Trade in the Cyberstates 2008

A state-by-state overview of high-tech international trade

Canada

Mexico ❖ China

Japan ❖ Germany ❖ Singapore

South Korea ❖ Taiwan ❖ The Netherlands

The United Kingdom ❖ Hong Kong ❖ Malaysia

Brazil ❖ The Philippines ❖ France ❖ Australia ❖ Thailand

Ireland ❖ Belgium ❖ Italy ❖ India ❖ Venezuela ❖ Israel . . .

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FOREWORD

This is AeA's second annual edition of *Trade in the Cyberstates: A State-by-State Overview of High-Tech International Trade*. It provides new 2007 data on high-technology trade at the national level and export data for all 50 states, the District of Columbia, and Puerto Rico.

The report is a partner to AeA's annual flagship publications, *Cyberstates* and *Cybercities*, which examine the high-tech industry at the national, state, and metropolitan levels focusing on employment, wages, establishments, payroll, employment concentration, and wage differential. The most recent editions, *Cyberstates 2008* and *Cybercities 2008*, were published in April and June, respectively. Both are available for purchase at: www.aeanet.org/research.

In 2007, AeA decided to publish the high-tech trade data in a separate report because it allows us to provide a much more detailed and comprehensive picture of the growing importance of trade to the U.S. economy. We believe that an understanding of the magnitude and direction of high-tech trade flows can help inform public policy at a time when three bilateral Free Trade Agreements (FTAs) – with Colombia, Panama, and South Korea – have been completed and are eligible for consideration by Congress. Additionally, U.S. negotiators are trying to revive multilateral trade talks in the Doha Round of the World Trade Organization (WTO). Lastly, trade has become a key issue in the 2008 presidential campaign.

Trade in the Cyberstates 2008 relies on official import and export goods data from the U.S. Department of Commerce's Bureau of the Census. All export data contained within this publication are expressed on a Total Census Basis and the values are in current U.S. dollars. The import data includes "intra-company" transfers, which are finished products being shipped from U.S. production facilities overseas back to the United States.

U.S. high-tech merchandise exports totaled $214 billion in 2007, decreasing three percent from $220 billion in 2006. However, tech exports have risen 14 percent since 2001 and represented the single largest merchandise export sector in the United States in 2007, accounting for 18 percent of the total U.S. exports.

Twenty-nine cyberstates saw tech export growth between 2006 and 2007. The largest growth was in Virginia, Florida, Idaho, New Jersey, and Utah, as measured by dollar increase. California was the leading high-tech export state with $48.2 billion in exports in 2007, followed by Texas with $35.9 billion. Florida, New York, and Massachusetts rounded out the top five. The largest decreases in tech exports in 2007 occurred in California, Texas, and Colorado.

U.S. HIGH-TECH EXPORTS IN SELECT SECTORS 2006 vs. 2007

(in billions of current U.S. dollars)

	2006	2007	Numeric Change
Semiconductors	$52.4 B	$50.0 B	-$2.4 B
Computers and Peripheral Equipment	$49.7 B	$47.1 B	-$2.6 B
Industrial Electronics	$40.4 B	$38.5 B	-$1.9 B
Communications Equipment	$27.3 B	$29.7 B	+$2.4 B
Total High-Tech Exports	$220.2 B	$214.3 B	-$5.9 B

ANNUAL CHANGES IN SELECT HIGH-TECH EXPORT SECTORS

(in billions of current U.S. dollars)

	2004-2005	2005-2006	2006-2007
Semiconductors	-$0.8 B	+5.2 B	-2.4 B
Computers and Peripheral Equipment	+$3.0 B	+$2.2 B	-$2.6 B
Industrial Electronics	+$1.0 B	+$5.7 B	-$1.9 B
Communications Equipment	+$1.6 B	+$3.2 B	+$2.4 B
Total High-Tech Exports	+$7.9 B	+$20.9 B	-$5.9 B

Source: U.S. Bureau of the Census

TRADE IN THE CYBERSTATES 2008

IS PRODUCED BY

AeA, ADVANCING THE BUSINESS OF TECHNOLOGY

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FRONT COVER

The countries listed on the front cover were the top destinations for U.S. high-tech exports in 2007.

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Note: AeA has made every reasonable effort to assure the accuracy of the information in this publication. However, the contents of this publication are subject to changes, omissions, and errors, and AeA accepts no liability for inaccuracies that may occur.

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Trade in the Cyberstates 2008 also looks at the concentration of tech exports state-by-state. As a percentage of total exports, Vermont had the highest concentration – 75 percent of its exports were manufactured by the high-tech industry. High tech accounted for more than 60 percent of total exports in Idaho and New Mexico.

The data show unequivocally that high-tech trade is a critical component of our national economy and of the economies of each and every state. This report provides 52 overview pages (all 50 states plus the District of Columbia and Puerto Rico) that highlight each state's high-tech exports, with detailed data on historical export trends, exports by individual tech sector, tech export concentration, and leading export destinations.

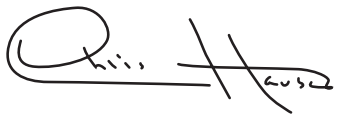
The overview pages also detail the number of jobs in each state supported by high-tech exports. Calculations based on data from the U.S. Bureau of the Census find that U.S. high-tech exports support 894,600 domestic jobs.

Opening new markets to trade and expanding existing markets is critical to maintaining American competitiveness in the global marketplace. Trade contributes greatly to economic growth and prosperity both domestically and worldwide. Opening foreign markets to U.S. exports is the only way to turn trade deficits into surpluses. Exports support hundreds of thousands of jobs in the United States and put more money in the pockets of American consumers by allowing in low cost goods from around the world.

Throughout history, trade has brought prosperity and improved living standards in those countries that have embraced it. The United States is probably the best example of this. Conversely, protectionist policies that shut a country off from the global marketplace lead to economic stagnation.

By highlighting the importance of high-tech trade to our economy, we hope this report will help convince policymakers and opinion leaders of the need to support open trade policies wherever and whenever possible.

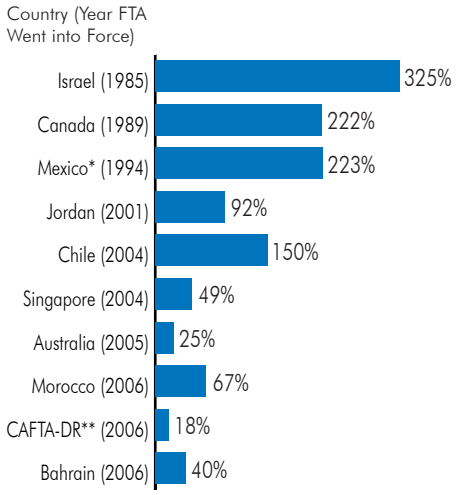
For more information on AeA's public policy positions, please visit our website to download several recent *Competitiveness Series* reports on trade issues: www.aeanet.org/cs.



Christopher W. Hansen
President and CEO
AeA, Advancing the Business of Technology

GROWTH IN U.S. EXPORTS WITH FTA PARTNERS

(growth of exports since Free Trade Agreement implementation through year-end 2006)



*Mexico's FTA with the United States came via the North American Free Trade Agreement (NAFTA); though Canada was also part of NAFTA, it already had an FTA with the United States dating back to 1989.

**CAFTA-DR = Costa Rica, Dominican Republic, Guatemala, El Salvador, Honduras, and Nicaragua

Source: United States Trade Representative (USTR)

AeA, founded in 1943 by David Packard, is the largest high-tech trade association in the United States, with about 2,500 companies representing all segments of the industry and 1.8 million employees. Currently, AeA has 18 offices in the United States, as well as offices abroad in Brussels and Beijing. Our primary purpose is helping our members' top and bottom lines by providing the following services: Access to Investors; State, Federal, and International Lobbying; Insurance Services; Government Procurement; Business Networking; Foreign Market Access; Select Business Services; and Executive Education.

AeA's unique grassroots network promotes and represents the business interests of America's technology industry. We provide competitive products and services to our members and lead in education and public policy advocacy on a variety of high-tech business issues. They include: improving the competitiveness of the United States in the global economy; Sarbanes-Oxley Section 404 reform; RFID initiatives; broadband deployment; preventing harmful Internet privacy legislation; making the research and development tax credit permanent; protecting intellectual property; increasing government funding for basic research; seeking updated export controls legislation; working with U.S. trade negotiators to achieve high-tech industry negotiating objectives within new international trade agreements; seeking harmonization of international environmental regulations; limiting the government's regulation and taxation of the Internet; promoting education reform; lowering capital costs for emerging technology companies; and supporting human resource and immigration policies that ensure access to the most qualified and highly educated workers.

From the well known giants of the high-tech world to the next generation of dynamic, smaller companies, AeA's members create products and services that promote innovation and efficiency in virtually every industry and business sector in the United States and throughout the world. The impact of the high-tech industry on people's everyday lives is immeasurable. High-tech products and services keep people safer and healthier, enable them to be more productive at home and on the job, and contribute to a better quality of life. Whether it is medicine or national security, education or agriculture, environment or entertainment, the tech industry is omnipresent and is inextricably linked to the advancement of modern society.

For information about AeA, please visit: **www.aeanet.org.**

AeA'S 2008 PUBLIC POLICY PRIORITIES

- **COMPETITIVENESS**
  H-1B Visa and Green Card Reform – increase the numbers available to the high-tech industry
  STEM Education – promote Science Technology Engineering and Mathematics (STEM) education from K-12 and in university programs
  Workforce Compensation and Incentives – strengthen the ability of U.S. employers to recruit and retain a skilled workforce

- **E-COMMERCE**
  Data Breach – ensure that government policies to protect data and privacy do not harm the industry's push for federal preemption of state data breach laws
  Privacy – ensure that any privacy legislation protects consumers while continuing to encourage e-commerce; push for federal preemption of state privacy laws
  Child Online Safety – ensure that any legislation regulates online behavior consistent with technological capabilities

- **HEALTHCARE REFORM**
  Health IT – reduce healthcare costs through deployment of Information Technology

- **INTERNATIONAL**
  Export Controls – reform U.S. encryption and deemed export regulations
  Customs – maintain coverage for products under Information Technology Agreement
  China – stop Congressional legislation against China that could hurt member interests while engaging China on its restrictive policies related to indigenous innovation, IPR, standards, and government procurement
  Free Trade Agreements – get Congressional approval of agreements with Korea, Colombia, and Panama
  Environment – seek favorable outcomes in China RoHS catalogue and certification regulations; seek EU policies supporting development of energy efficiency technologies

- **TAX**
  R&D Tax Credit – renew and seek a permanent extension of a strengthened credit
  Tax Reform – ensure that any tax reform legislation is positive for the high-tech industry and protects the industry's ability to operate globally

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OVERVIEW ON INTERPRETING INTERNATIONAL TRADE DATA

"Made in . . ."

These words adorn products from all over the world. You see them on clothes, toys, plates, furniture, and even electronics products. Yet nowhere can this concept be more complex and elusive than in the technology industry.

The technology supply chain spans the entire globe and is not something that lends itself to simplification. R&D can be located in one country, design in another, testing in a third, manufacturing in a fourth, and final assembly in a fifth. And this complicates the actual flows, as the manufacturing process itself is not always located in the same country. Often parts are manufactured in multiple countries and then are used as inputs in other stages of the manufacturing process. For example, a computer manufacturer in the United States may import components such as the processor, motherboard, keyboard, hard drive, and graphics card, assemble the computer, and then export it to a customer in another country.

This report follows only trade flows of actual merchandise into and out of the United States. It does not track the cross-border services trade. As a result, a significant amount of high-tech imports contain design, R&D, testing, and other processes that were done in the United States and sent overseas for mass production. While the service part (the design, R&D, and testing) do not count as a component of these trade statistics, the mass production and importation of the physical product does.

Similarly, these production facilities overseas are often owned and operated by U.S. companies. As these products are shipped back to the United States, they are counted as imports even though they are actually "intra-company transfers."

The high-tech merchandise trade data in this report come straight from the U.S. Bureau of the Census and are expressed on a Total Census Basis with all values in current U.S. dollars. The data are compiled by Global Trade Information Services, Inc. For a complete listing of the sectors that comprise AeA's definition of high tech, see our definition on pages 90-91.

HIGH-TECH TRADE SECTORS

- Computers and Peripheral Equipment
- Consumer Electronics
- Communications Equipment
- Electronic Components
- Semiconductors
- Industrial Electronics
- Electromedical Equipment
- Photonics

INTRODUCTION

Trade in the Cyberstates 2008: A State-by-State Overview of High-Tech International Trade is the first partner publication of AeA's annual *Cyberstates* report to deal exclusively with international trade at the national and state-by-state levels.

This report consists of three chapters. Chapter 1 examines high-tech exports and imports at the national level. This includes a breakdown of exports by high-tech sectors, comparisons with other industries, leading tech export destinations, and other factors.

Chapter 2 looks at high-tech exports, export growth, and export concentration by leading cyberstates.

Chapter 3 provides 52 one-page high-tech "snapshots" of the high-tech goods exports for each state, the District of Columbia, and Puerto Rico. The state pages provide an in-depth look at leading high-tech export sectors, leading export destinations, as well as high-tech trade trends over time. States are also highlighted by employment supported by electronics exports. The importance of the high-tech industry is delineated not only in the state overview pages and in the two other chapters, but also in detailed appendices.

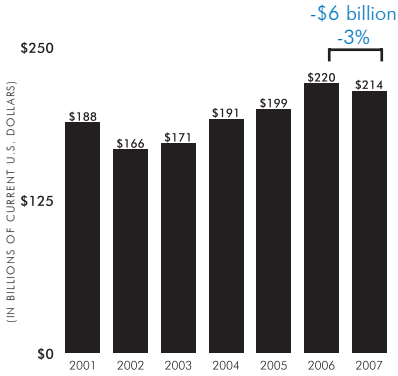
Extensive appendices on each of these indicators are also included in this report. Other than when looking at historical trends, all data in this report are for 2007 and are valued in current U.S. dollars. The data are collected by the U.S. Bureau of the Census and are compiled by Global Trade Information Services, Inc. For a detailed explanation of AeA's definition of the high-tech industry, see pages 90-91 of this report.

Our review of the most recent statistics shows that tech exports in 2007 were 14 percent higher than in 2001. However, the United States has not yet been able to reach the volume of exports achieved in 2000 before the tech bubble collapse.

Nevertheless, high tech remains the single largest merchandise exporter in the United States, led by sectors like semiconductors, computers and peripheral equipment, and industrial electronics.

At the state level, 29 cyberstates experienced export growth in 2007. The largest growth was in Virginia, Florida, and Idaho. For many states, high tech represents the largest component of their total exports.

U.S. HIGH-TECH EXPORTS
2001 - 2007



TOP 10 CYBERSTATES BY HIGH-TECH EXPORTS
2006 vs. 2007
(in billions of current U.S. dollars)

Rank		2006	2007	Numeric Change
	United States	**$220.2 B**	**$214.3 B**	**-$5.9 B**
1.	California	$51.7 B	$48.2 B	-$3.5 B
2.	Texas	$38.6 B	$35.9 B	-$2.7 B
3.	Florida	$12.4 B	$13.4 B	$1.0 B
4.	New York	$9.1 B	$8.9 B	-$0.3 B
5.	Massachusetts	$9.6 B	$8.7 B	-$0.9 B
6.	Arizona	$8.8 B	$8.7 B	-$0.04 B
7.	Illinois	$7.2 B	$7.4 B	$0.3 B
8.	Oregon	$6.9 B	$6.5 B	-$0.4 B
9.	Minnesota	$6.2 B	$5.6 B	-$0.6 B
10.	Tennessee	$4.5 B	$4.8 B	$0.3 B

Data are rounded.

Source: U.S. Bureau of the Census

KEY FINDINGS – NATIONAL

U.S. HIGH-TECH EXPORTS

- U.S. high-tech exports totaled $214 billion in 2007, decreasing three percent from $220 billion in 2006.
- High tech was the largest overseas industry export with U.S. high-tech manufactured goods comprising 18 percent of total U.S. exports in 2007.
- The semiconductors sector remained the largest component of high-tech exports in 2007, accounting for $50 billion worth of exports, down $2.4 billion from 2006.
- High-tech exports decreased in five subsectors (photonics, industrial electronics, consumer electronics, semiconductors, and computers and peripheral equipment) and increased in three subsectors (communications equipment, electromedical equipment, and electronic components). The subsector that saw the largest decline was computers and peripheral equipment, decreasing by $2.6 billion in 2007. Communications equipment exports, on the other hand, increased by $2.4 billion.
- Canada and Mexico continued to be the leading destinations for U.S. high tech exports with $29.4 billion and $26.0 billion, respectively. In 2007, China affirmed its position as the third largest U.S. high-tech exports destination, accounting for $14.5 billion of exports, followed by Japan and Germany.
- The five countries for which U.S. high-tech merchandise exports increased the most from 2001 to 2007 were China, Singapore, Canada, South Korea, and Germany. Exports to China more than doubled over these six years.
- U.S. high-tech exports supported 894,600 domestic jobs in 2007.

U.S. HIGH-TECH IMPORTS

- U.S. high-tech imports reached $333 billion in 2007, up three percent from $322 billion in 2006.
- High-tech was the United States's second largest industry import, just behind energy products.
- The largest high tech-import sectors in 2007 were computers and peripheral equipment ($103.2 billion), communications equipment ($74.0 billion), and consumer electronics ($54.4 billion).
- The U.S. imported $112.3 billion of high-tech goods from China, followed by $51.3 billion from Mexico, and $29.2 billion from Japan.

LEADING U.S. HIGH-TECH EXPORT DESTINATIONS 2007

1.	Canada	$29.4 B
2.	Mexico	$26.0 B
3.	China	$14.5 B
4.	Japan	$11.9 B
5.	Germany	$11.2 B

Data are rounded.

Source: U.S. Bureau of the Census

U.S. HIGH-TECH GOODS EXPORTS LEADING SECTORS 2006 vs. 2007

(in billions of current U.S. dollars)

Largest Sectors*	2006	2007	Percent Change
Semiconductors	$52.4 B	$50.0 B	-4.6%
Computers and Peripheral Equipment	$49.7 B	$47.1 B	-5.1%
Industrial Electronics	$40.4 B	$38.5 B	-4.8%
Communications Equipment	$27.3 B	$29.7 B	8.8%
Electronic Components	$17.4 B	$17.7 B	1.5%
Total High-Tech Goods Exports	**$220.2 B**	**$214.3 B**	**-2.7%**

*Not all industry sectors are represented. See appendix A.1 on page 76 for more details.

Data are rounded.

Source: U.S. Bureau of the Census

U.S. EXPORT INDUSTRY COMPARISONS 2007

1.	High Tech	$214 B
2.	Transportation	$210 B
3.	Chemicals	$136 B
4.	Metal Products	$59 B
5.	Energy Products	$42 B

Data are rounded.

Source: U.S. Bureau of the Census

KEY FINDINGS – THE STATES

U.S. HIGH-TECH TRADE BALANCE

- The high-tech trade deficit reached $118 billion in 2007, which is more than three times higher than it was in 2001 ($33 billion).

CYBERSTATES EXPORTS

- California was the leading high-tech export state with $48.2 billion in exports in 2007, down almost seven percent or $3.5 billion from 2006.
- Texas's high-tech exports totaled $35.9 billion in 2007, down seven percent or $2.7 billion from 2006. Texas, however, remained the nation's second largest cyberstate by total tech exports.
- Twenty-nine cyberstates saw their high-tech exports increase from 2006 to 2007, measured by dollar increase, led by Virginia, Florida, Idaho, New Jersey, and Utah.
- The fastest growing cyberstates on a percent basis from 2006 to 2007 were Hawaii, Utah, Mississippi, Montana, and Virginia.
- California had the largest decrease in exports, declining $3.5 billion from 2006 to 2007. Texas, Colorado, Massachusetts, and Minnesota also had significant declines in exports.
- Vermont boasts the highest concentration of tech exports, with 75 percent of exports coming from the tech industry. High tech accounted for more than 60 percent of total exports in Idaho and New Mexico as well.
- California was the leading exporter of computer and peripheral equipment, consumer electronics, semiconductors, industrial electronics, electromedical equipment, and photonics.
- Texas was the leading exporter of communications equipment and electronic components.
- Tennessee was the second largest exporter of electromedical equipment, after California.
- High-tech exports supported hundreds of thousands of U.S. jobs. In Texas, some 183,900 jobs were supported by tech exports. Other leading states included California (183,000 jobs), Florida (69,900 jobs), Arizona (36,400 jobs), and Oregon (33,900 jobs).

TOP CYBERSTATES

BY HIGH-TECH EXPORTS, 2007
(in billions)

1.	California	$48.2 B
2.	Texas	$35.9 B
3.	Florida	$13.4 B
4.	New York	$8.9 B
5.	Massachusetts	$8.7 B

BY NUMERIC CHANGE IN HIGH-TECH EXPORTS 2006 - 2007
(in millions)

1.	Virginia	+$1,101 M
2.	Florida	+$989 M
3.	Idaho	+$695 M
4.	New Jersey	+$357 M
5.	Utah	+$339 M

HIGH-TECH CONCENTRATION OF EXPORTS, 2007
(percent of exports that are tech)

1.	Vermont	75%
2.	Idaho	70%
3.	New Mexico	63%
4.	Arizona	45%
5.	Colorado	44%

JOBS SUPPORTED BY HIGH-TECH EXPORTS, 2007
(by number of jobs)

1.	Texas	183,900
2.	California	183,000
3.	Florida	69,900
4.	Arizona	36,400
5.	Oregon	33,900

Source: U.S. Bureau of the Census

CHAPTER 1: U.S. HIGH-TECH TRADE

INTRODUCTION

This chapter examines U.S. high-tech merchandise trade between 2001 and 2007.

The most recent data show that technology exports totaled $214 billion in 2007. Exports in 2007 were $26 billion higher than in 2001, which is a 14 percent increase. From 2006 to 2007, however, high-tech merchandise trade declined by three percent.

The high-tech export sector that grew the fastest between 2006 and 2007 was communications equipment, at almost nine percent. Electromedical equipment (8.7 percent) and electronic components (1.5 percent) also posted positive growth rates during this time period.

Technology imports totaled $333 billion in 2007, up three percent from 2006. The largest high-tech import sectors in 2007 were computers and peripheral equipment, communications equipment, and consumer electronics. A significant percentage of U.S. high-tech imports are actually "intra-company" transfers, as U.S. production facilities overseas ship finished products back to the United States.

The importance of the international marketplace for U.S. tech products is reflected in the portion of overall exports that are tech goods. High-tech goods exports represented 18 percent of all exports from the United States to the rest of the world in 2007, and imports represented 17 percent of total U.S. imports in 2007.

The U.S. high-tech trade deficit reached a high of $118 billion in 2007. It has more than tripled since 2001, when it was $33 billion. Intense global competition has forced U.S. companies to establish production facilities overseas.

The leading destinations for U.S. high-tech exports in 2007 were, in order of magnitude: Canada, Mexico, China, Japan, Germany, Singapore, South Korea, Taiwan, the Netherlands, and the United Kingdom. The United States held a high-tech merchandise deficit with all of these countries except Canada, the Netherlands, and the United Kingdom.

International trade supports millions of jobs in the United States. U.S. high-tech exports alone supported 894,600 jobs in the United States in 2007.

U.S. HIGH-TECH MERCHANDISE TRADE, 2001 - 2007

(in billions of current U.S. dollars)

Year	Exports	Imports	Balance
2001	$188 B	$222 B	-$33 B
2002	$166 B	$220 B	-$54 B
2003	$171 B	$231 B	-$60 B
2004	$191 B	$271 B	-$79 B
2005	$199 B	$295 B	-$96 B
2006	$220 B	$322 B	-$102 B
2007	$214 B	$333 B	-$118 B

Data are rounded.

Source: U.S. Bureau of the Census

U.S. HIGH-TECH GOODS EXPORTS LEADING SECTORS 2006 vs. 2007

(in billions of current U.S. dollars)

Fastest Growing Sectors*	2006	2007	Percent Change
Communications Equipment	$27.3 B	$29.7 B	+8.8%
Electromedical Equipment	$15.3 B	$16.6 B	+8.7%
Electronic Components	$17.4 B	$17.7 B	+1.5%
Semiconductors	52.4 B	50.0 B	-4.6%
Industrial Electronics	$40.4 B	$38.5 B	-4.8%
Total High-Tech Goods Exports	$220.2 B	$214.3 B	-2.7%

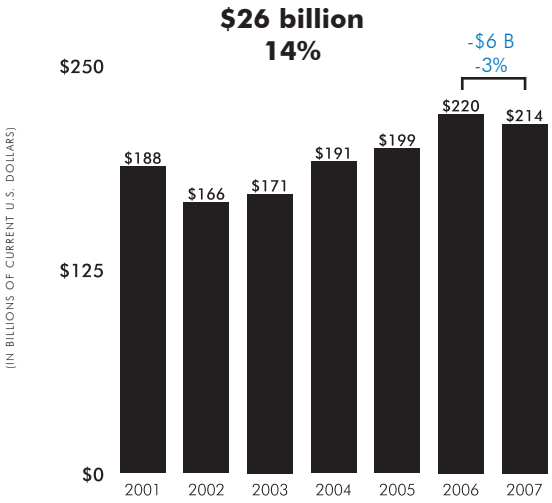
*Not all industry sectors are represented. See appendix A.1 on page 76 for more details.

Data are rounded.

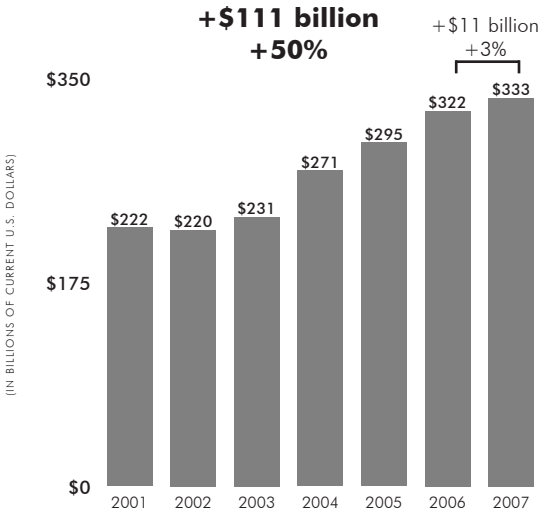
Source: U.S. Bureau of the Census

HIGH-TECH EXPORTS	**$214 BILLION**
Percentage of All Exports	18.4%
HIGH-TECH IMPORTS	**$333 BILLION**
Percentage of All Imports	17.0%
HIGH-TECH TRADE BALANCE	**-$118 BILLION**
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**894,600 JOBS**

U.S. HIGH-TECH EXPORTS

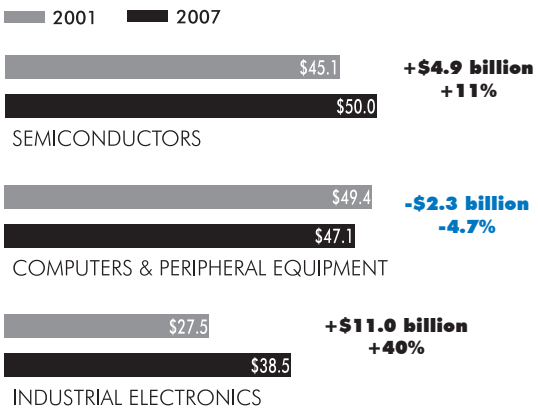


U.S. HIGH-TECH IMPORTS

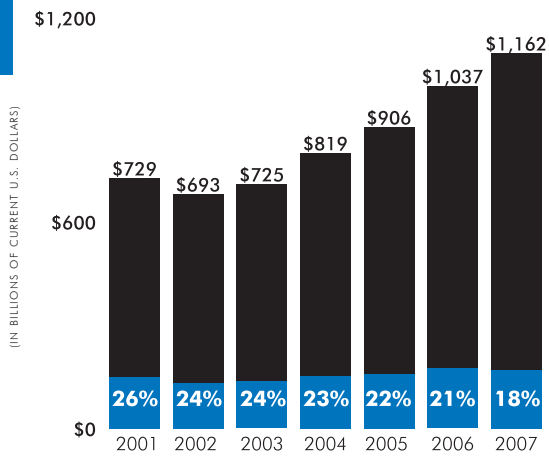


HIGH TECH IS THE SINGLE LARGEST MERCHANDISE EXPORTER IN THE UNITED STATES

LEADING HIGH-TECH EXPORT SECTORS



U.S. HIGH-TECH EXPORTS AS A PERCENTAGE OF TOTAL EXPORTS

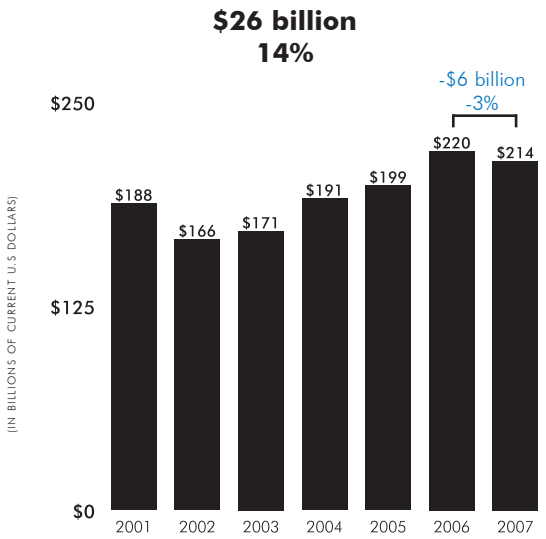


Data are rounded.

Source: U.S. Bureau of the Census

High-Tech Exports Down in 2007

U.S. High-Tech Merchandise Exports
2001 - 2007



Data are rounded.

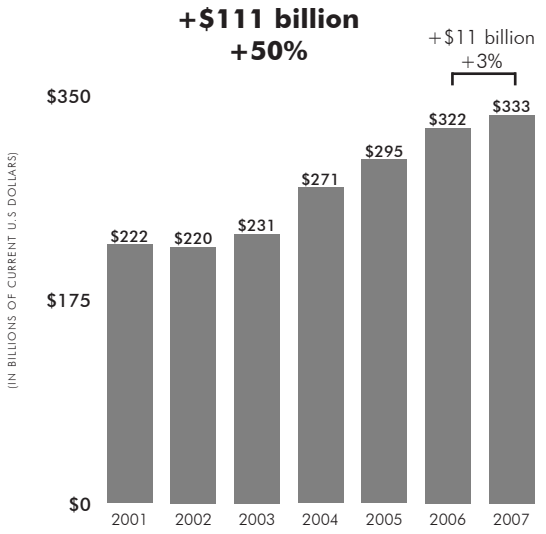
Source: U.S. Bureau of the Census

The highly competitive U.S. high-tech industry is selling its products around the world. At $214 billion in 2007, U.S. high-tech merchandise exports are still below their record high of $223 billion in 2000 – prior to the bursting of the tech bubble.

There is a decline tn the growth of high-tech merchandise exports compared to 2006 as well. U.S. high-tech exports decreased $5.9 billion from 2006 to 2007, representing a three percent drop.

U.S. High-Tech Imports Up 50 Percent Since 2001

U.S. High-Tech Merchandise Imports
2001 - 2007



Data are rounded.

Source: U.S. Bureau of the Census

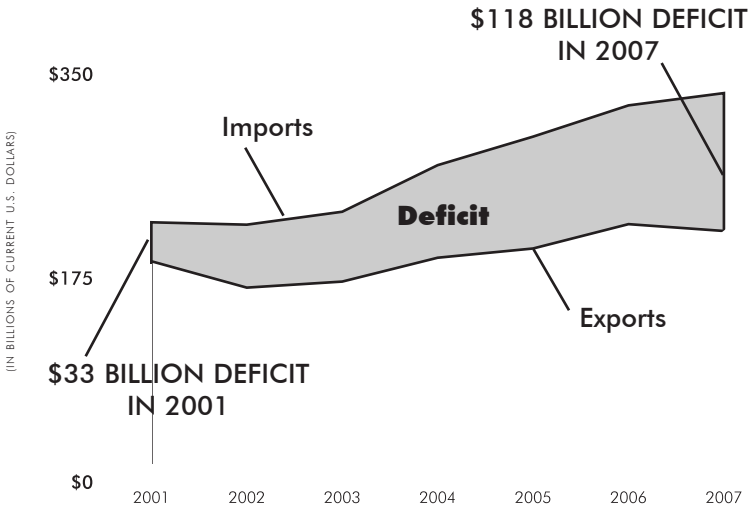
U.S. high-tech merchandise imports have grown 50 percent since 2001, reaching an all-time high of $333 billion in 2007. This has outpaced high-tech exports growth.

From 2006 to 2007, high-tech imports also grew faster than exports, showing a three percent growth rate.

A significant percentage of U.S. high-tech imports are actually "intra-company" transfers, as U.S. production facilities overseas ship finished products back to the United States from their plants in countries like Taiwan, Singapore, China, Hungary, Mexico, the Philippines, Costa Rica, and Ireland.

High-Tech Exports and Imports Grow as Trade Balance Widens

U.S. High-Tech Merchandise Trade Balance 2001 - 2007



Source: U.S. Bureau of the Census

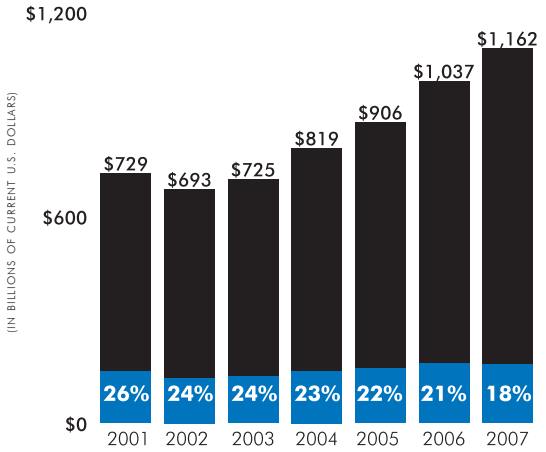
The U.S. high-tech balance of trade currently stands at a deficit of $118 billion. Since 2001, the deficit has increased more than three times as import growth has outstripped export growth.

The deficit is the result of many factors, not the least of which is the intense global competition for cheaper electronics products. This has forced U.S. companies to establish production subsidiaries overseas and import lower priced components from countries around the world.

And as noted earlier, a significant amount of U.S. high-tech imports are actually intra-company transfers, as U.S. production facilities overseas ship finished products and parts back to the United States.

High-Tech Goods Represent 18 Percent of All Exports

U.S. High-Tech Goods as a Percent of Total Exports, 2001 - 2007



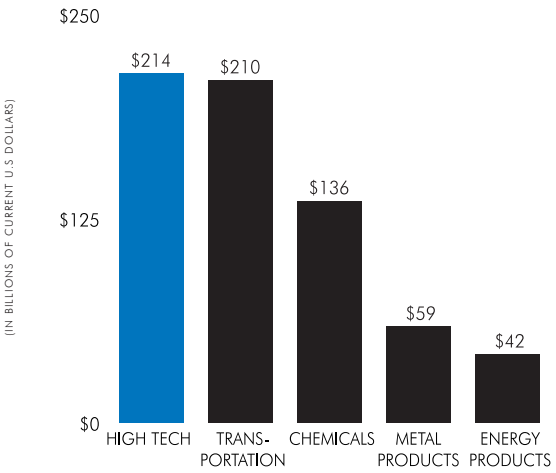
Source: U.S. Bureau of the Census

As this graph shows, high tech products have become an integral part of everyday life. In 2007, high-tech goods accounted for 18 percent of total exports. The ratio peaked in 2001, when high-tech exports comprised 26 percent of all U.S. exports.

High-tech goods accounted for 17 percent of all goods imported into the United States in 2007, down from a high of 19 percent in 2001.

U.S. High-Tech Industry Is Largest Overseas Exporter

U.S. High-Tech Merchandise Export Comparisons 2007

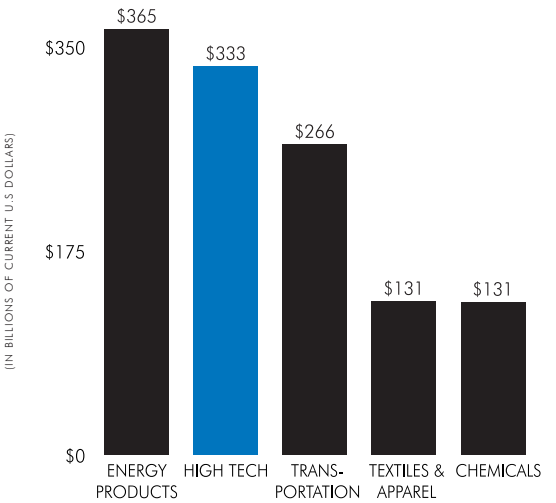


Source: U.S. Bureau of the Census

The U.S. high-tech industry is the nation's leading exporter of manufactured goods. The tech industry's $214 billion in technology exports outshines exports from other leading industries like transportation at $210 billion, chemicals at $136 billion, metal products at $59 billion, and energy products at $42 billion.

