN THE PLAIN TRUTH IS THAT THEY ARE TRADE DISRUPTING, NOT TRADE CREATING."



FAX TRANSMISSION

OFFICE OF POLITICAL AFFAIRS

VOICE: (202) 456-6257 FAX: (202) 456-7929

To: *Sperling*

Fax #: *62878*

From: *Vicki Radd*

Subject:

COMMENTS:

Date: *9-29-97*

Pages: *2*, including this cover sheet.

Let's keep America on a fast track



Suddenly, the arcane world of trade negotiations has become front-page news with President Clinton's request for "fast-track" trade negotiating authority from Congress. His request has sparked howls of protest from some unions and some members of his own party. Reaction from Republicans is mixed—some favor the proposal, others still have concerns.

We support the president's call for action. We urge all parties not to lose sight of the primary purpose of fast-track and not to be sidetracked by non-trade issues. Fast-track is essential if the U.S. wants to remain a preeminent player in global commerce. Our nation's future is inextricably tied to trade.

Fast-track authority, in essence, guarantees that the U.S. has a place at the negotiating table when trade deals are being struck. Without it, other nations will secure markets for their exports while we sit on the sidelines. The procedure ensures that Congress will have ultimate authority to approve or disapprove a trade agreement; it just can't amend what negotiators have hammered out.

Why is there so much controversy over a procedure that every president since Gerald Ford has enjoyed?

Some want the U.S. to use trade as a weapon, loading up agreements with labor and environmental rules that other nations should adopt. Imagine the reception our trade representatives will get when we tell other nations to rewrite their laws so they can have the privilege of buying our exports. There are other ways to improve worker rights and raise environmental standards. American companies operating overseas can raise the bar of performance by example. And the U.S. government can use its influence in both the International Labor Organization and World Trade Organization.

Others—pointing to "huge" job losses supposedly caused by NAFTA—see fast-track as a door-opener to exporting domestic jobs. We know the number of manufacturing jobs in the U.S. is shrinking, but NAFTA isn't the culprit. An administration report this summer, in fact, attributed NAFTA with creating more than 100,000 jobs.

Let's consider how trade benefits all of us. It creates jobs, provides consumers with a rich assortment of goods, contributes to our retirement nest eggs (pension and mutual funds invest heavily in shares of U.S. multinationals which derive significant revenues from overseas sales) and generates a growing slice of national prosperity.

"Export growth," as the president pointed out, "has been central to America's economic expansion." Exports have contributed nearly one-third of our nation's economic growth. Some 12 million U.S. jobs are tied to exports; job growth within this sector is much higher than that of overall private industry, and export-linked jobs pay more than the average manufacturing wages.

Fast-track authority gives the administration the lever it needs to lower barriers for U.S. exports, to create better jobs and to raise our standard of living. It allows us to work toward agreements to open up whole new sectors of the global economy in fields where our nation is highly competitive. Agriculture, infrastructure development, energy, information systems, intellectual property and financial services are areas where America shines.

U.S. companies and workers need equal footing with those of other nations. Denying fast-track authority to the president will lock out America's great products and services from many growing markets.

We urge the leadership of both parties to work with the president to keep America on a fast track.

Mobil The energy
to make a difference.

Washington Post
9/26/97

U.S. Department of Labor

September 30, 1997

Deputy Under Secretary for
International Affairs
Washington, D.C. 20210



Memo to Bob Novik
Russell Horowitz
Susan Brophy
Eric Biehl

From: Andrew Samec

Attached is a letter Debbie Lamb of Senate Finance Committee asked that I send to her. It is possible I will need to reformat it to be addressed to Senator Moynihan. She wanted to have it for possible use at the Finance Committee fast track markup tomorrow. It is at least as likely that it will not be used. I can be reached at 219-6043.

cc: Kitty Higgins

U.S. Department of Labor

September 30, 1997

Deputy Under Secretary for
International Affairs
Washington, D.C. 20210Ms. Deborah Lamb
Minority Trade Counsel
Committee on Finance
U.S. Senate
Washington, D.C. 20510

Dear Deborah:

As you consider the Administration's proposed legislation on fast track authority, I thought you might be interested in some clarifications on several issues involving the ILO.

As you know, as a result of a decision of the June 1997 International Labor Conference (the annual policy making meeting of the ILO), a proposal is now pending for the drafting of a new instrument, referred to as a "declaration," that would reaffirm the commitment of ILO members to "core labor standards." These standards are understood to be: freedom of association, the right to collective bargaining, non-discrimination in employment, the prohibition on forced labor, and the prohibition on exploitative child labor. A supervisory mechanism is also being considered that would introduce some reporting and accountability within the ILO for member state compliance with these core labor standards. This mechanism is expected to be based upon existing ILO monitoring procedures.

As you also know, the precise nature of the declaration and supervisory machinery have not been agreed upon yet, and will be the subject of negotiations in the Governing Body meetings of the ILO in November and March 1998. These negotiations could yield an outcome that could be adopted at the June 1998 International Labor Conference.

Our agreement to a new declaration and supervisory mechanism would not involve any changes to U.S. law or practice. On the contrary, we believe that U.S. law and practice is consistent with core labor standards. And the agreement within the ILO on a declaration and supervisory machinery would not include any legally enforceable obligations on the United States. What is contemplated would be the enhanced ability of the ILO to report to the world the failure of a member state to protect the basic rights of workers.

Consequently, there would be no circumstance in which state laws that permit employees to work without having to join a union (so-called "right-to-work" laws) would be required to be changed. Furthermore, the ILO has actually found that both laws which guarantee the right not to join a union, as well as systems which authorize such requirements (so-called "union security" clauses) are compatible with ILO Convention 87 on freedom of association and the right to organize.

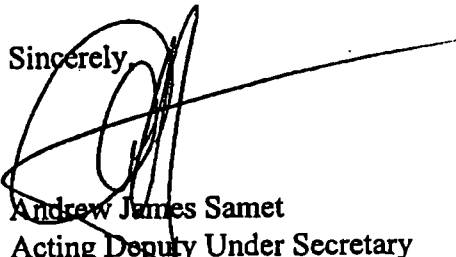
In addition, it is not contemplated that the new declaration and supervisory machinery would go beyond the core labor standards listed above. In that regard, I note to you that pensions and social security systems do not involve core labor standards, and would not be subject to a new declaration or supervisory machinery.

As to the specific situation involving Chile's pension system, let me state the following. Chile ratified Convention 35 on old-age insurance in 1935. Chile's new pension system was introduced in 1980. The ILO first raised questions about Chile's compliance with Convention 35 in 1983. Those questions have remained unresolved.

However, I should also point out this is largely a technical matter, since Convention 35 is no longer considered a convention open to ratification. It has been superceded by Convention 128 concerning Invalidity, Old-Age and Survivors' Benefits adopted in 1967. I understand that were Chile to abrogate Convention 35 in favor of Convention 128, the issues raised in the 1980s would largely disappear.

I hope this is useful, and please let me know whether you need any further information.

Sincerely,



Andrew James Samet
Acting Deputy Under Secretary



UNITED STATES DEPARTMENT OF
COMMERCE
NEWS

WASHINGTON, D.C. 20230

OFFICE
OF THE
SECRETARY

For Immediate Release
Tuesday, September 30, 1997

Contact: Maria Cardona
(202) 482-4883
Curt Cultice
(202) 482-3809

**1996 METROPOLITAN EXPORT NUMBERS REVEAL IMPORTANCE
OF TRADE TO CITIES, STATES**

Secretary Daley Stresses Importance of Fast Track to Future U.S. Export Growth

Washington, D.C.—Ninety percent of the 253 metropolitan areas in the United States reported an export sales growth from 1993 to 1996, showing that exports have become increasingly important to the economic well-being of U.S. cities, Commerce Secretary William M. Daley said today in releasing a new Commerce Department report.

Daley said the report also underscored the need for Congress to restore fast track negotiating authority which will enable President Clinton to open more markets, reduce trade barriers abroad, and increase U.S. exports. Increased U.S. exports will ensure the continued economic growth of the cities as well as the nation as a whole.

"With 96 percent of the world's consumers living outside of the United States, one cannot overstate the importance of exports to our economy and job growth in our nation's cities," said Daley. "The new data clearly shows that the benefits of recent U.S. export growth have been shared broadly by cities across the nation. If we want this success to continue, we must act aggressively to open world markets and reduce barriers to our products. This is where fast track can make an enormous difference in opening more sectors and providing greater opportunities for our small and medium-sized businesses and for American working men and women."

Daley stated that fast track authority gives the President the power to negotiate trade agreements with our trading partners around the world that will benefit the U.S. economy and will underscore U.S. leadership in today's global arena. "Fast track will give President Clinton, working with Congress as a full partner in setting objectives and establishing trade priorities, the authority and the credibility to negotiate tough trade deals for the benefit of the American people. If we want to continue to grow our economy and continue to see this kind of boom in our cities' export growth, President Clinton must have fast track authority as he engages our global trading partners."

The 1996 data show that merchandise exports from these cities totaled \$494.5 billion in 1996, up nearly \$27 billion from 1995 and accounting for 79 percent of U.S. merchandise exports in 1996. Nearly two-thirds of the metropolitan areas for which data are available reported export growth during 1996.

-more-

A total of 86 metro areas posted 1996 export sales of \$1 billion or more. This "billion-dollar club" was responsible for about 71 percent of total U.S. exports of goods.

San Jose was the nation's top exporting metropolis in 1996, selling a total of \$29.3 billion in merchandise to foreign markets. San Jose was followed by New York (exports of \$28 billion) and Detroit (\$27.5 billion). Other top exporters included Los Angeles-Long Beach (\$24.4 billion), Chicago (\$22 billion), Seattle-Bellevue-Everett (\$21.4 billion), Houston (\$16.5 billion), Minneapolis-St. Paul (\$12.4 billion), Miami (\$10.7 billion), and Portland-Vancouver (\$9.2 billion).

Similar to the pattern in 1994 and 1995, metro areas that posted the largest percentage gains in exports during 1996 were primarily small and mid-sized cities. Examples include Albuquerque, New Mexico; Champaign-Urbana, Illinois; Melbourne-Titusville-Palm Bay, Florida; St. Joseph, Missouri; and Wheeling, West Virginia-Ohio.

In 1996, a total of 38 metro areas boosted exports by one-fourth or more. Within this group, 24 metro areas expanded exports by one-third or more.

According to a recently published study by the National Association of Manufacturers and the Institute for International Economics, U.S. businesses that export experience 20 percent faster employment growth and are 9 percent less likely to go out of business than are non-exporting firms. Additional data indicate that jobs in export industries also pay 13-18 percent more, provide higher benefits and are more productive than firms that do not export.

"This is a pocketbook issue for every American as three-fourths of our exporters employ less than 50 people. This is what fast track is about: giving those small and medium-sized firms and entrepreneurs the tools they need to increase their exports--and their employment," Daley added.

U.S. exports supported approximately 12 million U.S. jobs in 1996.

The metropolitan report—which will serve as a key tool for state, local and private sector organizations in developing export strategies and measuring results—provides export totals for 253 metro areas for the 1993-96 period. Additional tables furnishing industry sector and destination breakouts for selected cities will be provided on the Internet and in a series of forthcoming publications on the various U.S. regions.

The metropolitan-area export totals and 1996 state export profiles are available on the International Trade Administration's World Wide Web at <http://WWW.ITA.DOC.GOV/MEDIA>

Note: The metro export data presented show export sales by exporters of record that are located in the metro areas studied. The location from which exports are sold is not always the same as the production location. The figures show the extent to which local businesses have marketed products abroad, and they provide an indication of the degree to which local companies—and their employees—depend on export markets.

Metropolitan Area Exports

An Export Performance Report
On Over 250 U.S. Cities

Update! Contains 1996 Data



U.S. Department of Commerce
International Trade Administration

INTRODUCTION

This report furnishes 1996 statistics on merchandise export sales by businesses located in 253 of the nation's Metropolitan Statistical Areas (MSAs). Metro areas covered in this study collectively account for nearly 80 percent of all U.S. exports of goods. The current report updates metropolitan export figures for 1993-95 which were published by the Commerce Department in October 1996.*

This study provides an overview of export activity in the nation's cities. A series of tables furnishes export totals for each metro area and ranks the MSAs according to various criteria--e.g., by export value and recent export growth.

Metro export details for specific market destinations and industry sectors will be made available in separate publications by the Department of Commerce. This is necessitated by the sheer volume of information which can be generated. It is currently feasible to produce both market and industry-level export details for 43 metro areas. Export market data--but only limited industry data--can be produced for another 142 metro areas.

The metro export series was first created in early 1996 following a lengthy development process; as a result, MSA export numbers are available only for 1993-96. The Commerce Department intends to produce these figures on an annual basis, resources permitting.

All metro export statistics in this report have been compiled from the Census Bureau's subnational Exporter Location (EL) series. The EL statistics show export sales by exporters of record that are located in the metro areas listed.

The location from which exports are sold is not always the same as the production location. Indeed, the locations of production and sales undoubtedly diverge more often at the local level than at the state level. Consequently, one should not draw conclusions about a metro area's export-related production or jobs solely on the basis of the data on the following pages. Any such conclusions should be arrived at cautiously and only after evaluating a metro area's export sales numbers in the context of other data on the local economy.

