

PRELIMINARY PROFILE OF U.S. EXPORTING COMPANIES, 2017

Release Number: CB 18-155

OCTOBER 5, 2018 — The U.S. Census Bureau has released the report, Preliminary Profile of U.S. Exporting Companies, 2017. This report compiles preliminary data on the universe of U.S. exporting companies in 2017, using characteristics from the 2016 Business Register.

In 2017, there were 284,168 identified U.S. exporters, accounting for \$1.3 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, 2016 – 2017*, scheduled for release in April 2019.

	Identified U.S. Exporters ¹			Known Value (\$millions) ²		
	2017 Preliminary	2016 Preliminary	2016 Final	2017 Preliminary	2016 Preliminary	2016 Final
All Exporters						
All Identified Companies	284,168	285,281	287,314	1,291,586	1,210,666	1,290,213
Manufacturing	71,481	71,747	71,290	756,163	712,026	772,275
Wholesale	93,381	95,175	96,325	310,055	286,866	295,787
Other/Unidentified	119,306	118,359	119,699	225,368	211,774	222,151
Small and Medium Exporters³						
All Identified Companies	277,091	278,266	280,229	461,343	423,759	429,252
Manufacturing	68,797	69,089	68,626	160,253	148,875	159,201
Wholesale	92,509	94,322	95,449	193,267	175,845	172,265
Other/Unidentified	115,785	114,855	116,154	107,824	99,039	97,784

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.

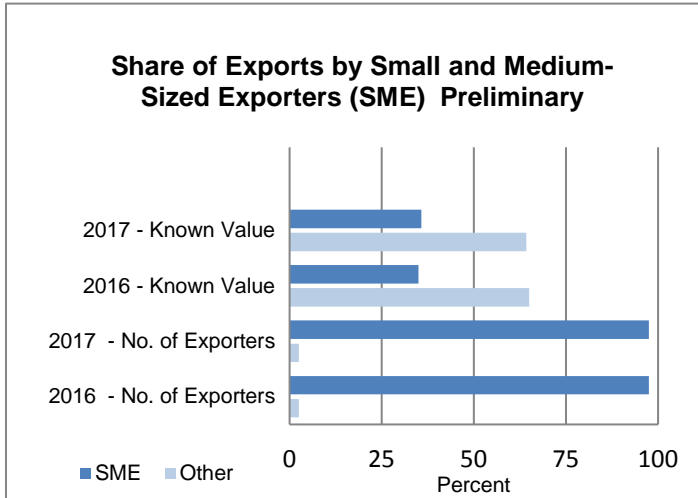
³ Small and Medium Exporters are defined as those companies with fewer than 500 employees, those with missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll.

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Methodology

Preliminary Exporter data was created by comparing the statistical year data to the prior year Business Register. For example, 2017 export data was compared to the 2016 Business Register; 2016 export data was compared to the 2015 Business Register, etc. Research has shown that this methodology captures approximately 94-97% 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 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 2019.

Preliminary-to-Final Change Comparison

	Identified U.S. Exporters			Known Value		
	Preliminary	Final	Change	Preliminary	Final	Change
2017	284,168	---	---	1,291,586	---	---
2016	285,281	287,314	0.71%	1,210,666	1,290,213	6.57%
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%

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

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