High Tech Is 2nd Largest U.S. Import Commodity

U.S. High-Tech Merchandise Import Comparisons 2007



Source: U.S. Bureau of the Census

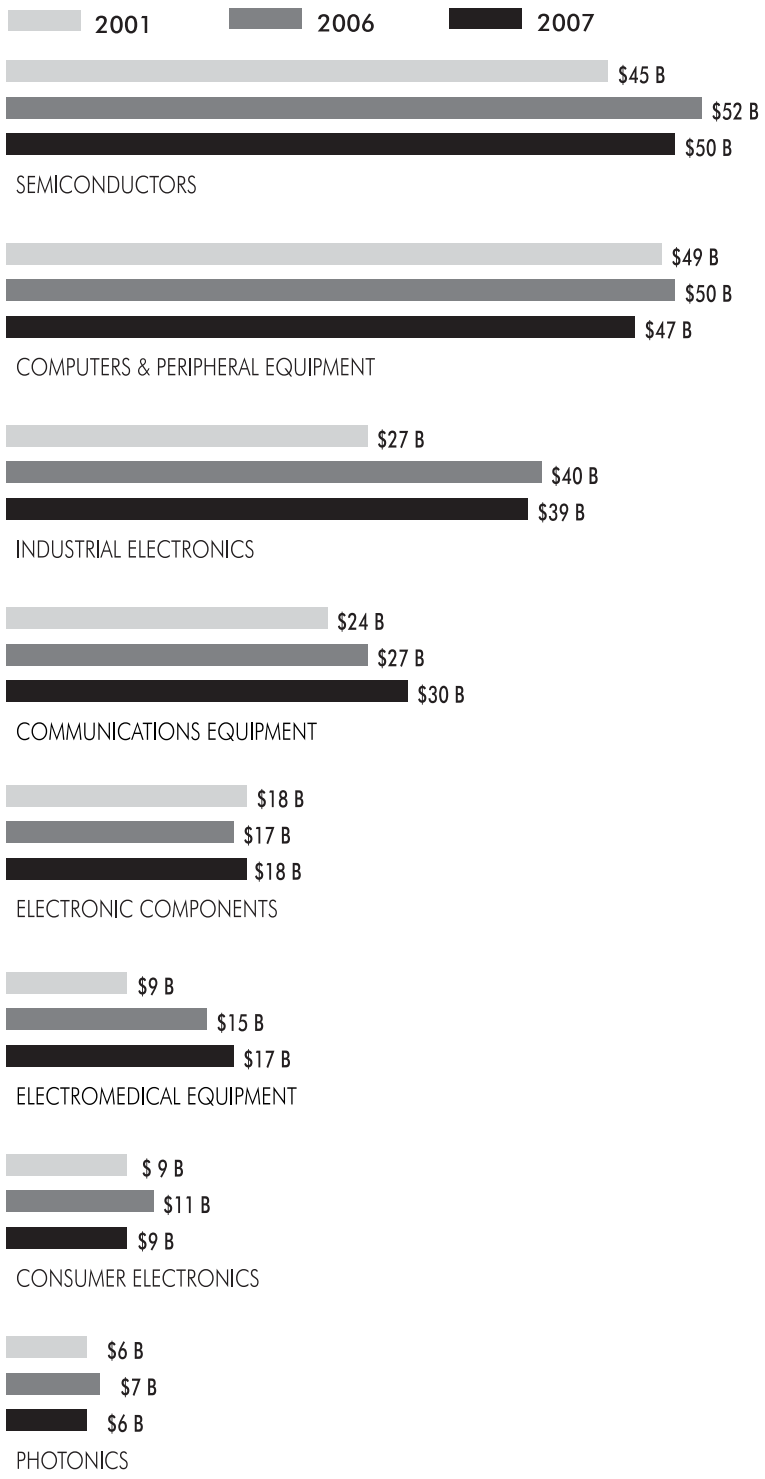
High-tech manufactured goods slipped behind energy products as the largest sector of total goods imported to the United States, driven in part by increasing energy prices. U.S. high-tech imports totaled $333 billion in 2007, compared to $365 billion in energy product imports.

Rounding out the top five, transportation imports (which include all autos and planes) totaled $266 billion, textiles and apparel totaled $131 billion, and chemicals totaled $131 billion.

Semiconductors Represent Largest Export Sector in 2007

Leading U.S. High-Tech Export Sectors
2001, 2006, 2007

(IN BILLIONS OF CURRENT U.S. DOLLARS)



Data are rounded.

Source: U.S. Bureau of the Census

The semiconductors sector overtook the computers and peripheral equipment sector in 2006 as the largest high-tech export sector. Semiconductor exports decreased by five percent from $52 billion in 2006 to $50 billion in 2007. The sector is up 11 percent since 2001.

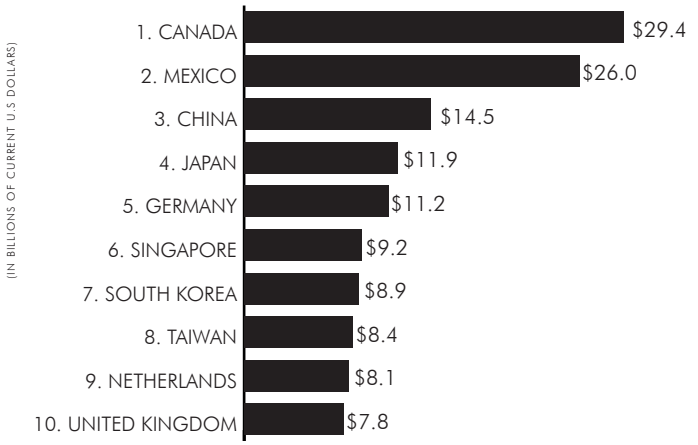
Computers and peripheral equipment came in second among technology export sectors with $47 billion in 2007 – down five percent from $50 billion in 2006.

Another leading tech export sector in 2007 was industrial electronics with $39 billion – it surpassed its 2001 level by 40 percent.

The nation's fastest growing tech export sector between 2001 and 2007 was electromedical equipment. The sector grew by 76 percent since 2001, exporting goods worth $17 billion.

NAFTA Countries Are Leading Destinations for U.S. Tech Exports

Leading U.S. High-Tech Export Destinations
2007



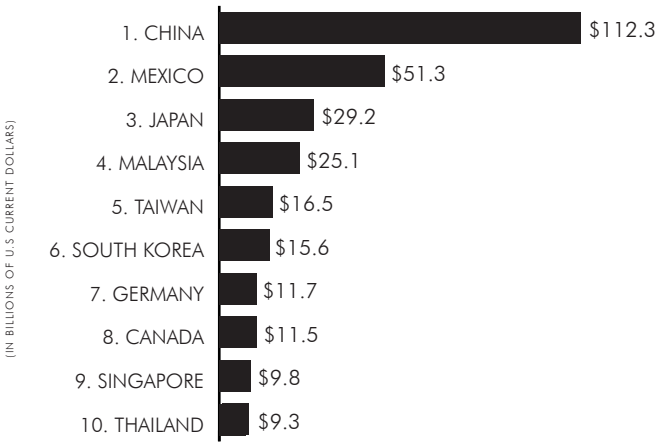
Source: U.S. Bureau of the Census

Our two NAFTA partners, Canada and Mexico, are currently the largest markets for U.S. high-tech exports, at $29.4 billion and $26.0 billion, respectively. China is the third largest destination for U.S. tech exports, at $14.5 billion. China surpassed Japan to take the third spot in 2006.

Completing the top 10 list are Japan, Germany, Singapore, South Korea, Taiwan, the Netherlands, and the United Kingdom. Together, these top 10 export markets comprise more than 63 percent of all U.S. high-tech exports.

China Leads as a Supplier of Tech Imports to the United States

U.S. High-Tech Merchandise Import Comparisons
2007



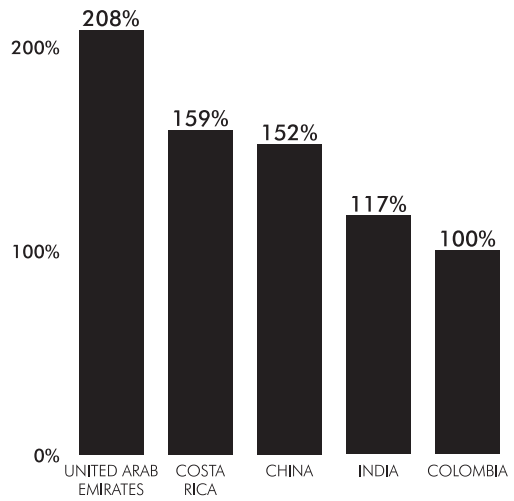
Source: U.S. Bureau of the Census

The U.S. imports the largest amount of high-tech goods from China, $112.3 billion. Mexico and Japan are the next largest markets, exporting respectively $51.3 billion and $29.2 billion worth of tech products to the United States.

Other top import origins of tech products to the United States are Malaysia, Taiwan, South Korea, Germany, Canada, Singapore, and Thailand.

United Arab Emirates Is Fastest Growing U.S. High-Tech Export Destination

Fastest Growing Destinations* for U.S. High-Tech Exports 2001 - 2007



*Of countries receiving $1 billion or more in U.S. high-tech exports

Source: U.S. Bureau of the Census

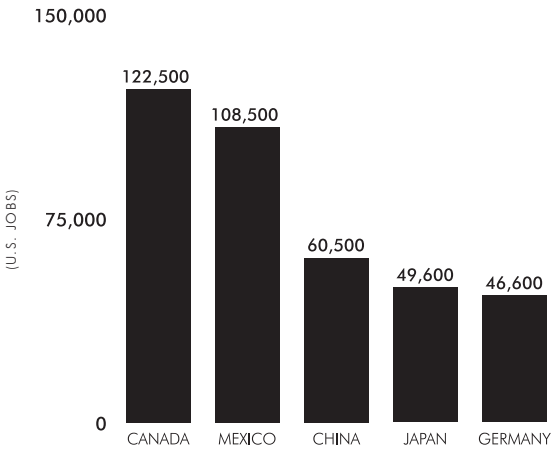
The U.S. high-tech industry's fastest growing export market is the United Arab Emirates, whose demand for U.S. tech goods tripled from 2001 to 2007. Other rapidly growing export destinations that receive at least $1 billion of tech products from the United States include Costa Rica, China, India, and Colombia.

The United Arab Emirates's growing demand for U.S. tech products is fueled by its emergence as an international business hub requiring advanced information and security technology.

Costa Rica's status as the second fastest growing destination for U.S. high-tech exports is owed to its Intel campus established in 1998, where it imports components to perform the final stages of assembly, testing, and distribution of microprocessors.

High-Tech Exports Support Hundreds of Thousands of American Jobs

Employment Supported By High-Tech Exports 2007



Source: U.S. Bureau of the Census

Many American jobs are supported by U.S. high-tech exports to countries around the world. Canada and Mexico lead the pack, supporting 122,500 and 108,500 American jobs, respectively, in 2007.

High-tech exports to China, Japan, and Germany sustain the employment of 60,500, 49,600, and 46,600 Americans, respectively.

It is no coincidence that our five leading high-tech export destinations are also the five largest supporters of American jobs in terms of tech exports. The number of jobs is calculated based on a ratio determined by the value of exports to that country. For more detailed explanation see the Methodology on page 92.

CHAPTER 2: HIGH-TECH EXPORTS BY LEADING CYBERSTATES

INTRODUCTION

In this chapter, we examine high-technology merchandise exports in each state, the District of Columbia, and Puerto Rico.

The nation's leading cyberstates by high-tech exports in 2007 were California, Texas, Florida, New York, and Massachusetts. California's high-tech exports represented 22 percent of all U.S. high-tech exports.

Some 29 cyberstates saw their high-tech exports increase in 2007. Cyberstates with the largest dollar increase in high-tech exports between 2006 and 2007 were Virginia, Florida, Idaho, New Jersey, and Utah. High-tech exports from Virginia increased $1.1 billion between 2006 and 2007. California's high-tech exports declined by $3.5 billion in 2007, the largest drop of any cyberstate. Tech exports in Texas and Colorado experienced the second and third largest declines in 2007, $2.7 billion and $1.1 billion, respectively.

On a percentage basis, Hawaii, Utah, Mississippi, Montana, and Virginia were the fastest growing states by high-tech exports in 2007, with increases ranging from 137 percent to 39 percent, although some were springing from a relatively small base.

Vermont, Idaho, New Mexico, Arizona, and Colorado were the nation's leading cyberstates by high-tech export concentration in 2007. High-tech exports comprised 75 percent of all exports from Vermont. Idaho ranked second at 70 percent.

High-tech exports also supported hundreds of thousands of jobs across the nation. Based on ratios derived from the U.S. Census Bureau, tech exports from Texas supported 183,900 jobs in the state. California was second with 183,000 jobs supported by tech exports, followed by Florida with 69,900 jobs.

At the state level, only export trade data are available from the U.S. Census Bureau.

TOP CYBERSTATES

BY HIGH-TECH GOODS EXPORTS 2007

	United States	$214.3 B
1.	California	$48.2 B
2.	Texas	$35.9 B
3.	Florida	$13.4 B
4.	New York	$8.9 B
5.	Massachusetts	$8.7 B

EMPLOYMENT SUPPORTED BY HIGH-TECH GOODS EXPORTS 2007

	United States	894,600
1.	Texas	183,900
2.	California	183,000
3.	Florida	69,900
4.	Arizona	36,400
5.	Oregon	33,900

HIGH-TECH GOODS EXPORTS BY NUMERIC GROWTH 2006 - 2007

1.	Virginia	$1,101M
2.	Florida	$989 M
3.	Idaho	$695 M
4.	New Jersey	$357 M
5.	Utah	$339 M

HIGH-TECH GOODS EXPORTS BY PERCENT GROWTH 2006 - 2007

1.	Hawaii	136.8%
2.	Utah	46.9%
3.	Mississippi	42.0%
4.	Montana	39.7%
5.	Virginia	39.1%

Data are rounded.

In current U.S. dollars

Source: U.S. Bureau of the Census

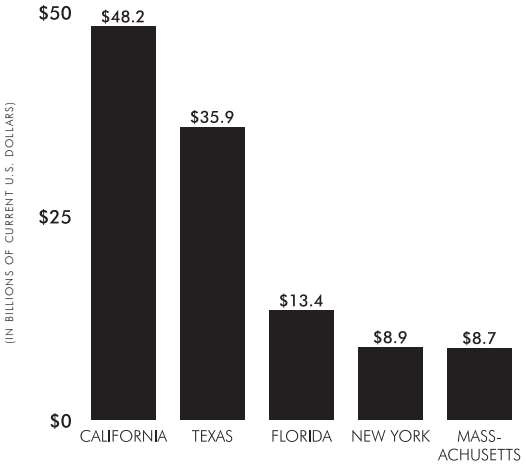
HIGH-TECH EXPORTS BY LEADING CYBERSTATES

2007

TOP RANKED CYBERSTATES

EXPORTS	CALIFORNIA
NUMERIC EXPORT GROWTH (2006 - 2007)	VIRGINIA
PERCENT EXPORT GROWTH (2006 - 2007)	HAWAII
EXPORT CONCENTRATION	VERMONT

BY HIGH-TECH EXPORTS

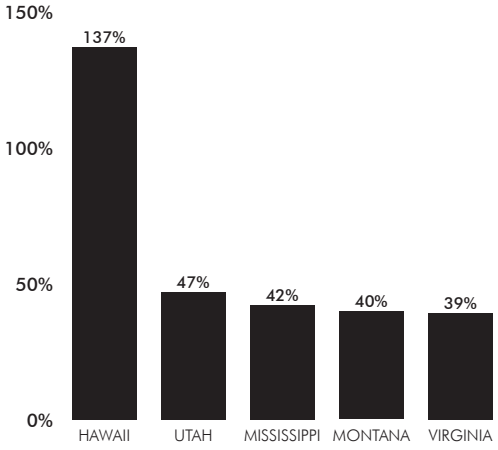


California's High-Tech Exports Represent 22 Percent of All U.S. High-Tech Goods Exports

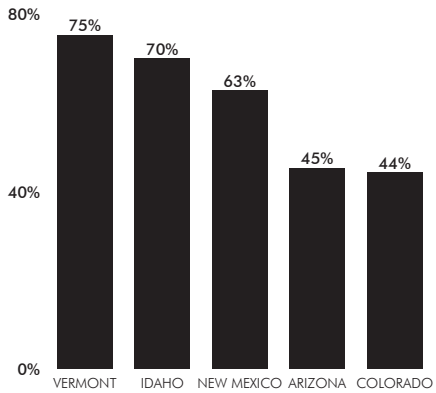
BY HIGH-TECH EXPORT GROWTH

2006 - 2007

(BASED ON CURRENT U.S. DOLLARS)



BY TECH EXPORT CONCENTRATION



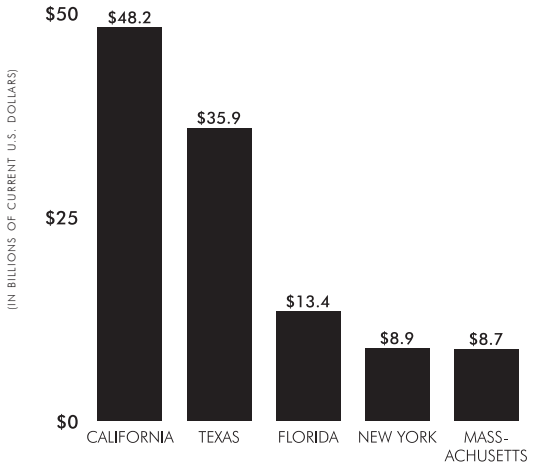
Data are rounded.

Source: U.S. Bureau of the Census

CHAPTER 2: HIGH-TECH EXPORTS BY LEADING CYBERSTATES

California Leads the Nation in High-Tech Exports

Top 5 States by High-Tech Exports
2007



Source: U.S. Bureau of the Census

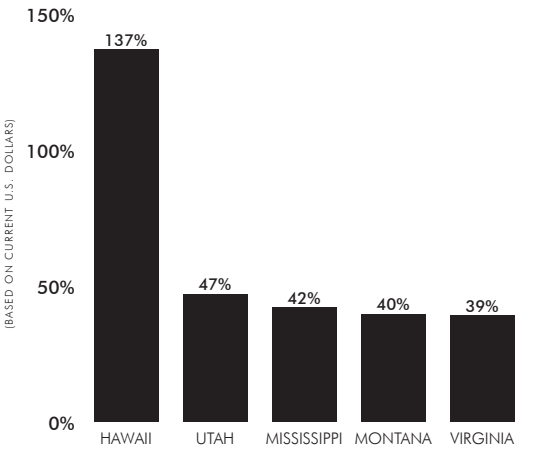
California led the country in high-tech exports with $48.2 billion in 2007, a decrease of $3.5 billion or almost seven percent from 2006. California's high-tech exports accounted for a little under one-quarter of all high-tech exports in the nation.

With $35.9 billion, Texas was the nation's second leading high-tech exporter in 2007, down $2.7 billion or seven percent from 2006.

Completing the top five were Florida, New York, and Massachusetts.

Hawaii Leads the Nation by High-Tech Export Growth Rate

High-Tech Export Growth Rates
2006 - 2007



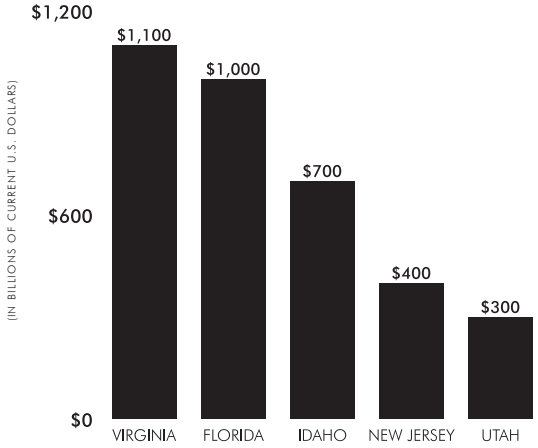
Source: U.S. Bureau of the Census

Twenty-nine cyberstates saw their tech exports increase between 2006 and 2007. Fourteen states grew by more than 10 percent.

Hawaii led with a high-tech export growth rate of 137 percent, increasing from $15 million in 2006 to $37 million in 2007. Following closely were Utah, Mississippi, Montana, and Virginia.

Virginia Boasts the Largest Increase in Technology Exports

High-Tech Numeric Export Growth 2006 - 2007



Data are rounded.

Source: U.S. Bureau of the Census

High tech exports from Virginia increased by $1.1 billion to $3.9 billion in 2007, the largest gain in the nation.

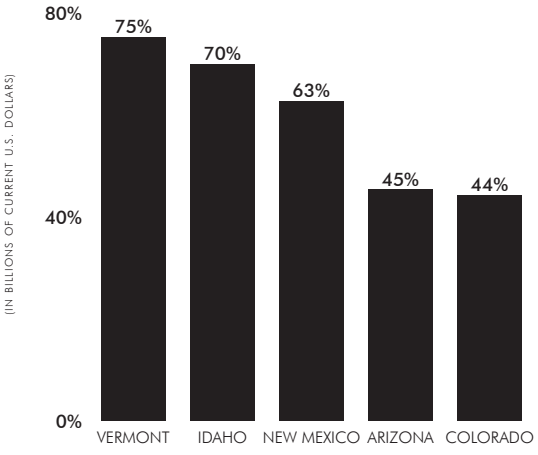
Florida, the third largest exporter of high-tech goods, saw the second largest gains between 2006 and 2007, adding $1 billion.

Idaho, New Jersey, and Utah also saw impressive increases in high-tech exports from 2006 to 2007 – upwards of at least $300 million each.

California experienced the largest decrease, dropping $3.5 billion from 2006 to 2007. This is a sharp contrast to its performance in 2006 when it added $4 billion, the second largest increase that year.

Vermont Has the Highest Concentration of Tech Exports

Tech Exports as a Percent of Total Exports 2007



Source: U.S. Bureau of the Census

Vermont's exports continue to be the most heavily dependent on technology, with high-tech products accounting for 75 percent of all exports in the state.

High-tech is also vital to the export activity of Idaho, comprising 70 percent of all goods exported from the state.

Completing the top five cyberstates by concentration were New Mexico (63 percent), Arizona (45 percent), and Colorado (44 percent).

CHAPTER 3: STATE-BY-STATE OVERVIEW

INTRODUCTION

This chapter consists of high-technology export overview pages for each state, the District of Columbia, and Puerto Rico. Each page provides an in-depth look at leading high-tech export sectors and leading export destinations, as well as high-tech trade trends over time. Also included are statistics on the number of jobs supported by high-tech exports.

For ease of comparison, each state is assigned a ranking in terms of high-tech exports and tech export concentration. Each state is then analyzed in terms of historic export data from 2001 to 2007, capturing trends over this time period as well as recent growth from 2006 to 2007. More specifically, leading tech export sectors and their relative size and importance to each state are identified. For example, in 2007, computers and peripheral equipment was the largest component of high-tech exports in California with $12.3 billion, just above semiconductors with $12.2 billion.

The overviews also provide the top five leading high-tech export destinations for individual states. For example, Massachusetts' leading export destination was Japan, followed by Germany and Canada. In contrast, Florida's leading high-tech export destinations were Brazil, Venezuela, and Mexico.

Top cyberstates by exports in 2007 were California, Texas, Florida, New York, and Massachusetts. Technology exports showed new growth for the industry, increasing in 29 cyberstates between 2006 and 2007. Virginia, Florida, and Idaho had the largest increases, jumping by $1.1 billion, $989 million, and $695 million, respectively.

Leading cyberstates by percentage growth were Hawaii, Utah, and Mississippi, which, though starting from smaller bases, increased their exports by 137 percent, 47 percent, and 42 percent, respectively.

California led in six of the eight high-tech export sectors, outstripped by Texas in exports of communications equipment and electronic components. Semiconductors were the largest export sector at $50.0 billion. The next leading cyberstates in exports of semiconductors were Texas, Arizona, Oregon, and Idaho.

All data come from or are derived from official U.S. Bureau of the Census statistics.

TOP 5 CYBERSTATES

BY HIGH-TECH EXPORTS 2007

	United States	**$214.3 B**
1.	California	$48.2 B
2.	Texas	$35.9 B
3.	Florida	$13.4 B
4.	New York	$8.9 B
5.	Massachusetts	$8.7 B

BY SEMICONDUCTOR EXPORTS, 2007

	United States	**$50.0 B**
1.	California	$12.2 B
2.	Texas	$8.7 B
3.	Arizona	$4.1 B
4.	Oregon	$3.9 B
5.	Idaho	$2.8 B

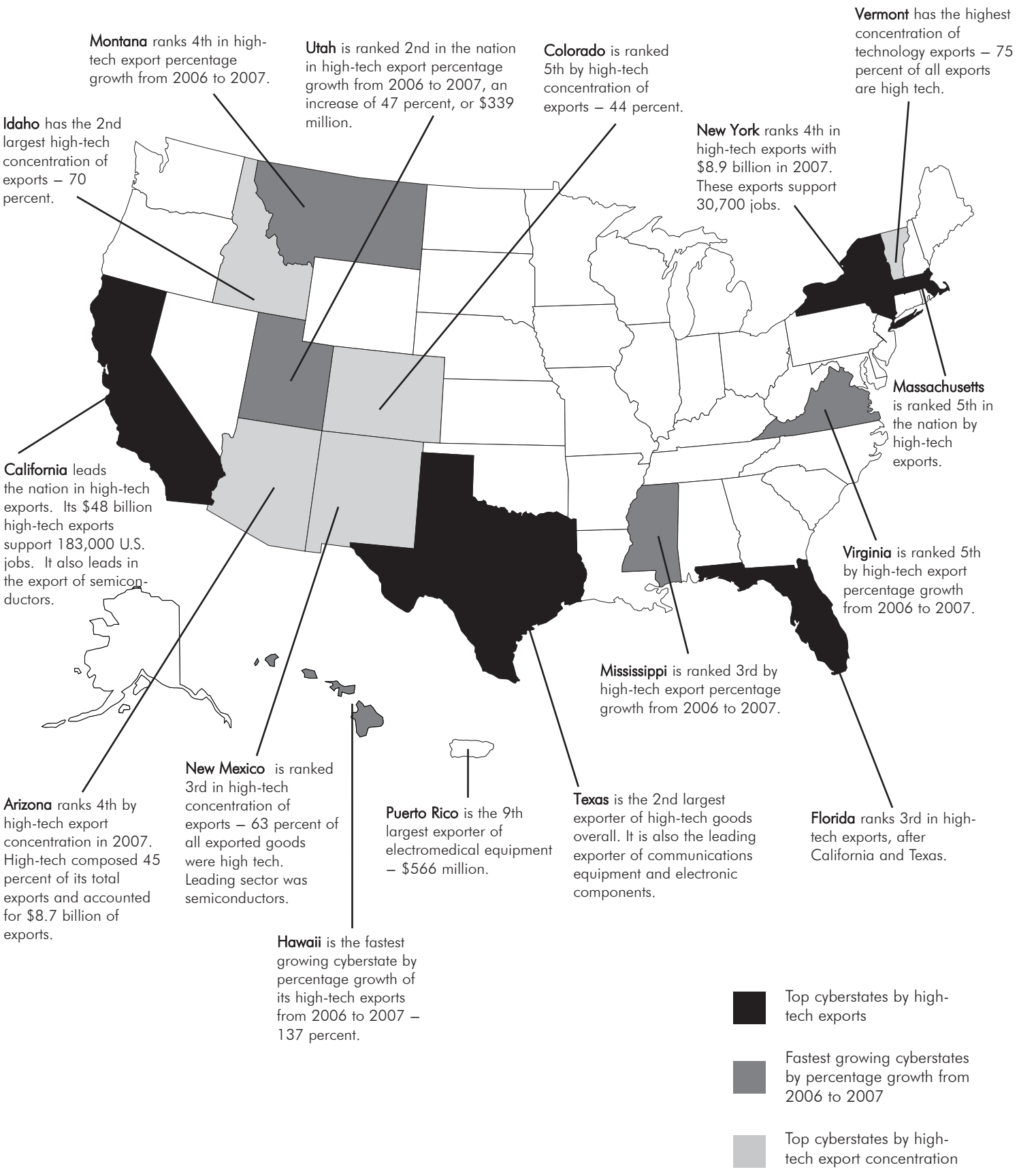
BY COMMUNICATIONS EQUIPMENT EXPORTS, 2007

	United States	**$29.7 B**
1.	Texas	$8.8 B
2.	California	$5.7 B
3.	Florida	$3.3 B
4.	Illinois	$1.3 B
5.	New York	$1.2 B

BY COMPUTERS AND PERIPHERAL EQUIPMENT EXPORTS, 2007

	United States	**$47.1 B**
1.	California	$12.3 B
2.	Texas	$7.0 B
3.	Florida	$5.1 B
4.	New York	$2.2 B
5.	Tennessee	$1.7 B

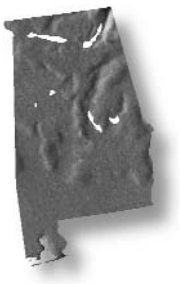
Source: U.S. Bureau of the Census



Source: U.S. Bureau of the Census

ALABAMA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$1.3 BILLION**
TOTAL EXPORTS	$14.4 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	9%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**5,400**

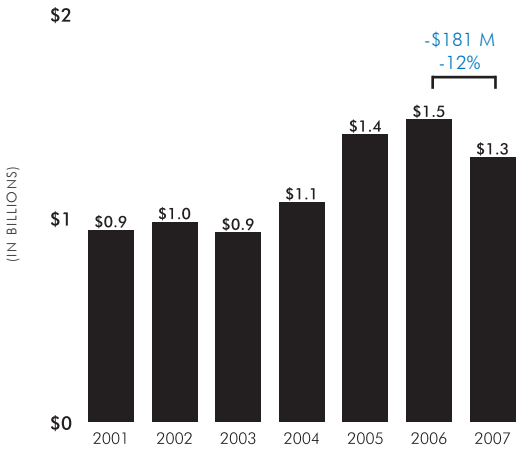
STATE RANKINGS

29TH IN HIGH-TECH EXPORTS
35TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

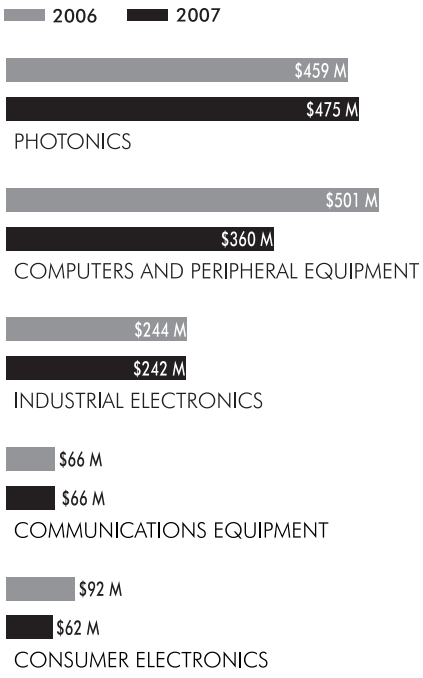
+$360 MILLION
+38%



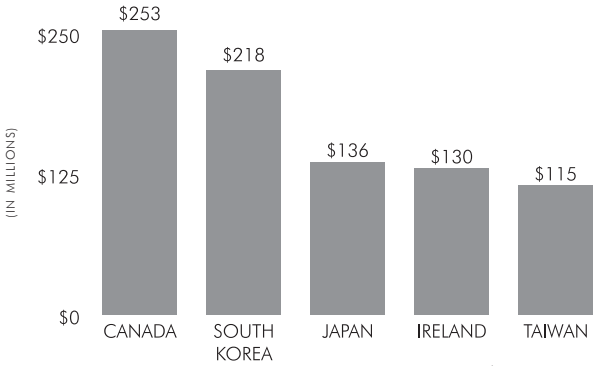
9 PERCENT OF EXPORTS FROM ALABAMA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

ALASKA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$24 MILLION**
TOTAL EXPORTS	$4.0 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	0.6%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**200**

STATE RANKINGS

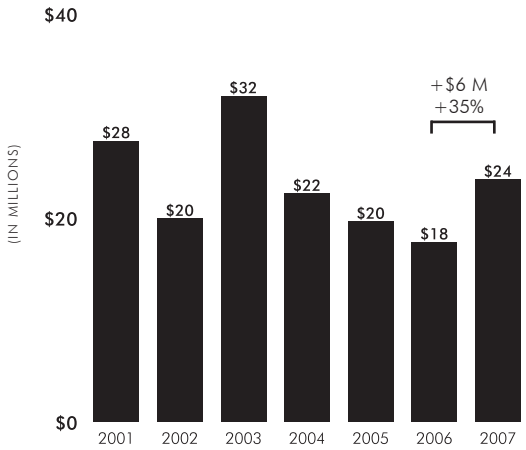
51ST IN HIGH-TECH EXPORTS

52ND IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

-$4 MILLION
-14%

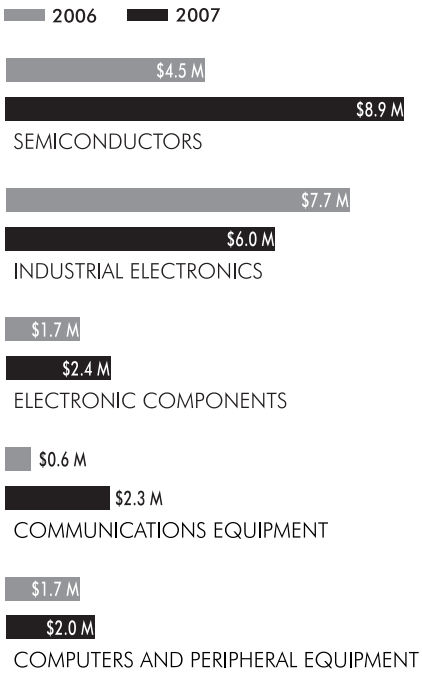


0.6

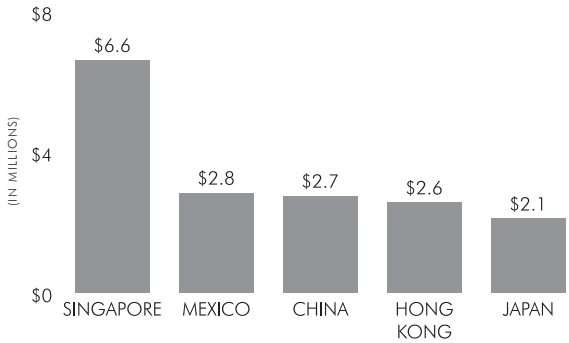
PERCENT OF EXPORTS FROM ALASKA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

ARIZONA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$8.7 BILLION**
TOTAL EXPORTS	$19.2 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	45%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**36,400**

STATE RANKINGS

6TH IN HIGH-TECH EXPORTS

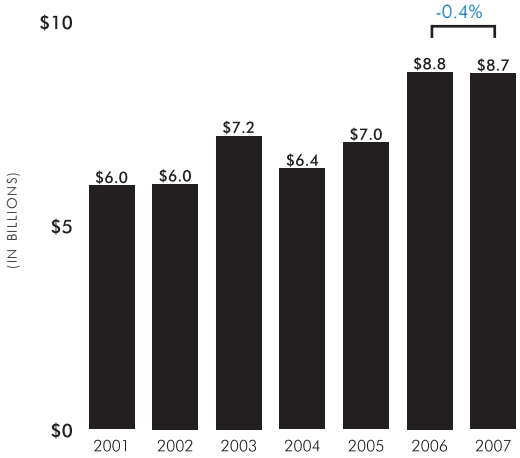
4TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

+$2.8 BILLION +46%

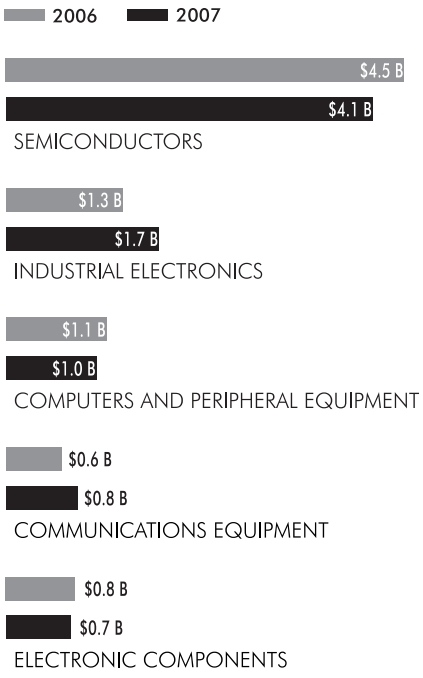
-$35 M -0.4%



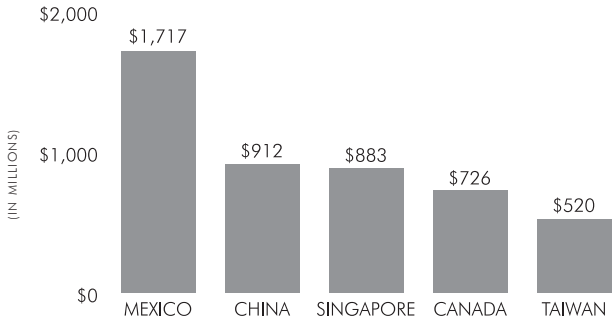
45 PERCENT OF EXPORTS FROM ARIZONA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN BILLIONS)



