

TradeSource

January 2023
Issue 26



Women Businesses Benefit From Federal Resources

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Women-Owned Businesses Benefit From Federal Resources

Welcome to the January 2023 edition of the TradeSource Newsletter. In this issue, we highlight several women entrepreneurs who have successfully launched their businesses and have expanded to the global marketplace. Learn about their interesting journey to business success by utilizing the U.S. Small Business Administration State Trade Expansion Program that assisted in navigating their export challenges to launch and expand their export businesses. The U.S. Commercial Services, in collaboration with federal agencies, addresses the impact of a recent U.S. trade mission on businesses. The Export-Import Bank of the United States shares financial resources and tools for assisting businesses in expanding international sales. Also included is the U.S. Census Bureau International Trade flyer and an update on the Census Business Builder.

Harnessing federal resources can have a positive impact that supports developing your business strategy, increasing growth and networking opportunities, and leveraging market advantage for global expansion.

Have a happy and prosperous New Year!

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Outreach Events

The U.S. Census Bureau is back conducting in-person export training seminars. We will be working with others in the industry to bring you valuable export content that will assist in achieving compliance to support your export business operations and provide vital information to help equip you in exporting. Review the upcoming seminars offered in Annapolis, Maryland, and Elk Grove, Illinois, below. We are excited to be back in person and hope to see you in one of the cities in the coming months. For other upcoming export training events that will be offered this year, visit www.census.gov/foreign-trade/aes/upcoming-outreach-activities.html.

Upcoming Outreach Activities (census.gov)

Title: NASBITE International Annual Conference

Date: March 28, 2023

Location: Annapolis, MD

Summary content: Do not miss this opportunity to engage with experts in international trade from the key government agencies involved with export compliance! The information and contacts gained during this seminar are extremely valuable.

Benefits:

- Increase your overall knowledge on export compliance and enforcement including an update on the latest regulatory changes with respect to the Foreign Trade Regulations (FTR) and Export Administration Regulations.
- Provide a full overview of commodity classification.
- Demonstrate how you can leverage the “Export Reports” feature in the Automated Commercial Environment (ACE) to manage compliance and oversee export filings at the company level.
- Learn best practices for maintaining compliance and avoiding penalties or seizures of cargo.

- Provide overview of Export Control Classification Numbers and Bureau of Industry and Security export control requirements.
- Obtain the attendee Automated Export System (AES)/ACE Certification and NASBITE Continuing Education Units.

Title: ACE Export Compliance Seminar Sponsored by the Chicago Customs Brokers and Forwarders Association

Date: March 29, 2023

Location: Elk Grove Village, IL

Summary content: This seminar will provide comprehensive insight from the Census Bureau and other experts focused to increase your overall knowledge on export compliance/enforcement. Topics will include current and future regulations, classification, data tools, export reports features in ACE, as well as other essential export information. This seminar is open to exporters, compliance managers, logistics providers, and forwarders, as well as others who will be involved in export operations.

Benefits:

- Demonstration on the ACE/AESDirect Filings.
- Receive an update on the FTR and the latest regulatory changes.
- Learn to target new markets using the Global Market Finder.
- Use of the Schedule B search engine for Commodity Classification.
- Manage your company’s filing using the “Export Reports” feature in ACE.
- Network opportunity.
- Increase export knowledge.



Make Locally, Sell Globally

Attention Businesswomen: International Trade Isn't Just for Large Businesses

By Camille Richardson, deputy assistant secretary, Office of Middle East and Africa, U.S. Department of Commerce, International Trade Administration

As the economy bounces back from an unprecedented interruption in business caused by the COVID-19 pandemic, small businesses are opening up shop at record rates thanks in part to the passage of President Biden's American Rescue Plan. In 2021, 5.4 million new small businesses were started—that's a 20 percent increase from the highest year on record.

That's good news for everyone, but it presents a unique opportunity for women entrepreneurs who were disproportionately affected during the pandemic.

At the U.S. Department of Commerce's International Trade Administration (ITA), we are dedicated to supporting the viability of U.S. small- and medium-sized enterprises, including minority and women-owned businesses, through exports. The ITA offers an array of services and resources free of cost to help get you started and achieve success faster. While expanding into international markets may not have been in your immediate business plans, the facts show that small businesses that export generally not only grow and add jobs faster than their counterparts who only do business in the United States, but they also pay higher wages overall.

Our department has been coordinating with women-led businesses in the United States to understand how best to support their recovery efforts, while also providing

awareness about the vast opportunities in the international trade arena.

