



GEORGIA'S 2010 TRADE STATS

EXPORTS FROM GEORGIA

2010 was a record year for Georgia as its total value of goods exported exceeded **\$28.7 billion**; the most Georgia has ever exported in a single year. In the past ten years, Georgia exports have grown nearly 100%.

In 2010, Georgia ranked **12th** among U.S. states in dollar value of exports. Georgia's exports increased **20.89%** over 2009.

RANK	STATE	2010	% OF TOTAL	%Δ 10/09
	_States	\$1,277,503,931,887	100	20.97
1	Texas	206,643,433,085	16.18	26.78
2	California	143,268,864,273	11.21	19.31
3	New York	67,686,037,936	5.3	15.22
4	Florida	55,226,964,749	4.32	17.78
5	Washington	53,243,845,556	4.17	2.69
6	Illinois	49,767,013,300	3.9	19.56
	Unspecified	48,883,889,548	3.83	45.4
7	Michigan	44,504,081,029	3.48	36.28
8	Ohio	41,436,943,865	3.24	21.5
9	Louisiana	41,347,735,230	3.24	26.77
10	Pennsylvania	34,826,239,944	2.73	22.71
11	New Jersey	32,156,335,654	2.52	18.03
12	Georgia	28,703,999,535	2.25	20.89

Georgia's top ten export countries accounted for **54%** of Georgia's total exports.

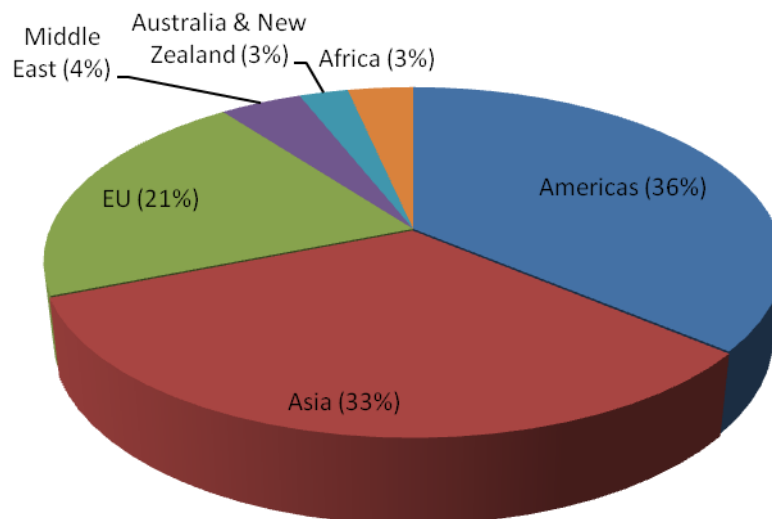
RANK	COUNTRY	2010	% OF TOTAL	%Δ 10/09
	_World	\$28,703,999,535	100	20.89
1	Canada	4,879,113,299	17	18.57
2	China	2,393,007,626	8.34	35.29
3	Mexico	1,943,784,646	6.77	42.97
4	Japan	1,196,796,867	4.17	9.72
5	Germany	1,017,128,864	3.54	0.21
6	United Kingdom	989,392,378	3.45	-18.66
7	Brazil	849,587,341	2.96	44.15
8	Singapore	795,411,075	2.77	28.8
9	Netherlands	759,954,912	2.65	14.82
10	Hong Kong	734,897,203	2.56	32.24

Georgia's exports increased to most of its top ten export markets with the exception of the United Kingdom which declined by 18.66% primarily due to a 66% decline (around \$292 million) in the export of aircraft/spacecraft to that market. This resulted in the United Kingdom moving from Georgia's 4th leading export market in 2009 to its 6th leading export market in 2010. Canada, China, and Mexico remained Georgia's top three export destinations. Japan moved into 4th position, up from Georgia's 5th leading export destination in 2009. Germany moved up from Georgia's 6th leading export market to its 5th. Brazil moved up from 9th to 7th export destination for Georgia. The Netherlands moved from 7th in 2009 to 9th in 2010.

Among Georgia's top ten export destinations, the largest increase is in exports to Brazil (44%), Mexico (43%), and China (35%).

Among Georgia's top ten export markets, Georgia ranked 7th among U.S. states in dollar value of exports to Hong Kong, 9th in exports to Brazil, China, and Singapore, 13th in exports to the Netherlands, and 17th in exports to the United Kingdom, Germany, and Japan.

By region, Georgia's leading export destinations were the Americas (36%; Canada alone accounted for 17% of Georgia's exports and Canada combined with Mexico accounted for 24% of Georgia's exports); Asia (33%); the European Union (21%); the Middle East (4%); Africa (3%); and Australia and New Zealand (3%).