LEADING EXPORT DESTINATIONS

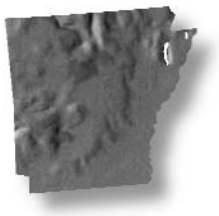


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

ARKANSAS 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$200 MILLION**
TOTAL EXPORTS	$4.9 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	4%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**900**

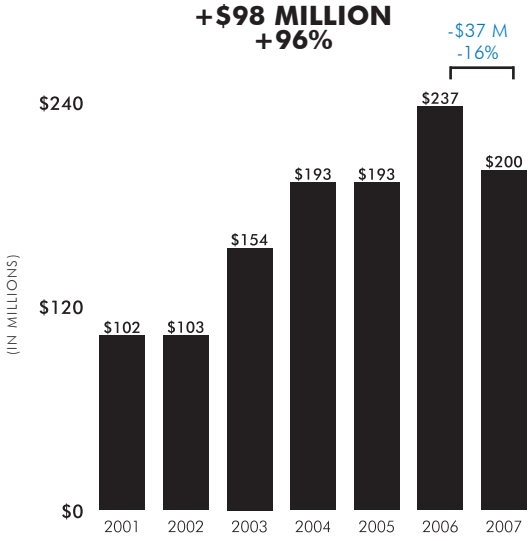
STATE RANKINGS

45TH IN HIGH-TECH EXPORTS

46TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

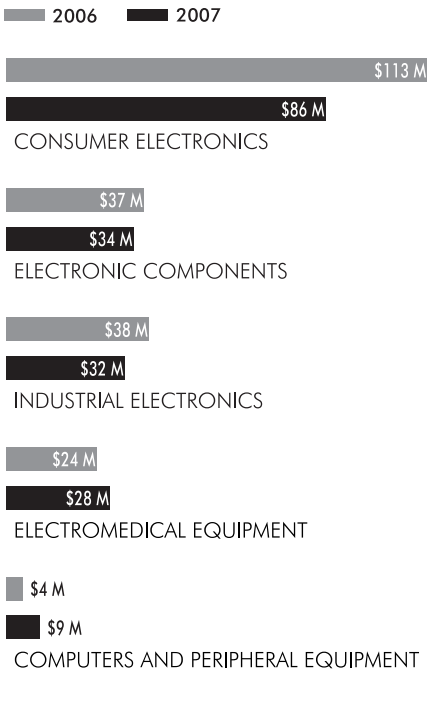
(2001 - 2007)



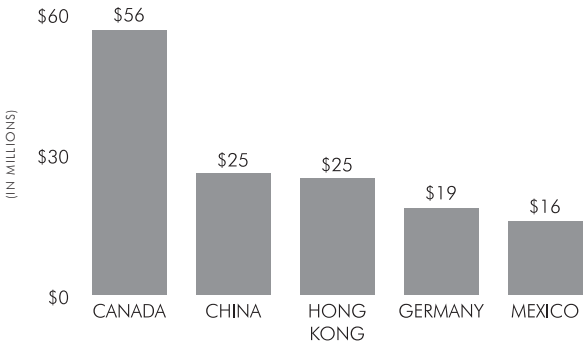
4 PERCENT OF EXPORTS FROM ARKANSAS ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

CALIFORNIA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$48.2 BILLION**
TOTAL EXPORTS	$134 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	36%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**183,000**

STATE RANKINGS

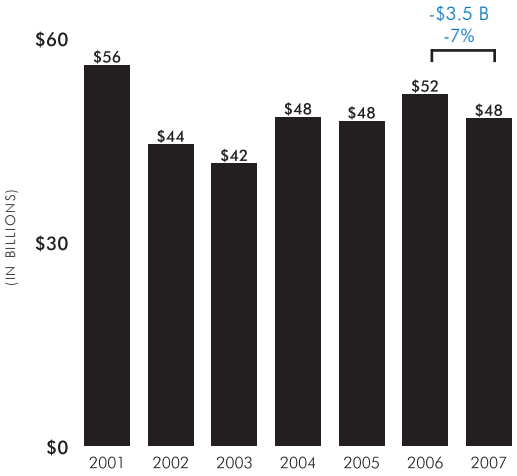
1ST IN HIGH-TECH EXPORTS

8TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

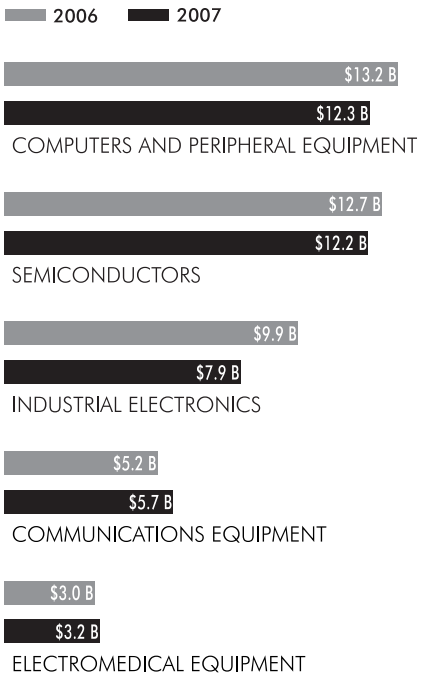
-$7.8 BILLION
-14%



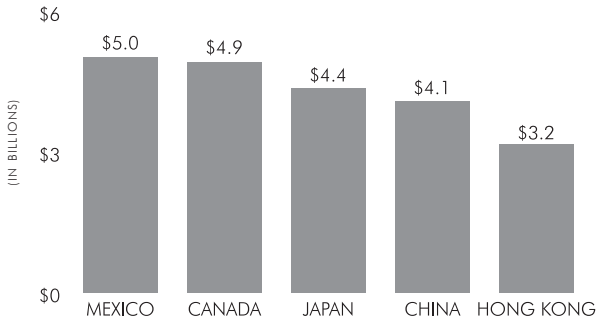
36 PERCENT OF EXPORTS FROM CALIFORNIA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN BILLIONS)



LEADING EXPORT DESTINATIONS

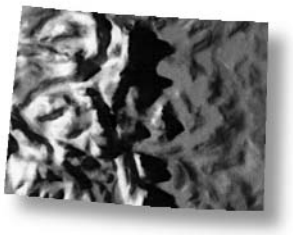


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

COLORADO 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$3.3 BILLION**
TOTAL EXPORTS	$7.4 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	44%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**15,800**

STATE RANKINGS

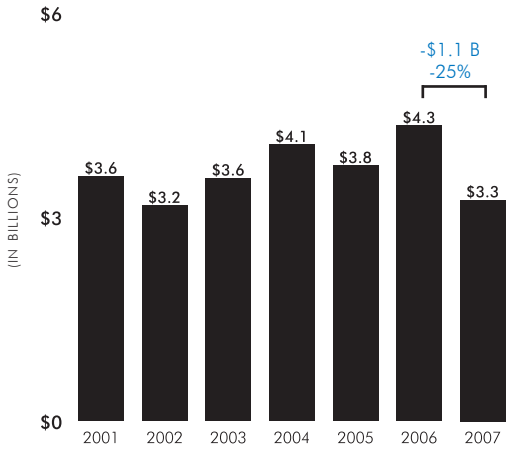
18TH IN HIGH-TECH EXPORTS

5TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

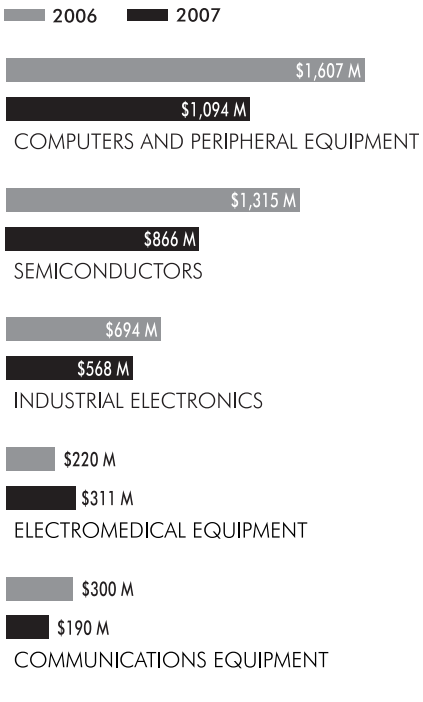
-$346 MILLION
-10%



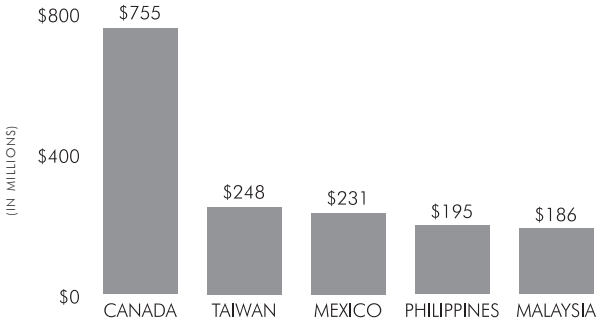
44 PERCENT OF EXPORTS FROM COLORADO ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

CONNECTICUT 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$1.9 BILLION**
TOTAL EXPORTS	$13.8 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	14%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**5,600**

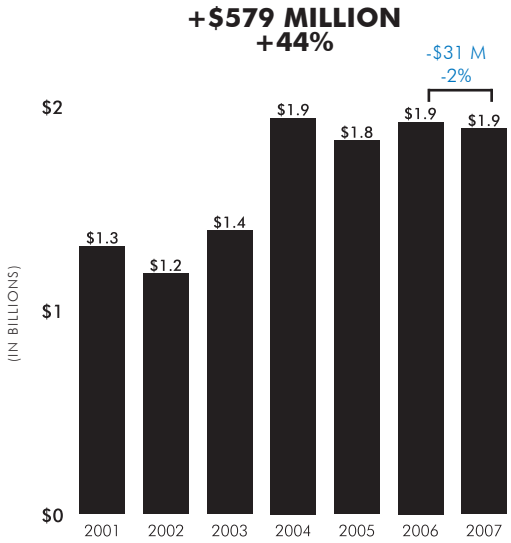
STATE RANKINGS

25TH IN HIGH-TECH EXPORTS

25TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

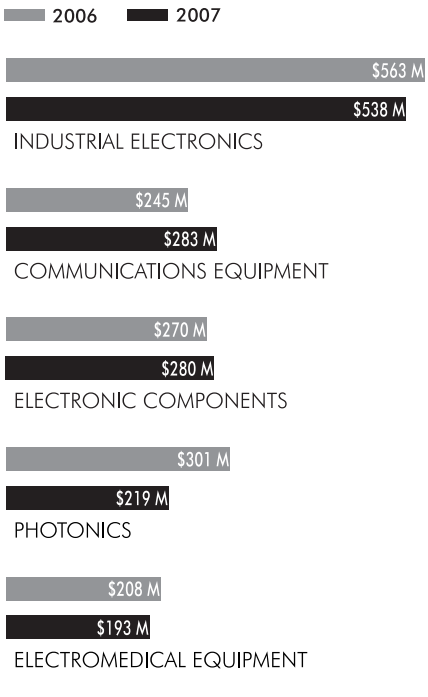
(2001 - 2007)



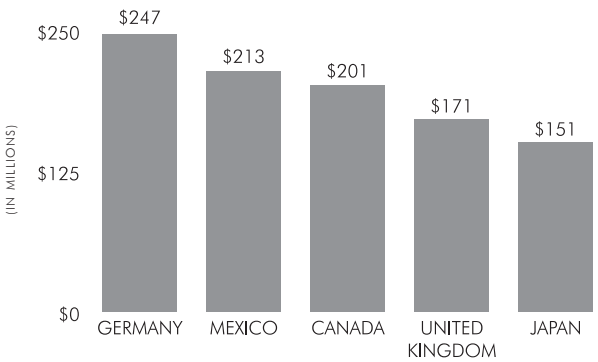
14 PERCENT OF EXPORTS FROM CONNECTICUT ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS

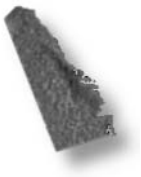


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

DELAWARE 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$576 MILLION**
TOTAL EXPORTS	$4.0 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	14%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**2,400**

STATE RANKINGS

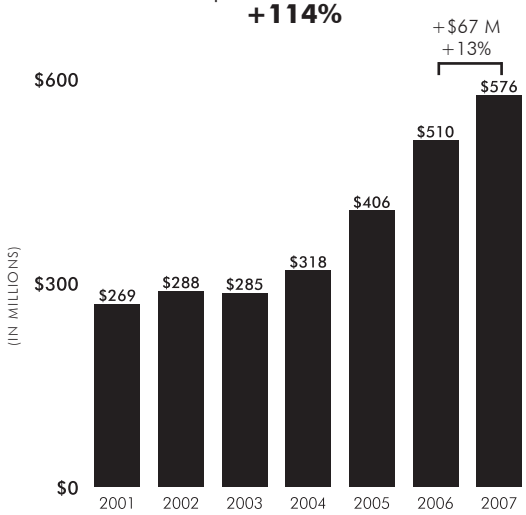
39TH IN HIGH-TECH EXPORTS

23RD IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

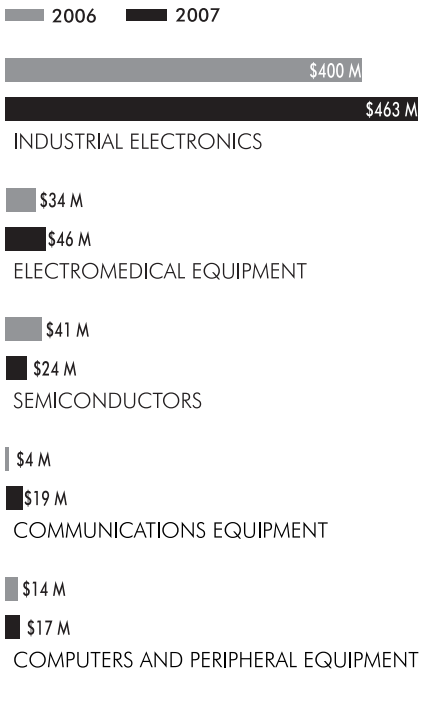
+$307 MILLION +114%



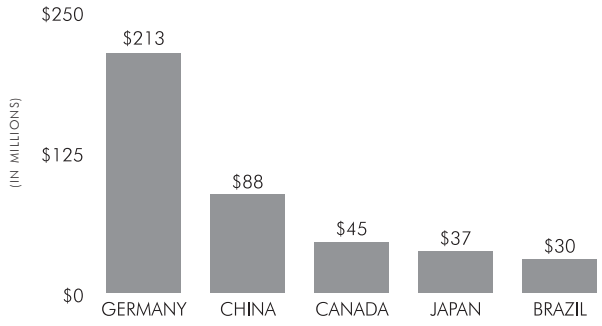
14 PERCENT OF EXPORTS FROM DELAWARE ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

DISTRICT OF COLUMBIA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$88 MILLION**
TOTAL EXPORTS	$1.1 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	8%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**300**

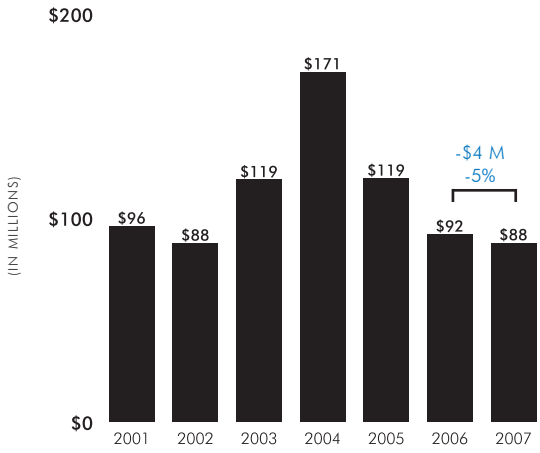
STATE RANKINGS

47TH IN HIGH-TECH EXPORTS
38TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

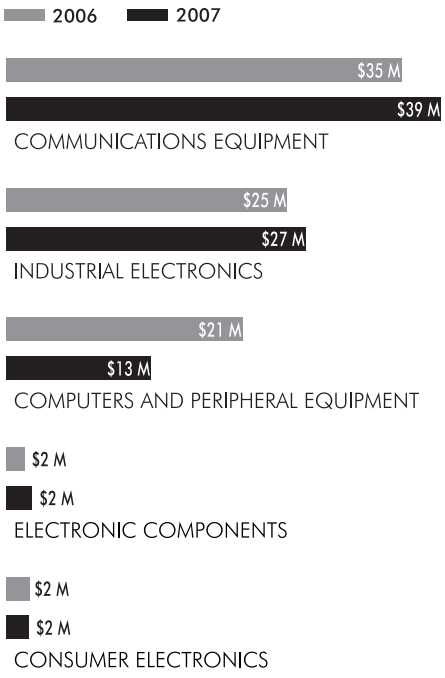
-$8 MILLION
-9%



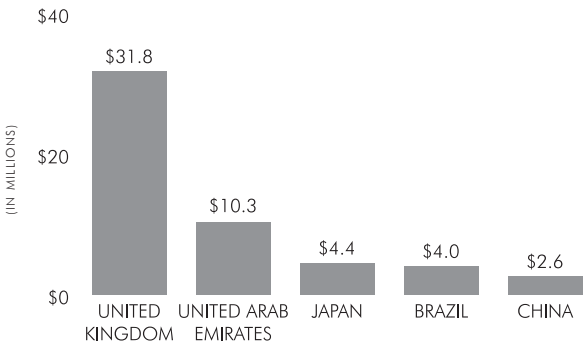
8 PERCENT OF EXPORTS FROM THE DISTRICT OF COLUMBIA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

FLORIDA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$13.4 BILLION**
TOTAL EXPORTS	$44.9 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	30%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**69,900**

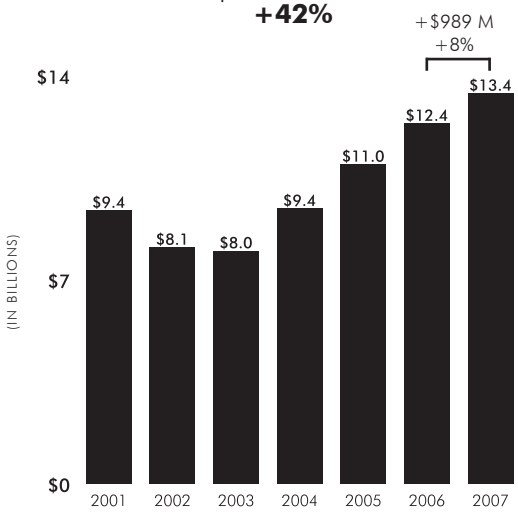
STATE RANKINGS

3RD IN HIGH-TECH EXPORTS

12TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

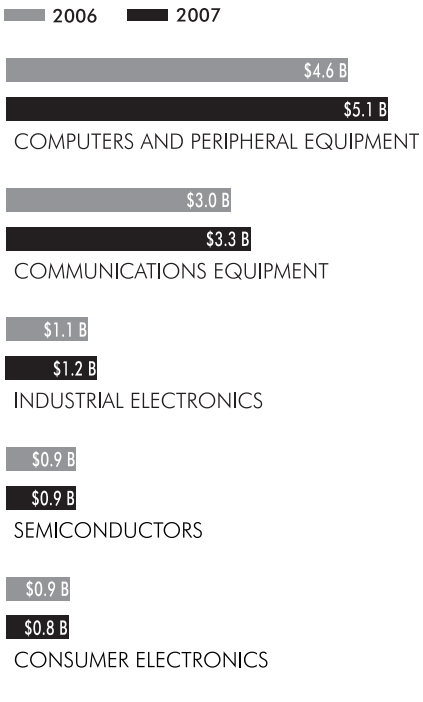
(2001 - 2007)



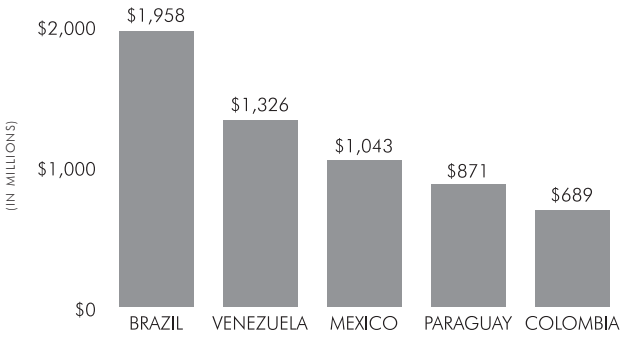
30 PERCENT OF EXPORTS FROM FLORIDA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN BILLIONS)



LEADING EXPORT DESTINATIONS

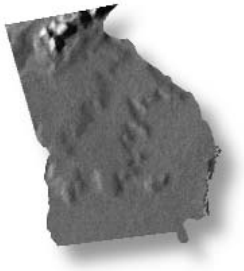


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

GEORGIA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$3.1 BILLION**
TOTAL EXPORTS	$23.4 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	13%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**13,100**

STATE RANKINGS

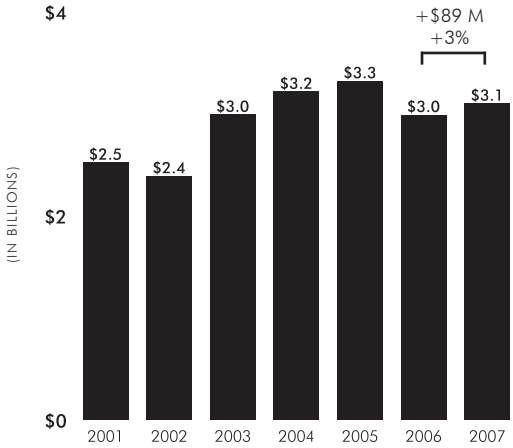
19TH IN HIGH-TECH EXPORTS

27TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

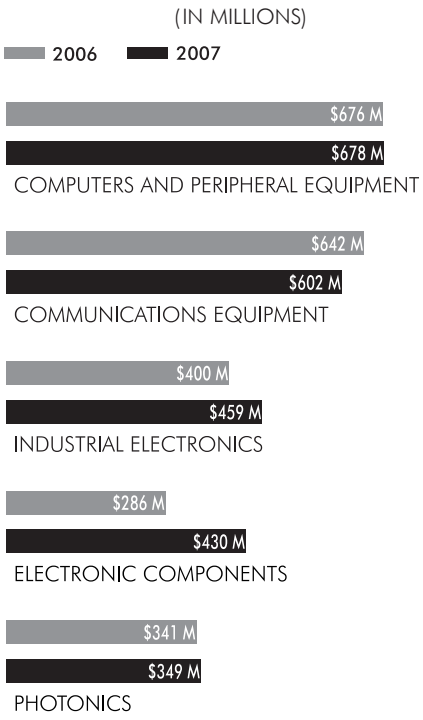
(2001 - 2007)

+$557 MILLION
+22%

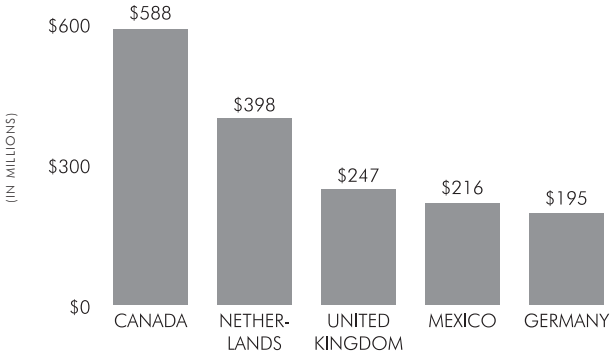


13 PERCENT OF EXPORTS FROM GEORGIA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

HAWAII AND HIGH-TECH INDUSTRY EXPORTS

2007 KEY TECH EXPORT STATISTICS

TECH EXPORTS	**$37 MILLION**
TOTAL EXPORTS	$560 MILLION
TECH AS A PERCENT OF TOTAL EXPORTS	7%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**1,200**

STATE RANKINGS

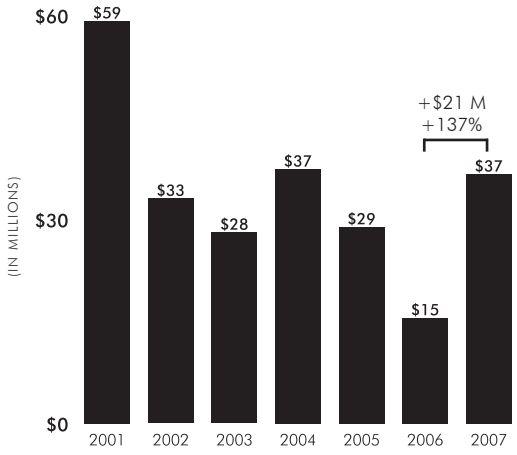
49TH IN HIGH-TECH EXPORTS

40TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

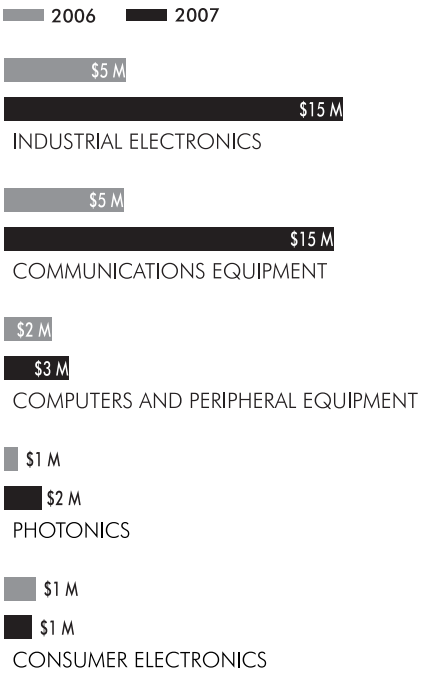
-$22 MILLION
-38%



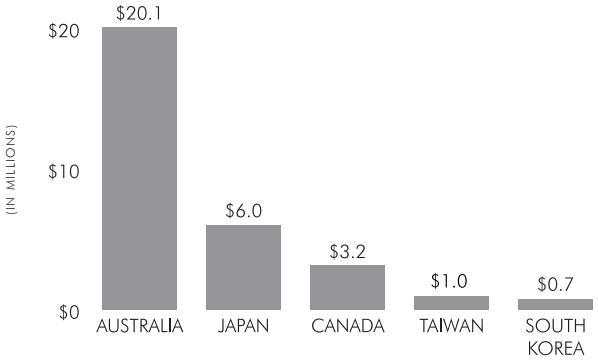
7 PERCENT OF EXPORTS FROM HAWAII ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

IDAHO 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$3.3 BILLION**
TOTAL EXPORTS	$4.7 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	70%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**13,500**

STATE RANKINGS

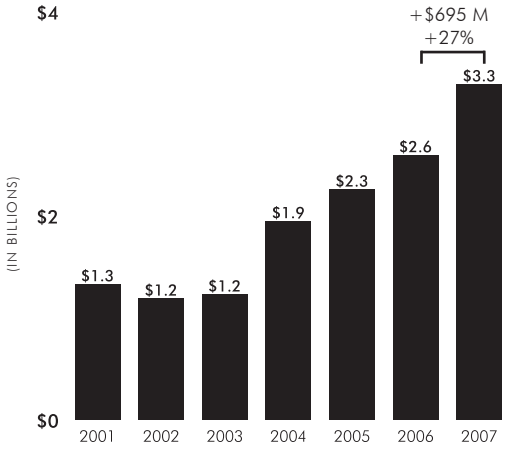
16TH IN HIGH-TECH EXPORTS

2ND IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

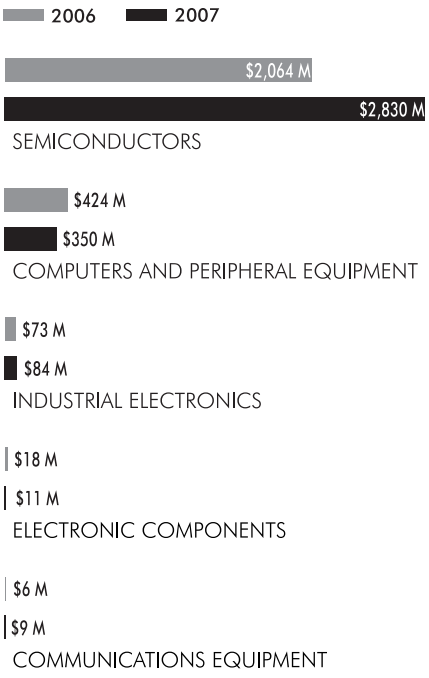
+$2.0 BILLION
+147%



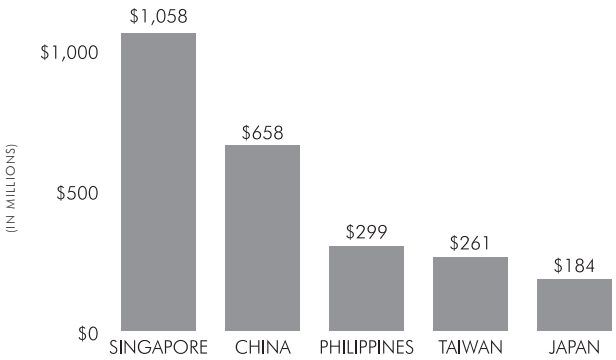
70 PERCENT OF EXPORTS FROM IDAHO ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

ILLINOIS 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$7.4 BILLION**
TOTAL EXPORTS	$48.9 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	15%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**28,700**

STATE RANKINGS

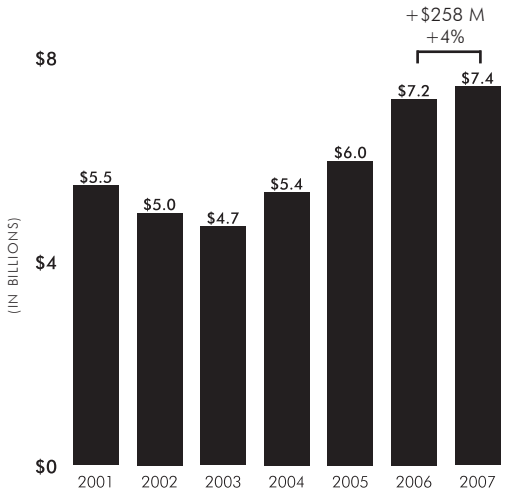
7TH IN HIGH-TECH EXPORTS

22ND IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

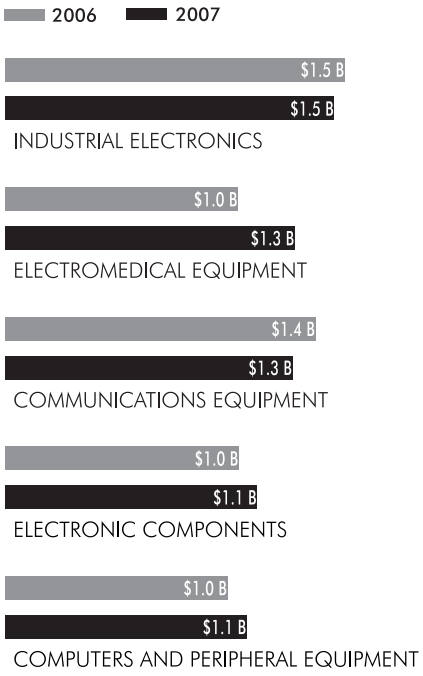
+$2.0 BILLION +36%



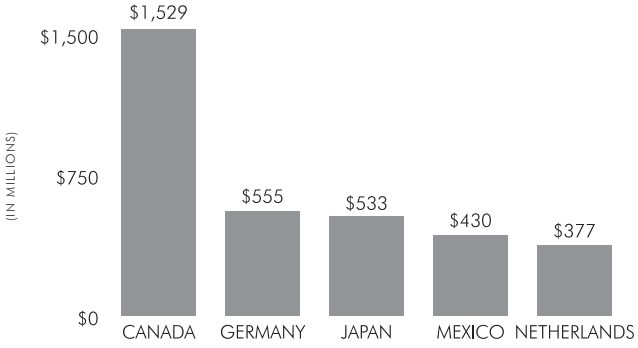
15 PERCENT OF EXPORTS FROM ILLINOIS ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN BILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

INDIANA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$2.2 BILLION**
TOTAL EXPORTS	$26 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	8%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**6,800**

STATE RANKINGS

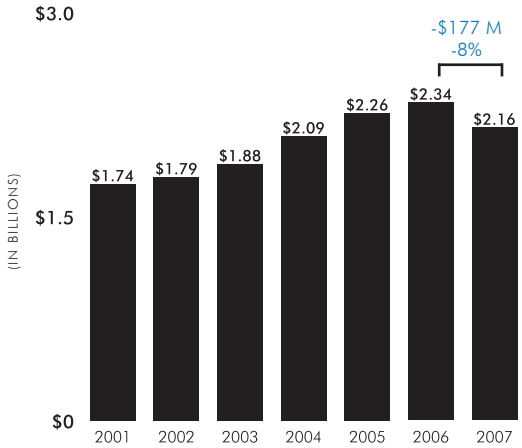
24TH IN HIGH-TECH EXPORTS

36TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

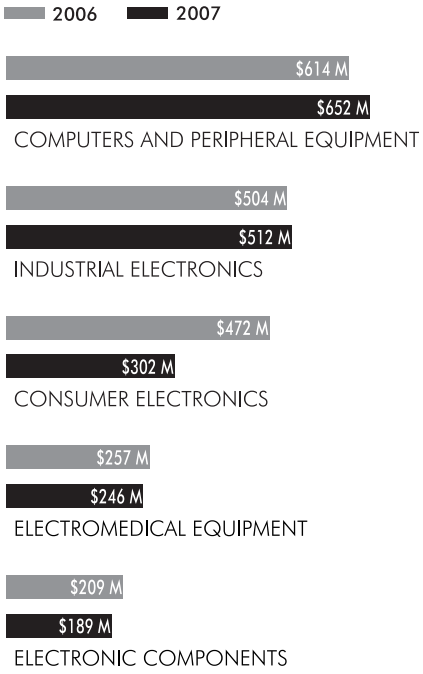
+$422 MILLION
+24%



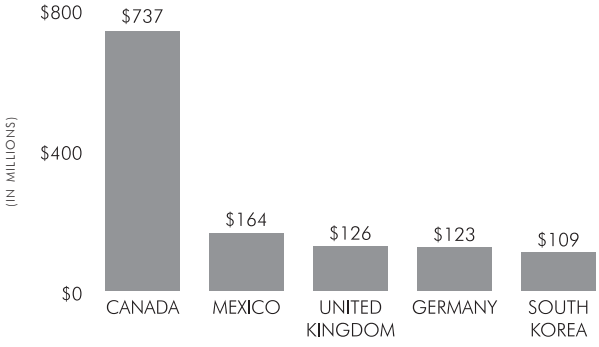
8 PERCENT OF EXPORTS FROM INDIANA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



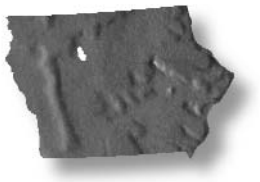
Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

IOWA

2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$780 MILLION**
TOTAL EXPORTS	$9.7 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	8%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**3,500**

STATE RANKINGS

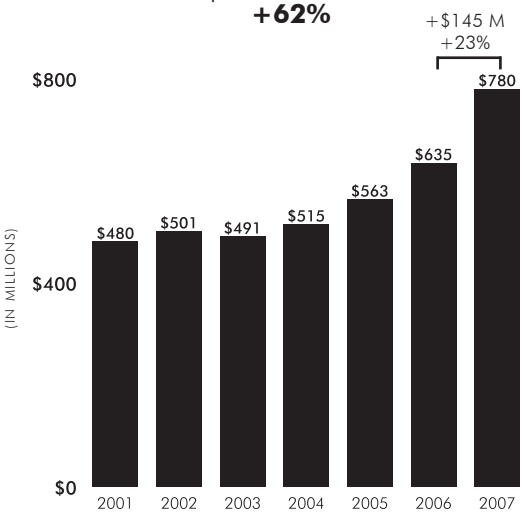
36TH IN HIGH-TECH EXPORTS

39TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

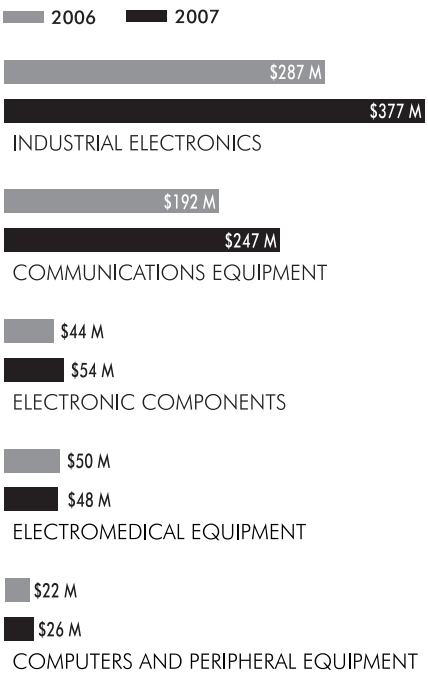
+$299 MILLION +62%



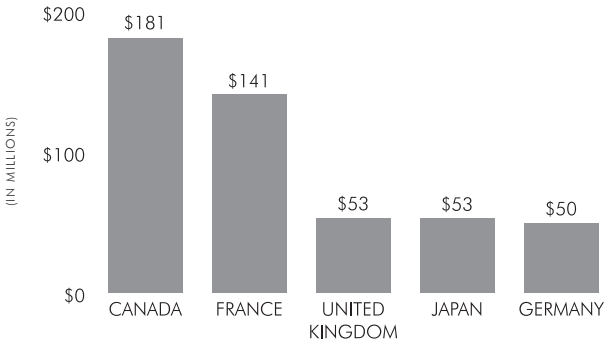
8 PERCENT OF EXPORTS FROM IOWA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