The metro area statistics in this report are best viewed as a measure of international sales activity. The figures show the extent to which local businesses have marketed products abroad, and they provide an indication of the degree to which local companies--and their employees--depend on export markets. The data are particularly well-suited to government and private-sector export promotion activities, since they pinpoint areas where export marketing by U.S. business is vigorous.

Data users should be aware that MSA export sales figures are inherently more volatile from year to year than state-level or national-level export statistics. Local reporting patterns can

** Metropolitan Area Exports: An Export Performance Report on Over 250 U.S. Cities. Available from the National Technical Information Service (Order Number PB97-109821).*

be strongly influenced by such factors as corporate relocations and reorganizations (e.g., a move from city to suburbs, or reassignment of international marketing responsibilities to a unit located elsewhere). Large one-time export deals can also produce volatility, especially in smaller communities when exports are concentrated in relatively few firms.

Also, the figures presented here only measure local sales of final goods leaving the country. They do not capture U.S. city-to-city shipments of intermediate components or raw materials that are ultimately incorporated into export products. Such "indirect exports" are considered domestic shipments and are excluded from official U.S. government export statistics.

Readers are cautioned that the numbers in this report are not directly comparable with 1987-93 export figures for about 30 metro areas previously released by the Department of Commerce in mid-1994. Those statistics, which were compiled using a three-digit zip code methodology, represented a first attempt to quantify metro area exports. The figures in this publication are based on a more precise five-digit zip code approach, are much more accurate, and therefore should be used in place of the prior statistics.

Although the metropolitan export figures in this report are far superior to those released in 1994, the new numbers—like most statistics—are not perfect. Due to resource constraints the metro data, like state-level export data issued by the Census Bureau, have not been subjected to all of Census' usual verification procedures. In particular, it has not been possible to identify and fix data-entry errors and mistakes on shipping declarations (e.g., transposed zip code entries).

Nevertheless, while the numbers do not meet the same standards as national-level foreign trade data, the statistics are believed to be generally on the mark. This conclusion is based on several years of positive experience with EL export figures for three-digit zip codes, the findings of limited field-tests of the metro data, and feedback received following the 1996 publication of metro export statistics for 1993-95.

Given the pioneering nature of the numbers, it is strongly recommended that all data users carefully read the Technical Notes and Appendix 2. These two sections contain additional important information on methodology, guidance on how to use the data, and a description of the strengths and limitations of the numbers.

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

1996 Highlights

- **Export sales by 253 selected U.S. Metropolitan Statistical Areas (MSAs) totaled \$494.5 billion in 1996, up nearly \$27 billion from 1995 sales of \$467.7 billion. Sales by the metro areas covered in this report accounted for 79 percent of U.S. merchandise exports in 1996.**
- **Exports continue to benefit cities throughout the nation. Nearly 66 percent--about two-thirds--of the metropolitan areas for which data are available recorded export growth during 1996.**
- **A total of 86 metro areas posted 1996 export sales of \$1 billion or more. This "billion-dollar club" was responsible for about 71 percent of total U.S. merchandise exports.**
- **Another 33 metropolitan areas recorded 1996 exports ranging from just over \$500 million to just under \$1 billion.**
- **An additional 104 metro areas generated exports between \$100 million and \$500 million.**
- **San Jose was the nation's top exporting metropolis in 1996, selling a total of \$29.3 billion in merchandise to foreign markets. San Jose was followed by New York (exports of \$28.0 billion) and Detroit (\$27.5 billion). Other top exporters included Los Angeles-Long Beach (\$24.4 billion), Chicago (\$22.0 billion), Seattle-Bellevue-Everett (\$21.4 billion), Houston (\$16.5 billion), Minneapolis-St. Paul (\$12.4 billion), Miami (\$10.7 billion), and Portland-Vancouver (\$9.2 billion).**
- **Five major metro areas expanded 1996 export sales by \$1 billion or more. Another 10 metro areas boosted exports in 1996 by more than \$500 million. An additional 54 posted increases greater than \$100 million.**
- **The Seattle-Bellevue-Everett area recorded a 1996 export gain of \$3.6 billion--the biggest dollar increase of any U.S. metro area for which statistics are available. Seattle was followed by San Jose, which registered export growth of \$2.5 billion. Other metro areas with large increases were Minneapolis-St. Paul (up \$1.3 billion), Phoenix-Mesa (up \$1.1 billion), El Paso (up \$1.1 billion), Chicago (up \$947 million), Oakland (up \$937 million), San Diego (up \$858 million), New York (up \$839 million), and Boston (up \$813 million).**
- **Similar to the pattern in 1994 and 1995, the metro areas that posted the largest percentage gains in exports during 1996 were primarily small and mid-sized cities. Examples include Albuquerque, New Mexico; Champaign-Urbana, Illinois; Melbourne-Titusville-Palm Bay, Florida; St. Joseph, Missouri; and Wheeling, West Virginia-Ohio.**
- **In 1996, a total of 38 metro areas boosted exports by one-fourth or more. Within this group, 24 metro areas expanded exports by one-third or more.**

1993-96 Trends

- From 1993 to 1996, exports from metro areas for which data are available rose by \$122.1 billion. This represents a gain of 33 percent—about the same percentage increase as total U.S. merchandise exports.
- Of the 253 metro areas for which 1996 export figures are available, 90 percent recorded export growth over the 1993-96 period.
- Thirty-three metro areas recorded 1993-96 export increases of more than \$1 billion.
 - By far the largest dollar gains were posted by San Jose (up \$13.2 billion) and Detroit (up \$10.8 billion).
 - Following San Jose and Detroit were Chicago (up \$7.6 billion), Los Angeles-Long Beach (up \$4.4 billion), Houston (up \$4.3 billion), Portland-Vancouver (up \$3.5 billion), Phoenix-Mesa (up \$3.4 billion), Minneapolis-St. Paul (up \$3.4 billion), Oakland (up \$3.1 billion), and Orange County, California (up \$2.7 billion).
- Twenty-two metro areas registered 1993-96 export growth ranging from just over \$500 million to just under \$1 billion. Leaders in this category included Raleigh-Durham-Chapel Hill, North Carolina; Grand Rapids-Muskegon-Holland, Michigan; Pittsburgh, Pennsylvania; Riverside-San Bernardino, California; Cincinnati, Ohio-Kentucky-Indiana; Nassau-Suffolk, New York; Lexington, Kentucky; Sacramento, California; Washington, D.C.-Maryland-Virginia-West Virginia; and Akron, Ohio.
- Sixty-nine metropolitan areas saw exports rise between \$100 million and \$500 million over the 1993-96 period. Top performers in this group included Hartford, Connecticut; San Antonio, Texas; Albuquerque, New Mexico; Davenport-Moline-Rock Island, Iowa-Illinois; Wichita, Kansas; Salt Lake City-Ogden, Utah; Harrisburg-Lebanon-Carlisle, Pennsylvania; Albany-Schenectady-Troy, New York; Saginaw-Bay City-Midland, Michigan; and Toledo, Ohio.
- Over the 1993-96 period, a total of 91 metropolitan areas increased their exports by 50 percent or more. Of these, 22 more than doubled their exports.

TECHNICAL NOTES

Metro Area Exporter Location (EL) Data

All metro export numbers in this report were tabulated by matching up five-digit zip codes entered by businesses on U.S. export declarations with the five-digit zip codes specified for each Metropolitan Statistical Area in the Census Bureau's City Reference File. To take a simple example, the information appearing on any export declaration that displayed a five-digit zip code that is wholly within the counties that make up the San Diego metro area was allocated to San Diego.

The matching process, however, sometimes necessitated compromises. For instance, the boundaries of five-digit zip codes sometimes cross from a metro area into nearby rural areas. In such cases, the zip code was assigned to the metro area.

In cases where two or more adjacent metro areas share the same five-digit zip code, it was impossible to assign export declarations with that zip code to any single metro area. In such cases, export declarations for the zip code in question were assigned to a catch-all "crossover" category. The crossover category in 1996 accounted for 2.6 percent of total U.S. merchandise exports.

Since the boundaries of official MSAs are county-based, data users can readily determine the coverage of export statistics for any given MSA by referring to published maps or other widely available references. It is not possible here to provide a comprehensive listing of counties for the 253 metropolitan areas covered by this publication.

Because of the relative precision of the five-digit zip code method used to compile this report, the metro area export figures in the following pages can be compared and used in conjunction with any other MSA-based federal statistics (e.g., on population, income, educational level). The only limitation is that the numbers presented here only cover Metropolitan Statistical Areas (MSAs) and counterpart Primary Metropolitan Statistical Areas (PMSAs), which are found in heavily populated areas. No export statistics have been generated for larger Consolidated Metropolitan Statistical Areas (CMSAs), which encompass two or more PMSAs. However, data users can independently calculate CMSA export totals by summing figures for component PMSAs.

Data users are advised that official MSA statistics on population or other categories should *not* be used in conjunction with earlier export statistics for about 30 metro areas released by the Commerce Department in mid-1994. As noted in the Introduction, those numbers were based on a comparatively crude three-digit zip code approach that only roughly approximated metro area boundaries. Those figures are superseded by the statistics in this report and the Commerce Department's 1996 publications on metropolitan exports (for ordering information see the Introduction or consult the metro exports section of the Department's Internet web site (<http://www.ita.doc.gov/industry/otea>)).

Regarding comparability with other U.S. trade data, the export figures in this publication can be used in conjunction with state-level Exporter Location (EL) data issued by the Census

Bureau. Using these data together it is possible, for example, to show Cleveland's share of Ohio's export sales.

However, care should be used when comparing the metro export data on the following pages with the state-level EL data widely distributed by the Massachusetts Institute of Social and Economic Research (MISER). The MISER state export numbers (known as MISER "Series II"), although based on the Census Bureau's EL data tape, are adjusted to eliminate the "unallocated" category--i.e., those exports which the Census Bureau cannot assign to any state due to deficient reporting by exporters. MISER's adjustments render its state-level EL figures not strictly comparable with metro figures in this report, which have not been adjusted in any way. (For more complete information on how to use and interpret the EL series, see Appendix 2.)

In tabulating MSA export figures for 1996, the Census Bureau was unable to allocate \$60.7 billion, or 9.7 percent, of U.S. export value to any local jurisdiction. Some 7.1 percent was "unknown"--i.e., could not be assigned to any five-digit zip code because of faulty reporting by exporters. The remaining 2.6 percent fell into the previously discussed crossover category.

It follows from the above that (1) export totals for at least some metro areas in this report are somewhat understated, and (2) ongoing improvements in business reporting of zip codes on export declarations can produce one-time statistically-induced gains in metro area exports. Consequently, year-to-year changes in metro area exports need to be interpreted with some care.

For example, Detroit's recorded exports rose a stunning \$10.7 billion, or 65 percent, from 1993 to 1994. Research suggests, however, that possibly as much as \$6 billion of the gain was due to improved 1994 reporting on export declarations by Detroit-area transport equipment manufacturers. Because of incomplete reporting in 1993, these shipments were in that year folded into the national "unallocated" category and were not even credited to Michigan, much less Detroit.

Apart from the issue of "crossover" and "unknown" zip codes, some \$36.9 billion, or 5.9 percent, of U.S. merchandise exports in 1996 was sold from five-digit zip codes located in rural areas. These transactions are summarized in a "nonmetropolitan areas" category which is displayed where appropriate.

Because of U.S. laws that preclude disclosure of confidential business data provided to the federal government, it was necessary for the Census Bureau to completely suppress export data for a number of metro areas that undoubtedly recorded significant exports over the 1993-95 period. A good example is Peoria, Illinois. MSAs for which total suppression was necessary have been folded into a category labeled "other metropolitan areas." This category accounted for 4.9 percent of U.S. merchandise exports in 1996.

For the 253 metro areas for which it is possible to release some 1996 export data, disclosure regulations still limit or prevent the release of much detail on foreign markets and the industry composition of exports. Manufactured product detail, even for the largest exporting MSAs, is

limited to broad two-digit SIC (Standard Industrial Classification) categories. For non-manufactured commodities (coal, minerals, ores, unprocessed agricultural commodities, crude petroleum, etc.) there is no product breakdown for any MSA. Information on market destinations, while generally more complete than data on product composition, is also subject to important disclosure-induced limitations.

As noted in the Introduction, this report provides MSA export totals only. Specifics on MSA export industries and markets will be furnished in seven separate companion volumes, each of which will cover a major U.S. region.

All data in this publication are on a f.a.s. (free alongside ship) basis and include reexports as well as domestic exports. All numbers are based on initial data and do not reflect carryover adjustments or other revisions.