Georgia's leading export industries (two-digit HS code) ranked by dollar value of exports were machinery, aircraft/spacecraft, electrical machinery, non-railway vehicles, woodpulp, optical/medical instruments, paper and paperboard, plastics, meat, and chemical products. These ten industry sectors accounted for 70% of Georgia's exports.

RANK	DESCRIPTION	2010	% OF TOTAL	%Δ 10/09
	_Commodities	\$28,703,999,535	100	20.89
1	Machinery	4,254,460,437	14.82	13.42
2	Aircraft/Spacecraft	4,139,451,142	14.42	23.21
3	Electrical Machinery	2,195,060,753	7.65	8.06
4	Vehicles/ Not Railway	1,922,908,664	6.7	51.89
5	Woodpulp	1,661,112,053	5.79	24.04
6	Optic/Med Instruments	1,495,693,339	5.21	14.77
7	Paper/Paperboard	1,450,262,855	5.05	41.12
8	Plastic	1,235,875,002	4.31	45.75
9	Meat	942,464,141	3.28	18.31
10	Misc. Chemical Products	736,295,937	2.57	13.65

Among U.S. states, **Georgia led the nation** in the export of woodpulp, poultry, minerals and ores (kaolin), and textile floor coverings (carpet). **Georgia ranked second** in the export of paper and paperboard, acrylic polymers, and cotton; **third** in the export of iron & steel sections; **fourth** in the export of gas turbines and electric capacitors, and tractors & motorcycles; and **fifth** in the export of soybean residues and fiberboard.

Note: Georgia's export numbers would further increase if state-specific data on the export of services was included.

IMPORTS INTO GEORGIA

Georgia companies imported **\$60.2 billion** in goods in 2010, ranking Georgia **9th** among U.S. states and **2nd** in the Southeast in dollar value of imports. Georgia's imports experienced a **27.11% increase** compared to 2009, which is higher than the overall percentage increase for the country (22.6%).

RANK	STATE	2010	% OF TOTAL	%Δ 10/09
	All States	\$1,912,091,625,240	100	22.6
1	California	327,135,232,882	17.11	20.98
2	Texas	265,454,776,197	13.88	29.04
3	New York	113,303,343,006	5.93	21.95
4	New Jersey	108,780,962,837	5.69	15.27
5	Illinois	108,488,539,127	5.67	25.48
6	Michigan	88,026,580,689	4.6	47.33
7	Pennsylvania	74,662,165,559	3.9	28.95
8	Louisiana	60,915,104,994	3.19	40.01
9	Georgia	60,199,881,021	3.15	27.11
10	Florida	56,159,274,270	2.94	23

Georgia's top ten importer countries accounted for **71%** of Georgia's total imports.

RANK	COUNTRY	2010	% OF TOTAL	%Δ 10/09
	World	\$60,199,881,021	100	27.11
1	China	13,934,824,210	23.15	32.53
2	Germany	7,450,732,464	12.38	23.69
3	Mexico	3,661,525,892	6.08	25.95
4	Canada	3,570,201,924	5.93	5.47
5	Japan	3,483,165,662	5.79	34.09
6	South Korea	3,236,419,844	5.38	141.04
7	France	2,606,867,055	4.33	1.54
8	United Kingdom	2,385,184,329	3.96	11.18
9	Chile	1,350,307,116	2.24	66.46
10	Singapore	1,308,840,855	2.17	2.2

Among Georgia's top importer countries, the largest increase was from Korea (141%) where the imports of non-railway vehicles nearly tripled in 2010.

Among U.S. states, Georgia ranked 1st in dollar value of imports from Chile, 3rd in imports from Germany and France, 4th in imports from Korea and Singapore, and 6th in imports from the U.K.

Georgia's top ten import industries (two-digit HS code) accounted for 69% of its total imports.