KANSAS 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$1.3 BILLION**
TOTAL EXPORTS	$10.3 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	12%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**5,000**

STATE RANKINGS

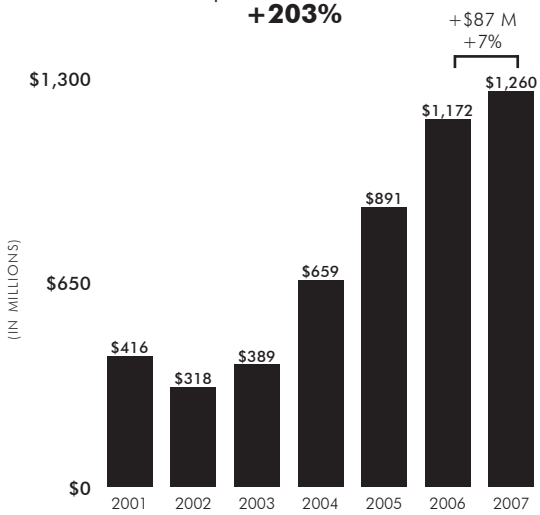
30TH IN HIGH-TECH EXPORTS

31ST IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

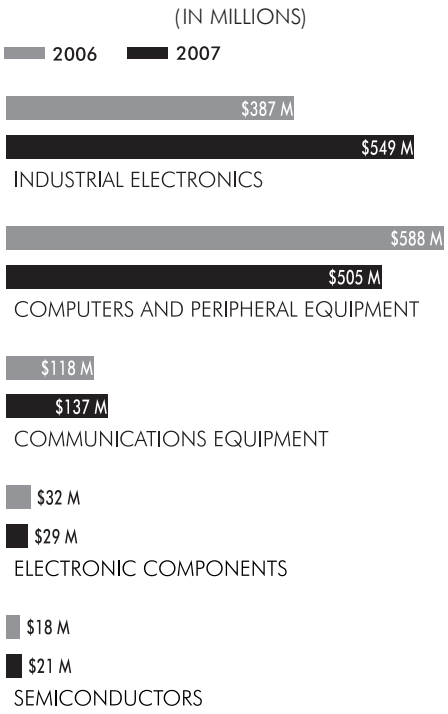
(2001 - 2007)

+$844 MILLION +203%

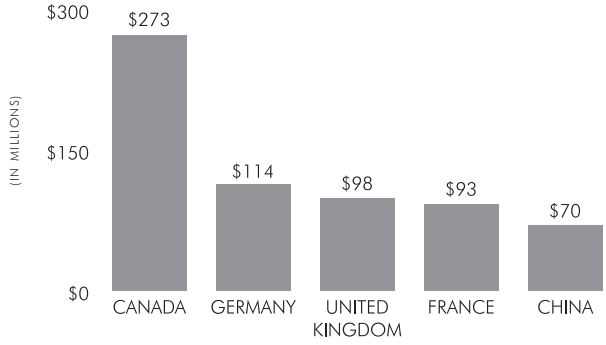


12 PERCENT OF EXPORTS FROM KANSAS ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

KENTUCKY 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$1.8 BILLION**
TOTAL EXPORTS	$19.7 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	9%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**6,100**

STATE RANKINGS

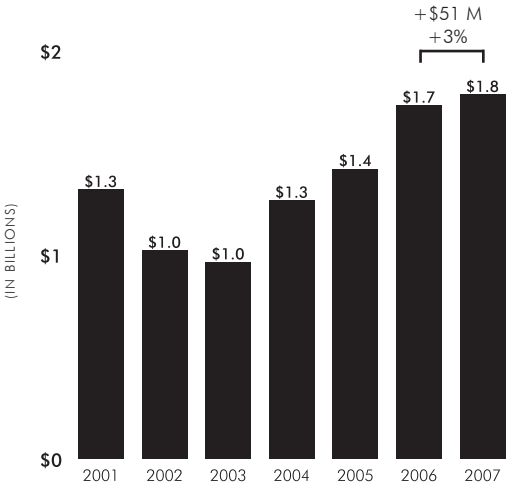
26TH IN HIGH-TECH EXPORTS

34TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

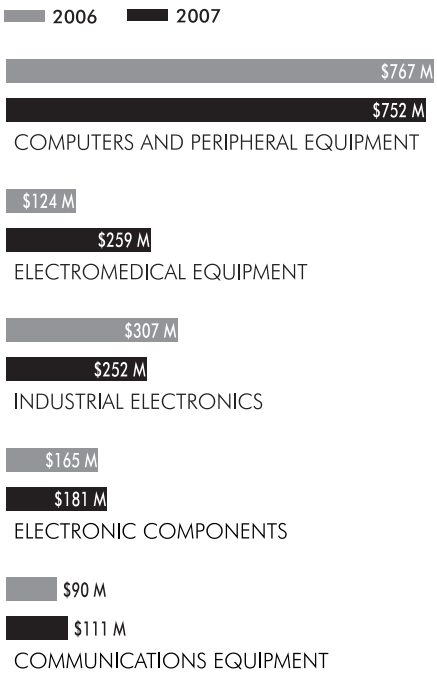
+$464 MILLION +35%



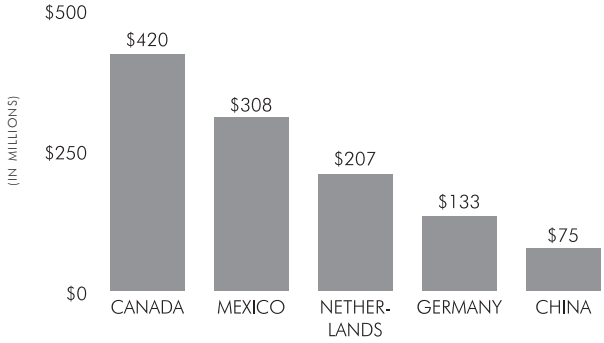
9 PERCENT OF EXPORTS FROM KENTUCKY ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

LOUISIANA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$312 MILLION**
TOTAL EXPORTS	$30.3 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	1%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**2,400**

STATE RANKINGS

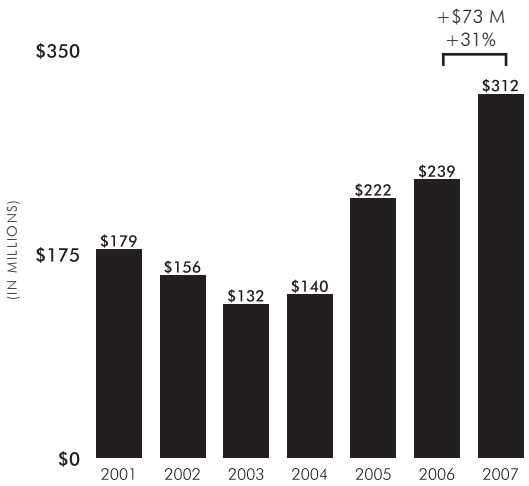
42ND IN HIGH-TECH EXPORTS

51ST IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

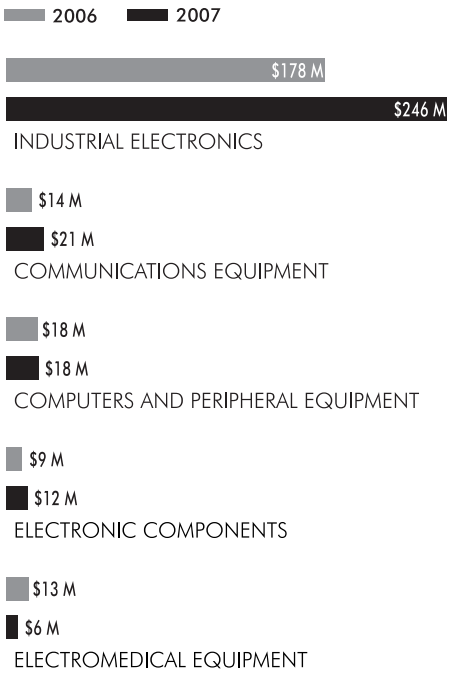
+$133 MILLION +75%



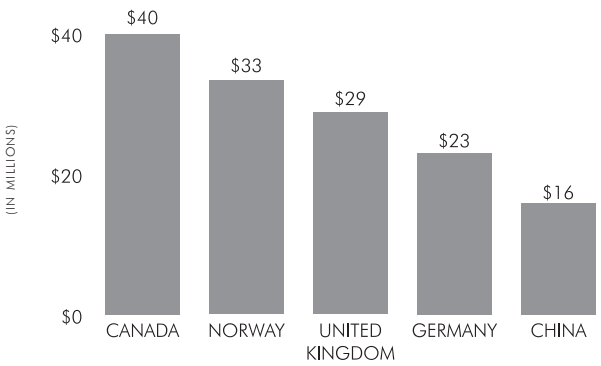
1 PERCENT OF EXPORTS FROM LOUISIANA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS

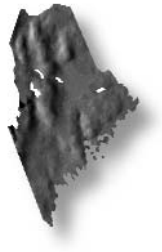


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

MAINE 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$922 MILLION**
TOTAL EXPORTS	$2.8 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	34%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**3,600**

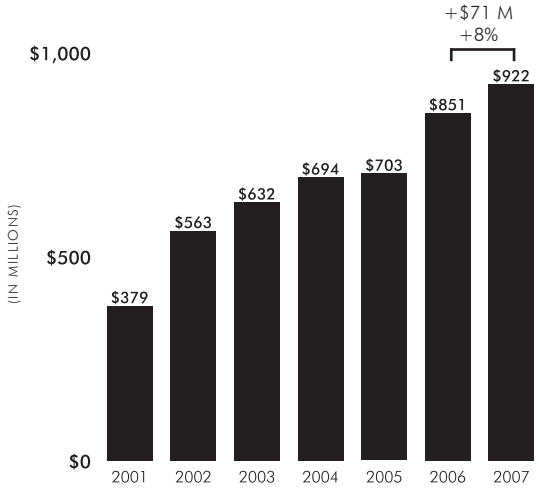
STATE RANKINGS

34TH IN HIGH-TECH EXPORTS
10TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

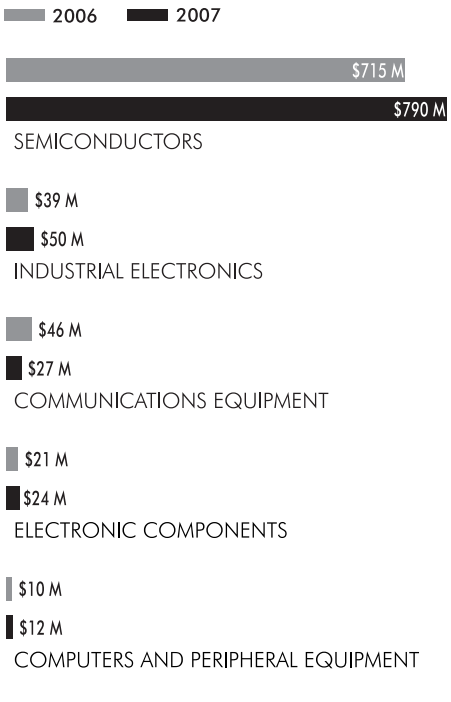
+$544 MILLION +144%



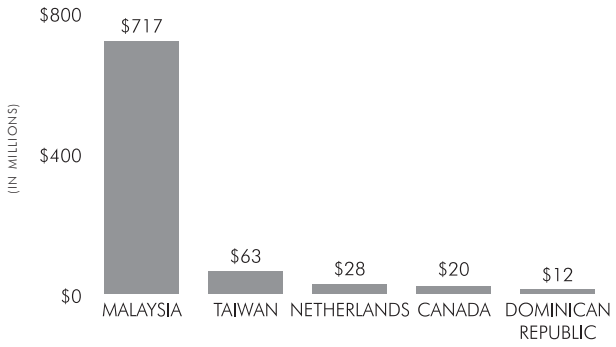
34 PERCENT OF EXPORTS FROM MAINE ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

MARYLAND 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$1.5 BILLION**
TOTAL EXPORTS	$8.9 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	17%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**6,700**

STATE RANKINGS

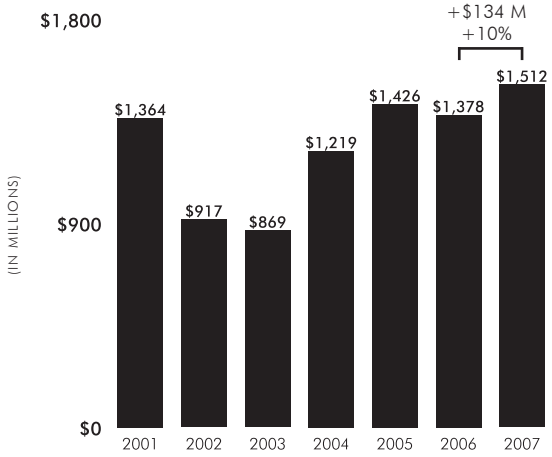
28TH IN HIGH-TECH EXPORTS

19TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

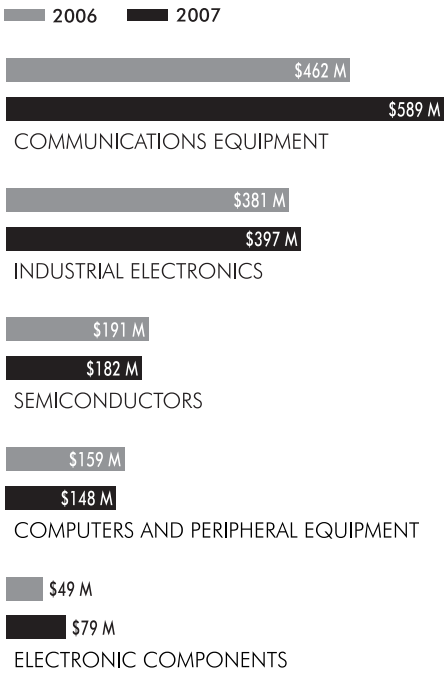
+$148 MILLION
+11%



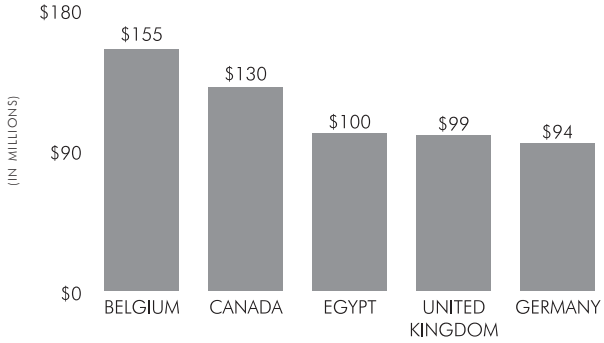
17 PERCENT OF EXPORTS FROM MARYLAND ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

MASSACHUSETTS 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$8.7 BILLION**
TOTAL EXPORTS	$25.4 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	35%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**30,300**

STATE RANKINGS

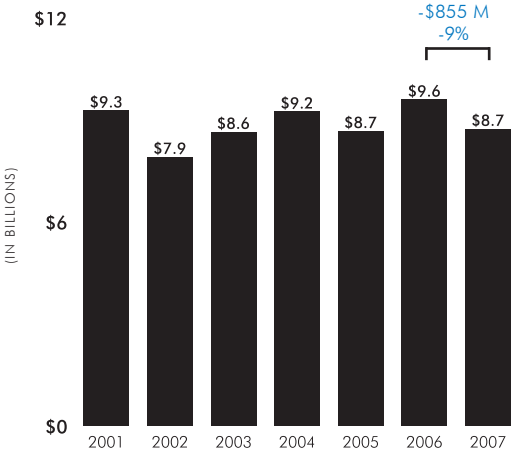
5TH IN HIGH-TECH EXPORTS

9TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

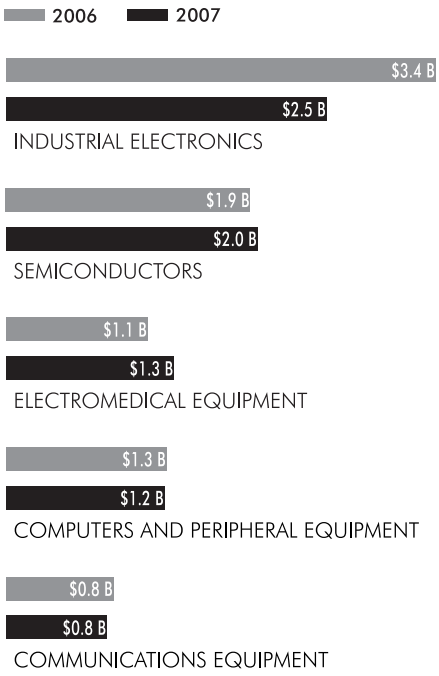
-$534 MILLION
-6%



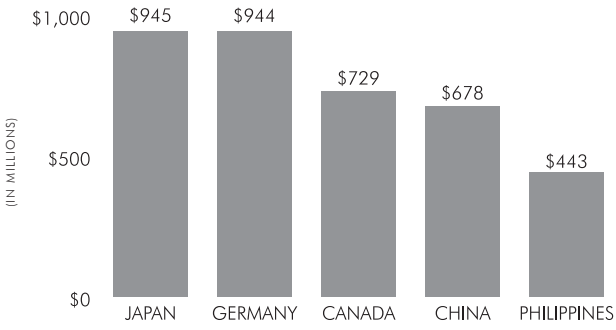
35 PERCENT OF EXPORTS FROM MASSACHUSETTS ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN BILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

MICHIGAN 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$2.2 BILLION**
TOTAL EXPORTS	$44.6 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	5%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**6,500**

STATE RANKINGS

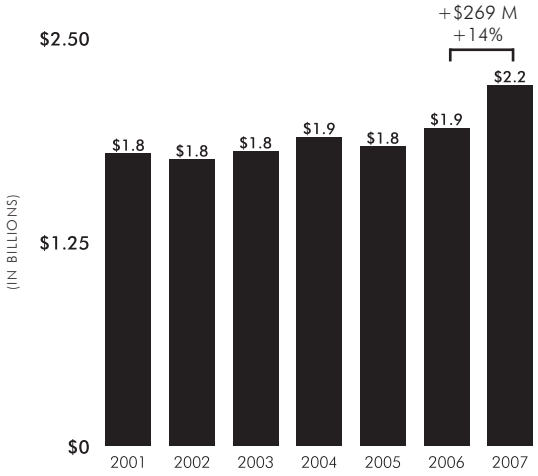
23RD IN HIGH-TECH EXPORTS

43RD IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

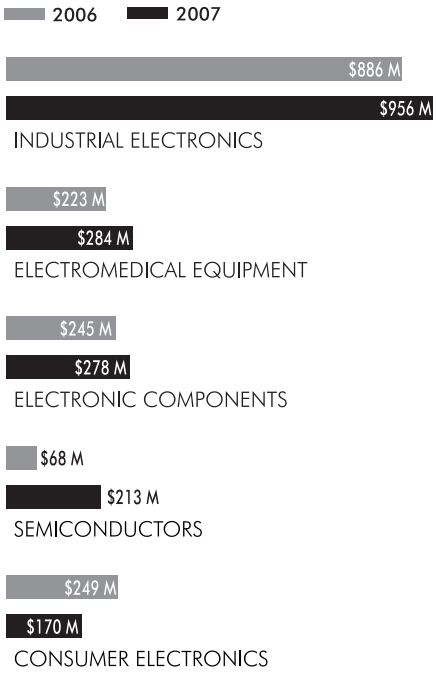
+$428 MILLION +24%



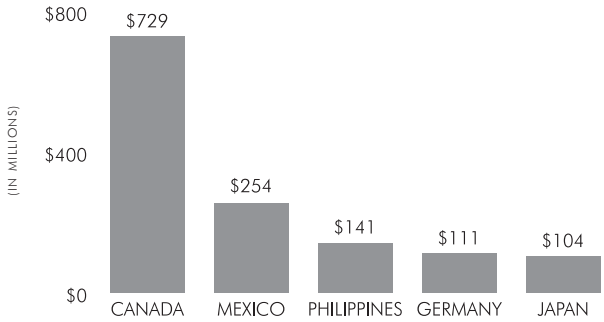
5 PERCENT OF EXPORTS FROM MICHIGAN ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

MINNESOTA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$5.6 BILLION**
TOTAL EXPORTS	$18.1 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	31%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**20,800**

STATE RANKINGS

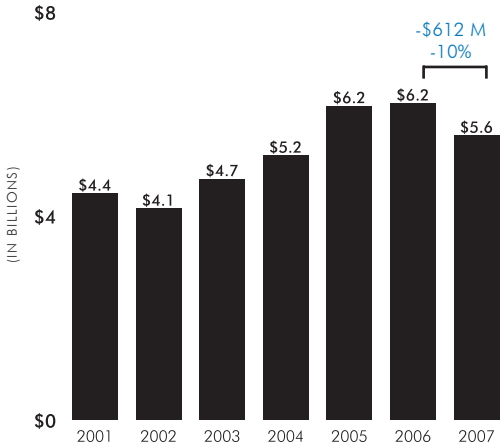
9TH IN HIGH-TECH EXPORTS

11TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

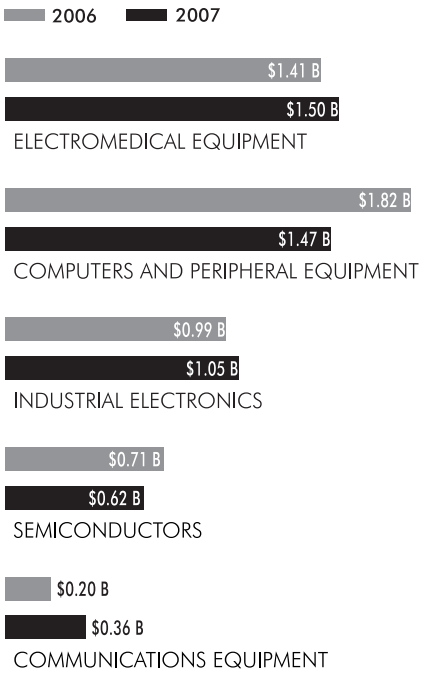
+$1.2 BILLION
+26%



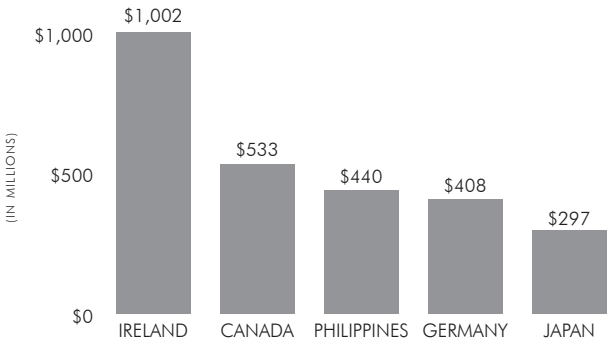
31 PERCENT OF EXPORTS FROM MINNESOTA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN BILLIONS)



LEADING EXPORT DESTINATIONS

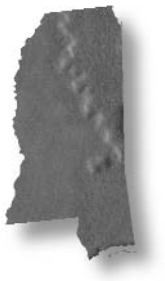


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

MISSISSIPPI 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$821 MILLION**
TOTAL EXPORTS	$5.2 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	16%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**3,100**

STATE RANKINGS

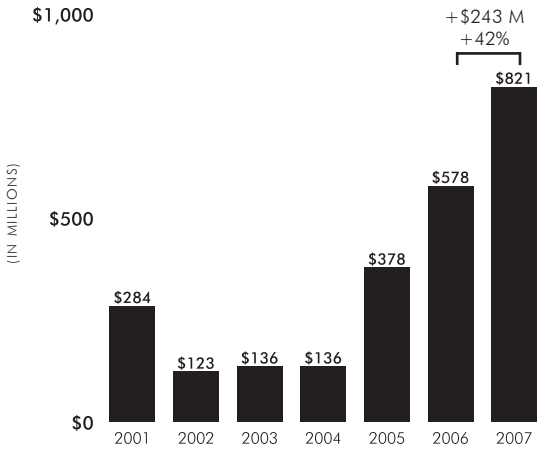
35TH IN HIGH-TECH EXPORTS

21ST IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

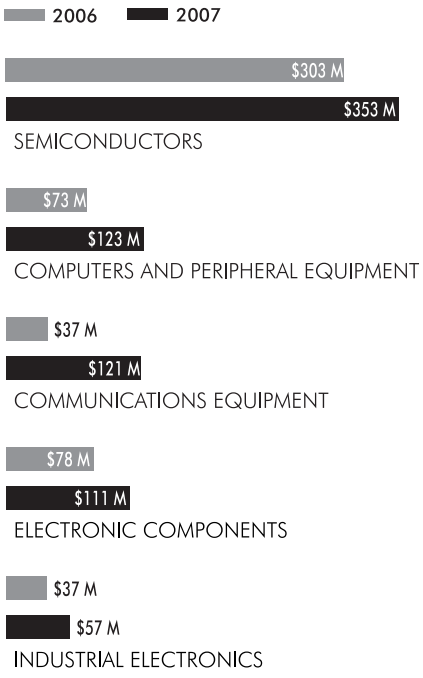
+$537 MILLION
+189%



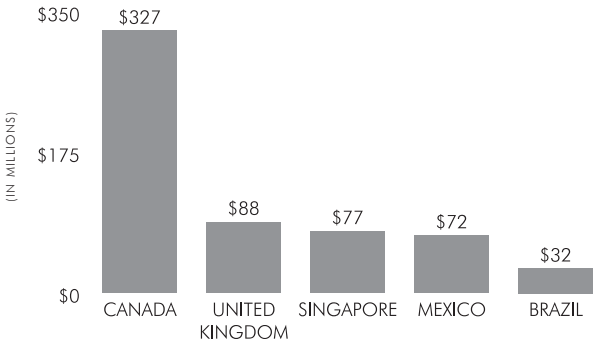
16 PERCENT OF EXPORTS FROM MISSISSIPPI ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

MISSOURI 2007 KEY TECH EXPORT STATISTICS AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$774 MILLION**
TOTAL EXPORTS	$13.5 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	6%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**3,000**

STATE RANKINGS

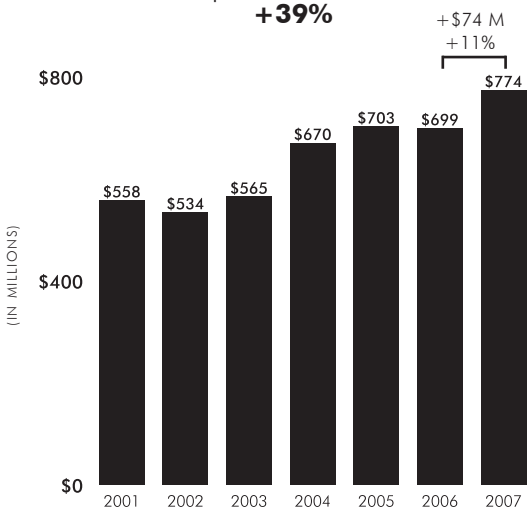
37TH IN HIGH-TECH EXPORTS

42ND IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

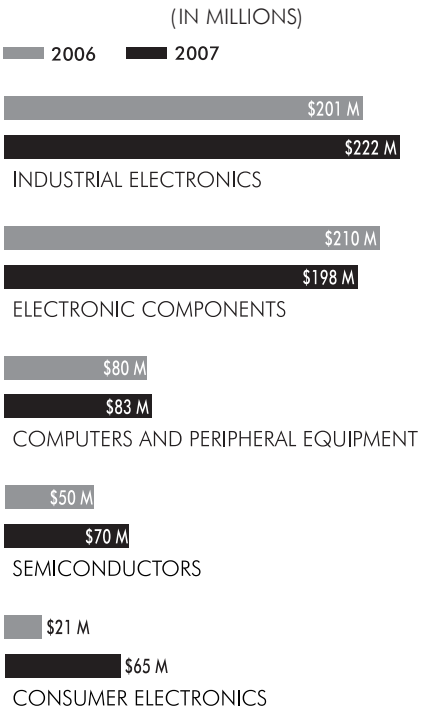
(2001 - 2007)

+$216 MILLION +39%

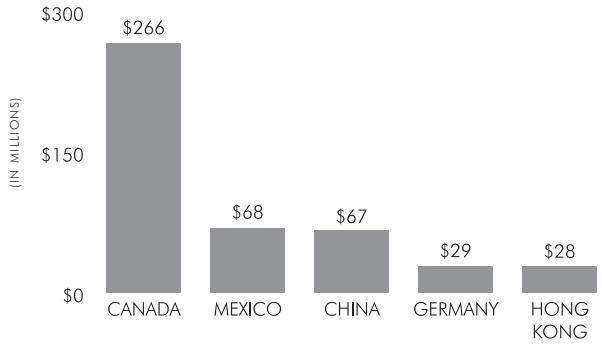


6 PERCENT OF EXPORTS FROM MISSOURI ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS

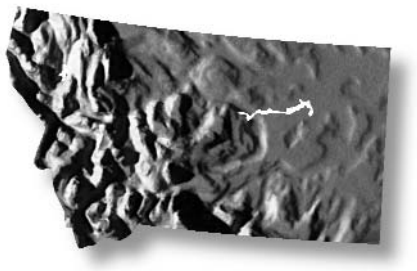


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

MONTANA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$34 MILLION**
TOTAL EXPORTS	$1.1 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	3%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**200**

STATE RANKINGS

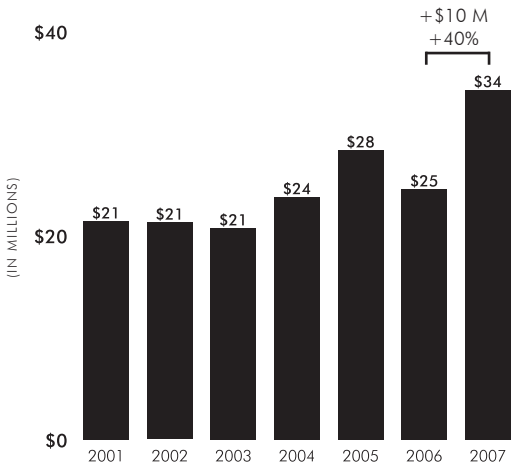
50TH IN HIGH-TECH EXPORTS

48TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

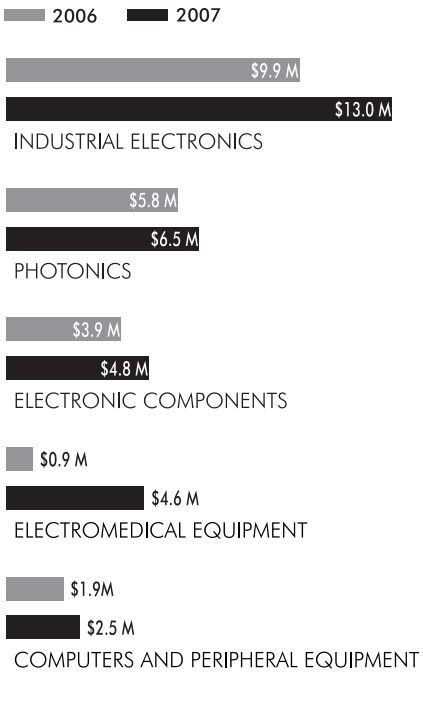
+$13 MILLION +60%



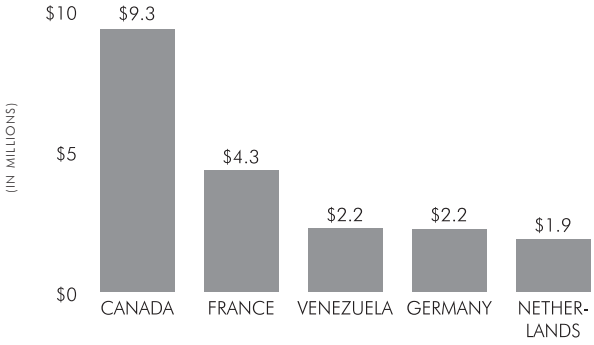
3 PERCENT OF EXPORTS FROM MONTANA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

NEBRASKA AND HIGH-TECH INDUSTRY EXPORTS

2007 KEY TECH EXPORT STATISTICS

TECH EXPORTS	**$210 MILLION**
TOTAL EXPORTS	$4.3 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	5%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**1,200**

STATE RANKINGS

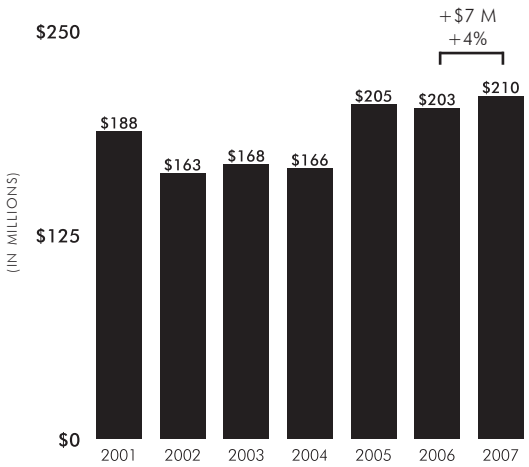
44TH IN HIGH-TECH EXPORTS

44TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

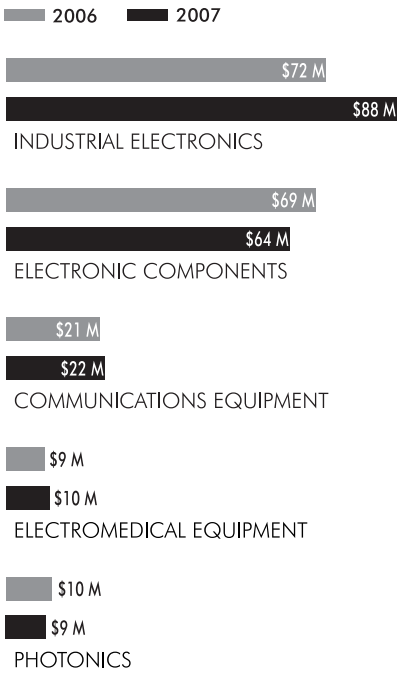
+$22 MILLION
+12%



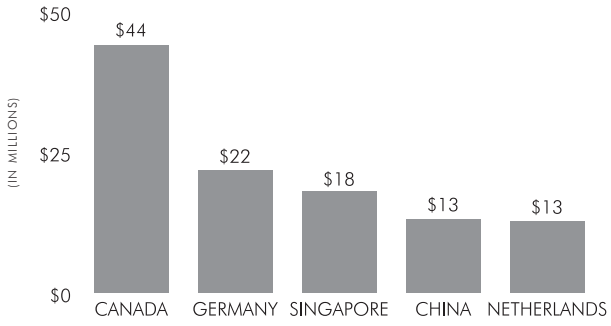
5 PERCENT OF EXPORTS FROM NEBRASKA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

NEVADA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$714 MILLION**
TOTAL EXPORTS	$5.7 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	13%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**2,900**

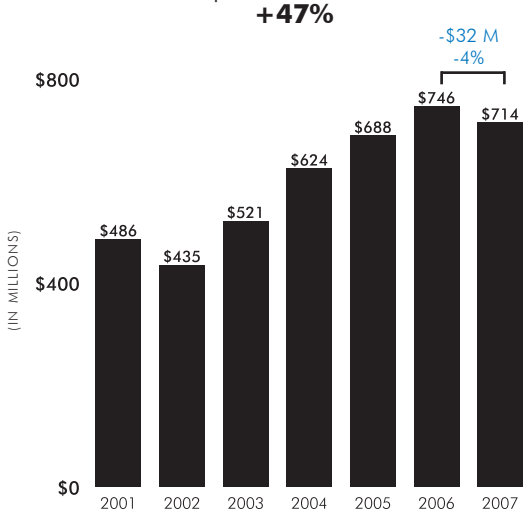
STATE RANKINGS

38TH IN HIGH-TECH EXPORTS
28TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

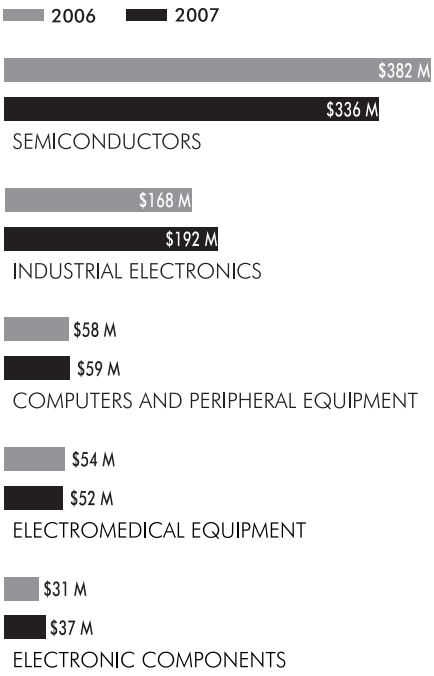
+$229 MILLION +47%



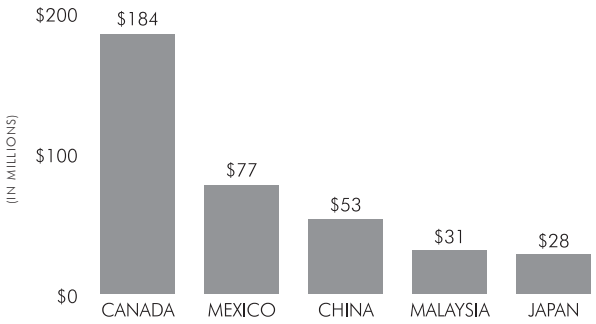
13 PERCENT OF EXPORTS FROM NEVADA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS

