

# STATE TRADE REPORTS

## EXPORTS AFFECT EVERYONE

Office of Trade and Economic Analysis,  
Trade Development



### BENEFITS OF EXPORTS

The free exchange of goods and services supports higher paying jobs, raises incomes, sparks innovation, spreads technology, and stimulates opportunity, fresh ideas, and democratic values, both at home and abroad.

During the past decade, while implementing the NAFTA and the Uruguay Round, the U.S. economy has performed exceptionally well.

- The U.S. economy grew at the fastest rate in a generation.
- Inflation fell to the lowest sustained levels since the early 1960s.
- Unemployment fell below 4 percent.
- By the year 2000, U.S. industrial production was 48 percent higher than it had been in 1990.
- More than 24 million new jobs have been created in the United States since the early 1990s.

These benefits of trade can be witnessed at every level: National, State and Local. In the last decade, we have seen a significant change in the types of jobs Americans hold, the industries

that participate in exporting and the size of businesses engaged in international trade. Statistics collected show that the number of smaller businesses exporting has doubled since 1992. These firms are located in communities all across the country and represent diverse industries from information technology and electronics to pharmaceuticals and chemicals.

### STATE LEVEL EXPORT FACTS

These statistics are available for all 50 states and are relevant to business and consumers alike. The Office of Trade and Economic Analysis of the International Trade Administration has produced state-by-state reports outlining the effect of trade on industry, employment and metropolitan areas. These reports are available on the TPA web site ([www.tpa.gov](http://www.tpa.gov)) and contain detailed information on:

- Jobs supported by exports
- The number of small businesses that export
- Metropolitan areas that are important in exporting
- Manufacturing industries involved in trade

Each state report includes a section on how industry will gain from trade negotiations. For example, Maryland industries include information technology, chemicals, paper and paper products, industrial machinery, agriculture and services. According to the U.S. Department of Agriculture, Maryland's agricultural exports totaled \$200 million in 1999. Since 1991, the state's reliance on agricultural exports has ranged from 12 percent to 20 percent as measured by export's share of farm cash receipts. Maryland already benefits from past trade agreements; however, U.S. agricultural exports still face high tariffs and not-tariff barriers worldwide.

To obtain downloadable copies of each of the 50 state-by-state reports, visit [www.tpa.gov](http://www.tpa.gov) and click on the map of the United States for detailed information. ■

U.S. DEPARTMENT OF COMMERCE  
International Trade Administration  
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# Maryland

## Benefits From Exports

Maryland export sales of merchandise for the year 2000 totaled \$5.0 billion, up by more than 29 percent from 1997 and more than 84 percent higher than the state's 1993 total of \$2.71 billion.

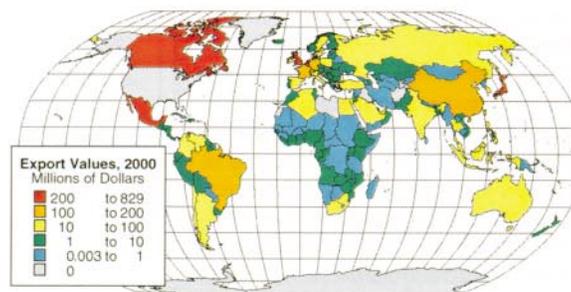
The growing importance of foreign markets to Maryland's economy is also reflected in per capita export figures. In 2000, the state recorded per capita export sales of \$943, up from \$548 for every person residing in the state in 1993. This represents a gain of 72 percent, well above the 57 percent increase in U.S. per capita merchandise exports over the 1993–2000 period.

Maryland exported globally to 198 foreign destinations in 2000, up from 193 destinations in 1997. Buoyed by the North American Free Trade Agreement, the state's leading markets, by far, are the NAFTA countries of Canada (17 percent of 2000 exports) and Mexico (11 percent). Other major markets include the United Kingdom, Belgium, Japan, the Netherlands, Germany, China, and France.

Maryland's biggest growth markets, in dollar terms, are Mexico and Canada. From 1997 to 2000 the state's exports to Mexico grew from \$199 million to \$526 million—a gain of 164 percent. Over the same period,

### MARYLAND EXPORTED GOODS WORTH \$5 BILLION TO 198 FOREIGN MARKETS IN 2000

Dollar Value of Maryland's Merchandise Exports to Foreign Markets, 2000



Source: U.S. Department of Commerce, Exporter Location Series.

exports to Canada rose 27 percent, from \$653 million to nearly \$829 million. Maryland also recorded large dollar increases in exports to Belgium, Japan, Switzerland, Algeria, the United Kingdom, and China.

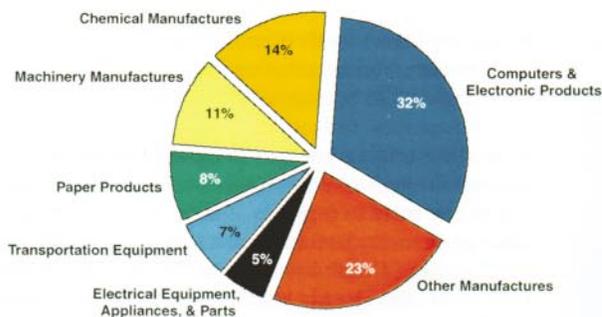
The state's leading export category, by far, is computers and electronic products. These goods accounted for \$1.49 billion, or nearly one-third, of Maryland's total merchandise exports in 2000. Other major export sectors—each with more than \$250 million in 2000 export sales—include chemicals, machinery, paper products, and transportation equipment.

Within Maryland, the Baltimore metropolitan area posted 1999 merchandise exports of \$2.33 billion—over half the state total and the 55th largest export figure among the 253 U.S. metro areas for which data are available. Baltimore's exports grew by more than 30 percent from 1993 to 1999. The Washington, D.C., metro area, whose boundaries include large areas of Maryland, recorded export sales of \$7.2 billion in 1999. A sizable but indeterminate portion of these exports was generated by Maryland businesses.

## Exports Support Good Jobs

Export-related jobs tend to be good, high-paying jobs. Wages of workers in jobs

### MARYLAND EXPORTS A WIDE RANGE OF MANUFACTURES: \$4.63 BILLION IN 2000



Note: Manufactures are a subcategory of total merchandise exports, which also include mining commodities and unprocessed agricultural products.

Source: U.S. Department of Commerce, Exporter Location Series.

## MARYLAND EXPORT BENEFITS