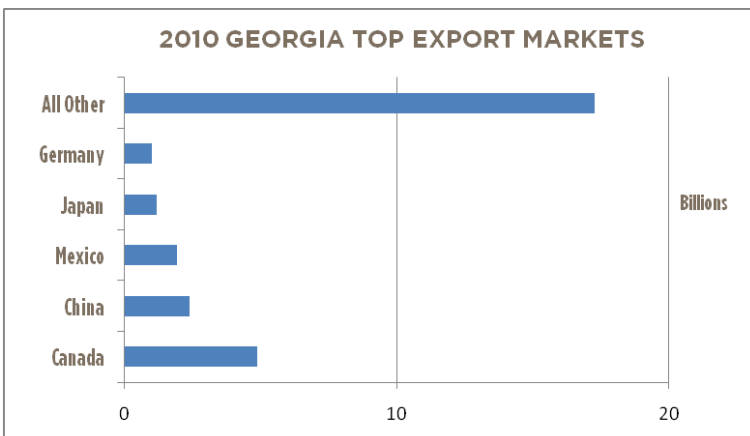
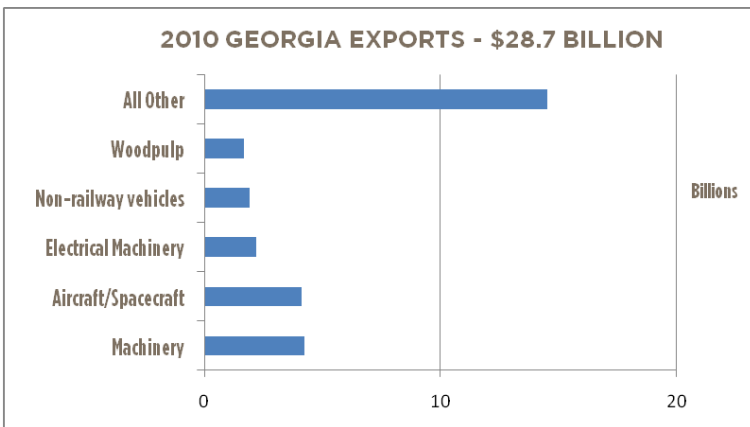
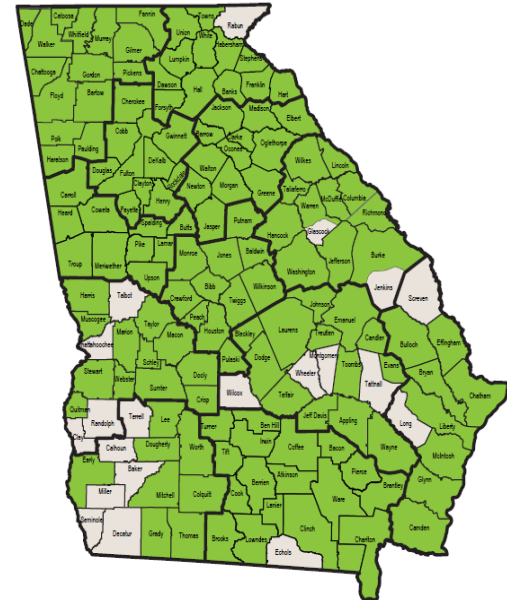
RANK	DESCRIPTION	2010	% OF TOTAL	%Δ 10/09
	All Commodities	\$60,199,881,021	100	27.11
1	Machinery	9,159,502,541	15.22	17.06
2	Non-railway vehicles	8,440,827,496	14.02	79.96
3	Electrical Machinery	6,936,673,722	11.52	34.79
4	Pharmaceutical Products	5,363,006,976	8.91	0.91
5	Furniture/Bedding	2,304,151,254	3.83	25.79
6	Mineral Fuels	2,295,063,821	3.81	19.07
7	Articles Of Apparel And Clothing	2,132,396,306	3.54	24.74
8	Optical/Medical Instruments	1,974,125,850	3.28	19.73
9	Plastics	1,630,949,362	2.71	28.55
10	Toys, Games And Sports Eqpt	1,453,659,818	2.41	24.56

Georgia imports outpaced Georgia exports by approximately \$31.5 billion.

- International Trade is an economic development tool that creates jobs, retains jobs and helps good companies become better companies.
- Exports create twice as many jobs as domestic trade. For every job created in making the product, another job is created in getting the product to market. Exporting firms pay workers more (13-18%), grow faster (20%) and are less likely to go out of business (9%).
- GDEcD's International Trade Team assists small Georgia companies: 50% of our time is spent with companies with less than 20 employees; 30%+ with companies between 20-100 employees. GDEcD's international offices assist 50% of Trade's client companies.
- In May 2007, Georgia's trade team won the Presidential E-Star award, the highest award in the nation for excellence in exporting.
- A study released by the Commerce Department in March 2010 shows that for every \$165,000 in exports, one job is created or retained. Georgia's year-to-date exports (November 2010) are responsible for approximately 155,757 jobs.
- According to a World Bank study, every \$1 spent on export promotion generates an estimated \$40 increase in exports. Export promotion agencies have a strong and statistically significant impact on exports.

**86% OF GEORGIA COUNTIES
HAVE COMPANIES INVOLVED
IN INTERNATIONAL TRADE.**

8900+ GEORGIA EXPORTERS



NATIONAL RANKING - GEORGIA EXPORTS - 2010

- 12TH LARGEST EXPORTING STATE** ranked by dollar value of exports.
- \$28.7 BILLION IN EXPORTS, 20.89% INCREASE** over 2009.
- NATIONAL LEADER** in the export of:
 - Woodpulp
 - Textile Floor Covering
 - Poultry
 - Kaolin
 - Paper/Paperboard (#2)

GEORGIA'S IMPORTS OF \$60.2 BILLION RANK IT THE 9TH LEADING IMPORTING STATE IN 2010.