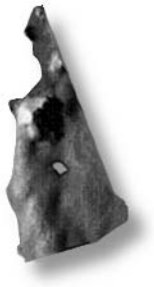


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

NEW HAMPSHIRE 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$1.1 BILLION**
TOTAL EXPORTS	$2.9 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	36%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**3,000**

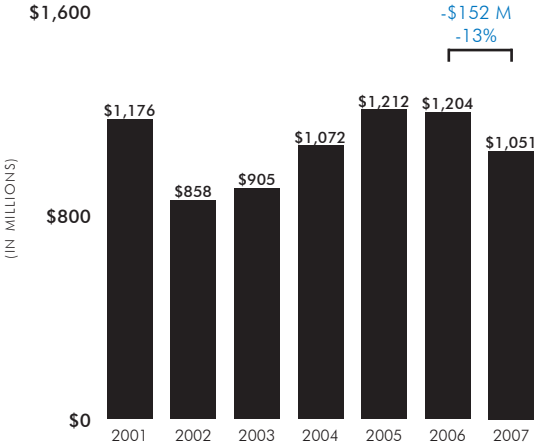
STATE RANKINGS

32ND IN HIGH-TECH EXPORTS
7TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

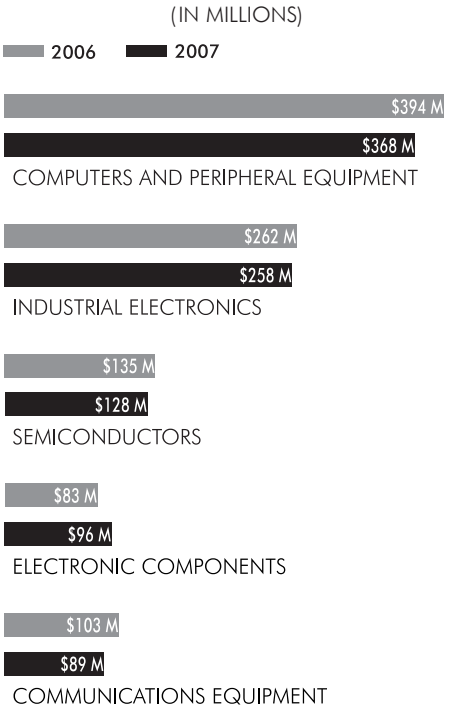
(2001 - 2007)

-$125 MILLION
-11%

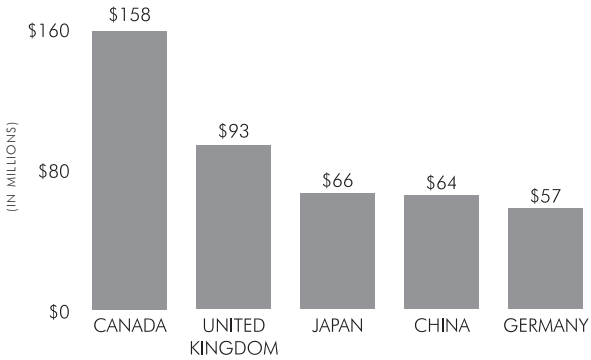


36 PERCENT OF EXPORTS FROM NEW HAMPSHIRE ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

NEW JERSEY 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$3.7 BILLION**
TOTAL EXPORTS	$30.8 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	12%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**15,800**

STATE RANKINGS

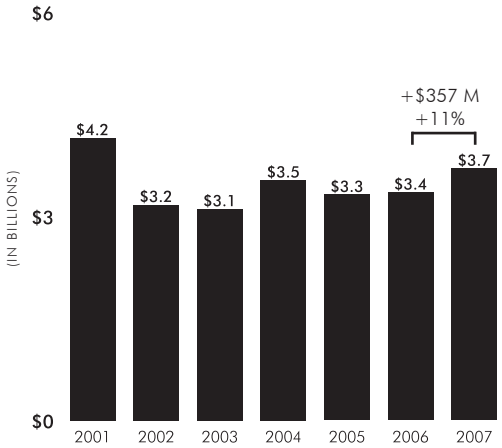
13TH IN HIGH-TECH EXPORTS

32ND IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

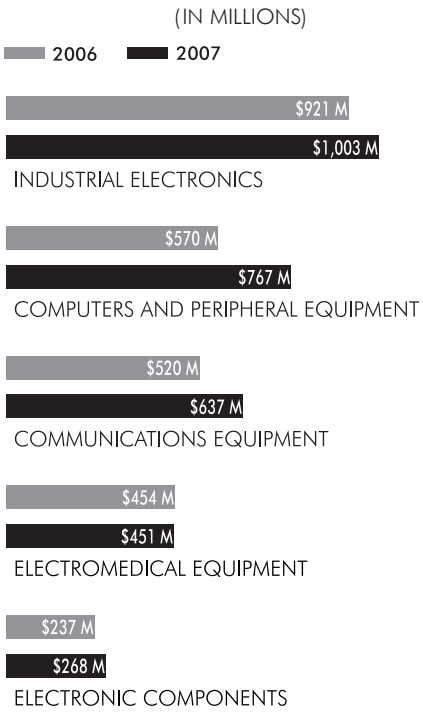
(2001 - 2007)

-$442 MILLION
-11%

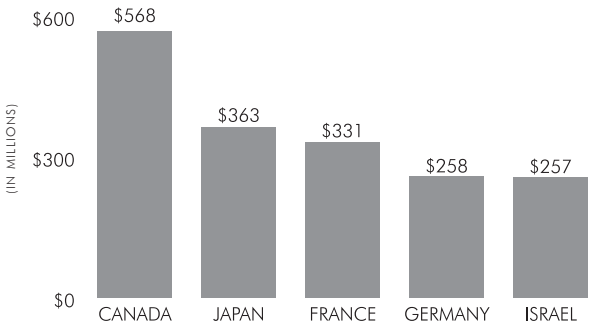


12 PERCENT OF EXPORTS FROM NEW JERSEY ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



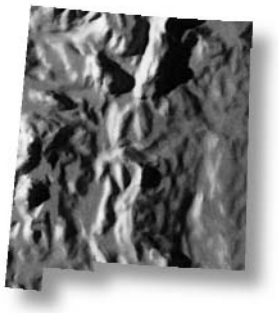
LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

NEW MEXICO 2007 KEY TECH EXPORT STATISTICS AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$1.6 BILLION**
TOTAL EXPORTS	$2.6 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	63%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**11,600**

STATE RANKINGS

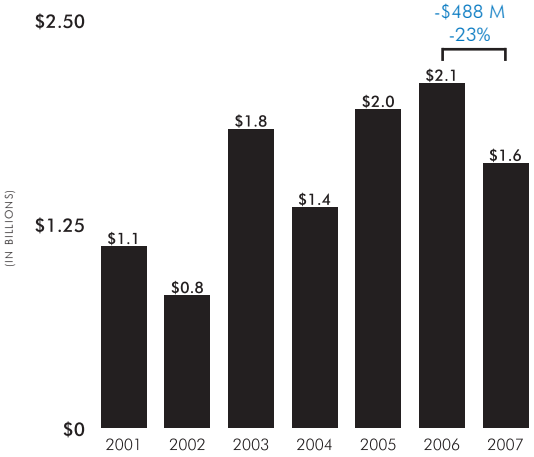
27TH IN HIGH-TECH EXPORTS

3RD IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

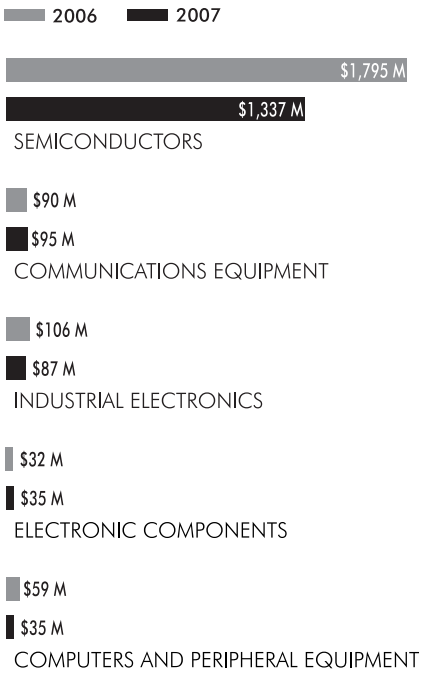
+$512 MILLION
+46%



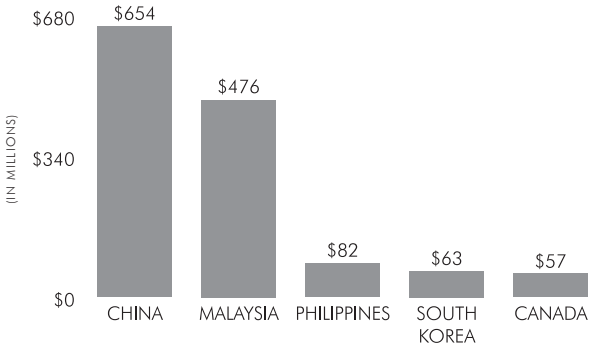
63 PERCENT OF EXPORTS FROM NEW MEXICO ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

NEW YORK 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$8.9 BILLION**
TOTAL EXPORTS	$71.1 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	13%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**30,700**

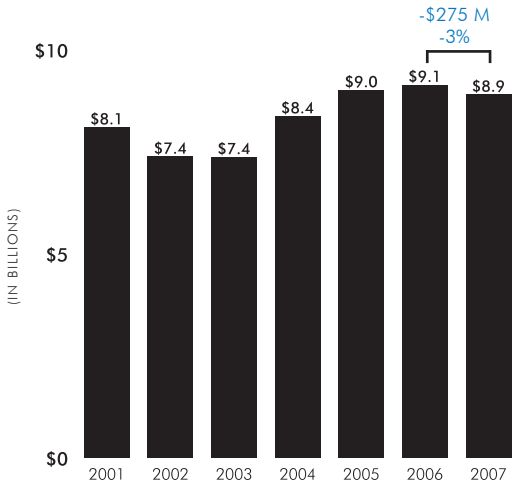
STATE RANKINGS

4TH IN HIGH-TECH EXPORTS
30TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

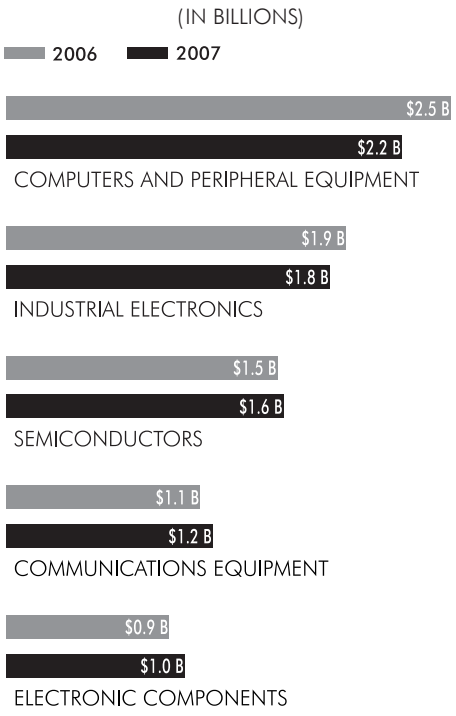
(2001 - 2007)

+$763 MILLION
+9%

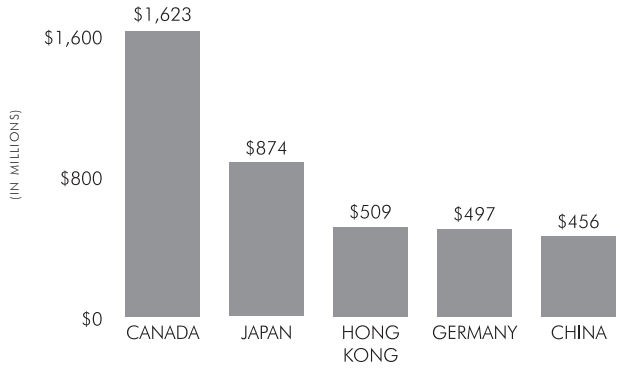


13 PERCENT OF EXPORTS FROM NEW YORK ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS

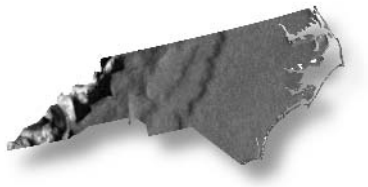


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

NORTH CAROLINA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$3.3 BILLION**
TOTAL EXPORTS	$23.4 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	14%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**11,700**

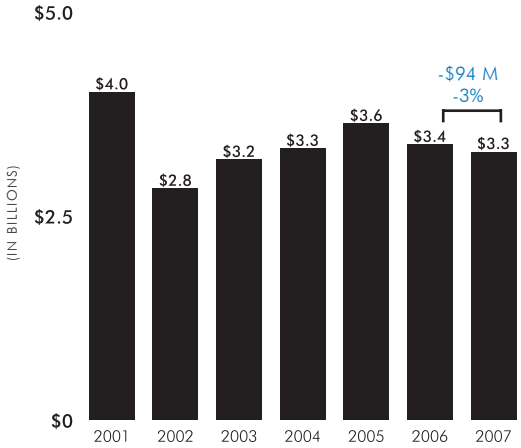
STATE RANKINGS

17TH IN HIGH-TECH EXPORTS
24TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

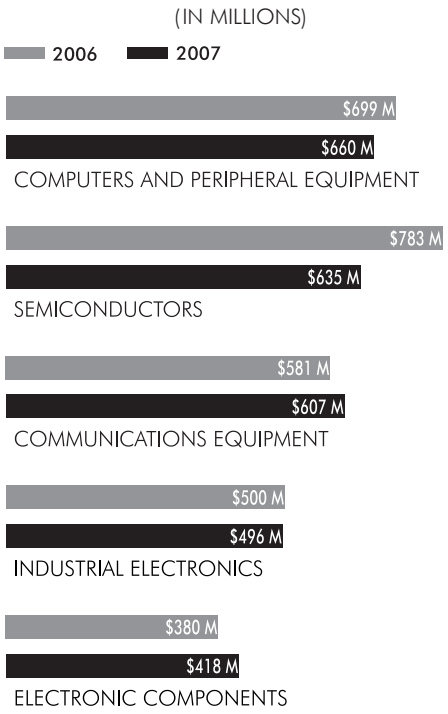
(2001 - 2007)

-$738 MILLION
-18%

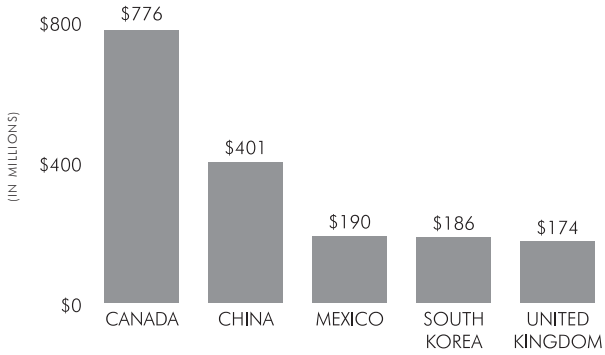


14 PERCENT OF EXPORTS FROM NORTH CAROLINA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS

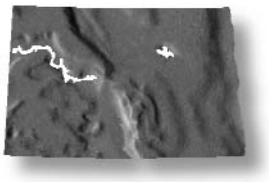


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

NORTH DAKOTA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$42 MILLION**
TOTAL EXPORTS	$2.0 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	2%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**200**

STATE RANKINGS

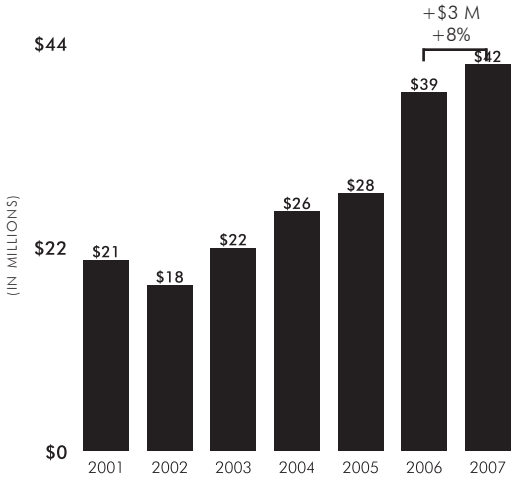
48TH IN HIGH-TECH EXPORTS

49TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

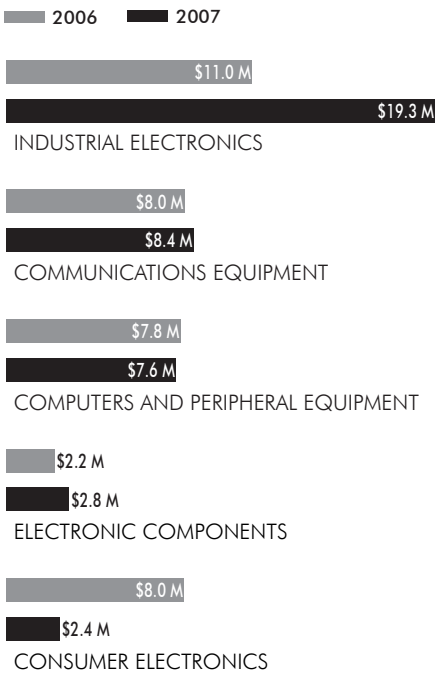
+$21 MILLION
+103%



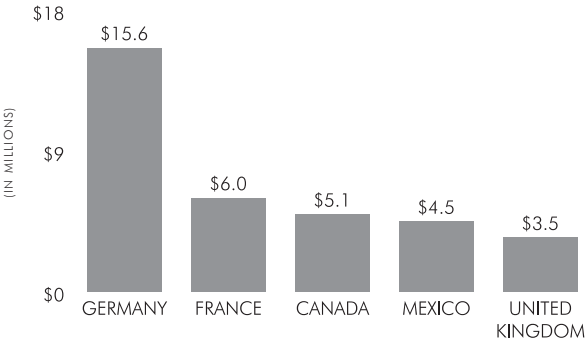
2 PERCENT OF EXPORTS FROM NORTH DAKOTA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS

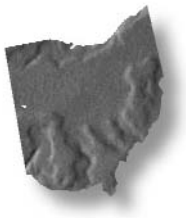


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

OHIO 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$3.5 BILLION**
TOTAL EXPORTS	$42.6 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	8%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**10,700**

STATE RANKINGS

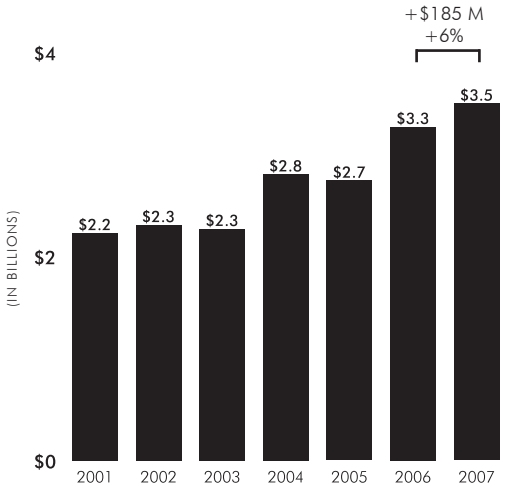
15TH IN HIGH-TECH EXPORTS

37TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

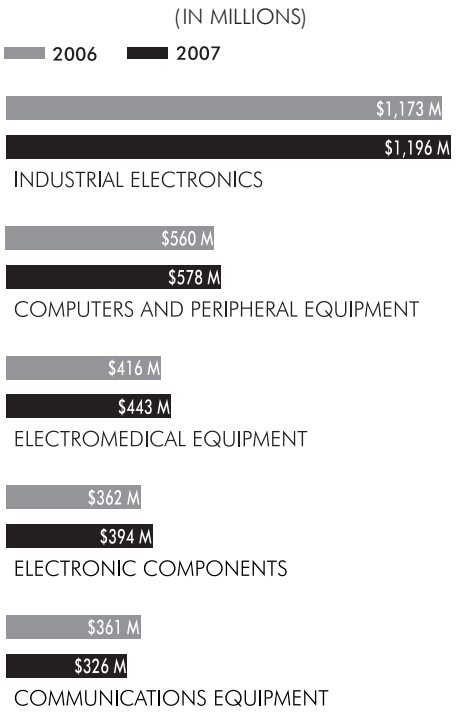
(2001 - 2007)

+$1.2 BILLION
+55%

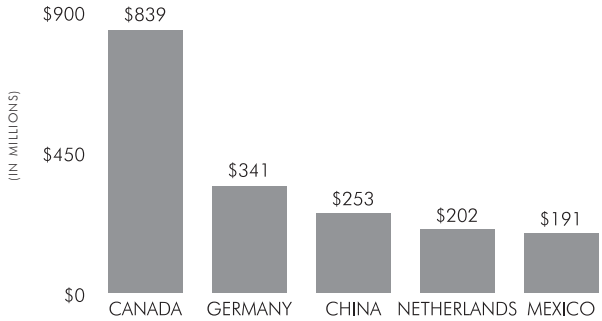


8 PERCENT OF EXPORTS FROM OHIO ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

OKLAHOMA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$486 MILLION**
TOTAL EXPORTS	$4.6 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	11%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**1,800**

STATE RANKINGS

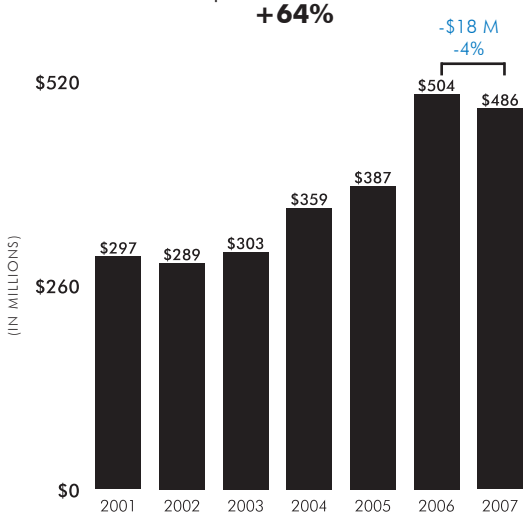
40TH IN HIGH-TECH EXPORTS

33RD IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

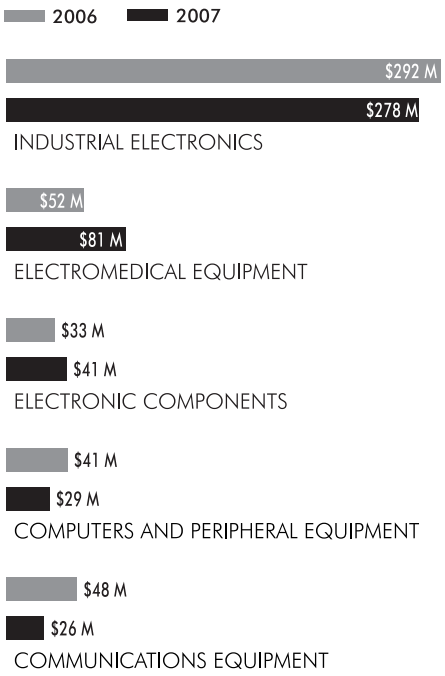
+$189 MILLION
+64%



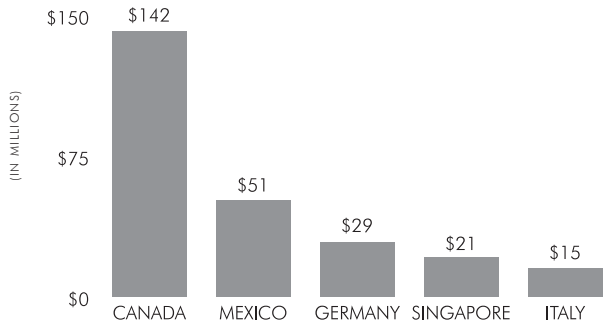
11 PERCENT OF EXPORTS FROM OKLAHOMA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

OREGON 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$6.5 BILLION**
TOTAL EXPORTS	$16.5 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	39%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**33,900**

STATE RANKINGS

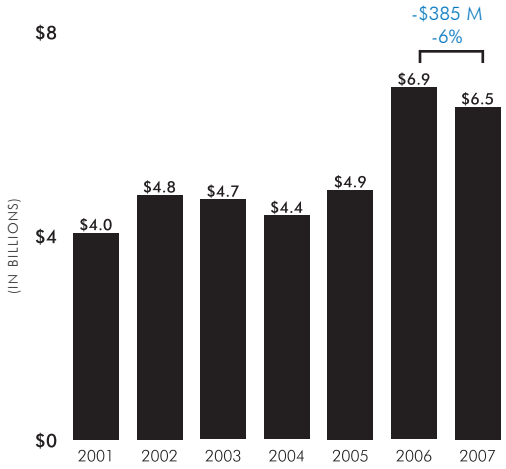
8TH IN HIGH-TECH EXPORTS

6TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

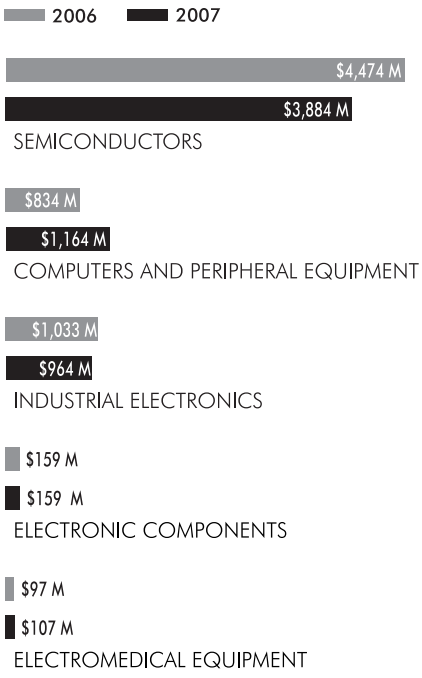
+$2.5 BILLION
+61%



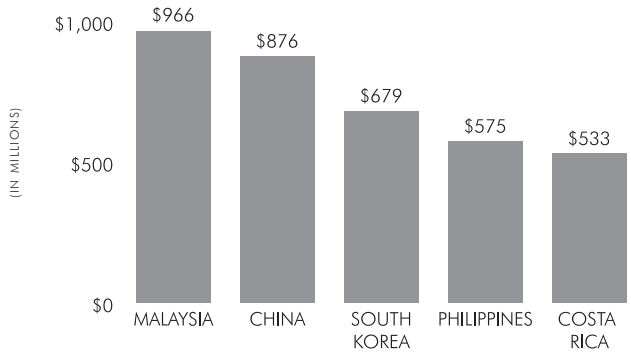
39 PERCENT OF EXPORTS FROM OREGON ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



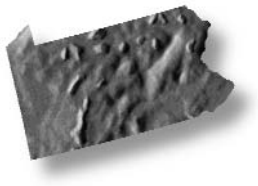
LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

PENNSYLVANIA 2007 KEY TECH EXPORT STATISTICS AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$3.6 BILLION**
TOTAL EXPORTS	$29.2 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	13%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**12,500**

STATE RANKINGS

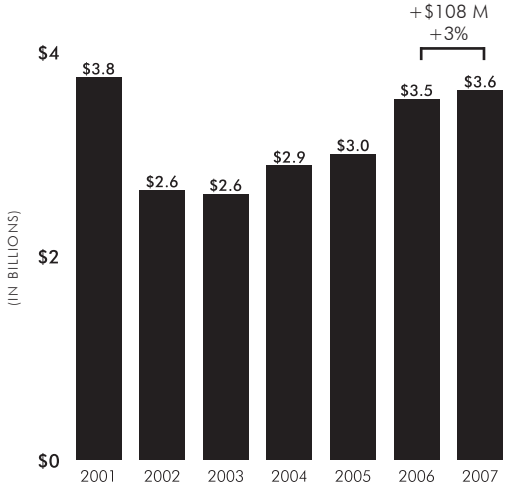
14TH IN HIGH-TECH EXPORTS

29TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

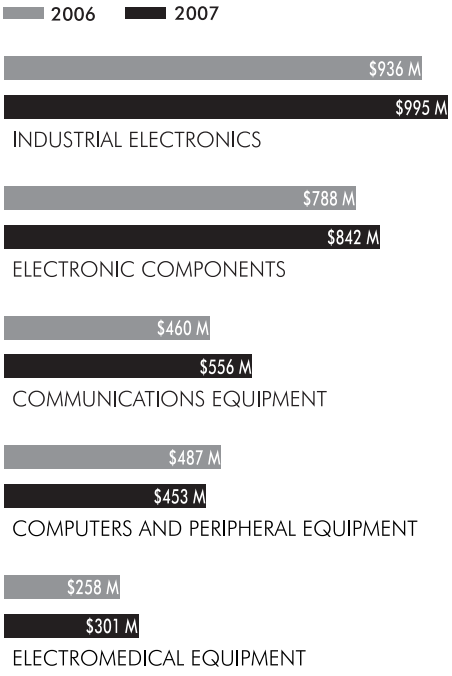
-$104 MILLION
-3%



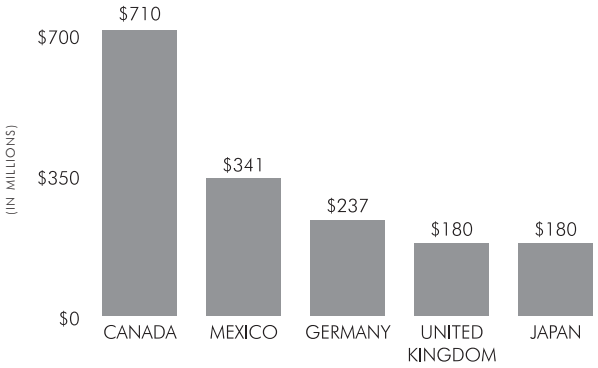
13 PERCENT OF EXPORTS FROM PENNSYLVANIA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

PUERTO RICO 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$3.0 BILLION**
TOTAL EXPORTS	$18.1 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	17%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**10,000**

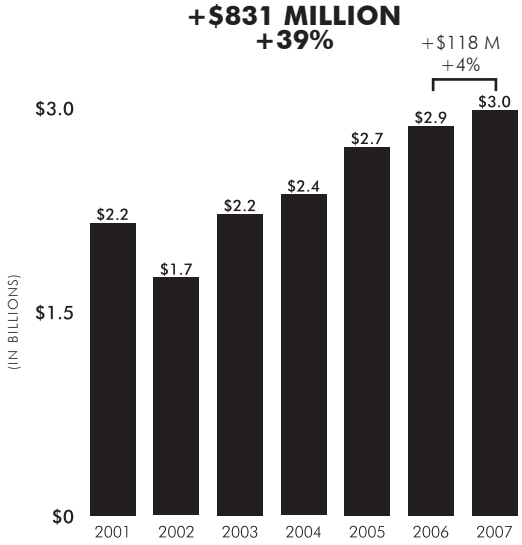
STATE RANKINGS

21ST IN HIGH-TECH EXPORTS

20TH IN TECH EXPORT CONCENTRATION

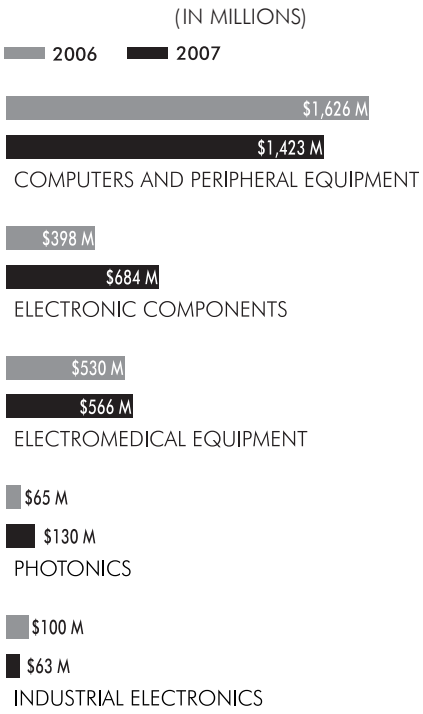
HIGH-TECH EXPORT TRENDS

(2001 - 2007)

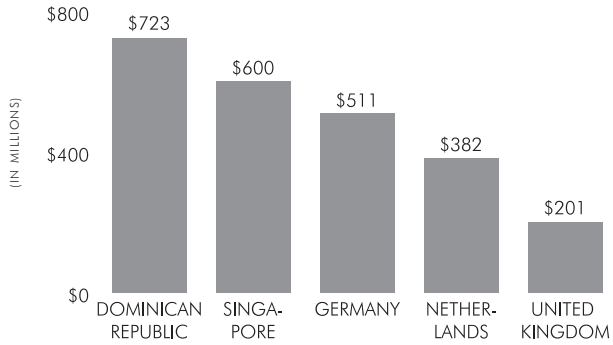


17 PERCENT OF EXPORTS FROM PUERTO RICO ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

RHODE ISLAND 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$306 MILLION**
TOTAL EXPORTS	$1.6 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	19%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**900**

STATE RANKINGS

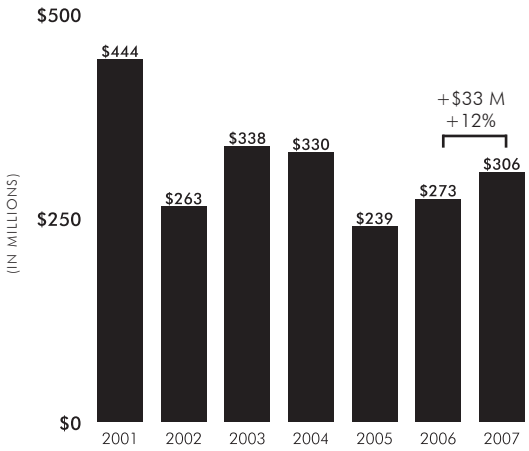
43RD IN HIGH-TECH EXPORTS

18TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

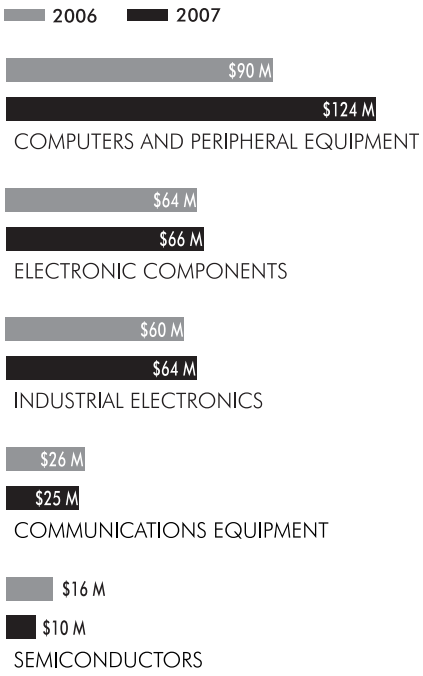
-$138 MILLION
-31%



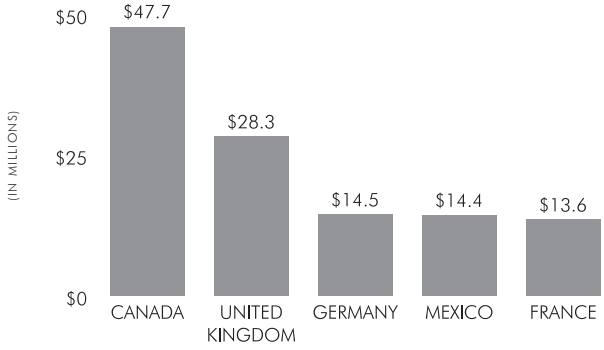
19 PERCENT OF EXPORTS FROM RHODE ISLAND ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS

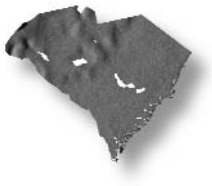


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

SOUTH CAROLINA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$977 MILLION**
TOTAL EXPORTS	$16.6 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	6%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**3,400**