In January 2021, we began identifying businesswomen who, despite the challenges created by the pandemic, were able to overcome those economic and supply chain hardships to grow and expand their businesses. We sought to introduce businesswomen on both sides of the Atlantic to each other through virtual means to share experiences that provided both inspiration and practical information to U.S. businesswomen considering new international markets into their business plans.

For example, early in 2021, our ITA colleagues in Kenya hosted a webinar featuring Dr. Joyce Gikunda of Lintons Beauty World franchise in Kenya. Dr. Gikunda started out very small by selling beauty products door to door, but later successfully navigated the challenges to grow and develop her business. Today, she has 30 successful stores across three cities in Kenya. It is businesses like these that not only inspire, but also create potential partnering opportunities for U.S. exporters.

That initial webinar developed into a successful series that we host regularly by featuring female leaders and businesswomen, including our very own Commerce Secretary Gina Raimondo, with a goal of providing useful information and networking opportunities to support the

growth of women-owned small businesses across the United States.

These events culminated in our very first women-focused trade summit in Dubai alongside Trade Winds 2022. Participants received cutting edge training in capacity building, engaged with corporate executives who shared current trends, and networked with best-in-class public and private sector professionals.

It's this type of outreach that makes me so excited for the future of women-led small businesses in the United States. And since ITA believes in your success, we've developed helpful resources to help navigate challenges often faced in exporting, including assessing different markets and the opportunities therein, identifying and connecting to individual foreign buyers, and understanding other countries' rules and regulations.

Planning the growth of your business doesn't have to be limited to local shoppers—95 percent of the world's customers live outside of the United States. Expanding into foreign markets isn't just something large companies can do. Just about any type of small business can find sustainable success and revenue generation through international trade. In fact, 97 percent of all U.S. exporters are small- and medium-sized businesses.

While exporting requires resolve and hard work, ITA can be a helpful resource in planning and executing your export strategy in international markets. ITA's U.S. Commercial Service staff consists of trade experts across the United States across the globe that can help identify appropriate export markets, assist you with market entry strategies, find potential local partners and buyers, and much more.

We know what your small business means to you, and we're investing in your success. Putting all these resources to work, especially for women- and minority-owned businesses in underserved communities, will continue to be an especially high priority of Commerce Secretary Gina Raimondo.

To get started on your export journey, consider reaching out to your local U.S. Commercial Service office to learn more about the resources and services we offer to help support your business export expansion efforts. Also, view the U.S. Department of Commerce's Global Diversity Export Initiative website that offers additional resources for the export needs of women- and minority-owned businesses. The website also [features minority- and women-owned business export success stories](#).





SUPPORT FOR SMALL BUSINESS

EXIM Provides the Assistance Small Businesses Need to Expand Into Exporting

By Jane Lemons, business development specialist, Export-Import Bank of the United States

For small businesses interested in exporting their products to the global marketplace, the biggest challenge can be simply knowing where to start. With the many government resources available to assist, that's a challenge they don't have to face alone.

The Export-Import Bank of the United States (EXIM) recently partnered with the National Small Business Association to ask U.S. small businesses about their exporting practices. The results underscored that these companies are increasingly seeking international business opportunities, particularly in the wake of the global pandemic.

The survey provided an overall depiction of U.S. small businesses, which are dispersed across all regions of the country and its territories. The majority are established companies—nearly three-quarters have been in business longer than 5 years. These firms represent a wide range of industries and are evenly split between providers of goods and services.

Among the companies surveyed, 40 percent said they have sold to a customer outside the United States.

Among those who haven't, 53 percent said they would be interested in doing so. But the responses illustrated that many companies need a hand getting started, particularly when it comes to export financing:

- Of those surveyed, 72 percent considered receiving payment from a foreign customer a “very” or “somewhat” significant concern.
- Of those surveyed, 33 percent have had issues collecting payments from international customers.
- Of companies that export, 20 percent said access to export financing was among the top challenges in sustaining or growing their export operations.

While the prospect of selling internationally may sound daunting, businesses don't need to do it alone. With 95 percent of the world's consumers living outside the United States, exporting can be the strategic growth opportunity to propel a small business to the next level of success. But the survey revealed that many companies remain unaware of the numerous government resources available to help them launch or expand their exporting business.

EXIM provides trade finance tools and assistance that can help businesses expand sales by reaching the international market, including:

- Export Credit Insurance that protects U.S. businesses against the risk of nonpayment by providing coverage on the accounts receivable generated from international sales. It allows exporters the ability to extend open account credit terms to their buyers.
- Working Capital Loan Guarantees that unlock cash flow and expand the borrowing base by providing a guarantee to lenders, so they will be more willing to lend money to purchase or manufacture goods and services destined for export.
- EXIM's Minority and Women-Owned Business Division (MWOB) that provides support tailored specifically to underserved businesses. The MWOB team works closely with organizations that have a minority trade focus to help spread the word about EXIM financing and create opportunities for export-ready U.S. businesses that are owned by women, minorities, veterans, and individuals with disabilities.