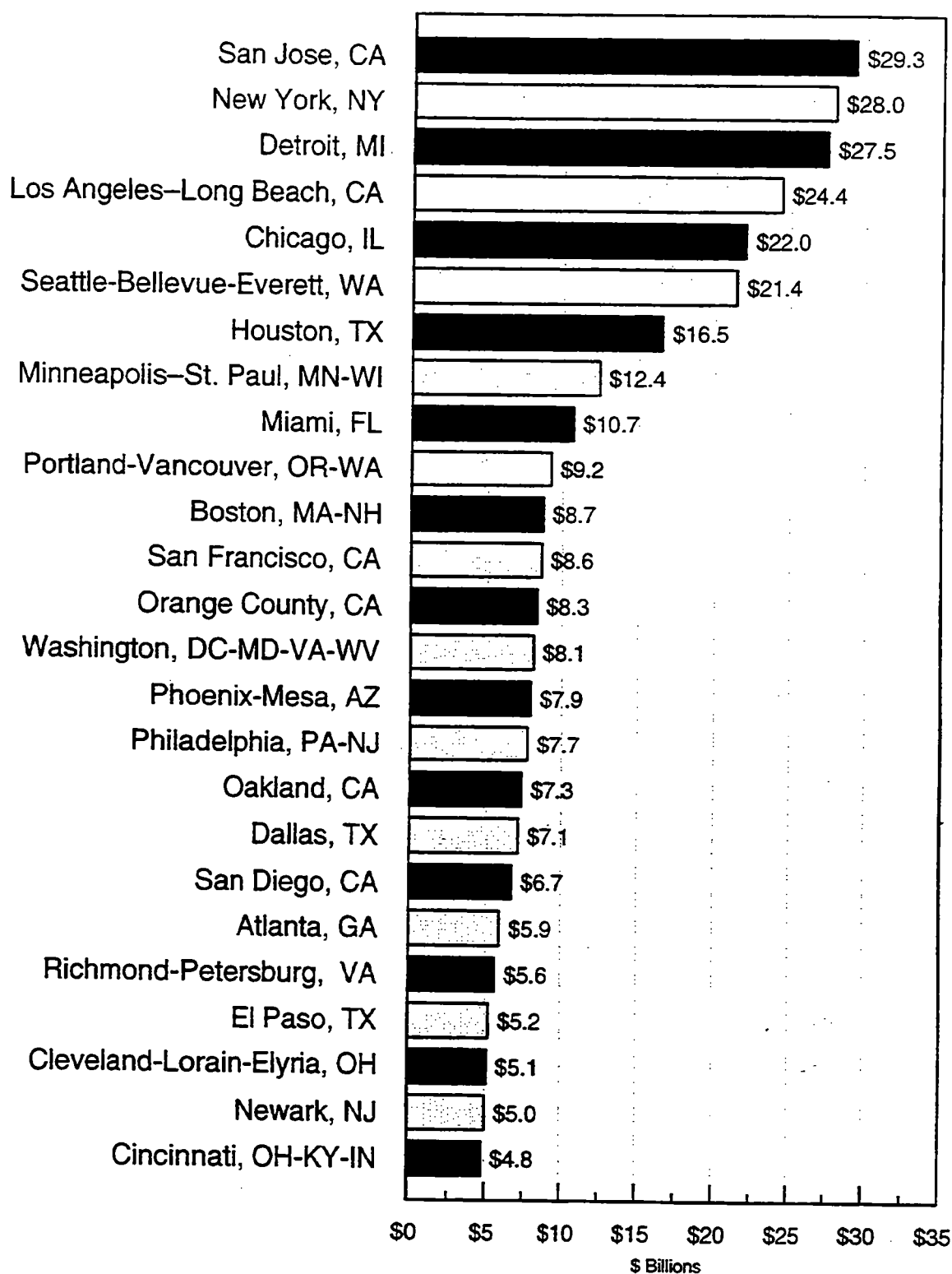
In some cases, details in tables may not add to totals due to rounding. Additionally, rounding may produce small differences between figures cited in tables, text, and graphs.

SUMMARY GRAPHS

Top 25 Metro Area Exporters, 1996

Ranked by 1996 Dollar Value

(\$ Billions)

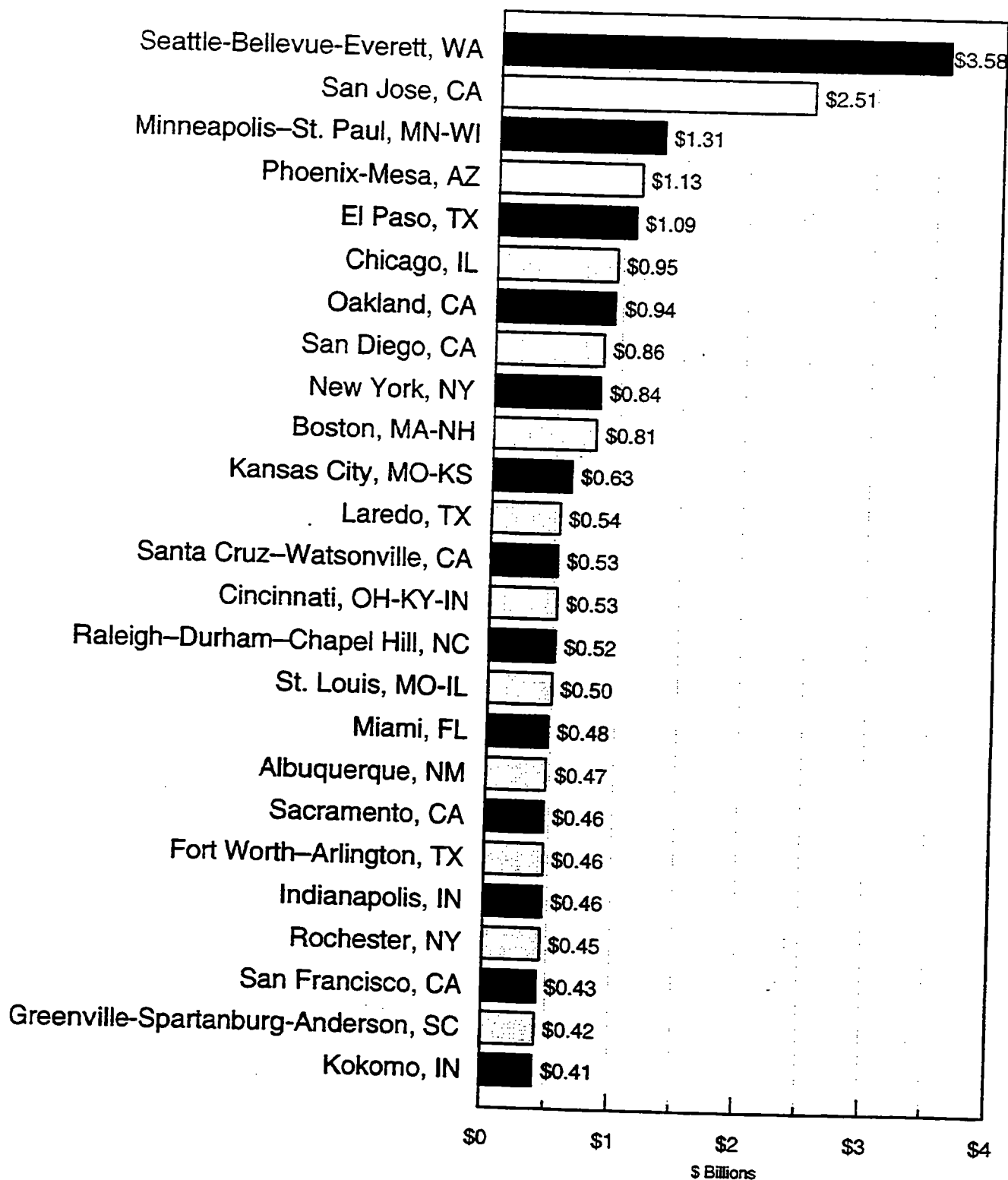


Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Greatest Dollar Gains for Metro Areas, 1995-96

Ranked by Growth in Merchandise Export Value

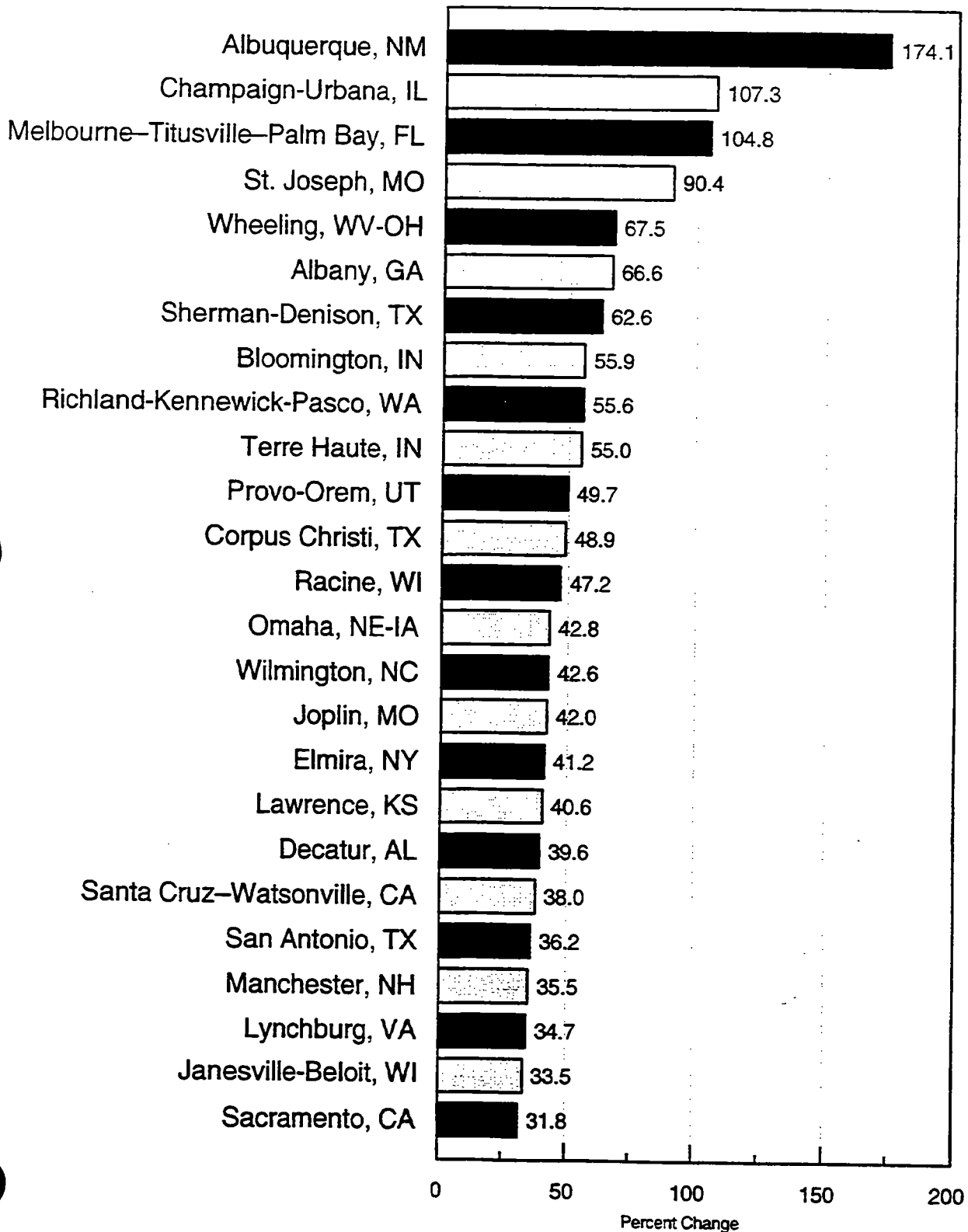
(\$ Billions)



Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Fastest-Growing Metro Area Exporters, 1995-96

Ranked by Percentage Growth in Merchandise Exports

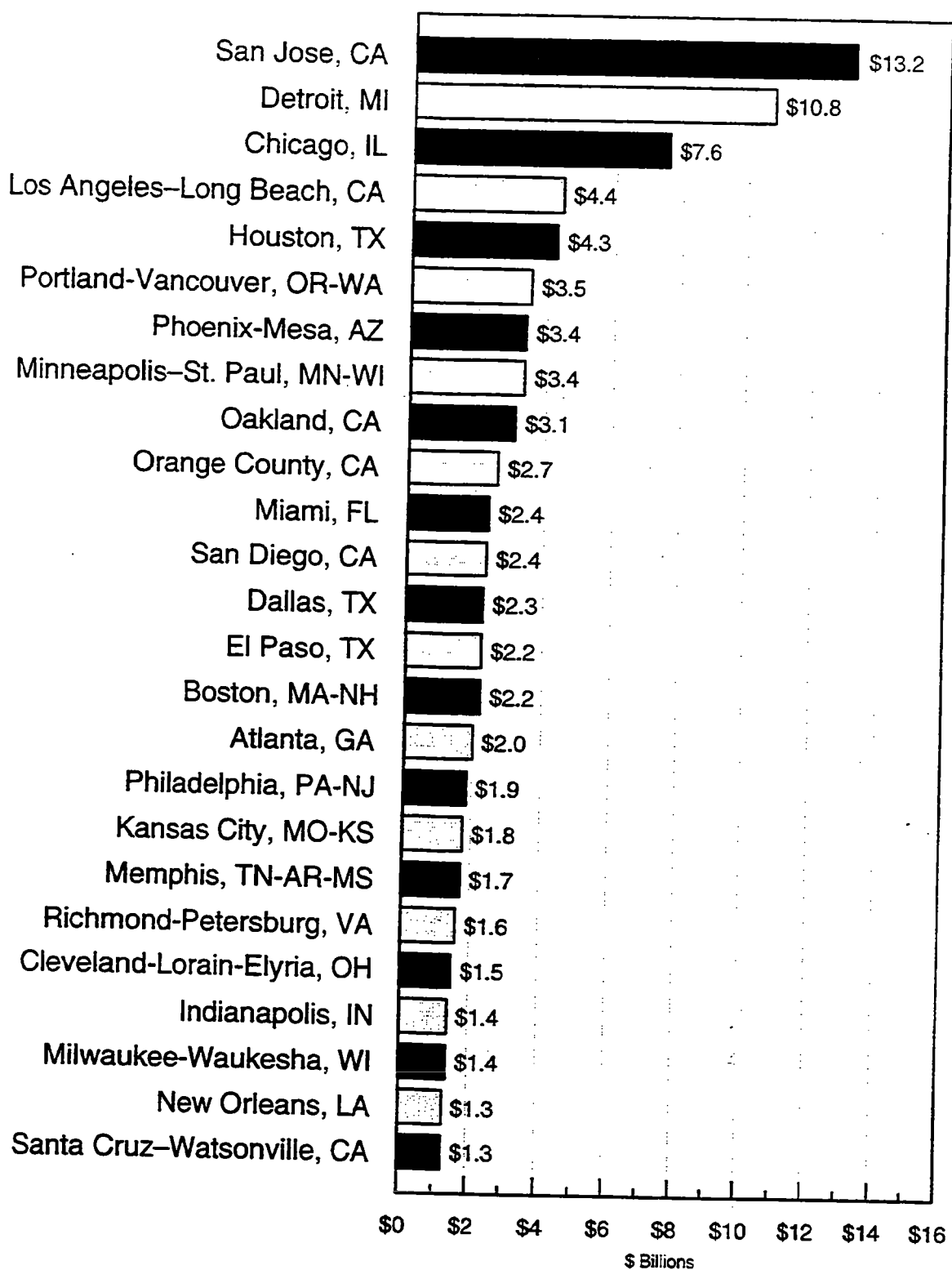


Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Greatest Dollar Gains for Metro Areas, 1993-96