STATE RANKINGS

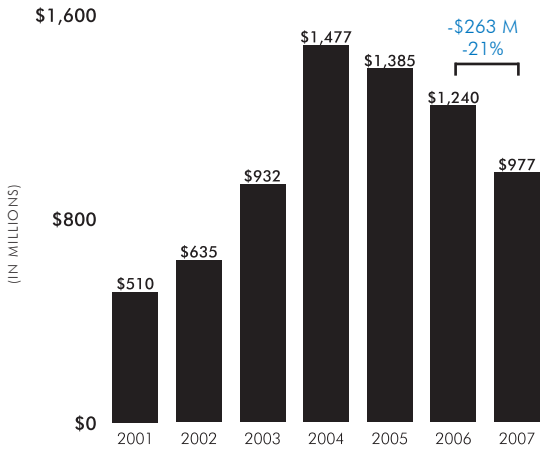
33RD IN HIGH-TECH EXPORTS

41ST IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

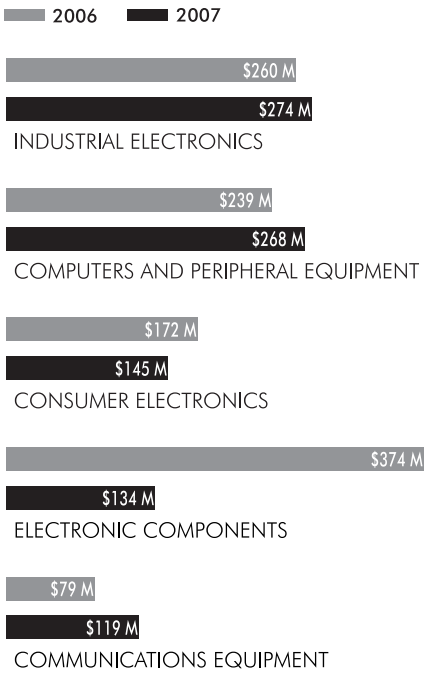
+$467 MILLION
+92%



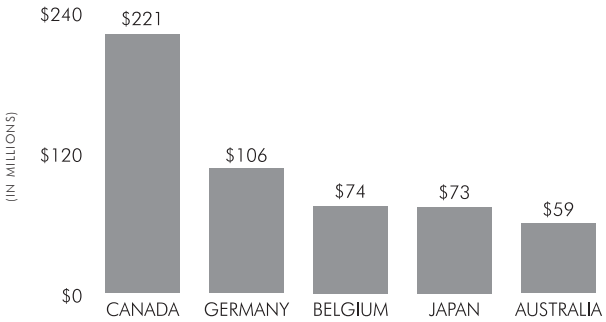
6 PERCENT OF EXPORTS FROM SOUTH CAROLINA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS

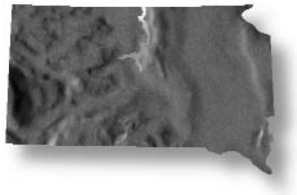


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

SOUTH DAKOTA AND HIGH-TECH INDUSTRY EXPORTS

2007 KEY TECH EXPORT STATISTICS



TECH EXPORTS	**$421 MILLION**
TOTAL EXPORTS	$1.5 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	28%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**1,600**

STATE RANKINGS

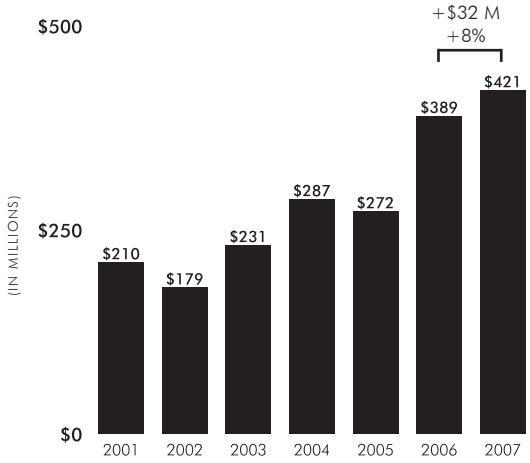
41ST IN HIGH-TECH EXPORTS

13TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

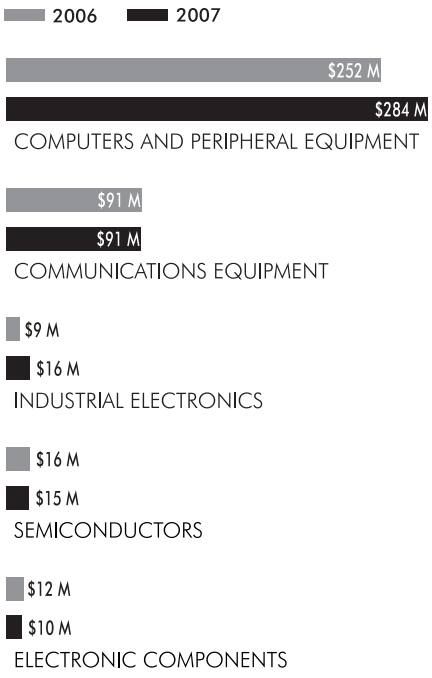
+$211 MILLION
+101%



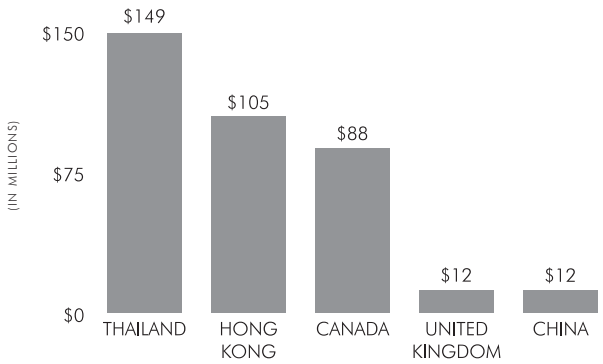
28 PERCENT OF EXPORTS FROM SOUTH DAKOTA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

TENNESSEE 2007 KEY TECH EXPORT STATISTICS AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$4.8 BILLION**
TOTAL EXPORTS	$21.9 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	22%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**17,900**

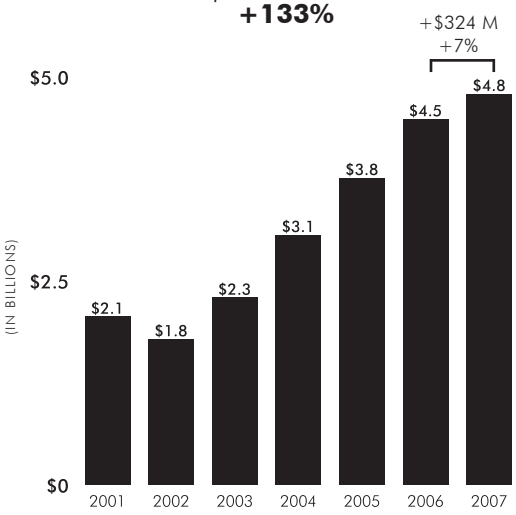
STATE RANKINGS

10TH IN HIGH-TECH EXPORTS
15TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

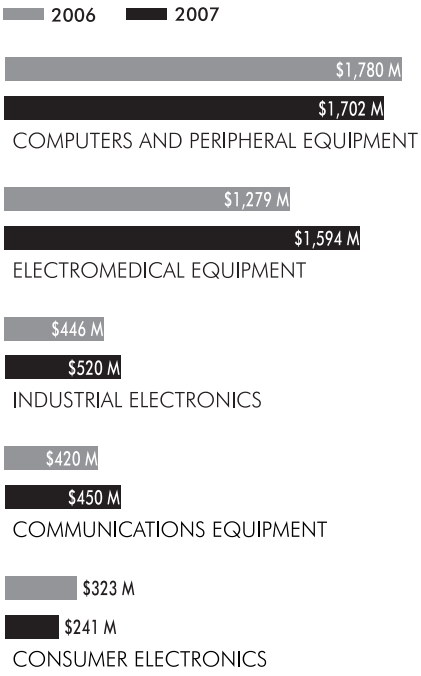
+$2.7 BILLION
+133%



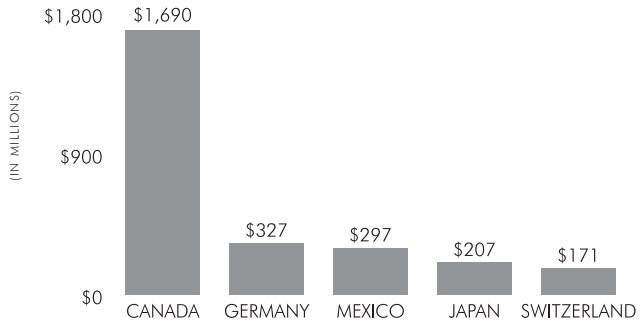
22 PERCENT OF EXPORTS FROM TENNESSEE ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

TEXAS

2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$35.9 BILLION**
TOTAL EXPORTS	$168 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	21%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**183,900**

STATE RANKINGS

2ND IN HIGH-TECH EXPORTS

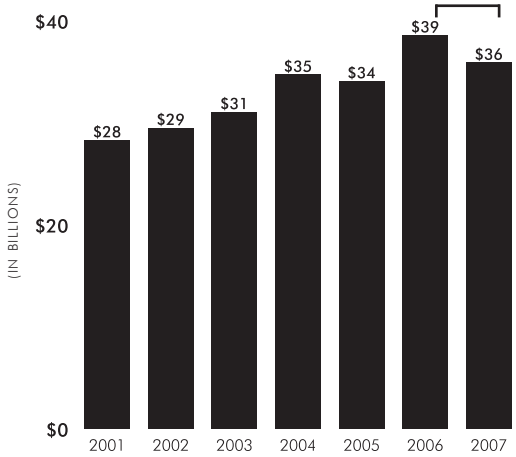
16TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

+$7.6 BILLION
+27%

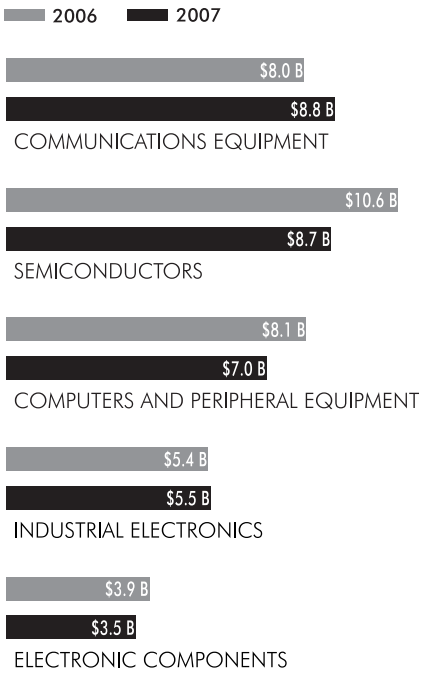
-$2.7 B
-7%



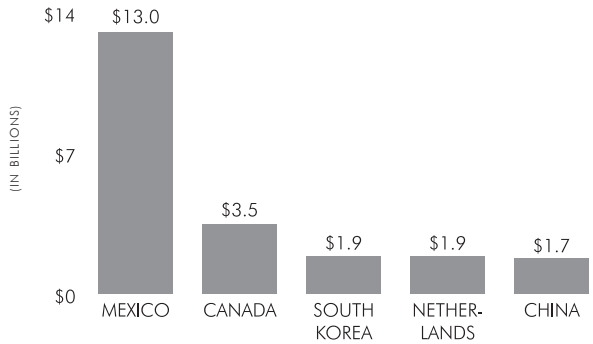
21 PERCENT OF EXPORTS FROM TEXAS ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN BILLIONS)



LEADING EXPORT DESTINATIONS

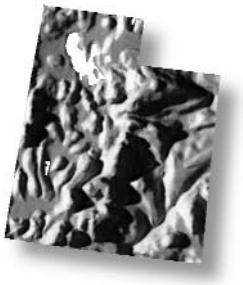


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

UTAH 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$1.1 BILLION**
TOTAL EXPORTS	$7.8 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	14%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**4,500**

STATE RANKINGS

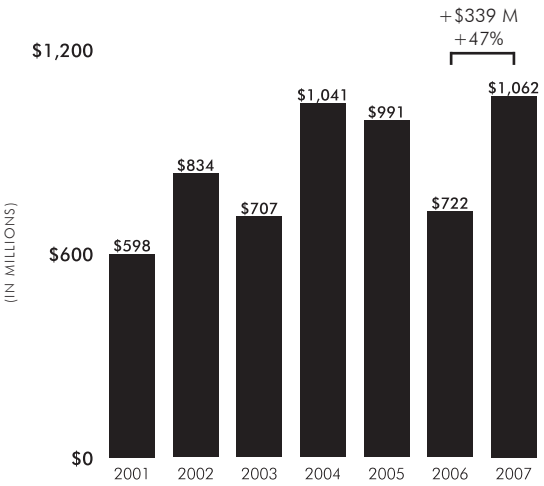
31ST IN HIGH-TECH EXPORTS

26TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

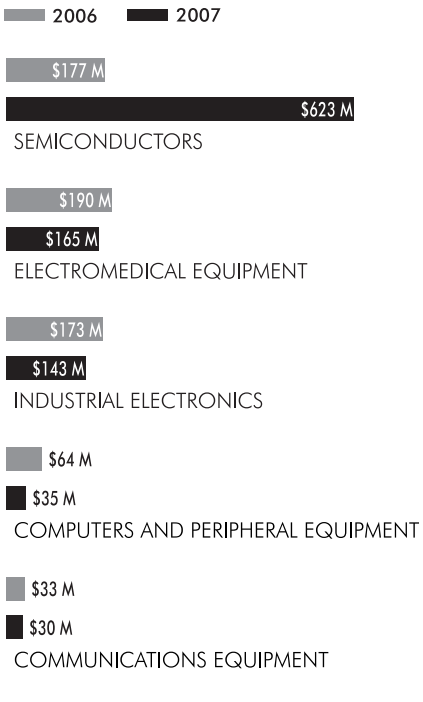
+$464 MILLION +78%



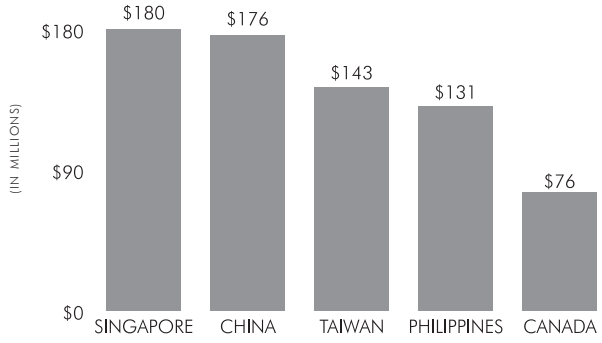
14 PERCENT OF EXPORTS FROM UTAH ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

VERMONT 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$2.8 BILLION**
TOTAL EXPORTS	$3.7 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	75%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**11,500**

STATE RANKINGS

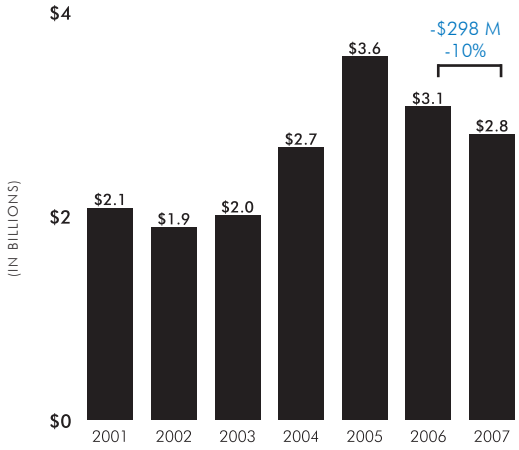
22ND IN HIGH-TECH EXPORTS

1ST IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

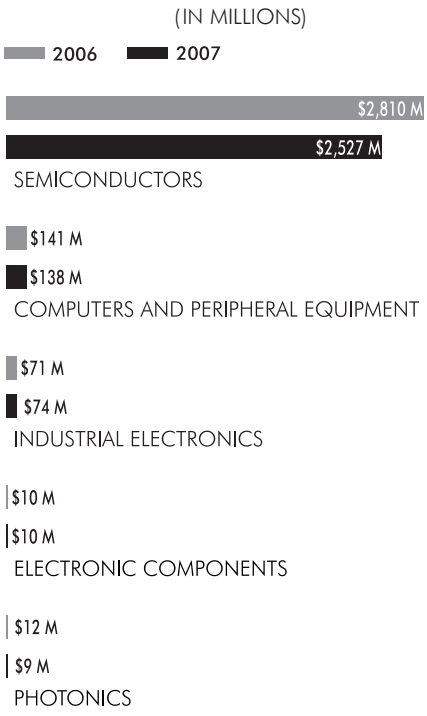
(2001 - 2007)

+$694 MILLION
+33%

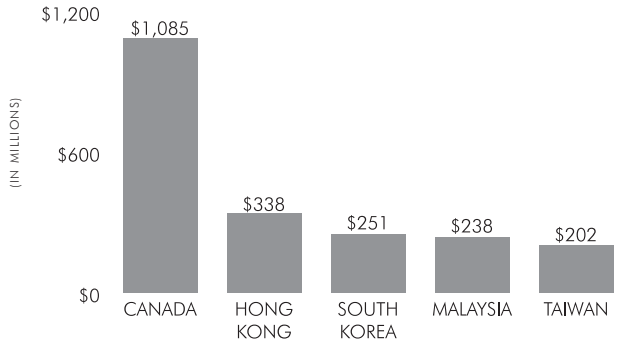


75 PERCENT OF EXPORTS FROM VERMONT ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS

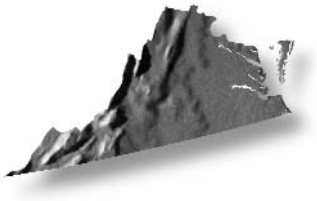


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

VIRGINIA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$3.9 BILLION**
TOTAL EXPORTS	$16.9 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	23%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**15,700**

STATE RANKINGS

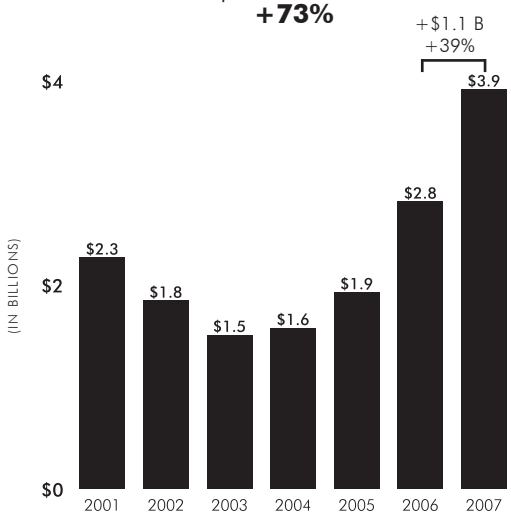
11TH IN HIGH-TECH EXPORTS

14TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

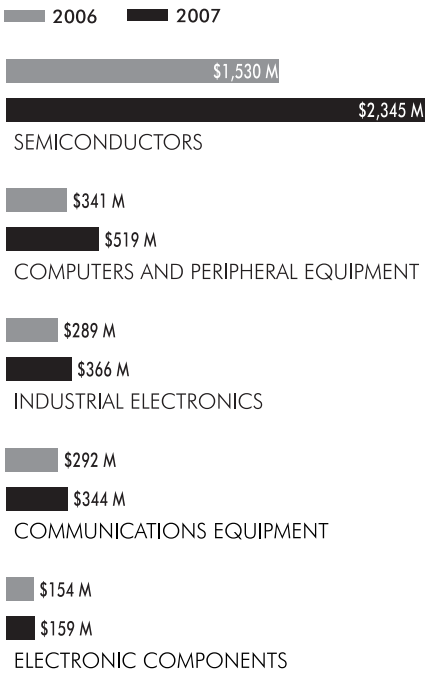
+$1.7 BILLION +73%



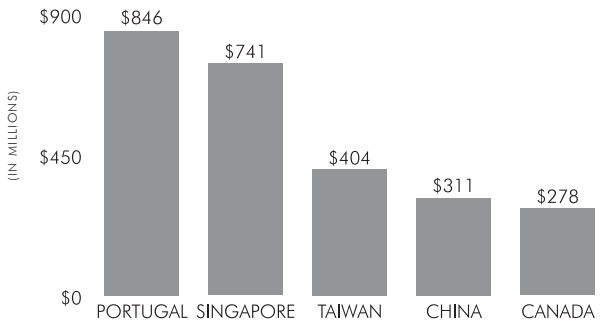
23 PERCENT OF EXPORTS FROM VIRGINIA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS

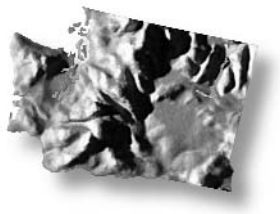


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

WASHINGTON 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$3.0 BILLION**
TOTAL EXPORTS	$66.4 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	5%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**12,400**

STATE RANKINGS

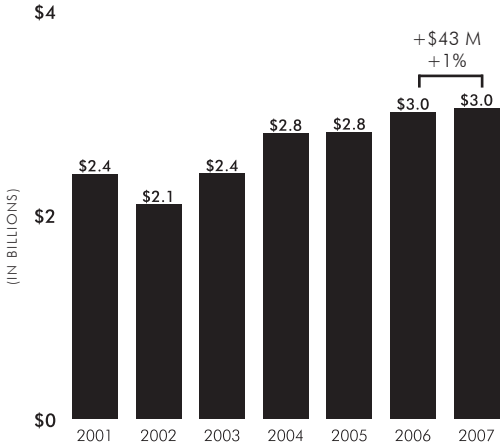
20TH IN HIGH-TECH EXPORTS

45TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

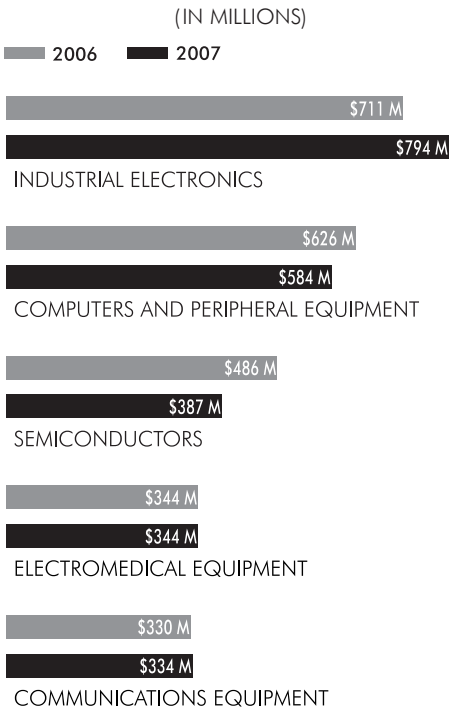
(2001 - 2007)

+$646 MILLION
+27%

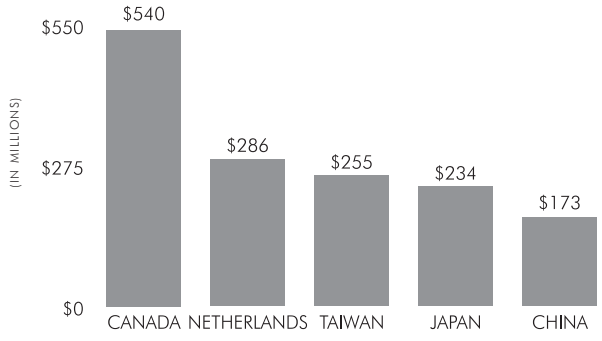


5 PERCENT OF EXPORTS FROM WASHINGTON ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

WEST VIRGINIA 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS

TECH EXPORTS	**$128 MILLION**
TOTAL EXPORTS	$4.0 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	3%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**500**

STATE RANKINGS

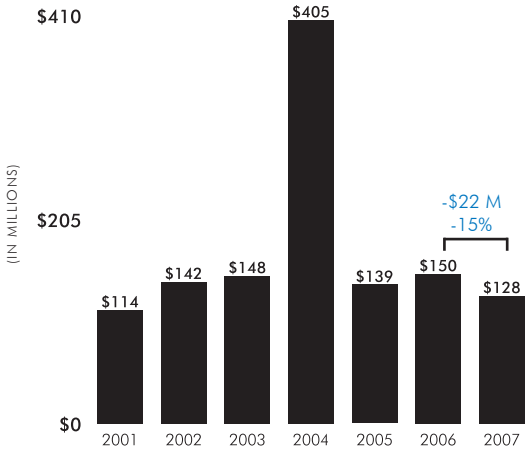
46TH IN HIGH-TECH EXPORTS

47TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

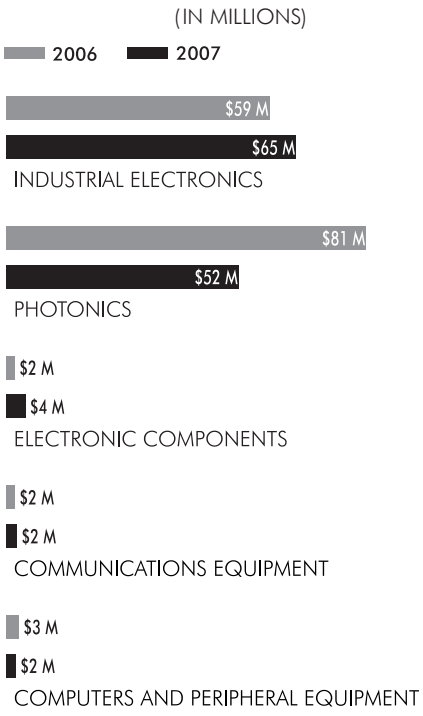
(2001 - 2007)

+$14 MILLION +13%

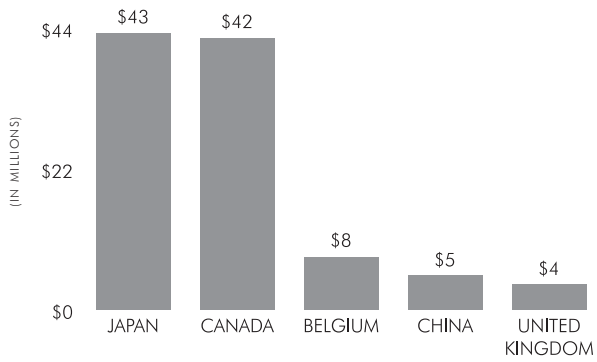


3 PERCENT OF EXPORTS FROM WEST VIRGINIA ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

WISCONSIN AND HIGH-TECH INDUSTRY EXPORTS

2007 KEY TECH EXPORT STATISTICS

TECH EXPORTS	**$3.9 BILLION**
TOTAL EXPORTS	$18.8 BILLION
TECH AS A PERCENT OF TOTAL EXPORTS	21%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**13,100**

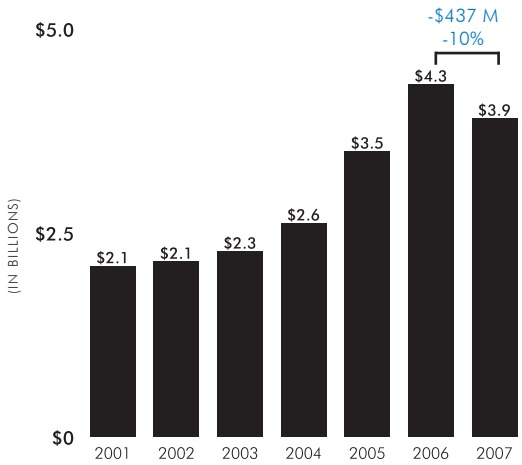
STATE RANKINGS

12TH IN HIGH-TECH EXPORTS
17TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

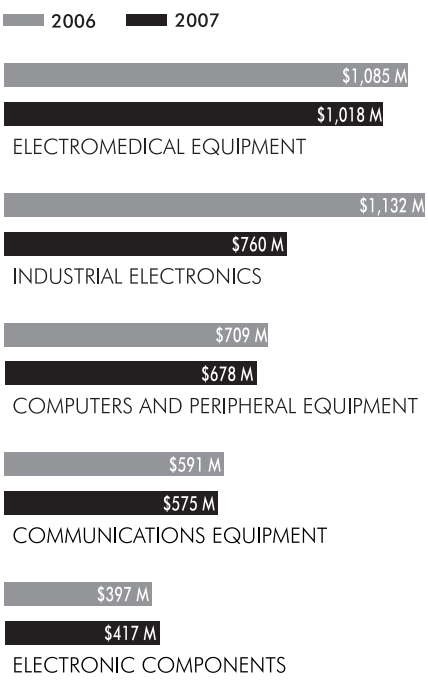
+$1.8 BILLION
+86%



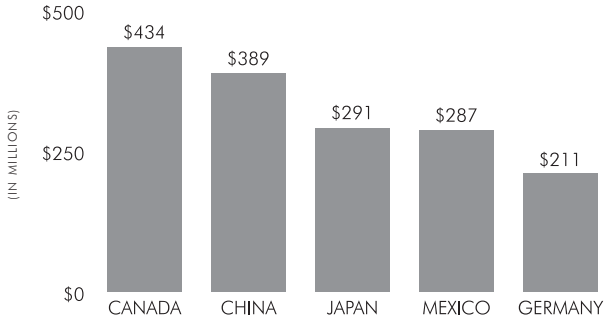
21 PERCENT OF EXPORTS FROM WISCONSIN ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS

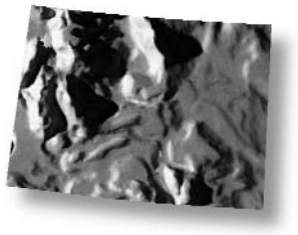


Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

WYOMING 2007 KEY TECH EXPORT STATISTICS

AND HIGH-TECH INDUSTRY EXPORTS



TECH EXPORTS	**$8.0 MILLION**
TOTAL EXPORTS	$802 MILLION
TECH AS A PERCENT OF TOTAL EXPORTS	1%
EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS	**50**

STATE RANKINGS

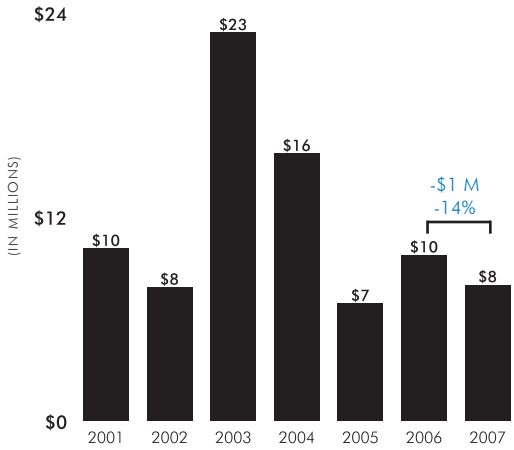
52ND IN HIGH-TECH EXPORTS

50TH IN TECH EXPORT CONCENTRATION

HIGH-TECH EXPORT TRENDS

(2001 - 2007)

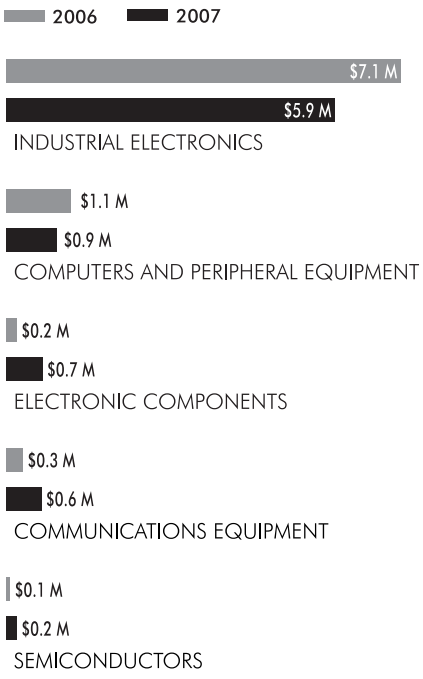
-$2 MILLION
-17%



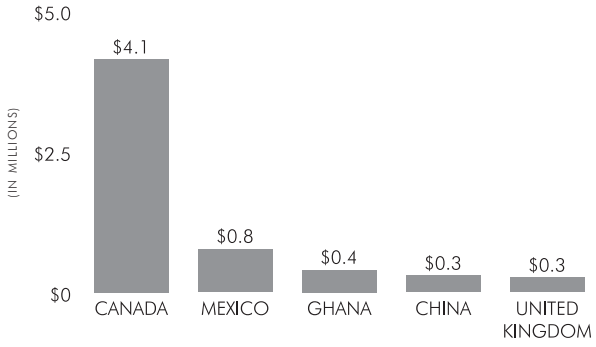
1 PERCENT OF EXPORTS FROM WYOMING ARE TECH EXPORTS

LEADING TECH EXPORT SECTORS

(IN MILLIONS)



LEADING EXPORT DESTINATIONS



Note: All data are in current U.S. dollars.

Source: U.S. Bureau of the Census

U.S. HIGH-TECH MERCHANDISE TRADE WITH THE WORLD, 2001 - 2007

(in millions of current U.S. dollars)

	2001	2002	2003	2004	2005	2006	2007	Percent Change 2006-2007	Percent Change 2001-2007
EXPORTS									
Computers and Peripheral Equipment	$49,424	$40,082	$41,485	$44,420	$47,441	$49,669	$47,112	-5%	-5%
Consumer Electronics	$9,257	$8,409	$8,113	$9,055	$10,191	$11,033	$8,784	-20%	-5%
Communications Equipment	$23,762	$19,692	$18,798	$22,536	$24,153	$27,337	$29,745	9%	25%
Electronic Components	$17,723	$15,501	$14,649	$15,852	$15,597	$17,396	$17,652	1%	0%
Semiconductors	$45,065	$42,235	$46,137	$48,050	$47,222	$52,430	$50,014	-5%	11%
Industrial Electronics	$27,485	$25,603	$26,213	$33,695	$34,729	$40,431	$38,508	-5%	40%
Electromedical Equipment	$9,460	$9,587	$10,883	$12,185	$13,789	$15,288	$16,624	9%	76%
Photonics	$6,199	$4,646	$4,664	$5,612	$6,204	$6,630	$5,906	-11%	-5%
Total	**$188,374**	**$165,754**	**$170,943**	**$191,404**	**$199,326**	**$220,214**	**$214,346**	**-3%**	**14%**
IMPORTS									
Computers and Peripheral Equipment	$76,191	$77,386	$81,615	$94,914	$100,047	$108,146	$103,195	-5%	35%
Consumer Electronics	$25,413	$28,400	$29,292	$35,657	$41,553	$47,853	$54,394	14%	114%
Communications Equipment	$39,824	$40,034	$44,038	$54,455	$64,676	$68,868	$74,024	7%	86%
Electronic Components	$18,090	$16,618	$16,513	$19,070	$20,461	$22,640	$23,964	6%	32%
Semiconductors	$30,423	$26,015	$24,604	$26,749	$25,760	$27,375	$26,104	-5%	-14%
Industrial Electronics	$18,269	$18,056	$19,753	$23,364	$25,127	$28,187	$31,969	13%	75%
Electromedical Equipment	$6,800	$8,360	$10,231	$11,015	$11,991	$12,792	$13,966	9%	105%
Photonics	$6,799	$4,892	$4,804	$5,578	$5,674	$6,227	$5,015	-19%	-26%
Total	**$221,808**	**$219,761**	**$230,851**	**$270,802**	**$295,290**	**$322,087**	**$332,630**	**3%**	**50%**
TWO-WAY									
Computers and Peripheral Equipment	$125,615	$117,467	$123,100	$139,333	$147,488	$157,816	$150,307	-5%	20%
Consumer Electronics	$34,669	$36,809	$37,405	$44,711	$51,744	$58,885	$63,179	7%	82%
Communications Equipment	$63,586	$59,727	$62,836	$76,991	$88,829	$96,205	$103,769	8%	63%
Electronic Components	$35,812	$32,119	$31,162	$34,922	$36,058	$40,036	$41,616	4%	16%
Semiconductors	$75,488	$68,250	$70,742	$74,799	$72,982	$79,805	$76,118	-5%	1%
Industrial Electronics	$45,754	$43,659	$45,967	$57,059	$59,856	$68,618	$70,476	3%	54%
Electromedical Equipment	$16,260	$17,946	$21,114	$23,200	$25,781	$28,080	$30,590	9%	88%
Photonics	$12,998	$9,538	$9,468	$11,191	$11,878	$12,857	$10,921	-15%	-16%
Total	**$410,183**	**$385,515**	**$401,794**	**$462,205**	**$494,616**	**$542,301**	**$546,977**	**1%**	**33%**
BALANCE									
Computers and Peripheral Equipment	-$26,767	-$37,304	-$40,130	-$50,494	-$52,606	-$58,477	-$56,083		
Consumer Electronics	-$16,156	-$19,991	-$21,179	-$26,602	-$31,361	-$36,820	-$45,610		
Communications Equipment	-$16,062	-$20,342	-$25,240	-$31,920	-$40,523	-$41,531	-$44,278		
Electronic Components	-$367	-$1,117	-$1,864	-$3,219	-$4,865	-$5,244	-$6,311		
Semiconductors	$14,642	$16,219	$21,533	$21,302	$21,461	$25,055	$23,910		
Industrial Electronics	$9,216	$7,547	$6,460	$10,331	$9,602	$12,244	$6,539		
Electromedical Equipment	$2,660	$1,227	$652	$1,169	$1,798	$2,497	$2,658		
Photonics	-$600	-$246	-$140	$34	$529	$403	$892		
Total	**-$33,434**	**-$54,007**	**-$59,909**	**-$79,398**	**-$95,964**	**-$101,873**	**-$118,284**		
Total U.S. Exports to the World	$729,100	$693,103	$724,771	$818,775	$905,978	$1,036,635	$1,162,479		
Total U.S. Imports from the World	$1,140,999	$1,161,366	$1,257,121	$1,469,704	$1,673,455	$1,853,938	$1,956,962		
Total Two-Way Trade	$1,870,100	$1,854,469	$1,981,892	$2,288,479	$2,579,432	$2,890,573	$3,119,441		
Total Trade Balance	-$411,899	-$468,263	-$532,350	-$650,930	-$767,477	-$817,304	-$794,483		
High Tech as a Portion of Total Exports	25.8%	23.9%	23.6%	23.4%	22.0%	21.2%	18.4%		
High Tech as a Portion of Total Imports	19.4%	18.9%	18.4%	18.4%	17.6%	17.4%	17.0%		
High Tech as a Portion of Total Two-Way	21.9%	20.8%	20.3%	20.2%	19.2%	18.8%	17.5%		

Data are reported on a Total Census Basis.

