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Preliminary Profile of U.S. Exporting Companies, 2016

The U.S. Census Bureau has released the report, *Preliminary Profile of U.S. Exporting Companies, 2016*. This report compiles preliminary data on the universe of U.S. exporting companies in 2016, using characteristics from the 2015 Business Register.

In 2016, there were 278,828 identified U.S. exporters, accounting for \$1.2 trillion in exports of goods (of \$1.5 trillion total exports of goods.) All data are subject to revision with the *Profile of U.S. Importing and Exporting Companies, 2015 – 2016*, scheduled for release in April 2018.

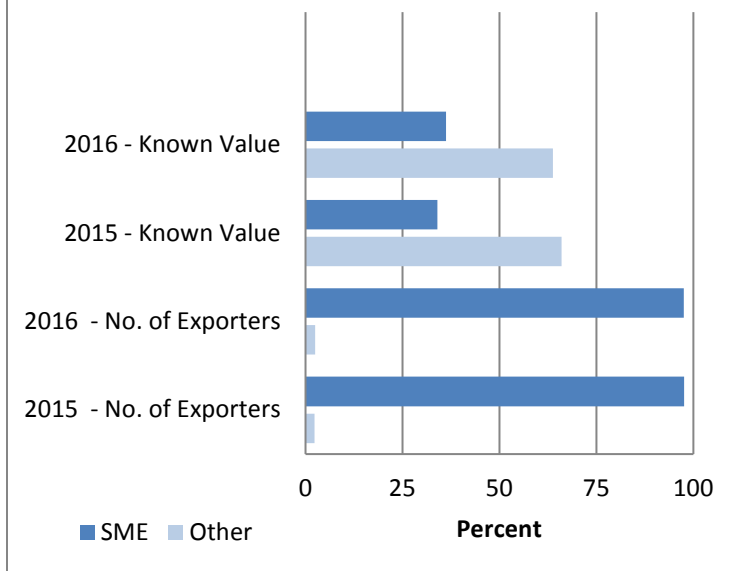
	Identified U.S. Exporters ¹			Known Value (\$millions) ²		
	2016	2015	2015	2016	2015	2015
	Preliminary	Preliminary	Final	Preliminary	Preliminary	Final
All Exporters						
All Identified Companies	278,828	292,784	294,834	1,162,889	1,307,013	1,335,114
Manufacturing	70,231	73,367	72,892	676,401	777,817	797,924
Wholesale	93,377	98,167	99,269	281,160	305,535	296,563
Other/Unidentified	115,220	121,250	122,673	205,328	223,661	240,627
Small and Medium Exporters³						
All Identified Companies	271,890	285,889	287,835	421,087	444,690	439,866
Manufacturing	67,578	70,791	70,248	148,487	156,227	161,874
Wholesale	92,525	97,307	98,409	174,328	182,516	172,678
Other/Unidentified	111,787	117,791	119,178	98,273	105,948	105,314

¹ Identified U.S. exporters are defined as companies that can be linked to export transactions.

² Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

³ Small and Medium Exporters are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll.

Share of Exports by Small and Medium-Sized Exporters (SME) Preliminary



Methodology

Preliminary Exporter data was created by comparing the statistical year data to the prior year Business Register. For example, 2016 export data was compared to the 2015 Business Register; 2015 export data was compared to the 2014 Business Register, etc. Research has shown that this methodology captures approximately 96-97% of the Known Value and 99% of Identified Exporters when compared to the Final Exporter data, which is created using export data and Business Register from the same year. The missing data reflect the lack of information on exporters that were birthed during the statistical year and therefore not part of the prior year Business Register. See the table below

for more information.

While the use of the prior year Business Register has little effect on the overall Known Value and Identified Exporters, it can have significant effects on more detailed statistics. Changes in ownership, NAICS classification, employee size class, and location can cause these detailed statistics to change significantly from year-to-year. For this reason, only the high-level summary data is published in the Preliminary Exporter Profile. Full detail will be available with the publication of the Final Profile of U.S. Importing and Exporting Companies in April 2018.

Preliminary-to-Final Change Comparison

	Identified U.S. Exporters			Known Value		
	Preliminary	Final	Change	Preliminary	Final	Change
2016	278,828	---	---	1,162,889	---	---
2015	292,784	294,834	0.70%	1,307,013	1,355,114	3.68%
2014	301,923	304,466	0.84%	1,403,769	1,441,914	2.72%
2013	302,051	304,223	0.72%	1,365,738	1,400,955	2.58%
2012	301,238	304,867	1.20%	1,333,086	1,379,683	3.49%
2011	299,360	302,261	0.97%	1,274,799	1,319,942	3.54%
2010	290,474	293,131	0.91%	1,101,130	1,137,635	3.32%

Note: The data in this report are preliminary and subject to revision. For more information, visit www.census.gov/trade.