Ranked by Growth in Merchandise Export Value

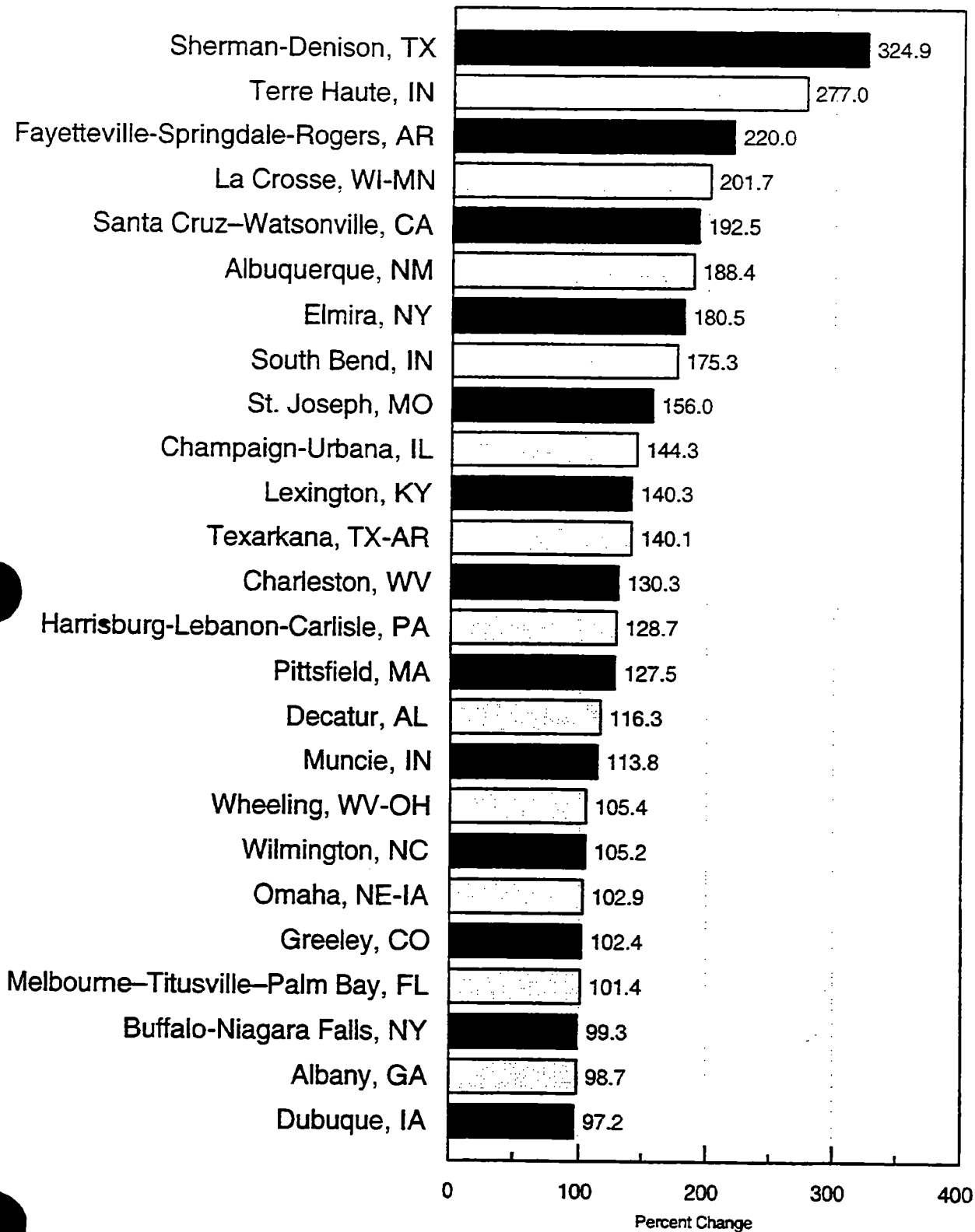
(\$ Billions)



Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Fastest-Growing Metro Area Exporters, 1993-96

Ranked by Percentage Growth in Merchandise Exports



Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

NATIONAL SUMMARY TABLES

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Akron, OH	\$1,434,941,835	\$1,606,289,098	\$1,931,665,315	\$2,260,274,977	\$825,333,142	57.5	\$328,609,662	17.0
Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	39,835,010	3.8
Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6
Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	483,660,602	188.4	470,265,970	174.1
Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6
Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Birmingham, AL	\$533,867,447	\$453,848,201	\$550,542,807	\$625,776,105	\$91,908,658	17.2	\$75,233,298	13.7
Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
Charlotte--Gastonia--Rock Hill, NC--SC	1,563,724,843	1,782,827,269	2,087,969,592	2,291,296,199	727,571,356	46.5	203,326,607	9.7
Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8
Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Columbia, MO	\$42,934,889	\$50,173,690	\$51,134,313	\$57,875,367	\$14,940,478	34.8	\$6,741,054	13.2
Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
Columbus, OH	1,167,012,557	1,295,467,590	1,358,161,052	1,497,159,962	330,147,405	28.3	138,998,910	10.2
Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
Erie, PA	\$311,583,551	\$285,447,671	\$490,769,564	\$321,857,103	\$10,273,552	3.3	-\$168,912,461	-34.4
Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	26,882,421	17.3
Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
Greensboro--Win.-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2
Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
Hamilton--Middletown, OH	\$49,285,459	\$66,255,465	\$78,347,581	\$90,124,695	\$40,839,236	82.9	\$11,777,114	15.0
Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	489,888,431	25.4	248,382,373	11.5
Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0
Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
Janesville--Beloit, WI	76,566,963	76,345,916	80,211,725	107,079,063	30,512,100	39.9	26,867,338	33.5
Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6
Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
Kenosha, WI	\$126,851,361	\$117,674,203	\$133,917,838	\$154,262,351	\$27,410,990	21.6	\$20,344,513	15.2
Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6
Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3
Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	44,696,333	7.7
Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Lubbock, TX	\$98,634,148	\$165,123,367	\$258,746,975	\$189,012,353	\$90,378,205	91.6	-\$69,734,622	-27.0
Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7
Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	51,954,184	35.5
Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
Middlesex--Somerset--HunTERdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0
Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	33,144,966	2.3

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
Nassau--Suffolk, NY	\$2,803,215,823	\$2,866,271,135	\$3,558,627,404	\$3,680,169,225	\$876,953,402	31.3	\$121,541,821	3.4
New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2
New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
Newark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-595,856,330	-10.6
Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
Norfolk--Va. Beach--Newport News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
Pittsfield, MA	\$77,167,991	\$112,240,264	\$151,883,168	\$175,533,111	\$98,365,120	127.5	\$23,649,943	15.6
Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
Providence-Fall River-Warwick, RI-MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6
Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1
Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
Salt Lake City--Ogden, UT	\$1,660,879,322	\$1,808,673,252	\$1,838,150,726	\$2,111,534,068	\$450,654,746	27.1	\$273,383,342	14.9
San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2
San Jose, CA	16,171,568,261	19,942,678,387	26,822,811,883	29,331,297,057	13,159,728,796	81.4	2,508,485,174	9.4
Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
Sharon, PA	44,056,912	40,417,455	60,687,971	56,908,964	12,852,052	29.2	-3,779,007	-6.2
Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6
Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0
Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9
Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	44,832,062	90.4

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
St. Louis, MO--IL	\$3,399,997,362	\$3,673,337,340	\$3,997,677,665	\$4,497,447,213	\$1,097,449,851	32.3	\$499,769,548	12.5
Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
Toxarkana, TX--Toxarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	40,006,364	16.8
Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
West Palm Beach--Boca Raton, FL	\$764,832,660	\$834,284,026	\$897,955,077	\$955,845,660	\$191,013,000	25.0	\$57,890,583	6.4
Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
Metro Sample Subtotal	\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas	\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas	\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers	\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown	\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports	\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

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Source: U.S. Census Bureau, Exporter Location Series

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

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	San Jose, CA	\$16,171,568,261	\$19,942,678,387	\$26,822,811,883	\$29,331,297,057	\$13,159,728,796	81.4	\$2,508,485,174	9.4
2	New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
3	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,331,231,354	10,750,342,622	64.1	216,573,926	0.8
4	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
5	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
6	Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
7	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
8	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
9	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
10	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
11	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
12	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2
13	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
14	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
15	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
16	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
17	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
18	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
19	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
20	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
21	Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
22	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
23	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	Newark, NJ	\$4,287,435,484	\$5,205,487,112	\$5,640,023,616	\$5,044,167,286	\$756,731,802	17.6	-\$595,856,330	-10.6
25	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
26	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
27	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
28	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
29	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
30	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
31	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
32	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,361	1,759,172,019	79.0	634,902,996	19.0
33	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
34	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
35	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0
36	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
37	Middlesex--Somerset--Huntingdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
38	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2
39	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
40	New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
41	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
42	Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0
43	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
44	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
45	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
46	Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	489,888,431	25.4	248,382,373	11.5

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Fort Worth--Arlington, TX	\$1,600,206,447	\$2,052,001,428	\$1,915,014,056	\$2,372,702,347	\$772,496,100	48.3	\$457,688,491	23.9
48	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
49	Charlotte--Gastonia--Rock Hill, NC--SC	1,563,724,843	1,782,827,269	2,087,969,592	2,291,296,199	727,571,356	46.5	203,326,607	9.7
50	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
51	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
52	Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
53	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	450,654,746	27.1	273,383,342	14.9
54	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
55	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
56	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
57	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
58	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
59	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
60	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
61	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
62	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
63	MoAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
64	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
65	Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
66	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
67	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
68	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Columbus, OH	\$1,167,012,557	\$1,295,467,590	\$1,358,161,052	\$1,497,159,962	\$330,147,405	28.3	\$138,998,910	10.2
70	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
71	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	33,144,966	2.3
72	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
73	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
74	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
75	Providence--Fall River--Warwick, RI--MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
76	Norfolk--Va. Beach--New. News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
77	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1
78	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
79	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
80	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
81	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6
82	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7
83	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	39,835,010	3.8
84	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
85	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
86	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
87	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,175,086	350,791,309	54.8	-38,047,947	-3.7
88	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
89	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
90	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
91	Huntsville, AL	\$573,554,075	\$672,092,188	\$828,966,491	\$899,067,821	\$325,513,746	56.8	\$70,101,330	8.5
92	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
93	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
94	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
95	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
96	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
97	Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
98	Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
99	Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	483,660,602	188.4	470,265,970	174.1
100	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
101	Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
102	Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
103	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
104	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
105	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
106	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,353	223,965,930	52.8	82,795,459	14.6
107	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
108	Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	44,696,333	7.7
109	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
110	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
111	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
112	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6

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		1993	1994	1995	1996	\$	%	\$	%
113	Portsmouth--Rochester, NH--ME	\$464,982,176	\$470,164,517	\$553,568,018	\$574,770,128	\$109,787,952	23.6	\$21,202,110	3.8
114	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
115	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
116	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
117	Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
118	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
119	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
120	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,375	315,080,114	175.3	105,325,179	27.0
121	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
122	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
123	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
124	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
125	Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
126	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
127	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
128	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6
129	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
130	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
131	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
132	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
133	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
134	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2

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		1993	1994	1995	1996	\$	%	\$	%
135	Cedar Rapids, IA	\$342,381,810	\$363,795,140	\$402,216,473	\$391,100,051	\$48,718,241	14.2	-\$11,116,422	-2.8
136	Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
137	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
138	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
139	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9
140	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
141	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2
142	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
143	Erie, PA	311,583,551	285,447,671	490,769,564	321,857,103	10,273,552	3.3	-168,912,461	-34.4
144	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
145	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
146	Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6
147	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
148	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
149	Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
150	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
151	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
152	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
153	Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	40,006,364	16.8
154	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
155	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
156	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2