Some totals may not equal the individual sectors due to rounding.

Source: U.S. Bureau of the Census

U.S. HIGH-TECH MERCHANDISE EXPORT MARKETS OF AT LEAST $100 MILLION, 2001 - 2007

(in millions of current U.S. dollars)

	2001	2002	2003	2004	2005	2006	2007	Percent Change 2006-2007	Percent Change 2001-2007
World	$188,374	$165,754	$170,943	$191,404	$199,326	$220,214	$214,346	-3%	14%
1. European Union - 27	$46,014	$37,363	$37,692	$41,060	$42,805	$46,295	$46,560	1%	1%
Germany	$9,714	$8,155	$8,245	$8,560	$9,322	$10,771	$11,165	4%	15%
Netherlands	$7,333	$6,434	$6,222	$7,058	$8,075	$8,255	$8,149	-1%	11%
United Kingdom	$11,085	$8,156	$7,854	$9,084	$8,394	$8,689	$7,783	-10%	-30%
France	$4,691	$3,991	$3,842	$4,204	$4,375	$4,569	$4,494	-2%	-4%
Ireland	$3,584	$3,053	$3,692	$3,403	$3,412	$3,140	$2,775	-12%	-23%
Belgium	$1,419	$1,081	$1,116	$1,477	$1,612	$1,641	$2,312	41%	63%
Italy	$2,405	$1,784	$1,867	$2,038	$2,089	$2,363	$2,231	-6%	-7%
Sweden	$1,069	$925	$924	$925	$967	$1,315	$1,404	7%	31%
Spain	$938	$791	$1,127	$1,173	$1,047	$1,186	$1,236	4%	32%
Portugal	$542	$163	$127	$122	$138	$330	$1,003	204%	85%
Denmark	$439	$385	$394	$456	$506	$598	$700	17%	60%
Finland	$686	$593	$537	$523	$563	$550	$589	7%	-14%
Hungary	$237	$251	$189	$238	$358	$509	$530	4%	124%
Austria	$481	$336	$351	$398	$425	$505	$439	-13%	-9%
Poland	$243	$220	$228	$262	$362	$369	$421	14%	74%
Czech Republic	$252	$282	$274	$299	$400	$501	$412	-18%	64%
Greece	$331	$302	$207	$272	$167	$270	$276	2%	-16%
Romania	$150	$104	$97	$135	$112	$142	$182	29%	22%
Malta	$211	$158	$146	$139	$113	$112	$75	-33%	-64%
Slovenia	$33	$34	$35	$45	$49	$53	$64	21%	95%
Slovakia	$26	$27	$38	$35	$43	$81	$62	-23%	134%
Luxembourg	$41	$28	$25	$55	$102	$159	$56	-65%	35%
Bulgaria	$31	$36	$56	$45	$68	$55	$50	-9%	60%
Estonia	$11	$26	$20	$38	$28	$39	$43	10%	276%
Latvia	$22	$15	$28	$24	$23	$30	$40	34%	82%
Lithuania	$22	$17	$30	$29	$27	$37	$40	7%	80%
Cyprus	$17	$16	$23	$23	$26	$27	$30	12%	76%
2. Canada	$27,800	$23,696	$24,296	$27,650	$29,833	$30,101	$29,362	-2%	6%
3. Mexico	$26,242	$24,638	$24,973	$28,129	$27,132	$29,555	$26,009	-12%	-1%
4. China	$5,739	$5,826	$7,018	$8,765	$9,970	$14,133	$14,488	3%	152%
5. Japan	$17,126	$13,118	$12,248	$13,191	$13,121	$13,913	$11,883	-15%	-31%
6. Singapore	$6,625	$5,928	$6,367	$7,814	$7,540	$8,857	$9,196	4%	39%
7. South Korea	$7,354	$7,530	$8,459	$9,077	$9,944	$10,646	$8,850	-17%	20%
8. Taiwan	$7,491	$8,290	$7,314	$8,624	$8,004	$8,949	$8,417	-6%	12%
9. Hong Kong	$6,608	$5,675	$6,243	$7,696	$7,695	$7,758	$7,745	-0%	17%
10. Malaysia	$6,005	$6,974	$8,190	$7,611	$7,352	$8,515	$7,415	-13%	23%
11. Brazil	$4,751	$3,201	$2,815	$3,129	$3,744	$4,408	$5,187	18%	9%
12. Philippines	$5,295	$5,150	$6,035	$4,987	$4,630	$5,169	$4,823	-7%	-9%
13. Australia	$2,377	$2,078	$2,148	$2,465	$2,772	$3,117	$3,228	4%	36%
14. Thailand	$2,524	$1,806	$1,965	$2,716	$3,179	$3,137	$3,049	-3%	21%
15. India	$1,019	$1,251	$1,258	$1,589	$1,833	$2,066	$2,215	7%	117%
16. Venezuela	$1,017	$724	$416	$1,112	$1,484	$1,993	$1,968	-1%	94%
17. Israel	$1,827	$1,412	$1,329	$1,707	$1,681	$1,817	$1,718	-5%	-6%
18. Costa Rica	$653	$1,228	$1,458	$1,289	$1,385	$1,678	$1,692	1%	159%
19. Colombia	$757	$703	$725	$874	$1,038	$1,184	$1,512	28%	100%
20. Argentina	$1,121	$252	$487	$668	$914	$1,078	$1,303	21%	16%
21. Dominican Republic	$651	$529	$483	$600	$685	$862	$1,248	45%	92%
22. Chile	$865	$721	$669	$774	$957	$1,129	$1,220	8%	41%
23. Switzerland	$1,146	$878	$859	$937	$1,000	$1,119	$1,150	3%	0%
24. United Arab Emirates	$371	$380	$461	$568	$670	$1,000	$1,144	14%	208%
25. Paraguay	$290	$343	$302	$489	$697	$713	$922	29%	218%
26. Saudi Arabia	$462	$527	$518	$507	$561	$814	$858	5%	86%
27. Russia	$356	$371	$429	$478	$463	$622	$698	12%	96%
28. Peru	$352	$348	$390	$389	$429	$640	$692	8%	96%
29. South Africa	$404	$344	$385	$465	$549	$644	$656	2%	62%
30. Norway	$300	$252	$338	$316	$379	$555	$626	13%	109%
31. Turkey	$288	$264	$274	$316	$421	$459	$586	28%	103%
32. Ecuador	$229	$324	$304	$358	$488	$440	$576	31%	151%
33. Guatemala	$206	$245	$254	$307	$364	$431	$527	22%	156%
34. Panama	$215	$192	$214	$235	$271	$310	$392	26%	83%
35. Egypt	$329	$212	$235	$255	$264	$445	$378	-15%	15%
36. El Salvador	$174	$157	$177	$221	$238	$292	$348	19%	100%
37. New Zealand	$307	$272	$273	$299	$361	$323	$339	5%	10%
38. Indonesia	$240	$193	$202	$220	$216	$242	$314	29%	31%
39. Honduras	$113	$101	$100	$138	$172	$219	$280	28%	148%
40. Trinidad & Tobago	$179	$127	$126	$165	$278	$321	$272	-15%	52%
41. Qatar	$59	$35	$50	$68	$95	$136	$253	87%	330%
42. Iraq	$7	$1	$14	$210	$430	$200	$251	25%	3360%
43. Pakistan	$45	$75	$85	$147	$191	$181	$213	18%	369%
44. Vietnam	$63	$74	$101	$118	$138	$160	$200	25%	216%
45. Kuwait	$72	$70	$201	$174	$168	$177	$198	12%	174%
46. Uruguay	$155	$68	$136	$103	$119	$160	$192	20%	24%
47. Jamaica	$182	$226	$195	$189	$168	$203	$188	-8%	3%
48. Nigeria	$111	$104	$148	$158	$150	$266	$184	-31%	65%
49. Algeria	$279	$69	$35	$228	$257	$276	$175	-36%	-37%
50. Kazakhstan	$43	$20	$27	$44	$61	$110	$137	24%	221%
51. Netherlands Antilles	$92	$43	$74	$75	$86	$131	$135	3%	47%
52. Bahamas	$65	$66	$62	$71	$105	$117	$133	13%	103%
53. Nicaragua	$55	$65	$70	$84	$83	$99	$104	5%	87%

Data are reported on a Total Census Basis.

Source: U.S. Bureau of the Census

U.S. HIGH-TECH MERCHANDISE IMPORT MARKETS OF AT LEAST $100 MILLION, 2001 - 2007

(in millions of current U.S. dollars)

	2001	2002	2003	2004	2005	2006	2007	Percent Change 2006-2007	Percent Change 2001-2007
World	$221,808	$219,761	$230,851	$270,802	$295,290	$322,087	$332,630	3%	50%
1. China	$25,719	$34,711	$46,745	$68,211	$86,255	$102,454	$112,345	10%	337%
2. Mexico	$36,342	$33,503	$32,776	$37,078	$38,162	$44,694	$51,257	15%	41%
3. European Union - 27	$27,261	$27,057	$28,765	$30,811	$33,012	$33,475	$33,412	-0%	23%
Germany	$7,454	$7,440	$8,169	$9,217	$9,842	$11,005	$11,678	6%	57%
United Kingdom	$5,982	$4,565	$4,761	$5,277	$5,303	$5,194	$5,121	-1%	-14%
Ireland	$2,704	$3,405	$3,369	$3,187	$3,373	$3,409	$3,448	1%	28%
France	$2,687	$2,465	$2,636	$2,650	$2,822	$2,752	$2,901	5%	8%
Italy	$1,390	$1,446	$1,488	$1,633	$1,637	$1,586	$1,632	3%	17%
Netherlands	$1,555	$1,653	$1,838	$1,966	$2,047	$2,375	$1,463	-38%	-6%
Hungary	$999	$779	$811	$1,042	$1,318	$1,210	$1,395	15%	40%
Sweden	$1,323	$1,884	$1,510	$1,624	$2,102	$1,416	$1,335	-6%	1%
Finland	$650	$840	$827	$627	$809	$635	$684	8%	5%
Austria	$358	$335	$382	$400	$424	$467	$618	32%	73%
Denmark	$483	$400	$433	$478	$513	$540	$595	10%	23%
Belgium	$425	$465	$464	$472	$529	$482	$536	11%	26%
Portugal	$314	$394	$511	$599	$714	$859	$476	-45%	52%
Spain	$285	$306	$634	$573	$465	$413	$423	2%	49%
Czech Republic	$222	$257	$307	$389	$454	$448	$396	-12%	78%
Malta	$307	$260	$317	$314	$235	$232	$223	-4%	-27%
Poland	$36	$83	$140	$195	$203	$176	$165	-7%	354%
Slovakia	$10	$20	$39	$49	$48	$66	$87	33%	780%
Romania	$35	$16	$54	$20	$28	$53	$70	32%	98%
Luxembourg	$5	$6	$8	$11	$29	$38	$32	-16%	500%
Slovenia	$13	$12	$14	$21	$26	$26	$28	7%	116%
Bulgaria	$4	$6	$11	$10	$14	$21	$28	35%	686%
Estonia	$4	$5	$22	$28	$27	$24	$27	14%	551%
Greece	$11	$9	$9	$16	$31	$24	$22	-8%	108%
Latvia	$1	$1	$2	$4	$4	$11	$16	46%	1,062%
Lithuania	$4	$4	$5	$8	$9	$13	$15	13%	275%
Cyprus	$1	$1	$0	$1	$3	$0	$0	-10%	-48%
4. Japan	$34,242	$29,013	$28,526	$32,019	$31,570	$30,989	$29,230	-6%	-15%
5. Malaysia	$17,681	$19,434	$20,736	$22,334	$27,493	$29,436	$25,075	-15%	42%
6. Taiwan	$16,729	$15,784	$14,612	$15,289	$14,750	$16,847	$16,522	-2%	-1%
7. South Korea	$15,047	$15,232	$15,881	$19,826	$15,504	$14,857	$15,576	5%	4%
8. Canada	$13,691	$10,407	$9,477	$10,820	$12,181	$11,689	$11,530	-1%	-16%
9. Singapore	$11,381	$10,573	$10,176	$10,570	$9,891	$10,051	$9,817	-2%	-14%
10. Thailand	$5,054	$5,396	$5,170	$6,684	$8,419	$9,078	$9,256	2%	83%
11. Philippines	$6,708	$6,586	$5,589	$4,525	$4,548	$4,665	$4,558	-2%	-32%
12. Israel	$2,524	$2,255	$2,270	$2,445	$2,489	$3,019	$3,022	0%	20%
13. Indonesia	$2,221	$2,039	$1,714	$2,039	$2,201	$1,751	$1,856	6%	-16%
14. Switzerland	$1,269	$1,386	$1,806	$1,882	$1,843	$1,811	$1,754	-3%	38%
15. Costa Rica	$802	$996	$1,293	$1,219	$1,215	$1,301	$1,358	4%	69%
16. Hong Kong	$1,561	$1,624	$1,496	$1,650	$1,468	$1,307	$1,212	-7%	-22%
17. Dominican Republic	$627	$629	$764	$751	$919	$813	$873	7%	39%
18. India	$241	$292	$362	$468	$650	$870	$837	-4%	247%
19. Australia	$467	$447	$418	$463	$559	$671	$784	17%	68%
20. Brazil	$1,425	$1,524	$1,346	$686	$997	$776	$548	-29%	-62%
21. Norway	$250	$255	$264	$315	$326	$411	$494	20%	97%
22. Vietnam	$0	$23	$76	$72	$162	$318	$492	54%	98,895%
23. New Zealand	$62	$74	$90	$101	$101	$113	$110	-3%	77%

Data are reported on a Total Census Basis.

Source: U.S. Bureau of the Census

HIGH-TECH EXPORTS PERCENT CHANGE BY COUNTRY 2006 - 2007

(based on current U.S. dollars)

Rank	Country	Percent Change 2006-2007
	U.S. High Tech	-2.7%
	U.S. All Goods Sectors	12.1%
1.	Portugal	204.1%
2.	Dominican Republic	44.8%
3.	Belgium	40.9%
4.	Colombia	27.7%
5.	Argentina	20.9%
6.	Brazil	17.7%
7.	United Arab Emirates	14.4%
8.	Chile	8.1%
9.	India	7.2%
10.	Sweden	6.8%
11.	Spain	4.2%
12.	Singapore	3.8%
13.	Germany	3.7%
14.	Australia	3.5%
15.	Switzerland	2.8%
16.	China	2.5%
17.	Costa Rica	0.9%
18.	Hong Kong	-0.2%
19.	Venezuela	-1.2%
20.	Netherlands	-1.3%
21.	France	-1.6%
22.	Canada	-2.5%
23.	Thailand	-2.8%
24.	Israel	-5.5%
25.	Italy	-5.6%
26.	Taiwan	-6.0%
27.	Philippines	-6.7%
28.	United Kingdom	-10.4%
29.	Ireland	-11.6%
30.	Mexico	-12.0%
31.	Malaysia	-12.9%
32.	Japan	-14.6%
33.	South Korea	-16.9%

HIGH-TECH EXPORTS NUMERIC CHANGE BY COUNTRY 2006 - 2007

(in millions of current U.S. dollars)

Rank	Country	Numeric Change 2006-2007
	U.S. High Tech	-$5,867
	U.S. All Goods Sectors	$125,845
1.	Brazil	$779
2.	Portugal	$673
3.	Belgium	$671
4.	Germany	$394
5.	Dominican Republic	$386
6.	China	$354
7.	Singapore	$339
8.	Colombia	$328
9.	Argentina	$225
10.	India	$148
11.	United Arab Emirates	$144
12.	Australia	$111
13.	Chile	$91
14.	Sweden	$90
15.	Spain	$50
16.	Switzerland	$31
17.	Costa Rica	$14
18.	Hong Kong	-$14
19.	Venezuela	-$24
20.	France	-$75
21.	Thailand	-$88
22.	Israel	-$100
23.	Netherlands	-$106
24.	Italy	-$133
25.	Philippines	-$345
26.	Ireland	-$365
27.	Taiwan	-$533
28.	Canada	-$739
29.	United Kingdom	-$906
30.	Malaysia	-$1,101
31.	South Korea	-$1,796
32.	Japan	-$2,029
33.	Mexico	-$3,547

HIGH-TECH EXPORTS PERCENT CHANGE BY COUNTRY 2001 - 2007

(based on current U.S. dollars)

Rank	Country	Percent Change 2000-2006
	U.S. High Tech	13.8%
	U.S. All Goods Sectors	59.4%
1.	United Arab Emirates	208.4%
2.	Costa Rica	159.2%
3.	China	152.5%
4.	India	117.3%
5.	Colombia	99.7%
6.	Venezuela	93.6%
7.	Dominican Republic	91.9%
8.	Portugal	85.0%
9.	Belgium	62.9%
10.	Chile	41.2%
11.	Singapore	38.8%
12.	Australia	35.8%
13.	Spain	31.8%
14.	Sweden	31.3%
15.	Malaysia	23.5%
16.	Thailand	20.8%
17.	South Korea	20.3%
18.	Hong Kong	17.2%
19.	Argentina	16.3%
20.	Germany	14.9%
21.	Taiwan	12.4%
22.	Netherlands	11.1%
23.	Brazil	9.2%
24.	Canada	5.6%
25.	Switzerland	0.4%
26.	Mexico	-0.9%
27.	France	-4.2%
28.	Israel	-6.0%
29.	Italy	-7.3%
30.	Philippines	-8.9%
31.	Ireland	-22.6%
32.	United Kingdom	-29.8%
33.	Japan	-30.6%

HIGH-TECH EXPORTS NUMERIC CHANGE BY COUNTRY 2001 - 2007

(in millions of current U.S. dollars)

Rank	Country	Numeric Change 2000-2006
	U.S. High Tech	$25,972
	U.S. All Goods Sectors	$433,379
1.	China	$8,749
2.	Singapore	$2,572
3.	Canada	$1,563
4.	South Korea	$1,496
5.	Germany	$1,451
6.	Malaysia	$1,409
7.	India	$1,195
8.	Hong Kong	$1,137
9.	Costa Rica	$1,040
10.	Venezuela	$951
11.	Taiwan	$926
12.	Belgium	$893
13.	Australia	$850
14.	Netherlands	$816
15.	United Arab Emirates	$773
16.	Colombia	$755
17.	Dominican Republic	$598
18.	Thailand	$525
19.	Portugal	$461
20.	Brazil	$437
21.	Chile	$356
22.	Sweden	$335
23.	Spain	$298
24.	Argentina	$183
25.	Switzerland	$5
26.	Israel	-$109
27.	Italy	-$174
28.	France	-$197
29.	Mexico	-$233
30.	Philippines	-$472
31.	Ireland	-$809
32.	United Kingdom	-$3,303
33.	Japan	-$5,242

Note: Only includes those countries receiving $1 billion or more in U.S. tech exports in 2007.
Data are rounded.

Source: U.S. Bureau of the Census

U.S. JOBS SUPPORTED BY HIGH-TECH EXPORTS TO SELECT COUNTRIES* 2007

(alphabetical)

Country	U.S. High-Tech Export Related Employment
Total	894,572
Argentina	5,440
Australia	13,471
Austria	1,831
Belgium	9,650
Brazil	21,649
Canada	122,544
Chile	5,093
China	60,463
Colombia	6,311
Costa Rica	7,063
Czech Republic	1,720
Denmark	2,921
Dominican Republic	5,210
Ecuador	2,404
Egypt	1,579
El Salvador	1,453
Finland	2,458
France	18,756
Germany	46,596
Greece	1,153
Guatemala	2,198
Honduras	1,170
Hong Kong	32,322
Hungary	2,210
India	9,243
Indonesia	1,310
Iraq	1,046
Ireland	11,580
Israel	7,170
Italy	9,309
Japan	49,595
Malaysia	30,944
Mexico	108,546
Netherlands	34,012
New Zealand	1,413
Norway	2,611
Panama	1,634
Paraguay	3,847
Peru	2,887
Philippines	20,130
Poland	1,758
Portugal	4,184
Qatar	1,057
Russia	2,913
Saudi Arabia	3,581
Singapore	38,380
South Africa	2,736
South Korea	36,936
Spain	5,159
Sweden	5,861
Switzerland	4,801
Taiwan	35,127
Thailand	12,725
Trinidad & Tobago	1,135
Turkey	2,444
United Arab Emirates	4,775
United Kingdom	32,481
Venezuela	8,215

U.S. JOBS SUPPORTED BY HIGH-TECH EXPORTS TO SELECT COUNTRIES* 2007

(ranked)

Rank	Country	U.S. High-Tech Export Related Employment
	Total	894,572
1.	Canada	122,544
2.	Mexico	108,546
3.	China	60,463
4.	Japan	49,595
5.	Germany	46,596
6.	Singapore	38,380
7.	South Korea	36,936
8.	Taiwan	35,127
9.	Netherlands	34,012
10.	United Kingdom	32,481
11.	Hong Kong	32,322
12.	Malaysia	30,944
13.	Brazil	21,649
14.	Philippines	20,130
15.	France	18,756
16.	Australia	13,471
17.	Thailand	12,725
18.	Ireland	11,580
19.	Belgium	9,650
20.	Italy	9,309
21.	India	9,243
22.	Venezuela	8,215
23.	Israel	7,170
24.	Costa Rica	7,063
25.	Colombia	6,311
26.	Sweden	5,861
27.	Argentina	5,440
28.	Dominican Republic	5,210
29.	Spain	5,159
30.	Chile	5,093
31.	Switzerland	4,801
32.	United Arab Emirates	4,775
33.	Portugal	4,184
34.	Paraguay	3,847
35.	Saudi Arabia	3,581
36.	Denmark	2,921
37.	Russia	2,913
38.	Peru	2,887
39.	South Africa	2,736
40.	Norway	2,611
41.	Finland	2,458
42.	Turkey	2,444
43.	Ecuador	2,404
44.	Hungary	2,210
45.	Guatemala	2,198
46.	Austria	1,831
47.	Poland	1,758
48.	Czech Republic	1,720
49.	Panama	1,634
50.	Egypt	1,579
51.	El Salvador	1,453
52.	New Zealand	1,413
53.	Indonesia	1,310
54.	Honduras	1,170
55.	Greece	1,153
56.	Trinidad & Tobago	1,135
57.	Qatar	1,057
58.	Iraq	1,046

*Only those countries with 1,000 or more jobs supported by high-tech exports are listed.

Data are estimates and subject to revisions.

Source: U.S. Bureau of the Census

HIGH-TECH EXPORTS BY STATE, 2001 - 2007

(in millions of current U.S. dollars)

	2001	2002	2003	2004	2005	2006	2007	Percent Change 2006-2007	Percent Change 2001-2007
United States	$188,374	$165,754	$170,943	$191,404	$199,326	$220,214	$214,346	-3%	14%
Alabama	$940	$980	$927	$1,076	$1,409	$1,481	$1,300	-12.2%	38.3%
Alaska	$28	$20	$32	$22	$20	$18	$24	35.1%	-13.6%
Arizona	$5,970	$6,008	$7,194	$6,391	$7,026	$8,755	$8,720	-0.4%	46.1%
Arkansas	$102	$103	$154	$193	$193	$237	$200	-15.6%	95.5%
California	$56,017	$44,338	$41,523	$48,369	$47,793	$51,721	$48,181	-6.8%	-14.0%
Colorado	$3,598	$3,167	$3,570	$4,063	$3,754	$4,341	$3,252	-25.1%	-9.6%
Connecticut	$1,313	$1,179	$1,390	$1,942	$1,831	$1,923	$1,892	-1.6%	44.1%
Delaware	$269	$288	$285	$318	$406	$510	$576	13.1%	114.3%
District of Columbia	$96	$88	$119	$171	$119	$92	$88	-4.6%	-8.5%
Florida	$9,383	$8,114	$7,994	$9,445	$10,963	$12,366	$13,354	8.0%	42.3%
Georgia	$2,521	$2,388	$2,991	$3,216	$3,321	$2,989	$3,078	3.0%	22.1%
Hawaii	$59	$33	$28	$37	$29	$15	$37	136.8%	-38.0%
Idaho	$1,330	$1,188	$1,229	$1,948	$2,258	$2,595	$3,289	26.8%	147.4%
Illinois	$5,486	$4,951	$4,684	$5,353	$5,970	$7,181	$7,438	3.6%	35.6%
Indiana	$1,738	$1,789	$1,885	$2,089	$2,258	$2,337	$2,160	-7.6%	24.3%
Iowa	$480	$501	$491	$515	$563	$635	$780	22.8%	62.3%
Kansas	$416	$318	$389	$659	$891	$1,172	$1,260	7.4%	202.8%
Kentucky	$1,319	$1,021	$964	$1,266	$1,421	$1,732	$1,783	2.9%	35.2%
Louisiana	$179	$156	$132	$140	$222	$239	$312	30.8%	74.6%
Maine	$379	$563	$632	$694	$703	$851	$922	8.3%	143.6%
Maryland	$1,364	$917	$869	$1,219	$1,426	$1,378	$1,512	9.7%	10.8%
Massachusetts	$9,271	$7,907	$8,642	$9,239	$8,668	$9,592	$8,737	-8.9%	-5.8%
Michigan	$1,790	$1,755	$1,805	$1,892	$1,834	$1,948	$2,218	13.8%	23.9%
Minnesota	$4,436	$4,140	$4,722	$5,180	$6,152	$6,203	$5,590	-9.9%	26.0%
Mississippi	$284	$123	$136	$136	$378	$578	$821	42.0%	189.4%
Missouri	$558	$534	$565	$670	$703	$699	$774	10.6%	38.7%
Montana	$21	$21	$21	$24	$28	$25	$34	39.7%	60.3%
Nebraska	$188	$163	$168	$166	$205	$203	$210	3.7%	11.6%
Nevada	$486	$435	$521	$624	$688	$746	$714	-4.3%	47.1%
New Hampshire	$1,176	$858	$905	$1,072	$1,212	$1,204	$1,051	-12.7%	-10.6%
New Jersey	$4,151	$3,169	$3,106	$3,530	$3,317	$3,352	$3,709	10.7%	-10.7%
New Mexico	$1,109	$810	$1,831	$1,347	$1,952	$2,109	$1,621	-23.1%	46.1%
New York	$8,099	$7,382	$7,366	$8,374	$9,015	$9,137	$8,862	-3.0%	9.4%
North Carolina	$4,014	$2,832	$3,186	$3,322	$3,628	$3,370	$3,276	-2.8%	-18.4%
North Dakota	$21	$18	$22	$26	$28	$39	$42	7.9%	102.6%
Ohio	$2,230	$2,309	$2,271	$2,805	$2,744	$3,271	$3,456	5.6%	55.0%
Oklahoma	$297	$289	$303	$359	$387	$504	$486	-3.6%	63.7%
Oregon	$4,046	$4,786	$4,703	$4,386	$4,887	$6,900	$6,514	-5.6%	61.0%
Pennsylvania	$3,750	$2,643	$2,607	$2,884	$2,998	$3,538	$3,646	3.1%	-2.8%
Puerto Rico	$2,152	$1,749	$2,216	$2,360	$2,710	$2,864	$2,983	4.1%	38.6%
Rhode Island	$444	$263	$338	$330	$239	$273	$306	11.9%	-31.1%
South Carolina	$510	$635	$932	$1,477	$1,385	$1,240	$977	-21.2%	91.7%
South Dakota	$210	$179	$231	$287	$272	$389	$421	8.2%	100.6%
Tennessee	$2,059	$1,784	$2,292	$3,061	$3,762	$4,479	$4,802	7.2%	133.2%
Texas	$28,288	$29,499	$31,055	$34,710	$34,081	$38,578	$35,894	-7.0%	26.9%
Utah	$598	$834	$707	$1,041	$991	$722	$1,062	46.9%	77.7%
Vermont	$2,078	$1,888	$2,005	$2,665	$3,564	$3,071	$2,772	-9.7%	33.4%
Virginia	$2,267	$1,845	$1,509	$1,577	$1,927	$2,816	$3,917	39.1%	72.8%
Washington	$2,403	$2,050	$2,402	$2,798	$2,810	$3,006	$3,049	1.4%	26.9%
West Virginia	$114	$142	$148	$405	$139	$150	$128	-14.6%	12.7%
Wisconsin	$2,092	$2,146	$2,271	$2,616	$3,497	$4,318	$3,881	-10.1%	85.5%
Wyoming	$10	$8	$23	$16	$7	$10	$8	-13.9%	-17.1%
Unspecified	$6,462	$4,452	$4,450	$2,896	$2,541	$2,311	$2,226		

Data are rounded and reported on a Total Census Basis.

State totals do not equal the U.S. total due to unspecified origin.

Source: U.S. Bureau of the Census

HIGH-TECH EXPORTS, 2007

(in millions of U.S. dollars)

Rank	State	High-Tech Exports
	United States	$214,346
1.	California	$48,181
2.	Texas	$35,894
3.	Florida	$13,354
4.	New York	$8,862
5.	Massachusetts	$8,737
6.	Arizona	$8,720
7.	Illinois	$7,438
8.	Oregon	$6,514
9.	Minnesota	$5,590
10.	Tennessee	$4,802
11.	Virginia	$3,917
12.	Wisconsin	$3,881
13.	New Jersey	$3,709
14.	Pennsylvania	$3,646
15.	Ohio	$3,456
16.	Idaho	$3,289
17.	North Carolina	$3,276
18.	Colorado	$3,252
19.	Georgia	$3,078
20.	Washington	$3,049
21.	Puerto Rico	$2,983
22.	Vermont	$2,772
23.	Michigan	$2,218
24.	Indiana	$2,160
25.	Connecticut	$1,892
26.	Kentucky	$1,783
27.	New Mexico	$1,621
28.	Maryland	$1,512
29.	Alabama	$1,300
30.	Kansas	$1,260
31.	Utah	$1,062
32.	New Hampshire	$1,051
33.	South Carolina	$977
34.	Maine	$922
35.	Mississippi	$821
36.	Iowa	$780
37.	Missouri	$774
38.	Nevada	$714
39.	Delaware	$576
40.	Oklahoma	$486
41.	South Dakota	$421
42.	Louisiana	$312
43.	Rhode Island	$306
44.	Nebraska	$210
45.	Arkansas	$200
46.	West Virginia	$128
47.	District of Columbia	$88
48.	North Dakota	$42
49.	Hawaii	$37
50.	Montana	$34
51.	Alaska	$24
52.	Wyoming	$8

HIGH-TECH CONCENTRATION OF EXPORTS, 2007

(in millions of U.S. dollars)

Rank	State	High-Tech Exports	Total Exports	High-Tech Concentration
	United States	$214,346	$1,162,479	18.4%
1.	Vermont	$2,772	$3,685	75.2%
2.	Idaho	$3,289	$4,703	69.9%
3.	New Mexico	$1,621	$2,585	62.7%
4.	Arizona	$8,720	$19,228	45.3%
5.	Colorado	$3,252	$7,352	44.2%
6.	Oregon	$6,514	$16,531	39.4%
7.	New Hampshire	$1,051	$2,914	36.1%
8.	California	$48,181	$134,319	35.9%
9.	Massachusetts	$8,737	$25,351	34.5%
10.	Maine	$922	$2,750	33.5%
11.	Minnesota	$5,590	$18,062	31.0%
12.	Florida	$13,354	$44,858	29.8%
13.	South Dakota	$421	$1,510	27.9%
14.	Virginia	$3,917	$16,864	23.2%
15.	Tennessee	$4,802	$21,865	22.0%
16.	Texas	$35,894	$168,229	21.3%
17.	Wisconsin	$3,881	$18,825	20.6%
18.	Rhode Island	$306	$1,649	18.5%
19.	Maryland	$1,512	$8,949	16.9%
20.	Puerto Rico	$2,983	$18,078	16.5%
21.	Mississippi	$821	$5,184	15.8%
22.	Illinois	$7,438	$48,896	15.2%
23.	Delaware	$576	$4,024	14.3%
24.	North Carolina	$3,276	$23,356	14.0%
25.	Connecticut	$1,892	$13,799	13.7%
26.	Utah	$1,062	$7,815	13.6%
27.	Georgia	$3,078	$23,366	13.2%
28.	Nevada	$714	$5,714	12.5%
29.	Pennsylvania	$3,646	$29,195	12.5%
30.	New York	$8,862	$71,116	12.5%
31.	Kansas	$1,260	$10,277	12.3%
32.	New Jersey	$3,709	$30,836	12.0%
33.	Oklahoma	$486	$4,579	10.6%
34.	Kentucky	$1,783	$19,652	9.1%
35.	Alabama	$1,300	$14,407	9.0%
36.	Indiana	$2,160	$25,956	8.3%
37.	Ohio	$3,456	$42,562	8.1%
38.	District of Columbia	$88	$1,082	8.1%
39.	Iowa	$780	$9,656	8.1%
40.	Hawaii	$37	$560	6.5%
41.	South Carolina	$977	$16,575	5.9%
42.	Missouri	$774	$13,484	5.7%
43.	Michigan	$2,218	$44,555	5.0%
44.	Nebraska	$210	$4,266	4.9%
45.	Washington	$3,049	$66,370	4.6%
46.	Arkansas	$200	$4,887	4.1%
47.	West Virginia	$128	$3,987	3.2%
48.	Montana	$34	$1,134	3.0%
49.	North Dakota	$42	$2,047	2.0%
50.	Wyoming	$8	$802	1.0%
51.	Louisiana	$312	$30,319	1.0%
52.	Alaska	$24	$4,010	0.6%

Date are rounded and reported on a Total Census Basis.

State totals do not equal the U.S. total due to unspecified origin.

Source: U.S. Bureau of the Census

U.S. JOBS SUPPORTED BY HIGH-TECH EXPORTS 2007

(alphabetical)

State	U.S. High-Tech Export Related Employment
United States	894,572
Alabama	5,353
Alaska	191
Arizona	36,438
Arkansas	857
California	182,985
Colorado	15,830
Connecticut	5,561
Delaware	2,417
District of Columbia	295
Florida	69,886
Georgia	13,134
Hawaii	1,236
Idaho	13,532
Illinois	28,704
Indiana	6,762
Iowa	3,480
Kansas	4,989
Kentucky	6,134
Louisiana	2,427
Maine	3,615
Maryland	6,705
Massachusetts	30,280
Michigan	6,473
Minnesota	20,809
Mississippi	3,129
Missouri	3,008
Montana	213
Nebraska	1,206
Nevada	2,937
New Hampshire	3,009
New Jersey	15,827
New Mexico	11,567
New York	30,707
North Carolina	11,732
North Dakota	215
Ohio	10,653
Oklahoma	1,839
Oregon	33,880
Pennsylvania	12,534
Puerto Rico	10,017
Rhode Island	902
South Carolina	3,402
South Dakota	1,609
Tennessee	17,877
Texas	183,907
Utah	4,471
Vermont	11,513
Virginia	15,661
Washington	12,433
West Virginia	489
Wisconsin	13,130
Wyoming	49
Unspecified	8,567

U.S. JOBS SUPPORTED BY HIGH-TECH EXPORTS 2007

(ranked)

Rank	State	U.S. High-Tech Export Related Employment
	United States	894,572
1.	Texas	183,907
2.	California	182,985
3.	Florida	69,886
4.	Arizona	36,438
5.	Oregon	33,880
6.	New York	30,707
7.	Massachusetts	30,280
8.	Illinois	28,704
9.	Minnesota	20,809
10.	Tennessee	17,877
11.	Colorado	15,830
12.	New Jersey	15,827
13.	Virginia	15,661
14.	Idaho	13,532
15.	Georgia	13,134
16.	Wisconsin	13,130
17.	Pennsylvania	12,534
18.	Washington	12,433
19.	North Carolina	11,732
20.	New Mexico	11,567
21.	Vermont	11,513
22.	Ohio	10,653
23.	Puerto Rico	10,017
24.	Indiana	6,762
25.	Maryland	6,705
26.	Michigan	6,473
27.	Kentucky	6,134
28.	Connecticut	5,561
29.	Alabama	5,353
30.	Kansas	4,989
31.	Utah	4,471
32.	Maine	3,615
33.	Iowa	3,480
34.	South Carolina	3,402
35.	Mississippi	3,129
36.	New Hampshire	3,009
37.	Missouri	3,008
38.	Nevada	2,937
39.	Louisiana	2,427
40.	Delaware	2,417
41.	Oklahoma	1,839
42.	South Dakota	1,609
43.	Hawaii	1,236
44.	Nebraska	1,206
45.	Rhode Island	902
46.	Arkansas	857
47.	West Virginia	489
48.	District of Columbia	295
49.	North Dakota	215
50.	Montana	213
51.	Alaska	191
52.	Wyoming	49
	Unspecified	8,567

Data are estimates and subject to revisions.