Pennsylvania Textile Manufacturer Triples Export Revenues

Nearly 90 percent of EXIM's transactions directly benefit small businesses, like AKAS Textiles, a minority-owned family business in Bensalem, Pennsylvania. This textile and design company has seen double-digit growth every year since it was established in 2010; and its eco-friendly fabrics are used in top brands and have even gone into space with U.S. astronauts as well as part of the Winter Olympics torch.

The company ventured into exporting soon after it was founded but struggled with logistics until partnering with EXIM in 2013. As a small business, AKAS had been requiring its customers to pay upfront before the product was shipped. With the added protection of export credit insurance, AKAS could extend credit terms and its customers could place larger orders—a win-win situation.

"EXIM has been a savior in that way," said Archana Sharma, CEO of AKAS Textiles. "We would never have been able to export as much as we are now. What EXIM has given us is confidence in exporting, and that makes a big difference. We are not afraid anymore."

Expanding into exporting also has allowed AKAS to diversify its markets, avoiding the business ups and downs caused by factors such as seasonal changes or holiday periods. Even during the global pandemic, the company



increased manufacturing capacity by more than one-third when it stepped up to the challenge of meeting demand for fabrics used in face masks and surgical gowns.

"Being able to sell globally, one is not affected by these seasonal trends," said Sidharth Sharma, president of AKAS Textiles.

Getting started was not difficult and working with EXIM has been "amazingly easy," said Archana Sharma. The company has grown its exporting from 5 percent of revenues to 15 percent, and it's on track to reach a goal of exports generating 50 percent of revenues.

"There's a lot of value in export," she said. "The products that are being sold in America have a lot of use overseas also. So, for a small business, it makes sense to target a wider population for using the products. Any small business can actually expand and double their revenue, or even triple, quadruple their revenue, if they look at exports."

To learn how EXIM has helped other small businesses like AKAS Textiles begin or expand their export journey, visit www.exim.gov/results for success stories from across the country.

Jane Lemons is a business development specialist with the Export-Import Bank of the United States. For more information, visit www.exim.gov or call 800-565-3946.

Small Business



SBA Helps Dynamic Women Entrepreneurs STEP Into the Global Marketplace

Contributions by the U.S. Small Business Administration

This year marks the 10-year anniversary of the Small Business Administration's (SBA) State Trade Expansion Program (STEP) funding. To date, the program has awarded \$215.5 million in grants that directly support small business export growth and international expansion. We'd like you to meet a few of those beneficiaries:

Debra Dudley was born as a coal miner's daughter in eastern Kentucky. She still calls eastern Kentucky home but has spent her adult life around a different form of coal, the kind one might use in a backyard barbeque.



Debra and her late husband Reg, a Marine Corps veteran with an engineering background and a propensity for invention, were asked by a friend to make something for the grills at his campground that would allow campers to cook without having food stick or fall between the grates. They designed a screen to fit the grills and the Grill Topper was born. That was 1989.

Oscarware's Grill Topper has come a long way since the days when Debra would do in-store cooking demos to promote the product. For years, Oscarware continued to sell through U.S. retailers creating clean, healthy jobs in Hart County, Kentucky.

Their trajectory changed entirely in 2014 when Debra was persuaded to participate in a trade mission to the United Kingdom. The SBA's STEP grant was the icing on the cake that convinced her to accept the invitation from the state of Kentucky. STEP could cover costs incurred to attend the trade mission!

On that mission, Debra was able to score an appointment with one of the big four retailers in the United Kingdom. The foreign orders started coming in and Debra has never looked back—always grateful for that little push to get started.

Debra has leveraged STEP grant funds many times since that first trade mission. They have been used to support:

- Multiple trade missions (both in-person and virtual).
- Customer required compliance audits.
- Product packaging requirements.
- Product testing (per European Union standards).
- Freight-on-product samples.
- Product videos/photography/infographics.
- Website globalization/e-commerce.

With recent STEP-supported e-commerce enhancements to their website, Oscarware can now sell directly to consumers worldwide, again shaking up the way they do business and opening a world of opportunities.

Today, Oscarware produces Grill Toppers in the small town of Bonnieville, Kentucky, where they employ about one-third of the town's population. The product is currently being sold in 14 countries worldwide.