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		1993	1994	1995	1996	\$	%	\$	%
157	La Crosse, WI--MN	\$90,557,886	\$93,073,270	\$276,216,972	\$273,185,399	\$182,627,513	201.7	-\$3,031,573	-1.1
158	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
159	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
160	Lynchburg, VA	143,245,862	152,545,285	192,136,774	238,638,467	115,592,605	80.7	66,701,693	34.7
161	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
162	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
163	Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
164	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
165	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
166	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
167	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
168	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0
169	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
170	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
171	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
172	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
173	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
174	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
175	Parkersburg--Martetta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
176	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
177	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
178	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
179	Waterloo--Cedar Falls, IA	\$102,706,259	\$149,660,963	\$194,610,804	\$200,919,265	\$98,213,006	95.6	\$6,308,461	3.2
180	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
181	Manchester, NH	107,047,205	115,302,567	146,299,420	198,233,604	91,206,399	85.2	51,954,184	35.5
182	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
183	Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
184	Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
185	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,333	90,378,205	91.6	-69,734,622	-27.0
186	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
187	Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
188	Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	26,882,421	17.3
189	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
190	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
191	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
192	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
193	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
194	Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
195	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2
196	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
197	Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
198	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
199	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
200	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
201	Newburgh, NY--PA	\$382,276,236	\$152,834,872	\$148,873,899	\$153,254,084	-\$229,022,152	-59.9	\$4,380,185	2.9
202	Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
203	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
204	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9
205	Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6
206	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
207	Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
208	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
209	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
210	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
211	Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6
212	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
213	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
214	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
215	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
216	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
217	Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
218	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
219	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
220	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
221	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
222	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Janesville--Beloit, WI	\$76,566,963	\$76,345,916	\$80,211,725	\$107,079,063	\$30,512,100	39.9	\$26,867,338	33.5
224	St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	44,832,062	90.4
225	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
226	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
227	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
228	Hamilton--Middletown, OH	49,285,459	66,255,465	78,347,581	90,124,695	40,839,236	82.9	11,777,114	15.0
229	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
230	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
231	Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
232	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
233	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
234	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
235	Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
236	Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
237	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
238	Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
239	Texarkana, TX--Texarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
240	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
241	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
242	Sharon, PA	44,056,912	40,417,455	60,687,971	56,908,964	12,852,052	29.2	-3,779,007	-6.2
243	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
244	Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
245	Lake Charles, LA	\$56,088,346	\$55,910,699	\$64,559,699	\$48,199,497	-\$7,888,849	-14.1	-\$16,360,202	-25.3
246	Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
247	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
248	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
249	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
250	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
251	Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
252	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
253	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Metro Sample Subtotal									
		\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas									
		\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas									
		\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers									
		\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown									
		\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports									
		\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

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Source: U.S. Census Bureau, Exporter Location Series

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

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	Seattle--Bellevue--Everett, WA	\$23,815,648,729	\$21,752,981,626	\$17,815,387,834	\$21,391,133,295	-\$2,424,515,434	-10.2	\$3,575,745,461	20.1
2	San Jose, CA	16,171,568,261	19,942,678,387	26,822,811,883	29,331,297,057	13,159,728,796	81.4	2,508,485,174	9.4
3	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
4	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
5	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
6	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
7	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
8	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
9	New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
10	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
11	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0
12	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
13	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
14	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
15	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
16	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
17	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
18	Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	483,660,602	188.4	470,265,970	174.1
19	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
20	Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
21	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
22	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
23	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	Greenville--Spartanburg--Anderson, SC	\$1,462,111,636	\$1,745,019,520	\$2,305,311,475	\$2,720,417,114	\$1,258,305,478	86.1	\$415,105,639	18.0
25	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
26	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8
27	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
28	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
29	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
30	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
31	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
32	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
33	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
34	New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
35	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
36	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	450,654,746	27.1	273,383,342	14.9
37	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
38	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
39	Norfolk--Va. Beach--Newport News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
40	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
41	Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	489,888,431	25.4	248,382,373	11.5
42	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
43	Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
44	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1
45	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
46	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Charlotte--Gastonia--Rock Hill, NC--SC	\$1,563,724,843	\$1,782,827,269	\$2,087,969,592	\$2,291,296,199	\$727,571,356	46.5	\$203,326,607	9.7
48	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
49	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
50	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
51	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
52	Middlesex--Somerset--Huntingdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
53	Harrisburg--Lancaster--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
54	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
55	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
56	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2
57	Columbus, OH	1,167,012,557	1,295,467,590	1,358,161,052	1,497,159,962	330,147,405	28.3	138,998,910	10.2
58	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
59	Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
60	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
61	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
62	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
63	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
64	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
65	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
66	Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
67	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
68	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Provo--Orem, UT	\$170,392,982	\$200,188,228	\$201,586,009	\$301,871,095	\$131,478,113	77.2	\$100,285,086	49.7
70	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
71	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
72	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
73	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
74	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
75	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
76	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
77	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
78	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
79	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
80	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
81	Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
82	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
83	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
84	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
85	Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
86	Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7
87	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
88	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
89	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
90	Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
91	Providence--Fall River--Warwick, RI--MA	\$1,141,672,997	\$1,246,010,092	\$1,241,013,577	\$1,296,244,192	\$154,571,195	13.5	\$55,230,615	4.5
92	Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	\$1,954,184	35.5
93	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	\$1,498,828	27.8
94	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	\$7,467,843	12.5
95	St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	\$4,832,062	90.4
96	Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	\$4,696,333	7.7
97	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	\$4,023,029	10.6
98	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	\$0,054,193	3.7
99	Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	\$0,006,364	16.8
100	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	\$9,863,472	16.7
101	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	\$9,835,010	3.8
102	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	\$8,704,866	9.6
103	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	\$7,505,382	16.4
104	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	\$6,987,285	11.9
105	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	\$3,144,966	2.3
106	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	\$2,759,390	11.2
107	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	\$1,578,261	26.9
108	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	\$9,807,946	2.5
109	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	\$9,644,837	30.1
110	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	\$8,814,407	7.6
111	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	\$8,387,321	14.0
112	Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	\$6,882,421	17.3

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
113	Janesville--Beloit, WI	\$76,566,963	\$76,345,916	\$80,211,725	\$107,079,063	\$30,512,100	39.9	\$26,867,338	33.5
114	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
115	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
116	Parkersburg--Marlotta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
117	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
118	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
119	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
120	Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
121	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
122	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
123	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
124	Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
125	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
126	Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6
127	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2
128	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
129	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
130	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
131	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
132	Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6
133	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
134	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
135	Brockton, MA	\$106,999,711	\$113,104,954	\$143,965,005	\$159,706,529	\$52,706,818	49.3	\$15,741,524	10.9
136	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
137	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
138	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
139	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
140	Texarkana, TX--Texarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
141	Hamilton--Middletown, OH	49,285,459	66,255,465	78,347,581	90,124,695	40,839,236	82.9	11,777,114	15.0
142	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
143	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
144	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
145	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
146	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
147	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
148	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
149	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
150	Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
151	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
152	Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
153	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
154	Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
155	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
156	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
157	Yuba City, CA	\$62,846,552	\$61,460,656	\$70,525,176	\$73,968,565	\$11,122,013	17.7	\$3,443,389	4.9
158	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
159	Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
160	Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
161	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
162	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
163	Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
164	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
165	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
166	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
167	Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
168	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
169	Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
170	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
171	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
172	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
173	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
174	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
175	La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
176	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
177	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
178	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
179	Sharon, PA	\$44,056,912	\$40,417,455	\$60,687,971	\$56,908,964	\$12,852,052	29.2	-\$3,779,007	-6.2
180	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
181	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
182	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
183	Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
184	Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
185	Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
186	Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
187	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
188	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
189	Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3
190	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
191	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
192	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
193	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6
194	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
195	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
196	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
197	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2
198	Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
199	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
200	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
201	Fresno, CA	\$673,105,211	\$763,407,316	\$714,388,494	\$691,807,510	\$18,702,299	2.8	-\$22,580,984	-3.2
202	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
203	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
204	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
205	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
206	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
207	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
208	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
209	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
210	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,329	-9.5
211	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
212	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
213	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
214	McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
215	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
216	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
217	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
218	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
219	Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
220	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
221	Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
222	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Reno, NV	\$184,086,875	\$213,652,355	\$368,209,881	\$314,589,472	\$130,502,597	70.9	-\$53,620,409	-14.6
224	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
225	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
226	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,353	90,378,205	91.6	-69,734,622	-27.0
227	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
228	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
229	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
230	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
231	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
232	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
233	Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
234	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
235	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
236	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
237	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
238	Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
239	Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
240	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
241	Erie, PA	311,583,551	285,447,671	490,769,564	321,857,103	10,273,552	3.3	-168,912,461	-34.4
242	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
243	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
244	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
245	Dayton--Springfield, OH	\$2,479,866,622	\$2,671,308,908	\$2,404,843,615	\$2,201,505,400	-\$278,361,222	-11.2	-\$203,338,215	-8.5
246	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
247	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
248	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
249	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
250	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
251	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
252	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
253	Nowark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-595,856,330	-10.6
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Metro Sample Subtotal		\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas		\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas		\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers		\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown		\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports		\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

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Source: U.S. Census Bureau, Exporter Location Series

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

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	Albuquerque, NM	\$256,688,708	\$335,480,983	\$270,083,340	\$740,349,310	\$483,660,602	188.4	\$470,265,970	174.1
2	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
3	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
4	St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	44,832,062	90.4
5	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
6	Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6
7	Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6
8	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
9	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
10	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
11	Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
12	Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
13	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
14	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
15	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
16	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
17	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
18	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
19	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
20	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
21	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
22	Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	51,954,184	35.5
23	Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	Janesville--Beloit, WI	\$76,566,963	\$76,345,916	\$80,211,725	\$107,079,063	\$30,512,100	39.9	\$26,867,338	33.5
25	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
26	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
27	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
28	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
29	Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
30	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
31	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
32	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0
33	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9
34	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
35	Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
36	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
37	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
38	Norfolk--Va. Beach--Newport News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
39	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
40	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
41	Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
42	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
43	Texarkana, TX--Texarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
44	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
45	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
46	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Knoxville, TN	\$580,408,061	\$689,179,313	\$633,188,407	\$764,136,758	\$183,728,697	31.7	\$130,948,351	20.7
48	Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
49	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
50	Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
51	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
52	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
53	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
54	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0
55	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
56	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
57	Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0
58	Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	26,882,421	17.3
59	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
60	Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	40,006,364	16.8
61	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
62	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
63	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
64	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
65	Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
66	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
67	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
68	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Hamilton--Middletown, OH	\$49,285,459	\$66,255,465	\$78,347,581	\$90,124,695	\$40,839,236	82.9	\$11,777,114	15.0
70	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	450,654,746	27.1	273,383,342	14.9
71	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
72	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
73	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
74	Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6
75	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
76	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0
77	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
78	Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
79	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
80	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
81	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
82	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
83	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
84	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
85	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
86	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
87	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
88	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9
89	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
90	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6

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Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
91	Hartford, CT	\$1,926,096,785	\$1,967,053,061	\$2,167,602,843	\$2,415,985,216	\$489,888,431	25.4	\$248,382,373	11.5
92	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
93	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
94	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
95	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
96	Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
97	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
98	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
99	Columbus, OH	1,167,012,557	1,295,467,590	1,358,161,052	1,497,159,962	330,147,405	28.3	138,998,910	10.2
100	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
101	Charlotte--Gastonia--Rock Hill, NC--SC	1,563,724,843	1,782,827,269	2,087,969,592	2,291,296,199	727,571,356	46.5	203,326,607	9.7
102	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6
103	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
104	San Jose, CA	16,171,568,261	19,942,678,387	26,822,811,883	29,331,297,057	13,159,728,796	81.4	2,508,485,174	9.4
105	New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
106	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
107	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
108	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
109	Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
110	Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
111	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
112	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
113	Lancaster, PA	\$406,093,457	\$469,339,181	\$581,528,332	\$626,224,665	\$220,131,208	54.2	\$44,696,333	7.7
114	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
115	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
116	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
117	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
118	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
119	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0
120	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
121	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2
122	Middlesex--Somerset--Huntdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
123	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
124	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
125	Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
126	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
127	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
128	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
129	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
130	Providence--Fall River--Warwick, RI--MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
131	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
132	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
133	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
134	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
135	Richmond--Petersburg, VA	\$4,012,150,525	\$5,260,571,495	\$5,389,333,310	\$5,609,351,827	\$1,597,201,302	39.8	\$220,018,517	4.1
136	Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
137	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
138	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	39,835,010	3.8
139	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7
140	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
141	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
142	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
143	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
144	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
145	Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
146	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
147	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
148	New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
149	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
150	Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
151	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
152	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
153	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	33,144,966	2.3
154	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
155	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
156	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
157	Dubuque, IA	\$93,056,279	\$177,562,181	\$180,739,813	\$183,518,483	\$90,462,204	97.2	\$2,778,670	1.5
158	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
159	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
160	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
161	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
162	Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
163	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
164	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
165	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
166	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
167	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
168	Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
169	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
170	La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
171	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
172	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
173	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
174	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
175	Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
176	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
177	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
178	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
179	Fayetteville, NC	\$54,326,862	\$57,909,024	\$66,594,236	\$65,411,163	\$11,084,301	20.4	-\$1,183,073	-1.8
180	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
181	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
182	MoAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
183	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
184	Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
185	Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
186	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
187	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
188	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
189	Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
190	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
191	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
192	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
193	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
194	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
195	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
196	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
197	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
198	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
199	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
200	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
201	Sharon, PA	\$44,056,912	\$40,417,455	\$60,687,971	\$56,908,964	\$12,852,052	29.2	-\$3,779,007	-6.2
202	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
203	Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
204	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
205	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
206	Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
207	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
208	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
209	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
210	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
211	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
212	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
213	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
214	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
215	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
216	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
217	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
218	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
219	Nowark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-595,856,330	-10.6
220	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
221	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
222	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Eugene--Springfield, OR	\$157,945,724	\$173,094,239	\$190,327,845	\$168,901,955	\$10,956,231	6.9	-\$21,425,890	-11.3
224	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
225	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
226	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
227	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
228	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
229	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.3
230	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.3
231	Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6
232	Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
233	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
234	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
235	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
236	Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
237	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
238	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
239	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
240	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
241	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
242	Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
243	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
244	Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
245	Elkhart-Goshen, IN	\$419,879,457	\$460,350,316	\$501,534,285	\$367,464,878	-\$52,414,579	-12.5	-\$134,069,407	-26.7
246	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,353	90,378,205	91.6	-69,734,622	-27.0
247	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
248	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
249	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
250	Erie, PA	311,583,551	285,447,671	490,769,564	321,857,103	10,273,552	3.3	-168,912,461	-34.4
251	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
252	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
253	Biloxi-Gulfport-Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--