Source: U.S. Bureau of the Census

HIGH-TECH EXPORTS PERCENT CHANGE 2006 - 2007

(based on current U.S. dollars)

Rank	State	Percent Change 2006-2007
	U.S. High Tech	-2.7%
	U.S. All Goods Sectors	12.1%
1.	Hawaii	136.8%
2.	Utah	46.9%
3.	Mississippi	42.0%
4.	Montana	39.7%
5.	Virginia	39.1%
6.	Alaska	35.1%
7.	Louisiana	30.8%
8.	Idaho	26.8%
9.	Iowa	22.8%
10.	Michigan	13.8%
11.	Delaware	13.1%
12.	Rhode Island	11.9%
13.	New Jersey	10.7%
14.	Missouri	10.6%
15.	Maryland	9.7%
16.	Maine	8.3%
17.	South Dakota	8.2%
18.	Florida	8.0%
19.	North Dakota	7.9%
20.	Kansas	7.4%
21.	Tennessee	7.2%
22.	Ohio	5.6%
23.	Puerto Rico	4.1%
24.	Nebraska	3.7%
25.	Illinois	3.6%
26.	Pennsylvania	3.1%
27.	Georgia	3.0%
28.	Kentucky	2.9%
29.	Washington	1.4%
30.	Arizona	-0.4%
31.	Connecticut	-1.6%
32.	North Carolina	-2.8%
33.	New York	-3.0%
34.	Oklahoma	-3.6%
35.	Nevada	-4.3%
36.	District of Columbia	-4.6%
37.	Oregon	-5.6%
38.	California	-6.8%
39.	Texas	-7.0%
40.	Indiana	-7.6%
41.	Massachusetts	-8.9%
42.	Vermont	-9.7%
43.	Minnesota	-9.9%
44.	Wisconsin	-10.1%
45.	Alabama	-12.2%
46.	New Hampshire	-12.7%
47.	Wyoming	-13.9%
48.	West Virginia	-14.6%
49.	Arkansas	-15.6%
50.	South Carolina	-21.2%
51.	New Mexico	-23.1%
52.	Colorado	-25.1%

HIGH-TECH EXPORTS NUMERIC CHANGE 2006 - 2007

(in millions of current U.S. dollars)

Rank	State	Numeric Change 2006-2007
	U.S. High Tech	-$5,867
	U.S. All Goods Sectors	$125,845
1.	Virginia	$1,101
2.	Florida	$989
3.	Idaho	$695
4.	New Jersey	$357
5.	Utah	$339
6.	Tennessee	$324
7.	Michigan	$269
8.	Illinois	$258
9.	Mississippi	$243
10.	Ohio	$185
11.	Iowa	$145
12.	Maryland	$134
13.	Puerto Rico	$118
14.	Pennsylvania	$108
15.	Georgia	$89
16.	Kansas	$87
17.	Missouri	$74
18.	Louisiana	$73
19.	Maine	$71
20.	Delaware	$67
21.	Kentucky	$51
22.	Washington	$43
23.	Rhode Island	$33
24.	South Dakota	$32
25.	Hawaii	$21
26.	Montana	$10
27.	Nebraska	$7
28.	Alaska	$6
29.	North Dakota	$3
30.	Wyoming	-$1
31.	District of Columbia	-$4
32.	Oklahoma	-$18
33.	West Virginia	-$22
34.	Connecticut	-$31
35.	Nevada	-$32
36.	Arizona	-$35
37.	Arkansas	-$37
38.	North Carolina	-$94
39.	New Hampshire	-$152
40.	Indiana	-$177
41.	Alabama	-$181
42.	South Carolina	-$263
43.	New York	-$275
44.	Vermont	-$298
45.	Oregon	-$385
46.	Wisconsin	-$437
47.	New Mexico	-$488
48.	Minnesota	-$612
49.	Massachusetts	-$855
50.	Colorado	-$1,090
51.	Texas	-$2,684
52.	California	-$3,539

Data are rounded.

State totals do not equal the U.S. total due to undisclosed and unspecified state data.

Source: U.S. Bureau of the Census

HIGH-TECH EXPORTS PERCENT CHANGE 2001 - 2007

(based on current U.S. dollars)

Rank	State	Percent Change 2001-2007
	U.S. High Tech	13.8%
	U.S. All Goods Sectors	59.4%
1.	Kansas	202.8%
2.	Mississippi	189.4%
3.	Idaho	147.4%
4.	Maine	143.6%
5.	Tennessee	133.2%
6.	Delaware	114.3%
7.	North Dakota	102.6%
8.	South Dakota	100.6%
9.	Arkansas	95.5%
10.	South Carolina	91.7%
11.	Wisconsin	85.5%
12.	Utah	77.7%
13.	Louisiana	74.6%
14.	Virginia	72.8%
15.	Oklahoma	63.7%
16.	Iowa	62.3%
17.	Oregon	61.0%
18.	Montana	60.3%
19.	Ohio	55.0%
20.	Nevada	47.1%
21.	New Mexico	46.1%
22.	Arizona	46.1%
23.	Connecticut	44.1%
24.	Florida	42.3%
25.	Missouri	38.7%
26.	Puerto Rico	38.6%
27.	Alabama	38.3%
28.	Illinois	35.6%
29.	Kentucky	35.2%
30.	Vermont	33.4%
31.	Texas	26.9%
32.	Washington	26.9%
33.	Minnesota	26.0%
34.	Indiana	24.3%
35.	Michigan	23.9%
36.	Georgia	22.1%
37.	West Virginia	12.7%
38.	Nebraska	11.6%
39.	Maryland	10.8%
40.	New York	9.4%
41.	Pennsylvania	-2.8%
42.	Massachusetts	-5.8%
43.	District of Columbia	-8.5%
44.	Colorado	-9.6%
45.	New Hampshire	-10.6%
46.	New Jersey	-10.7%
47.	Alaska	-13.6%
48.	California	-14.0%
49.	Wyoming	-17.1%
50.	North Carolina	-18.4%
51.	Rhode Island	-31.1%
52.	Hawaii	-38.0%

HIGH-TECH EXPORTS NUMERIC CHANGE 2001 - 2007

(in millions of current U.S. dollars)

Rank	State	Numeric Change 2001-2007
	U.S. High Tech	$25,972
	U.S. All Goods Sectors	$433,379
1.	Texas	$7,606
2.	Florida	$3,971
3.	Arizona	$2,750
4.	Tennessee	$2,743
5.	Oregon	$2,468
6.	Idaho	$1,960
7.	Illinois	$1,953
8.	Wisconsin	$1,789
9.	Virginia	$1,650
10.	Ohio	$1,226
11.	Minnesota	$1,154
12.	Kansas	$844
13.	Puerto Rico	$831
14.	New York	$763
15.	Vermont	$694
16.	Washington	$646
17.	Connecticut	$579
18.	Georgia	$557
19.	Maine	$544
20.	Mississippi	$537
21.	New Mexico	$512
22.	South Carolina	$467
23.	Utah	$464
24.	Kentucky	$464
25.	Michigan	$428
26.	Indiana	$422
27.	Alabama	$360
28.	Delaware	$307
29.	Iowa	$299
30.	Nevada	$229
31.	Missouri	$216
32.	South Dakota	$211
33.	Oklahoma	$189
34.	Maryland	$148
35.	Louisiana	$133
36.	Arkansas	$98
37.	Nebraska	$22
38.	North Dakota	$21
39.	West Virginia	$14
40.	Montana	$13
41.	Wyoming	-$2
42.	Alaska	-$4
43.	District of Columbia	-$8
44.	Hawaii	-$22
45.	Pennsylvania	-$104
46.	New Hampshire	-$125
47.	Rhode Island	-$138
48.	Colorado	-$346
49.	New Jersey	-$442
50.	Massachusetts	-$534
51.	North Carolina	-$738
52.	California	-$7,835

Data are rounded.

State totals do not equal the U.S. total due to undisclosed and unspecified state data.

Source: U.S. Bureau of the Census

COMPUTERS AND PERIPHERAL EQUIPMENT MFG. 2007

(in millions of U.S. dollars)

Rank	State	Exports
	United States	$47,112.2
1.	California	$12,285.6
2.	Texas	$7,001.9
3.	Florida	$5,137.7
4.	New York	$2,245.9
5.	Tennessee	$1,702.1
6.	Minnesota	$1,472.6
7.	Puerto Rico	$1,422.6
8.	Massachusetts	$1,246.2
9.	Oregon	$1,164.1
10.	Colorado	$1,093.5
11.	Illinois	$1,083.6
12.	Arizona	$1,006.4
13.	New Jersey	$767.4
14.	Kentucky	$752.5
15.	Georgia	$677.8
16.	Wisconsin	$677.6
17.	North Carolina	$660.5
18.	Indiana	$652.1
19.	Washington	$583.9
20.	Ohio	$577.8
21.	Virginia	$519.0
22.	Kansas	$505.0
23.	Pennsylvania	$452.7
24.	New Hampshire	$368.1
25.	Alabama	$360.1
26.	Idaho	$349.9
27.	South Dakota	$283.6
28.	South Carolina	$267.8
29.	Connecticut	$171.8
30.	Michigan	$155.6
31.	Maryland	$148.3
32.	Vermont	$138.3
33.	Rhode Island	$124.0
34.	Mississippi	$122.7
35.	Missouri	$82.9
36.	Nevada	$58.8
37.	Utah	$35.5
38.	New Mexico	$34.5
39.	Oklahoma	$29.1
40.	Iowa	$26.4
41.	Louisiana	$18.0
42.	Delaware	$16.6
43.	District of Columbia	$13.0
44.	Maine	$11.6
45.	Arkansas	$9.1
46.	Nebraska	$8.2
47.	North Dakota	$7.6
48.	Hawaii	$2.9
49.	Montana	$2.5
50.	West Virginia	$2.2
51.	Alaska	$2.0
52.	Wyoming	$0.9

COMMUNICATIONS EQUIPMENT MFG. 2007

(in millions of U.S. dollars)

Rank	State	Exports
	United States	$29,745.4
1.	Texas	$8,847.1
2.	California	$5,683.0
3.	Florida	$3,286.1
4.	Illinois	$1,289.8
5.	New York	$1,157.6
6.	Arizona	$800.5
7.	Massachusetts	$792.1
8.	New Jersey	$636.8
9.	North Carolina	$606.7
10.	Georgia	$602.1
11.	Maryland	$588.9
12.	Wisconsin	$575.0
13.	Pennsylvania	$556.2
14.	Tennessee	$450.4
15.	Minnesota	$362.3
16.	Virginia	$343.9
17.	Washington	$333.9
18.	Ohio	$326.2
19.	Connecticut	$283.3
20.	Iowa	$246.8
21.	Colorado	$190.5
22.	Kansas	$136.6
23.	Michigan	$126.2
24.	Mississippi	$121.1
25.	South Carolina	$119.1
26.	Kentucky	$110.9
27.	Indiana	$100.9
28.	New Mexico	$94.6
29.	South Dakota	$90.9
30.	New Hampshire	$89.2
31.	Oregon	$83.2
32.	Alabama	$66.0
33.	Missouri	$59.2
34.	Puerto Rico	$53.6
35.	District of Columbia	$39.0
36.	Utah	$29.6
37.	Maine	$27.0
38.	Oklahoma	$25.6
39.	Rhode Island	$24.6
40.	Nevada	$22.4
41.	Nebraska	$22.1
42.	Louisiana	$21.3
43.	Delaware	$19.2
44.	Hawaii	$14.8
45.	Idaho	$8.8
46.	North Dakota	$8.4
47.	Arkansas	$7.9
48.	Vermont	$2.9
49.	West Virginia	$2.4
50.	Alaska	$2.3
51.	Montana	$1.0
52.	Wyoming	$0.6

State totals do not equal the U.S. total due to unspecified data at the state level.

Source: U.S. Bureau of the Census

CONSUMER ELECTRONICS MFG.
2007

(in millions of U.S. dollars)

Rank	State	Exports
	United States	$8,784.4
1.	California	$2,314.6
2.	Texas	$1,374.0
3.	Florida	$840.0
4.	Illinois	$565.5
5.	Indiana	$301.8
6.	Washington	$268.5
7.	Arizona	$257.4
8.	Georgia	$247.9
9.	Tennessee	$241.4
10.	Massachusetts	$229.6
11.	New York	$222.2
12.	New Jersey	$196.3
13.	Michigan	$170.2
14.	Ohio	$166.3
15.	South Carolina	$144.9
16.	Pennsylvania	$135.2
17.	North Carolina	$111.7
18.	Colorado	$104.5
19.	Kentucky	$93.5
20.	Arkansas	$85.6
21.	Missouri	$65.1
22.	Alabama	$62.0
23.	New Hampshire	$54.2
24.	Mississippi	$47.9
25.	Oregon	$47.1
26.	Virginia	$45.6
27.	Minnesota	$34.7
28.	Maryland	$32.4
29.	Wisconsin	$29.0
30.	Utah	$22.3
31.	New Mexico	$20.3
32.	Connecticut	$17.5
33.	Iowa	$12.4
34.	Oklahoma	$11.9
35.	Kansas	$9.2
36.	Nebraska	$7.4
37.	Maine	$6.6
38.	Nevada	$6.3
39.	Puerto Rico	$5.0
40.	Rhode Island	$3.5
41.	Vermont	$2.9
42.	North Dakota	$2.4
43.	Louisiana	$2.4
44.	District of Columbia	$2.0
45.	South Dakota	$1.7
46.	Idaho	$1.6
47.	Hawaii	$1.2
48.	Alaska	$0.8
49.	Delaware	$0.7
50.	Montana	$0.5
51.	West Virginia	$0.4
52.	Wyoming	$0.05

ELECTRONIC COMPONENTS MFG.
2007

(in millions of U.S. dollars)

Rank	State	Exports
	United States	$17,652.1
1.	Texas	$3,482.6
2.	California	$2,984.1
3.	Illinois	$1,130.3
4.	New York	$977.6
5.	Pennsylvania	$842.4
6.	Florida	$744.3
7.	Arizona	$721.2
8.	Puerto Rico	$683.6
9.	Massachusetts	$442.3
10.	Georgia	$430.2
11.	North Carolina	$417.7
12.	Wisconsin	$417.2
13.	Ohio	$394.2
14.	Minnesota	$316.9
15.	Connecticut	$280.5
16.	Michigan	$277.7
17.	New Jersey	$268.3
18.	Washington	$238.4
19.	Missouri	$198.1
20.	Indiana	$189.2
21.	Kentucky	$181.3
22.	Tennessee	$161.9
23.	Oregon	$159.3
24.	Virginia	$158.5
25.	South Carolina	$133.8
26.	Mississippi	$110.9
27.	New Hampshire	$95.6
28.	Colorado	$90.3
29.	Maryland	$79.5
30.	Rhode Island	$66.4
31.	Nebraska	$64.1
32.	Iowa	$53.6
33.	Oklahoma	$40.7
34.	Alabama	$38.4
35.	Nevada	$36.8
36.	New Mexico	$34.8
37.	Arkansas	$34.3
38.	Utah	$29.3
39.	Kansas	$28.5
40.	Maine	$23.6
41.	Louisiana	$12.0
42.	Idaho	$10.8
43.	South Dakota	$10.3
44.	Vermont	$10.2
45.	Montana	$4.8
46.	West Virginia	$4.3
47.	Delaware	$4.2
48.	North Dakota	$2.8
49.	Alaska	$2.4
50.	District of Columbia	$2.3
51.	Wyoming	$0.7
52.	Hawaii	$0.2

State totals do not equal the U.S. total due to unspecified data at the state level.

Source: U.S. Bureau of the Census

SEMICONDUCTOR MFG.
2007

(in millions of U.S. dollars)

Rank	State	Exports
	United States	$50,014.1
1.	California	$12,235.6
2.	Texas	$8,740.2
3.	Arizona	$4,109.5
4.	Oregon	$3,883.8
5.	Idaho	$2,830.0
6.	Vermont	$2,527.1
7.	Virginia	$2,344.6
8.	Massachusetts	$1,975.5
9.	New York	$1,559.9
10.	New Mexico	$1,337.2
11.	Florida	$934.9
12.	Colorado	$866.0
13.	Maine	$790.3
14.	North Carolina	$635.4
15.	Utah	$623.4
16.	Minnesota	$621.0
17.	Illinois	$486.5
18.	Washington	$386.7
19.	Mississippi	$352.6
20.	Nevada	$335.7
21.	Pennsylvania	$278.5
22.	New Jersey	$261.8
23.	Ohio	$256.9
24.	Michigan	$213.0
25.	Connecticut	$188.6
26.	Maryland	$182.4
27.	Georgia	$134.6
28.	New Hampshire	$128.1
29.	Tennessee	$123.7
30.	Indiana	$120.3
31.	Kentucky	$79.9
32.	Missouri	$69.7
33.	Puerto Rico	$58.9
34.	Wisconsin	$55.9
35.	Alabama	$24.3
36.	Delaware	$23.6
37.	Kansas	$20.8
38.	Oklahoma	$19.3
39.	South Dakota	$15.3
40.	Iowa	$12.2
41.	Rhode Island	$10.0
42.	Alaska	$8.9
43.	South Carolina	$6.8
44.	Louisiana	$1.9
45.	Nebraska	$1.8
46.	Arkansas	$1.8
47.	District of Columbia	$1.8
48.	Montana	$1.4
49.	North Dakota	$0.7
50.	West Virginia	$0.4
51.	Hawaii	$0.3
52.	Wyoming	$0.2

INDUSTRIAL ELECTRONICS MFG.
2007

(in millions of U.S. dollars)

Rank	State	Exports
	United States	$38,507.6
1.	California	$7,947.9
2.	Texas	$5,497.0
3.	Massachusetts	$2,517.4
4.	New York	$1,814.1
5.	Arizona	$1,717.5
6.	Illinois	$1,478.4
7.	Florida	$1,226.4
8.	Ohio	$1,196.0
9.	Minnesota	$1,049.0
10.	New Jersey	$1,003.3
11.	Pennsylvania	$995.0
12.	Oregon	$964.0
13.	Michigan	$956.4
14.	Washington	$793.9
15.	Wisconsin	$759.9
16.	Colorado	$567.9
17.	Kansas	$548.7
18.	Connecticut	$538.4
19.	Tennessee	$520.1
20.	Indiana	$512.1
21.	North Carolina	$495.9
22.	Delaware	$462.8
23.	Georgia	$459.2
24.	Maryland	$396.8
25.	Iowa	$377.3
26.	Virginia	$365.9
27.	Oklahoma	$278.0
28.	South Carolina	$274.1
29.	New Hampshire	$258.0
30.	Kentucky	$252.4
31.	Louisiana	$246.3
32.	Alabama	$241.8
33.	Missouri	$222.2
34.	Nevada	$191.5
35.	Utah	$142.7
36.	Nebraska	$87.6
37.	New Mexico	$87.5
38.	Idaho	$84.2
39.	Vermont	$73.9
40.	West Virginia	$65.1
41.	Rhode Island	$64.1
42.	Puerto Rico	$62.7
43.	Mississippi	$57.2
44.	Maine	$49.8
45.	Arkansas	$31.9
46.	District of Columbia	$26.9
47.	North Dakota	$19.3
48.	South Dakota	$15.8
49.	Hawaii	$15.2
50.	Montana	$13.0
51.	Alaska	$6.0
52.	Wyoming	$5.9

State totals do not equal the U.S. total due to unspecified data at the state level.

Source: U.S. Bureau of the Census

ELECTROMEDICAL EQUIPMENT MFG.
2007

(in millions of U.S. dollars)

Rank	State	Exports
	United States	$16,624.4
1.	California	$3,206.9
2.	Tennessee	$1,594.3
3.	Minnesota	$1,497.6
4.	Massachusetts	$1,318.7
5.	Illinois	$1,298.7
6.	Wisconsin	$1,018.1
7.	Texas	$756.4
8.	Florida	$656.2
9.	Puerto Rico	$566.4
10.	New York	$565.3
11.	New Jersey	$451.1
12.	Ohio	$443.0
13.	Washington	$343.9
14.	Colorado	$310.6
15.	Pennsylvania	$300.7
16.	Michigan	$284.1
17.	Kentucky	$258.9
18.	Indiana	$245.7
19.	Connecticut	$193.4
20.	Georgia	$177.1
21.	Utah	$165.5
22.	North Carolina	$140.4
23.	Oregon	$107.2
24.	Oklahoma	$80.6
25.	Virginia	$79.3
26.	Maryland	$65.8
27.	Arizona	$59.6
28.	Missouri	$55.3
29.	Nevada	$52.5
30.	Iowa	$47.6
31.	Delaware	$45.9
32.	Alabama	$32.8
33.	Arkansas	$27.9
34.	South Carolina	$18.2
35.	New Hampshire	$16.6
36.	Maine	$11.3
37.	Nebraska	$9.9
38.	Rhode Island	$9.1
39.	Vermont	$7.8
40.	Mississippi	$6.7
41.	Louisiana	$6.3
42.	Montana	$4.6
43.	New Mexico	$4.6
44.	Kansas	$3.5
45.	South Dakota	$3.2
46.	Alaska	$1.2
47.	West Virginia	$1.2
48.	District of Columbia	$1.1
49.	Idaho	$0.7
50.	Hawaii	$0.3
51.	North Dakota	$0.3
52.	Wyoming	$0.04

PHOTONICS MANUFACTURING
2007

(in millions of U.S. dollars)

Rank	State	Exports
	United States	$5,906.4
1.	California	$1,523.6
2.	Florida	$528.7
3.	Alabama	$474.7
4.	Georgia	$349.2
5.	Wisconsin	$347.7
6.	New York	$319.0
7.	Minnesota	$236.4
8.	Connecticut	$218.6
9.	Massachusetts	$215.3
10.	North Carolina	$207.9
11.	Texas	$194.2
12.	Puerto Rico	$129.7
13.	New Jersey	$124.0
14.	Oregon	$105.7
15.	Illinois	$105.7
16.	Washington	$99.4
17.	Ohio	$95.3
18.	Pennsylvania	$85.6
19.	Virginia	$60.3
20.	Kentucky	$53.8
21.	West Virginia	$52.2
22.	Arizona	$47.7
23.	New Hampshire	$41.4
24.	Indiana	$38.0
25.	Michigan	$34.6
26.	Colorado	$28.2
27.	Missouri	$21.3
28.	Maryland	$18.2
29.	Utah	$13.3
30.	South Carolina	$12.3
31.	Nevada	$10.2
32.	Vermont	$9.1
33.	Nebraska	$9.0
34.	Tennessee	$8.4
35.	New Mexico	$7.1
36.	Kansas	$7.1
37.	Montana	$6.5
38.	Rhode Island	$4.1
39.	Louisiana	$3.7
40.	Idaho	$3.4
41.	Iowa	$3.3
42.	Delaware	$3.2
43.	Maine	$2.2
44.	Mississippi	$2.0
45.	Arkansas	$1.9
46.	Hawaii	$1.7
47.	District of Columbia	$1.6
48.	Oklahoma	$0.8
49.	South Dakota	$0.2
50.	Alaska	$0.2
51.	North Dakota	$0.1
52.	Wyoming	$0.02

State totals do not equal the U.S. total due to unspecified data at the state level.

Source: U.S. Bureau of the Census

AeA'S DEFINITION OF THE HIGH-TECH INDUSTRY

In preparing the original *Cyberstates* report, AeA carefully examined numerous definitions of the high-technology industry used by government agencies, private companies, and other trade associations. AeA devoted considerable time to devising a clear definition of what constitutes today's high-tech industry in the United States.

Our original definition was based on the Standard Industrial Classification (SIC) system. The U.S. government officially converted to the North American Industrial Classification System (NAICS) in 1997. Individual government agencies that produce industry data have implemented varying schedules of NAICS-based data. Furthermore, the NAICS codes were revised in 2002, including the information sector, which directly affects the high-tech industry. AeA revised its definition of the high-tech industry based on the 2002 NAICS codes, and uses these codes to produce *Cyberstates*.

The *Trade in the Cyberstates* report uses the NAICS codes as a foundation for determining which export and import goods categories to include. The nation's trade statistics are reported using the Harmonized Commodity Description and Coding System (HS) as the nomenclature for classifying exports. The United States adopted the HS in 1989 and now most countries are using this system. Trade data in this report use the HS, linking those HS codes to the goods producing (or manufacturing) sectors of our NAICS code definition of the electronics and information technology industry.

A detailed listing of the 60 HS codes used in this report to comprise the tech industry is provided on the next page.

We believe the AeA definition of high tech is a solid, yet conservative, representation of the core components of today's high-tech industry. AeA's definition does not include some related industries such as biotechnology, nor does it include wholesale or retail trade, industries that are primarily dedicated to selling technology products as opposed to making/creating the technology.

We found that there is no consensus on the definition of the high-tech industry. As one report notes, "high technology appears to be a lot like quality; people know it when they see it, but it is not easy to define." This means the definition of the high-tech industry varies greatly depending on what combination of products and services is selected. Our guiding principle, or acid test, was that to be included in AeA's core definition of high tech, an industry had to be a maker/creator of the technology, whether it be in the form of products, communications, or services.

AeA'S HIGH-TECH DEFINITION BY HARMONIZED SYSTEM CODES

Computers and Peripheral Equipment

8443 Printing Machinery
8469 Word Processing Machines
8470 Calculating and Accounting Machines
8471 Computers and Components
8472 Office Machines
8473 Parts for Office Machines

Communications Equipment

8517 Telephone Sets
8525 Transmission Apparatus for Radiotelephony
8529 Parts for Television, Radio, and Radar Apparatus
8530 Electric Signal, Safety, or Traffic Control Equipment
8531 Electric Signaling Apparatus – Auditory or Visual

Consumer Electronics

8518 Microphones, Loudspeakers, and Sound Amplifiers
8519 Turntables, Record and Cassette Players
8520 Magnetic Tape and Other Sound Recorders
8521 Video Recording or Reproducing Apparatus
8522 Parts and Accessories for Record Players, Magnetic Tape Recorders, and Video Recorders
8524 Records, Tapes, and Other Recorded Sound Media
8527 Reception Apparatus for Radio-Broadcasting
8528 Monitors, Projectors, and Television Reception Apparatus

Electronic Components

8504 Electrical Transformers, Static Converters, and Inductors
8532 Electric Capacitors – Fixed, Variable, or Adjustable
8533 Electrical Resistors (Except Heating Resistors)
8534 Printed Circuits
8535 Electrical Apparatus for Switching (Exceeding 1,000 volts)
8536 Electrical Apparatus for Switching (1,000 Volts or Less); Fiber Optic Cables and Connectors
8540 Thermionic, Cold Cathode, or Photocathode Valves and Tubes

Semiconductors

8541 Semiconductor Devices, Light-Emitting Diodes
8542 Electronic Integrated Circuits and Microassemblies

Industrial Electronics

8419 Machinery for Treatment of Materials Using Temperature Change Process
8456 Machine Tools for Material Removal by Laser Beam, Ultrasonic, etc.
8526 Radar, Radio Navigational Aid, and Radio Remote Control Apparatus
8543 Electrical Machines with Individual Functions
8548 Electrical Parts of Machinery
9012 Microscopes (Except Optical), Diffraction Apparatus
9014 Navigational Instruments
9015 Surveying Instruments
9024 Machines for Testing Mechanical Properties of Material
9025 Hydrometers, Thermometers, Pyrometers, Barometers, etc.
9026 Instruments for Measuring or Checking Variables of Liquids or Gases
9027 Instruments for Physical or Chemical Analysis
9028 Gas, Liquid, or Electric Supply Meters
9029 Revolution and Production Counters
9030 Instruments and Apparatus for Measuring or Checking Electrical Quantities or Ionizing Radiations
9031 Measuring Instruments, Appliances, and Machines
9032 Automatic Regulating or Controlling Instruments and Apparatus

Electromedical Equipment

901811 Electro-Cardiographs
901819 Other Electro-Diagnostic Apparatus
901820 Ultra-Violet or Infrared Ray Apparatus
901890 Other Instruments and Appliances
902150 Pacemakers
902190 Other Artificial Parts of the Body
9022 Apparatus Based on the Use of X-Rays or of Alpha, Beta, or Gamma Radiation

Photonics

9001 Optical Fibers, Bundles, and Cables
9002 Lenses, Prisms, Mirrors, and Other Optical Elements
9007 Cinematographic Cameras and Projectors
9008 Image Projectors
9009 Photocopy and Thermocopy Apparatus
9010 Apparatus and Equipment for Photographic Laboratories
9011 Compound Optical Microscopes
9013 Liquid Crystal Devices

METHODOLOGY

MERCHANDISE TRADE

The U.S. foreign trade statistics used in this report are from the U.S. Department of Commerce's Bureau of the Census, FT900 report.

All export data contained within this publication are expressed on a Total Census Basis and the values are in current U.S. dollars. The data are collected by the U.S. Bureau of the Census and are compiled by Global Trade Information Services, Inc.

EXPORTS

The Bureau of the Census compiles Origin of Movement (OM) export data primarily from Shipper's Export Declarations, required to be filed with customs officials for shipments leaving the United States. Export data are reported as free-along-ship at the U.S. port of export, based on the transaction price, including inland freight, insurance, and other charges incurred in placing merchandise alongside the carrier at the U.S. port of exportation and include both domestic exports and re-exports.

IMPORTS

The Bureau of the Census compiles import data from various customs forms required to be filed with customs officials. Imports in this report are on a customs value basis. Country of origin is defined as the country where the merchandise was manufactured. If the country of origin is unknown, the country of shipment is reported.

Import data are only available for the entire United States and are not available on a state-by-state basis.

TECH EXPORT CONCENTRATION

The tech export concentration is determined by taking high-tech goods exports and dividing that by the total of all exports from that same state. This percent is used to determine the ranking and concentration of technology exports as a percent of all exports.

LEADING HIGH-TECH INDUSTRY SECTORS

The leading high-tech industry sectors on the state overview pages show the leading export sectors within the high-tech industry for each state. They compare the top five leading technology industry export sectors as grouped by our definition of high tech. These categories include: computers and

peripheral equipment; communications equipment; consumer electronics; electronic components; semiconductors; industrial electronics; electromedical equipment; and photonics.

EMPLOYMENT SUPPORTED BY HIGH-TECH EXPORTS

The source document for calculating the number of jobs supported by high-tech exports comes from the U.S. Census Bureau's *Exports from Manufacturing Establishments: Preliminary Estimates for 2006*. There are a number of assumptions and calculations that need to be done to the data from this report to relate it specifically to technology exports at the state level.

First, the Census Bureau report identifies at the national level that there are 308,300 jobs directly related to technology exports (NAICS code 334) and 87,000 jobs related to supporting shipments of these technology exports. These two numbers summed together give a total of 395,300 technology export-related jobs. These jobs are allocated to each state based on the ratio of the value of technology exports in each state compared with the nation as a whole. For example, Alabama exported $1.3 billion in technology products in 2007. When compared with the total exports for the nation ($214 billion), Alabama's tech exports accounted for 0.61 percent of the national exports. This percent was then multiplied by 395,300 to give Alabama 2,344 jobs directly related to technology exports and to supporting shipments of these exports.

The assumption that has to be made to do this is that productivity and labor intensity are the same throughout all the states and industries. While this is not a realistic assumption, it is the only way to systematically link tech jobs to the state level given that there are no specific state employment data related to technology exports. So while the assumption is not perfect, it gives a reasonable estimate as to what the employment picture is for direct employment related to technology exports and shipments.

Next, *Exports from Manufacturing Establishments* also identifies nonmanufacturing employment related to manufactured exports – sometimes called the indirect effect. While there are no state-specific data about direct jobs tied to technology exports, there are state-specific data about indirect jobs. However, the state-specific data are for all manufacturing industries – not specifically for the tech industry. Given this, to apply these jobs to the tech industry, the calculation uses the assumption that the ratio of indirect employment to direct employment remains the same for the tech industry as for other industries.

Likewise, while this is not a perfect assumption, it does provide a systematic methodology for calculating the nonmanufacturing employment for the tech industry and yields a base estimate as to the level of employment.

To find the nonmanufacturing, or indirect, employment we first use the data in the report to calculate the ratio of indirect jobs supported by direct jobs. For example, there are 44,900 direct jobs related to all goods exports in Alabama and 66,800 indirect jobs related to all goods exports, which means that every 1 direct job relates to 1.49 indirect jobs. So in order to find the number of indirect jobs related to tech exports, we multiply the number of direct technology jobs (2,344) by 1.49 for a total of 3,487. (For the District of Columbia and Puerto Rico we used a 1:1 ratio to remain conservative as data were not available for these two locations.)

One challenge is that ratios at the individual state level tend to vary significantly from the national level and end up creating more indirect jobs than would be calculated just using the national statistics. In order to prevent this, the state indirect jobs are calculated in such a way to conform to the national employment number so that the summation of the state data equals the national data.

For example, the indirect jobs in Alabama represent 0.59 percent of the national total. This percent is then applied to the national indirect employment figure to determine that there are 3,009 indirect jobs in Alabama. Add 3,009 indirect jobs to the 2,344 direct jobs to equal 5,353 jobs supported by the tech industry in Alabama.

Finally, as the employment data related to tech exports are both direct and indirect, they are not comparable to the employment data that are in AeA's *Cyberstates 2008* report. In addition, as the methodology for this calculation has changed, the employment data in this report are not comparable to the employment data in *Trade in the Cyberstates 2007*.

ROUNDING

The data in this report are often rounded to facilitate the understanding and use of the data. As a result, additional data often exist that are not reflected and can affect ranking, percent change, numeric change, and summations. Many of the rankings in the appendices may appear to be the same because of rounding; however, in reality they are different. In those rare instances when the data are not rounded and are indeed the same, the rankings for those states are a tie.

The AeA Competitiveness Series

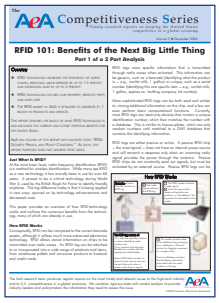
Timely research reports on keeping the United States competitive in a global economy

Following the release of the initial *Losing the Competitive Advantage* report in February 2005, AeA embarked on an ongoing effort to educate policymakers, the media, and the general public on the most timely and relevant issues to the high-tech industry and to U.S. competitiveness in a global economy.

The result has been the AeA *Competitiveness Series*, an array of concise, four-page reports that combine rigorous data with careful analysis to provide readers the information they need to assess the issue. To date, AeA has published 25 installments of the series and is continuing to add to this collection.

All reports can be downloaded for free at: **www.aeanet.org/cs**

Select editions of the *Competitiveness Series* include:



December 2005

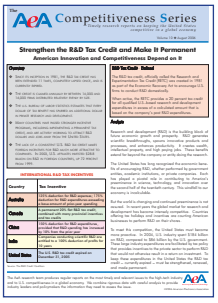
RFID 101: Benefits of the Next Big Little Thing

How does RFID technology work and what are its current and potential benefits for the United States? This report serves as a primer for our follow up report on privacy and security concerns associated with RFID.

June 2006

Attracting the Best and Brightest to the United States

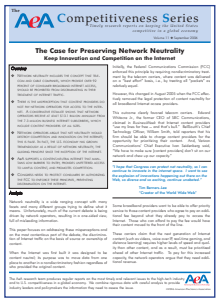
The U.S. visa and green card system that helps bring the best and brightest to the United States is broken. These highly skilled people spur U.S. innovation and create thousands of high-paying jobs.



August 2006

Strengthen the R&D Tax Credit and Make It Permanent

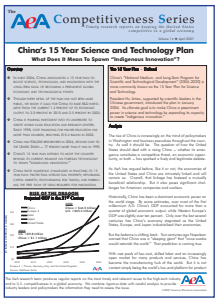
This report highlights how critical industry-funded R&D has been to the United States. But the lack of a consistent R&D tax credit makes foreign incentives for R&D much more attractive.



September 2006

The Case for Preserving Network Neutrality

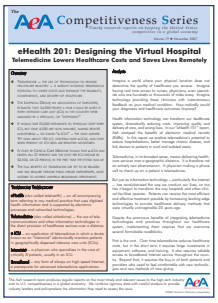
This report makes the case for promoting innovation and competition on the Internet by upholding the guiding principles of network neutrality that have governed the Internet since its inception.



April 2007

China's 15 Year Science and Technology Plan

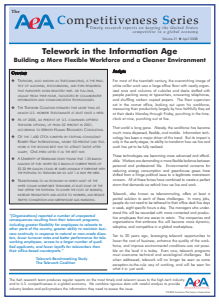
China intends to move beyond its current reliance on foreign technology to spawn "indigenous innovation." We outline how they intend to do it and what obstacles could stand in their way.



November 2007

eHealth 201: Designing the Virtual Hospital

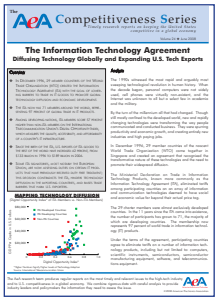
Telemedicine – the use of technology to provide healthcare remotely – is already showing tremendous potential to lower costs and enhance the reliability, convenience, and delivery of healthcare.



April 2008

Telework in the Information Age

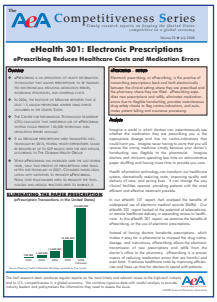
Telework, also known as telecommuting, is the practice of allowing, encouraging, and even requiring that employees work remotely part- or full-time, usually from their home, facilitated by collaborative information technologies.



June 2008

The Information Technology Agreement

Over its 11 year history, the Information Technology Agreement (ITA) spurred global economic development and expanded markets for U.S. tech exports. Unfortunately, the ITA is now being undermined by the European Union.



July 2008

eHealth 301: Electronic Prescriptions

This third eHealth report analyzes ePrescribing, the application of health information technology that allows prescriptions to be transmitted electronically, reducing harmful errors, increasing efficiencies, and lowering costs.

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