Metro Sample Subtotal	\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas	\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas	\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers	\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown	\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports	\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

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Source: U.S. Census Bureau, Exporter Location Series

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

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	San Jose, CA	\$16,171,568,261	\$19,942,678,387	\$26,822,811,883	\$29,331,297,057	\$13,159,728,796	81.4	\$2,508,485,174	9.4
2	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
3	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
4	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
5	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
6	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
7	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
8	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
9	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
10	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
11	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
12	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
13	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
14	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
15	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
16	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
17	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
18	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0
19	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
20	Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
21	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	\$368,174,770	7.8
22	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
23	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	New Orleans, LA	\$2,034,209,302	\$2,326,231,047	\$3,037,819,182	\$3,316,761,379	\$1,282,552,077	63.0	\$278,942,197	9.2
25	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
26	Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0
27	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
28	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
29	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
30	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
31	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
32	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2
33	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
34	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
35	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
36	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
37	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
38	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
39	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
40	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
41	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
42	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
43	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
44	Middlesex--Somerset--Huntenon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
45	Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
46	Newark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-595,856,330	-10.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Charlotte--Gastonia--Rock Hill, NC--SC	\$1,563,724,843	\$1,782,827,269	\$2,087,969,592	\$2,291,296,199	\$727,571,356	46.5	\$203,326,607	9.7
48	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
49	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
50	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
51	Norfolk--Va. Beach--New. News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	\$79,690,060	85.6	251,334,384	25.0
52	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	\$74,930,134	14.6	-284,127,903	-5.9
53	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	\$71,905,133	61.4	117,583,089	8.5
54	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	\$50,851,113	220.0	131,937,266	19.7
55	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	\$43,069,878	41.1	89,863,633	5.1
56	Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	\$89,888,431	25.4	248,382,373	11.5
57	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	\$486,036,929	86.2	278,875,348	36.2
58	Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	\$483,660,602	188.4	470,265,970	174.1
59	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	\$473,563,322	43.0	285,091,734	22.1
60	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	\$472,833,335	32.7	189,091,342	10.9
61	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	\$450,654,746	27.1	273,383,342	14.9
62	Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	\$436,358,960	128.7	174,547,312	29.0
63	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	\$424,822,923	62.8	39,835,010	3.8
64	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	\$399,050,147	46.6	218,899,078	21.1
65	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	\$371,450,224	44.4	29,807,946	2.5
66	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	\$359,884,941	37.5	-132,903,567	-9.2
67	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	\$350,791,309	54.8	-38,047,947	-3.7
68	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	\$341,391,501	30.9	33,144,966	2.3

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Columbus, OH	\$1,167,012,557	\$1,295,467,590	\$1,358,161,052	\$1,497,159,962	\$330,147,405	28.3	\$138,998,910	10.2
70	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
71	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
72	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
73	Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
74	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
75	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
76	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0
77	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
78	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
79	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
80	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
81	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
82	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
83	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
84	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
85	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7
86	Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
87	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
88	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
89	Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	44,696,333	7.7
90	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6

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		1993	1994	1995	1996	\$	%	\$	%
91	Danbury, CT	\$316,699,123	\$392,955,842	\$421,570,014	\$531,919,512	\$215,220,389	68.0	\$110,349,498	26.2
92	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
93	Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
94	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
95	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
96	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
97	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
98	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
99	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
100	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
101	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
102	Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
103	La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
104	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
105	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
106	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
107	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
108	Providence--Fall River--Warwick, RI--MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
109	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6
110	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
111	Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
112	Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6

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		1993	1994	1995	1996	\$	%	\$	%
113	Hickory--Morganton, NC	\$335,244,333	\$397,915,417	\$476,068,830	\$464,328,927	\$129,084,594	38.5	-\$11,739,903	-2.5
114	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
115	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
116	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
117	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
118	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
119	Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7
120	Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6
121	Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
122	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
123	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
124	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
125	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
126	Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
127	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
128	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
129	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9
130	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
131	Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	51,954,184	35.5
132	Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
133	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,353	90,378,205	91.6	-69,734,622	-27.0
134	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
135	Utica--Rome, NY	\$188,304,048	\$269,316,483	\$237,987,015	\$277,993,379	\$89,689,331	47.6	\$40,006,364	16.8
136	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
137	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
138	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
139	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
140	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
141	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
142	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
143	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
144	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
145	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
146	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
147	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
148	Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	26,882,421	17.3
149	McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
150	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
151	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
152	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
153	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
154	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
155	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
156	Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
157	St. Joseph, MO	\$36,880,396	\$39,198,221	\$49,580,703	\$94,412,765	\$57,532,369	156.0	\$44,832,062	90.4
158	Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
159	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
160	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
161	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
162	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
163	Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
164	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
165	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
166	Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
167	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
168	Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
169	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
170	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
171	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
172	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
173	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2
174	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
175	Hamilton--Middletown, OH	49,285,459	66,255,465	78,347,581	90,124,695	40,839,236	82.9	11,777,114	15.0
176	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
177	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
178	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
179	Altoona, PA	\$42,603,769	\$46,387,634	\$74,185,381	\$80,174,812	\$37,571,043	88.2	\$5,989,431	8.1
180	Texarkana, TX--Toxarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
181	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
182	Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
183	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
184	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
185	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
186	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,032	18.2	13,986,198	6.7
187	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
188	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
189	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
190	Janesville--Beloit, WI	76,566,963	76,345,916	80,211,725	107,079,063	30,512,100	39.9	26,867,338	33.5
191	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
192	Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
193	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
194	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2
195	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
196	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9
197	Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6
198	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
199	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
200	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
201	Visalia--Tulare--Porterville, CA	\$119,558,653	\$107,684,069	\$120,628,108	\$143,732,226	\$24,173,573	20.2	\$23,104,118	19.2
202	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
203	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
204	Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
205	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
206	Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
207	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
208	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
209	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
210	Sharon, PA	44,056,912	40,417,455	60,687,971	56,908,964	12,852,052	29.2	-3,779,007	-6.2
211	Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
212	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
213	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
214	Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
215	Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
216	Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
217	Erie, PA	311,583,551	285,447,671	490,769,564	321,857,103	10,273,552	3.3	-168,912,461	-34.4
218	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
219	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
220	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
221	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
222	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Alexandria, LA	\$15,789,189	\$16,932,546	\$18,691,822	\$21,630,915	\$3,841,726	37.0	\$2,939,093	15.7
224	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
225	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
226	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
227	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
228	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
229	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
230	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
231	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
232	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
233	Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3
234	Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
235	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
236	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
237	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
238	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
239	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
240	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
241	Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
242	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
243	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
244	Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
245	New York, NY	\$28,192,821,918	\$23,543,749,240	\$27,131,083,725	\$27,970,506,919	-\$222,314,999	-0.8	\$839,423,194	3.1
246	Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
247	Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
248	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
249	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
250	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
251	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2
252	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
253	Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Metro Sample Subtotal									
		\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas									
		\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas									
		\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers									
		\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown									
		\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports									
		\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

Source: U.S. Census Bureau, Exporter Location Series

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

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	Sherman--Denison, TX	\$34,708,511	\$36,149,343	\$90,719,027	\$147,488,586	\$112,780,075	324.9	\$56,769,559	62.6
2	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
3	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
4	La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
5	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
6	Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	483,660,602	188.4	470,265,970	174.1
7	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
8	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0
9	St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	44,832,062	90.4
10	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
11	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
12	Texarkana, TX--Texarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
13	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
14	Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
15	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
16	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
17	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
18	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
19	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
20	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
21	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
22	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
23	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	Albany, GA	\$26,396,462	\$31,809,840	\$31,496,956	\$52,462,198	\$26,065,736	98.7	\$20,965,242	66.6
25	Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
26	Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
27	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6
28	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
29	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,353	90,378,205	91.6	-69,734,622	-27.0
30	Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
31	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
32	Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0
33	Norfolk--Va. Beach--New. News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
34	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
35	Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	51,954,184	35.5
36	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
37	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
38	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
39	Hamilton--Middletown, OH	49,285,459	66,255,465	78,347,581	90,124,695	40,839,236	82.9	11,777,114	15.0
40	San Jose, CA	16,171,568,261	19,942,678,387	26,822,811,883	29,331,297,057	13,159,728,796	81.4	2,508,485,174	9.4
41	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
42	Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7
43	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0
44	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
45	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
46	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Lafayette, IN	\$75,176,012	\$74,907,687	\$116,206,271	\$133,217,699	\$58,041,687	77.2	\$17,011,428	14.6
48	Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
49	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
50	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
51	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
52	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
53	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
54	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
55	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
56	Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6
57	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
58	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
59	Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
60	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
61	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
62	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
63	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
64	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
65	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
66	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0
67	New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
68	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	39,835,010	3.8

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Fargo--Moorhead, ND--MN	\$111,847,927	\$137,258,753	\$155,009,615	\$181,892,036	\$70,044,109	62.6	\$26,882,421	17.3
70	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
71	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
72	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
73	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
74	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
75	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
76	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
77	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0
78	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
79	Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
80	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
81	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
82	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
83	Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	44,696,333	7.7
84	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
85	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
86	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
87	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
88	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
89	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
90	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
91	Bakersfield, CA	\$480,657,214	\$780,376,616	\$730,542,493	\$721,272,772	\$240,615,558	50.1	-\$9,269,721	-1.3
92	Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
93	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
94	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
95	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
96	Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
97	Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	40,006,364	16.8
98	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
99	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
100	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
101	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1
102	Charlotte--Gastonia--Rock Hill, NC--SC	1,563,724,843	1,782,827,269	2,087,969,592	2,291,296,199	727,571,356	46.5	203,326,607	9.7
103	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
104	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
105	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
106	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
107	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
108	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
109	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
110	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
111	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
112	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
113	Huntington--Ashland, WV--KY--OH	\$136,550,041	\$162,404,065	\$237,186,454	\$193,938,404	\$57,388,363	42.0	-\$43,248,050	-18.2
114	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8
115	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
116	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
117	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
118	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
119	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
120	Janesville--Beloit, WI	76,566,963	76,345,916	80,211,725	107,079,063	30,512,100	39.9	26,867,338	33.5
121	Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
122	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
123	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
124	Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
125	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
126	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
127	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
128	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
129	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
130	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
131	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
132	Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
133	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
134	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
135	Naples, FL	\$55,573,932	\$55,984,555	\$75,004,316	\$75,953,612	\$20,379,680	36.7	\$949,296	1.3
136	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
137	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
138	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
139	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
140	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
141	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
142	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
143	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
144	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
145	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
146	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
147	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
148	Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
149	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
150	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
151	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
152	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
153	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
154	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	33,144,966	2.3
155	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
156	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
157	Corpus Christi, TX	\$186,763,368	\$153,571,047	\$162,390,036	\$241,770,221	\$55,006,853	29.5	\$79,380,185	48.9
158	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
159	Sharon, PA	44,056,912	40,417,455	60,687,971	56,908,964	12,852,052	29.2	-3,779,007	-6.2
160	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
161	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7
162	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
163	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
164	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
165	Columbus, OH	1,167,012,557	1,295,467,590	1,358,161,052	1,497,159,962	330,147,405	28.3	138,998,910	10.2
166	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
167	Middlesex--Somerset--Huntdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
168	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	450,654,746	27.1	273,383,342	14.9
169	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
170	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
171	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
172	Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	489,888,431	25.4	248,382,373	11.5
173	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
174	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
175	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
176	Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
177	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
178	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
179	Montgomery, AL	\$157,828,546	\$231,008,786	\$244,100,977	\$192,869,812	\$35,041,266	22.2	-\$51,231,165	-21.0
180	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
181	Pino Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
182	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
183	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2
184	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9
185	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
186	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
187	Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
188	Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
189	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
190	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
191	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
192	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
193	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
194	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
195	Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
196	Newark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-595,856,330	-10.6
197	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
198	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2
199	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
200	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
201	Johnson City--Kingsport--Bristol, TN--VA	\$1,356,660,383	\$1,580,777,613	\$1,677,496,932	\$1,566,531,562	\$209,871,179	15.5	-\$110,965,370	-6.6
202	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
203	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
204	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
205	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2
206	Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
207	Providence--Fall River--Warwick, RI--MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
208	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
209	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
210	Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
211	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
212	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
213	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
214	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
215	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
216	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
217	Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
218	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
219	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
220	McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
221	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
222	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Erie, PA	\$311,583,551	\$285,447,671	\$490,769,564	\$321,857,103	\$10,273,552	3.3	-\$168,912,461	-34.4
224	Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
225	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
226	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
227	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
228	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
229	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
230	New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
231	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
232	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
233	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
234	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
235	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
236	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
237	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2
238	Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
239	Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
240	Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
241	Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3
242	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
243	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
244	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6

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Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
245	Cumberland, MD--WV	\$54,899,071	\$64,260,954	\$53,813,253	\$45,917,310	-\$8,981,761	-16.4	-\$7,895,943	-14.7
246	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
247	Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
248	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
249	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
250	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
251	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
252	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
253	Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Metro Sample Subtotal									
		\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas									
		\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas									
		\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers									
		\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown									
		\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports									
		\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

Source: U.S. Census Bureau, Exporter Location Series

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

APPENDICES

APPENDIX 1

State Merchandise Exports to the World: 1987, 1991-96

(Thousand \$; Census Basis)

	1987	1991	1992	1993	1994	1995	1996	1995-96 Changes	
								\$	%
U.S. Total	\$244,405,955	\$419,984,659	\$447,470,815	\$464,858,412	\$512,415,609	\$583,030,524	\$622,827,063	\$39,796,538	6.8%
Alabama	1,482,853	2,429,733	2,718,471	2,504,344	3,115,364	3,587,068	3,702,427	115,360	3.2
Alaska	538,431	1,062,364	1,097,767	817,873	887,672	891,543	850,416	-41,127	-4.6
Arizona	2,468,494	4,529,473	5,001,737	5,785,148	6,970,648	8,402,790	9,937,766	1,534,976	18.3
Arkansas	408,285	840,015	1,077,703	1,109,771	1,470,852	1,794,446	1,997,220	202,773	11.3
California	32,890,959	59,036,934	66,732,044	68,066,344	78,190,359	92,038,424	98,633,998	6,595,574	7.2
Colorado	4,848,228	6,085,141	6,005,015	6,214,809	7,802,107	9,688,769	10,064,946	376,178	3.9
Connecticut	4,666,119	6,731,197	10,485,850	10,200,971	10,272,016	12,942,121	13,052,470	110,348	0.9
Delaware	2,723,982	3,538,489	3,738,921	3,454,507	3,758,073	4,396,791	4,584,498	187,707	4.3
Dist of Col.	408,966	427,540	372,562	4,702,087	5,150,744	5,323,519	5,084,786	-238,733	-4.5
Florida	7,804,344	12,642,656	14,427,621	14,695,824	16,559,218	18,564,439	19,618,195	1,053,756	5.7
Georgia	2,431,917	5,224,460	5,990,517	6,050,113	7,108,082	8,626,786	8,617,989	-8,797	-0.1
Hawaii	159,954	219,026	127,178	216,771	237,398	255,686	295,176	39,490	15.4
Idaho	412,027	1,010,728	1,148,044	1,235,896	1,530,506	1,892,550	1,610,103	-282,446	-14.9
Illinois	10,229,536	16,363,394	18,999,910	20,347,213	24,534,201	30,478,211	32,224,851	1,746,641	5.7
Indiana	3,743,293	6,674,924	7,294,613	8,445,190	9,533,979	11,051,969	12,119,025	1,067,056	9.7
Iowa	1,087,034	1,386,069	1,523,871	1,955,741	2,331,362	2,577,824	2,695,060	117,236	4.5
Kansas	1,877,363	2,921,695	3,083,110	3,109,413	3,498,265	4,461,452	4,971,283	509,831	11.4
Kentucky	1,720,190	3,317,768	3,809,100	3,325,866	4,188,243	5,030,113	5,824,244	794,131	15.8
Louisiana	2,978,976	3,131,413	3,364,626	3,220,327	3,576,895	4,580,707	4,730,822	150,115	3.3
Maine	533,698	984,225	970,492	1,065,258	1,138,928	1,318,192	1,248,775	-69,417	-5.3
Maryland	1,531,860	2,695,906	2,687,440	2,713,706	2,848,462	3,438,959	3,509,925	70,965	2.1
Massachusetts	8,297,703	11,166,563	11,569,295	11,593,997	12,585,960	14,396,358	15,368,409	972,051	6.8
Michigan	19,542,822	18,849,757	22,014,227	25,322,490	36,812,120	37,102,347	38,128,161	1,025,815	2.8
Minnesota	5,556,427	7,900,182	8,985,037	9,974,369	10,011,066	12,404,328	13,884,051	1,479,723	11.9
Mississippi	448,451	788,875	816,961	803,332	1,099,868	1,368,686	1,221,668	-147,018	-10.7
Missouri	3,383,505	4,275,771	4,310,371	4,733,284	5,234,843	5,689,949	6,590,489	900,540	15.8
Montana	148,118	162,337	211,946	243,265	259,954	279,190	340,869	61,679	22.1
Nebraska	328,863	693,977	1,536,933	1,740,700	1,957,906	2,255,255	2,452,813	197,558	8.8
Nevada	269,087	420,878	393,456	503,892	458,481	711,116	691,564	-19,552	-2.7
New Hampshire	662,197	933,185	1,002,509	1,134,867	1,247,913	1,478,627	1,744,875	266,247	18.0
New Jersey	7,648,640	13,724,326	13,906,150	14,540,560	16,760,765	18,368,587	18,458,394	89,807	0.5
New Mexico	116,527	236,083	247,350	400,036	488,455	426,578	917,395	490,817	115.1
New York	29,570,000	37,462,283	36,769,778	40,702,259	37,259,709	44,080,108	44,964,741	884,634	2.0
North Carolina	3,472,260	6,228,645	7,391,401	7,976,373	8,968,847	10,567,424	11,586,603	1,019,179	9.6
North Dakota	163,116	276,682	313,362	343,707	388,870	488,594	576,232	87,639	17.9
Ohio	6,468,319	13,624,983	15,236,599	17,651,364	19,478,217	20,926,490	22,555,189	1,628,699	7.8
Oklahoma	967,003	2,422,638	2,604,898	2,334,587	2,171,959	2,467,324	2,537,565	70,241	2.8
Oregon	3,117,438	5,032,728	5,704,840	6,204,733	6,987,407	9,902,084	8,481,327	-1,420,757	-14.3
Pennsylvania	7,166,999	12,217,077	13,176,207	13,189,649	14,698,634	17,680,205	17,445,572	-234,633	-1.3
Rhode Island	376,656	695,133	684,849	938,387	1,011,548	956,796	954,826	-1,970	-0.2
South Carolina	1,017,005	1,959,558	2,683,212	3,219,519	3,510,116	4,497,870	4,924,922	427,052	9.5
South Dakota	41,963	178,656	172,562	213,811	263,888	348,556	397,332	48,777	14.0
Tennessee	2,970,399	4,993,225	5,738,684	6,151,139	7,506,236	9,460,503	9,328,342	-132,161	-1.4
Texas	18,045,460	31,869,207	33,879,611	35,622,483	40,488,977	45,192,646	48,252,054	3,059,408	6.8
Utah	667,429	1,685,660	2,167,657	2,045,015	2,233,076	2,313,412	2,768,491	455,078	19.7
Vermont	265,572	1,966,321	1,837,409	2,276,004	2,304,297	2,683,579	2,610,829	-72,750	-2.7
Virginia	3,147,793	8,835,544	8,468,117	8,118,380	9,947,272	10,425,230	10,925,992	500,762	4.8
Washington	10,317,038	27,337,619	28,664,274	27,397,726	25,062,327	22,032,006	25,498,048	3,466,042	15.7
West Virginia	656,321	882,103	872,642	754,077	940,642	1,097,937	1,217,925	119,988	10.9
Wisconsin	2,939,795	4,937,338	5,768,437	5,810,366	6,927,927	8,004,453	8,409,713	405,259	5.1
Wyoming	60,273	52,195	84,911	88,509	95,377	101,206	123,684	22,477	22.2
Puerto Rico	1,980,613	3,791,823	4,222,657	4,345,071	4,618,897	4,704,505	5,188,399	483,894	10.3
Virgin Islands	1,178	-	131,929	162,125	158,046	228,591	192,405	-36,186	-15.8
Unlocated	19,644,476	53,130,155	45,245,952	39,065,166	35,772,636	39,047,625	48,714,210	9,666,584	24.8

Note: U.S. totals exclude timing adjustment and Canada adjustment. All figures based on initial, unrevised data.

Source: U.S. Census Bureau, Exporter Location Series.

Prepared by: International Trade Administration, U.S. Department of Commerce.

APPENDIX 2

Guide to State and Substate Export Data

Overview of Subnational Export Data

All state and metro area export values in this report are from the U.S. Census Bureau's Exporter Location (EL) series. The EL series, which the Census Bureau began issuing in 1993, allocates exports to states and localities based on the location of the exporter of record.

The exporter of record is not necessarily the entity that produced the merchandise; hence, the EL series does not furnish complete and reliable data on the production origin of U.S. exports (see details below).

The exporter of record, as determined from entries on U.S. export declarations, is the party principally responsible for effecting export from the United States. In the case of manufacturing companies, the exporter of record can be either a manufacturing establishment or an administrative location. In the case of service industries that export merchandise, the exporter of record is most often an independent wholesaler, but can also be a retailer, broker, or other intermediary.

Typically, the EL data reflect the point of sale—i.e., the marketing origin of exports. There are exceptions, however. In the case of some multi-establishment companies, the exporter of record may be a headquarters location or a central administrative office which does not engage in international marketing activity. Having said this, there are also many instances where international marketing is centered at headquarters or another administrative location. As a result, the significance of the "headquarters effect" is unclear.

The EL statistics are different from, and cannot be compared with, the long-standing and widely used Origin of Movement (OM) state export series. The OM series is also issued by the Census Bureau and is distributed, with some adjustments, by the Massachusetts Institute for Social and Economic Research (MISER).

The EL and OM series are based on different methodologies, measure entirely different dimensions of subnational export activity, and are intended for different purposes.

- The EL series tracks the sales origin of exports and is best suited for export promotion purposes, where the objective is to identify concentrations of international marketing activity.
- The OM series is designed to measure the transportation origin of exports—i.e., the state from which an export product began its journey to the port of exit. The OM series is best suited for the planning of transportation facilities and the marketing of transportation services.

A key difference is that the EL series can track export sales of states, metropolitan areas, and zip codes (three-digit level). OM statistics, in contrast, are available at the state level only. While the two sets of numbers have many differences, the EL and OM data also have some similarities:

- Neither series provides a complete and accurate representation of the production origin of U.S. export merchandise. This is true for most non-manufactured exports and for about one-fourth of manufactured exports. (The remaining three-fourths of U.S. manufactured exports are generated by manufacturers who do their own exporting. For these shipments the production origin, sales origin, and transportation origin are generally the same.)
- EL and OM statistics are available for merchandise only. No subnational data currently exist on exports of services.
- Subnational import figures do not exist on either an EL or OM basis. The Census Bureau only compiles subnational import data on a customs district basis, which essentially measures port activity and is not comparable with the data being discussed here.

It may be helpful to think of the two subnational export series as different pieces of the same puzzle. Divergent figures for exports from a given state should be viewed as complementary, not contradictory. Taken together, the data can provide a reasonable picture of export activity in one's area.

The bottom line is that proper use of U.S. subnational export data requires an understanding of the strengths and limitations of each series and the purposes for which they are intended. The following sections provide a more detailed look at the technical issues which data users need to keep in mind. Additional questions should be directed to the Foreign Trade Division, Special Projects Branch, Room 3132, FB-3, Bureau of the Census, Washington, D.C., 20230. Inquiries can also be faxed to (301) 457-2104.

Exporter Location Series: Tool for Export Promotion

The Exporter Location (EL) series is the newest and least known set of subnational export figures. The EL series typically allocates exports to locations from which the goods were sold--i.e., it traces U.S. exports to the source of the export initiative. The series is geared to the needs of export promoters and those who provide U.S. firms with export support services (e.g., financing, shipping, telecommunications). Such data users need to pinpoint concentrations of export marketing activity in order to target customers and focus their sales forces.

In more technical terms, the EL series assigns export values to subnational units based on the location of exporters, as determined by zip codes reported on U.S. export declarations. The term "exporter", as defined on shippers' export declarations (SEDs), is the "entity principally responsible for effecting export from the United States." All figures in the series are on an f.a.s. basis (free alongside ship) and include both domestic exports and reexports.

Given that it is zip-code-based, the EL series, unlike origin-of-movement data, can be tabulated at the substate level. Export data can be compiled for metro areas and even individual three-digit zip codes (subject, of course, to compliance with U.S. disclosure regulations, which prohibit release of proprietary business information).

Statistical research at the Census Bureau indicates that the EL series is a reliable measure of export marketing activity. For 42 states, there is a correlation (Pearson's R) of .90 or higher between (1) the state location indicated by zip code entries on export declarations and (2) the known state location of exporters. [This finding was derived from the Commerce Department's 1987 Exporter Data Base (EDB), which provides a definitive listing of U.S. exporters in that year. The correlations were obtained using a sample of records that represented 50 percent of the value of U.S. merchandise exports in 1987. The sample consisted of those SEDs which could be linked to Census Bureau files on the businesses which submitted the export declarations. The linkage was achieved using a variety of information entered on the SEDs, including Employer Identification Number (EIN), commodity code, and zip code. Because zip codes were used as a linkage criterion, resulting correlations may be biased and higher than they might otherwise be.]

All data users should keep in mind that the Exporter Location series is *not* designed to ascertain the state and local pattern of U.S. export production or export-related jobs. Again, the EL series measures export sales activity by exporters of record. Locations from which firms sell their products do not always coincide with the locations where export goods are produced. Alaska is perhaps the best example of how export production and sales can diverge. A high proportion—possibly more than two-thirds—of Alaska's export production is typically sold by wholesalers and other intermediary exporters that are located out-of-state. Only about one-third of all exporters of Alaskan products are actually located in Alaska (possibly due to the state's relatively remote geographic location and the prominence of commodities in the export mix). The result is that the EL series allocates much Alaskan export production to other states.

While export intermediaries are an important influence on the statistics, other circumstances can also cause production and sales locations to diverge. For instance, the marketing division of an exporting company, not the manufacturing division, may be the exporter of record. In such cases, and where marketing and manufacturing operations are separated geographically, the state and/or city of the exporter of record will differ from the state and/or city where the goods were produced.

Moreover, the divergence between production and sales locations means that EL statistics will sometimes show substantial exports of manufactured products from states or localities where manufacturing plants are virtually nonexistent. This can happen if wholesalers and other intermediaries are active exporters, are located in a non-industrial area, and are supplied by non-local or out-of-state producers. A good hypothetical example is industrial machinery that is manufactured in the Midwest but which is sold by intermediaries located in Nevada.

There are, nevertheless, instances when the EL series can be a useful indicator of export production. This is because, while export marketing and production locations do not necessarily *have* to coincide, many times they do *happen* to coincide. Statistical research at the Census Bureau shows that, for manufacturing establishments that export, the zip code location of the exporter of record is the same as the physical location of the exporter's production about 88 percent of the time (by value).

One reason for geographic convergence of marketing and production functions is that many exporters are small, single-establishment operations where everything—manufacturing, marketing,

distribution, servicing—is housed under one roof. The 1987 Exporter Data Base found that 83 percent of all U.S. exporters (86,872 out of 104,564 companies) were single-unit firms that employed fewer than 500 people. Such firms were responsible for somewhat under 30 percent of total U.S. exports.

Currently, there is no listing of states for which the EL series provides a reasonable indication of export production. Research is underway to clarify the situation. Generally speaking, it appears that, for a given state, the EL series is indicative of export production when most of the following are true: (1) wholesalers and other intermediaries are relatively minor exporters, (2) manufacturers—particularly single-unit firms—are especially prominent exporters, (3) the state is known to produce the products being exported, (4) the value of the state's exports in the EL series is close to the value specified in the Origin of Movement series.

Data users should be aware that, for many states, the EL series tends to modestly understate the level of exports. This is because the Census Bureau, faced with missing or invalid zip codes on many SEDs, is unable to assign about 8 percent of the value of U.S. exports to individual states (\$48.7 billion out of \$622.8 billion in 1995).

This report, as well as other state and local export reports issued by the International Trade Administration (ITA), makes no attempt to adjust the EL data to eliminate the "unallocated" category. However, a modified state-level EL series is available from the Massachusetts Institute of Social and Economic Research (MISER) of the University of Massachusetts at Amherst. MISER's EL series, although based on Census Bureau tapes, applies a formula to "unallocated" data, breaking down the category and reassigning export values to individual states and industries within the states. As a result, EL-based state export figures obtained from MISER are not fully comparable with EL data obtained directly from the Census Bureau or International Trade Administration.

EL-based state export figures are available from MISER beginning with the first quarter of 1993. Comparable data for earlier years are not available. Also, MISER presently does not provide EL-based metro-area export data. MISER data can be obtained either directly (phone 413-545-3460) or on CD-ROM from the U.S. Commerce Department's National Trade Data Bank (for subscription information call 703-487-4630).

Those interested in the unmodified EL series, which includes the "unallocated" category, can obtain state export totals from the monthly Census Bureau publication, *Supplement to U.S. International Trade in Goods and Services* (report FT900). More detailed data are also available directly from the Bureau. Contact the Foreign Trade Division at (301) 457-2311.

Any industry data in the current report are limited to the two-digit SIC (Standard Industrial Classification) level of detail. Further disaggregation of export data for metro areas does not appear to be possible given existing regulations governing federal disclosure of protected business information. At the state level, further product disaggregation may be technically feasible, but would entail significantly greater cost and additional measures to prevent unauthorized disclosure. Similarly, all state export data provided to the public by MISER and the Census Bureau are also limited to the two-digit level.

Also, data users should be aware that all subnational export statistics in the EL series (as well as the OM series) are based on initial data compiled from U.S. export declarations. Subsequent revisions by the Census Bureau (e.g., carryover and "13th month" revisions) are not reflected in the numbers.

Origin of Movement Series: Tool for Transportation Planning

The Origin of Movement (OM) series is the most widely-used and best known set of statistics on subnational U.S. export performance. A major reason for its popularity is the availability of an unbroken quarterly time series stretching back to 1987. This makes it possible to examine long-term trends. The EL series, in contrast, only became available to the public in 1993. As a result, historical coverage is spotty (although ITA has published EL export totals for states for 1987 and 1991-96).

As the name implies, the OM series seeks to determine the "origin of movement" of exports—i.e., the site from which exports begin their journey to the port of exit. Essentially, the origin of movement is the same thing as the transportation origin of exports. Indeed, the series was developed to meet the needs of the U.S. transportation industry, which required information on the domestic physical movement of export goods to aid planning and facilitate the delivery of transport services. All statistics in the OM series (like the EL series) are on an f.a.s. basis and include both domestic exports and reexports.

The OM series, like the EL series, consists of information compiled from Shippers' Export Declarations. However, data for the OM series are tabulated from the "point of origin" block on the SED, whereas the EL series is based on a different block, which requests the zip code of the exporter of record.

To identify the origin of movement, instructions for filling out the SED specify that shippers should choose from among the following definitions for "point of origin":

- (1) The state in which the merchandise actually starts its journey to the port of export. This can be either the location of the factory where the export item was produced or, in many cases, the location of a distributor, regional warehouse, or cargo processing facility.
- (2) The state of the commodity having the greatest dollar value in a multi-product shipment.
- (3) The "state of consolidation," which is the state in which various parts of a multi-product export order are readied for shipment.
- (4) The Foreign Trade Zone for exports leaving an FTZ (an FTZ is similar in principle to a bonded warehouse). Using the FTZ "state of origin" definition, an export produced in Ohio, but shipped from an FTZ located in Florida, would show up in state export statistics as a Florida export.

Because "point of origin" is defined primarily in terms of state location, the OM series (in contrast to the zip-code-based EL series) cannot provide export statistics for metro areas or zip codes. This is a key limitation of the data.

Moreover, given the broad parameters for identifying the point of origin, it should be abundantly clear that the OM series, like the EL series, was not designed to measure the state and local distribution of U.S. export production or export-related jobs. The focus is transportation origin, not manufacturing origin.

There are nonetheless many cases when the state origin of movement and the state of production happen to be the same. This is similar to the situation with the EL series, where zip code locations of exporters also frequently coincide with locations of export production. In the OM series, the origin of movement and origin of production are often identical because many manufacturers ship exports directly from the factory gate, or from a nearby distribution facility. The overlap is considerable: The Census Bureau has found that manufacturers—who account for about 56 percent of total U.S. exports and roughly 64 percent of U.S. manufactured exports—enter the state of production in the SED's "point of origin" block about 85 percent of the time (by value).

As in the case of the EL series, we can provide no listing of states for which the Origin of Movement series is a good proxy for export production. Additional research is needed in this area. As a general rule, however, it appears that the OM series (like the EL series) is indicative of export production when (1) intermediaries are minor exporters in a state, (2) manufacturers, especially single-unit firms, dominate exports, (3) the state is a known producer of the products being exported, and (4) the OM and EL values of exports from the state are similar.

Like the EL series, the OM series in some cases will show considerable manufactured exports from states that are known to have little manufacturing capability. This is partly attributable to export marketing by in-state intermediaries (similar to the situation with EL statistics). As noted earlier, these exporters frequently ship manufactures produced by out-of-state suppliers from in-state distribution centers. Another factor is shipments of manufactures from in-state warehouses and other distribution centers that are arranged by exporters located out-of-state. In both cases, manufactured exports from the non-industrial state are magnified on an origin-of-movement basis.

A limitation of the OM series is that, in certain cases, it falls short of its goal of measuring transportation origin. The problem stems from the fact that, for about 56 percent of their exports, intermediaries list the state in which they are located—which is not necessarily the origin of movement—in the "point of origin" block on SEDs. For most remaining transactions, intermediaries specify the state location of the port of exit—which very often is not the state where goods began their export journey.

The result is significant inconsistencies in the state-level, origin-of-movement allocation of exports sold by intermediaries. The primary impact is on the state distribution of

nonmanufactured exports--where intermediaries are overwhelmingly dominant (nonmanufactures typically constitute about 18 percent of total U.S. exports). Most affected is the allocation of exports of farm products, minerals, and other bulk commodities--virtually all of which are sold abroad by intermediaries. The impact on manufactured exports is much more limited, due to the fact that intermediaries account for only about one-third of U.S. exports of manufactures.

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

Yet another data issue is that some shippers fail to fill in the "point of origin" block on the SED, or furnish invalid or illegible entries. Consequently, the Census Bureau is typically unable to determine the state origin of movement for about 10 percent of the value of U.S. exports. Again, as in the case of the Exporter Location series, MISER makes available a modified set of OM figures that eliminates the "unallocated" category. These numbers, like the modified EL series, can be obtained either directly from MISER or from the NTDB (see contact information above).

Those interested in unmodified OM statistics (as well as the EL series) can obtain state export totals from the Census Bureau's monthly FT900 Supplement, cited above. More detailed statistics that show state exports by industry group are also available in machine-readable form. For further information, contact the Bureau's Foreign Trade Division on (301) 457-2311. The issuance of industry-level OM data, like EL statistics, is currently limited to the two-digit SIC level of detail.

Traditional Trading Authority

The Senate Finance Bill Addresses Key Democratic Concerns. The Senate Finance Committee bill, passed on October 1 with overwhelming Democratic support, advances the key objectives of the President and Congressional Democrats.

- Serving Our Overall Objectives. The bill ensures that the President is able to pursue his three core objectives: (1) to break down unfair foreign trade barriers and create good American jobs; (2) to promote and advance worker rights; and (3) to promote responsible environmental protections. Our goal throughout this process has been to ensure the President is able to pursue all three objectives effectively.
- Promoting Our Labor and Environmental Goals. The bill contains a fast track negotiating objective specifically relating to protecting the environment and promoting worker rights abroad. The President also retains the ability to pursue labor and environmental objectives through a variety of means.

The Bill Advances Our Trade Agenda. The Finance Committee bill permits the President to continue attacking foreign trade barriers and opening markets to the products of U.S. workers and companies. Renewal of fast track authority, which every President has had since 1974, is critical to continuing the economic expansion the United States is now experiencing.

The Bill Gives Us the Ability to Protect Worker Rights and the Environment. This bill enables us to address worker rights and environmental protection in negotiations with our trading partners. Key provisions include:

- Principal Negotiating Objective. The bill includes the promotion of worker rights (including child labor standards) and protection of the environment as a principal negotiating objective of U.S. negotiators. It directs U.S. negotiators to seek agreements to prevent foreign governments from lowering, or derogating from, the country's labor, environmental, or health and safety standards for the purpose of attracting foreign investment or inhibiting U.S. exports.
- Worker Rights in the ILO. The bill also promotes worker rights by having the U.S. seek to have the International Labor Organization examine how other countries are enforcing core standards such as freedom of association and the right to organize and bargain collectively -- an idea proposed by Senator Moynihan and other Democrats.
- Assistance for Dislocated Workers. The bill also envisions that trade agreement implementing bills could contain assistance for those workers dislocated by trade, such as through the Trade Adjustment Assistance (TAA) program.
- Environmental Protection. The bill affirms the importance of protecting and preserving the environment and calls for enhanced international efforts to accomplish this objective.
- Protecting Our Laws. The bill safeguards U.S. laws that provide world-class protection to our workers and the environment.

The President Can Use Additional Tools. The Finance Committee approach recognizes that the President retains additional options for pursuing our labor and environmental objectives.

- Side Agreements. The President retains extensive executive authority to reach labor and environmental agreements with other countries. These agreements do not require congressional approval. We have already committed to such agreements in conjunction with future trade negotiations, where appropriate, and Chile has already agreed to conclude such agreements with us.
- Other Agreements. The Clinton Administration has done more than any other to press countries to improve their labor and environmental protections -- and we will continue to do so, whether through the WTO, ILO, UN, or international financial institutions. We should be concerned about improving labor and environmental conditions in all countries, not just in free trade partners.

The Bill Includes Other Key Provisions Requested by Democrats. The Finance Committee bill also incorporates a variety of other important provisions sought by Minority Leader Daschle and other Democrats.

- Agriculture. The bill contains a specific, detailed negotiating objective on agriculture, requested by Democrats, that is designed to promote fairer and more open conditions of agricultural trade.
- Better Consultations. It includes several provisions to require greater consultations with the Congress than ever before -- concerning both trade negotiations and any planned agreements on labor and the environment.
- Trade Adjustment Assistance. At the insistence of Senator Moynihan and other Democrats, the Finance Committee bill extends and funds the TAA program for two additional years.
- Flexibility in Future Bills. The Finance Committee bill also preserves the ability to include in future fast track legislation improvements in U.S. fair trade laws or assistance for dislocated workers, important for the U.S. to adjust to the effects of the trade agreement.
- Duration. The bill extends fast track authority to 2001, extending it until 2005 only after a congressional vote.