Debra raves about the importance of STEP in her global success, "Our STEP team has always listened to our needs and adjusted STEP to best support our export growth. STEP has been a great partner in our export journey. It's been a fun ride. I can't wait to figure out what comes next!"



A native-born and current resident of Puerto Rico, **Joan Laureano** loves her island paradise, but readily admits that it did not provide the kind of entrepreneurial culture that might have made her journey a little easier, "Puerto Rican families tend to instill a fear of entrepreneurship. They tell us a factory job is safer than starting a business. This limits our creativity, risk tolerance, and willingness to face failure and learn from it to eventually succeed."

Contemplating her journey, she insists, "I had to learn to become a businessperson *by myself* with no local case studies, no data about purchasing patterns, no advisors to tell me if I was calculating my product prices correctly!"

Joan designs and manufactures fashion jewelry accessories. She always had a dream of making Krystalos an international brand. It wasn't until Puerto Rico was devastated by Hurricane Maria that this goal became her primary focus.

Encouraged by a priest friend and some divine inspiration, she began designing rosary bracelets to honor saints of the Catholic Church, dedicating her talents to a higher cause. There wouldn't be a market for fashion for some time as Puerto Rico recovered, but there was a need for devotion and healing.

She realized that to sell her jewelry she would have to go where there was still a market for fashion. She started visiting trade shows, studied how they laid out booths, knocking on embassy doors, learning all she could, and looking to get her foot in the door somewhere.

She joined a trade delegation from the Dominican Republic to Spain as the only Puerto Rican participant. There, she met someone from the U.S. Embassy who connected her with the U.S. Commercial Service (USCS) in Puerto Rico.

When she returned home, she began working with USCS to identify market opportunities. They introduced her to STEP, which provides grants to participate in foreign trade shows and missions.

Joan has tapped STEP to participate in trade shows and missions to Chile, Italy, and Panama. As it turned out, her religious fashion line was a big hit, not just in Puerto Rico, but everywhere she went. She now has her products in 13 countries and her Devozioni line has exploded, named by the Catholic Marketing Network among the 10 best Catholic gifts.

Joan was recognized as Puerto Rico's 2021 Exporter of the Year and joined the Puerto Rico District Export Council where she is dedicated to helping other Puerto Rican entrepreneurs find success in the global marketplace.



Terry Davis is a highly trained electrical engineer with more than 25 years in the defense industry. Even she sometimes finds it hard to believe what she is doing now. How did she go from electrical engineer to become the first black female-owned jeans manufacturer in the United States?

Her Greensboro, North Carolina-based company, Brilliant You Denim, designs, manufactures, and distributes jeans for women and men that are engineered for on-demand comfort, fit, and versatility.

As with many great ideas, necessity was the mother of invention. Like most of us, Terry realized that with time her body was changing. She loved wearing jeans but was getting frustrated of having to change sizes just as she

was breaking in a good pair of jeans. “Why don’t jean manufacturers accommodate for body changes!” she fumed.

Then the engineer in her took over, “if they’re not going to solve this, I will.”

Putting her skills and love of math to work, she created a triangle design of stretch fabric to open seams and allow flexibility. It took her 4 years to get her first patent and fully commit to production. Brilliant You Denim officially launched in May of 2012.

Terry was just awarded her 12th patent (the latest for skirts) and is committed to entering the global marketplace. In August 2021, she tapped the STEP grant to cover booth space and travel to the MAGIC Las Vegas Trade Show. She met with and is working on doing business with a Mexican clothing boutique.

She recently applied for a STEP grant to support her participation in the Pure London trade show next February in London, England. She is also looking to do product launches in target countries and planning to leverage STEP funds for product and literature translations in those target markets.

Terry is a steadfast advocate of small business. “A lot of innovation comes from small businesses because they have less decision layers than larger businesses. Small business is a big part of what makes this country great and separates us from other countries—our unique access to life, liberty, and the pursuit of happiness.”

Her advice to prospective entrepreneurs: “If you have an idea, pursue it. Follow your passion. You will find a way to make it happen. And by the way, between SBA, the Department of Commerce, and others, there is a *lot* of help out there. You are not on your own!”

For More on the STEP Grant:

STEP awards help local entrepreneurs enter and thrive in the global marketplace by providing small businesses with the information and tools they need to succeed in export-related activities. Exporting activities include participating in foreign trade missions, market sales trips, designing international marketing campaigns, participating in export trade show exhibits, attending training workshops, as well as other important means of engagement.

In the last full year of available data (fiscal year 2021), the STEP grant supported export sales of \$839 million, with 3,271 small businesses taking advantage of STEP resources. The average return on investment for every dollar of STEP funds tapped in 2021 was \$43 in export sales.

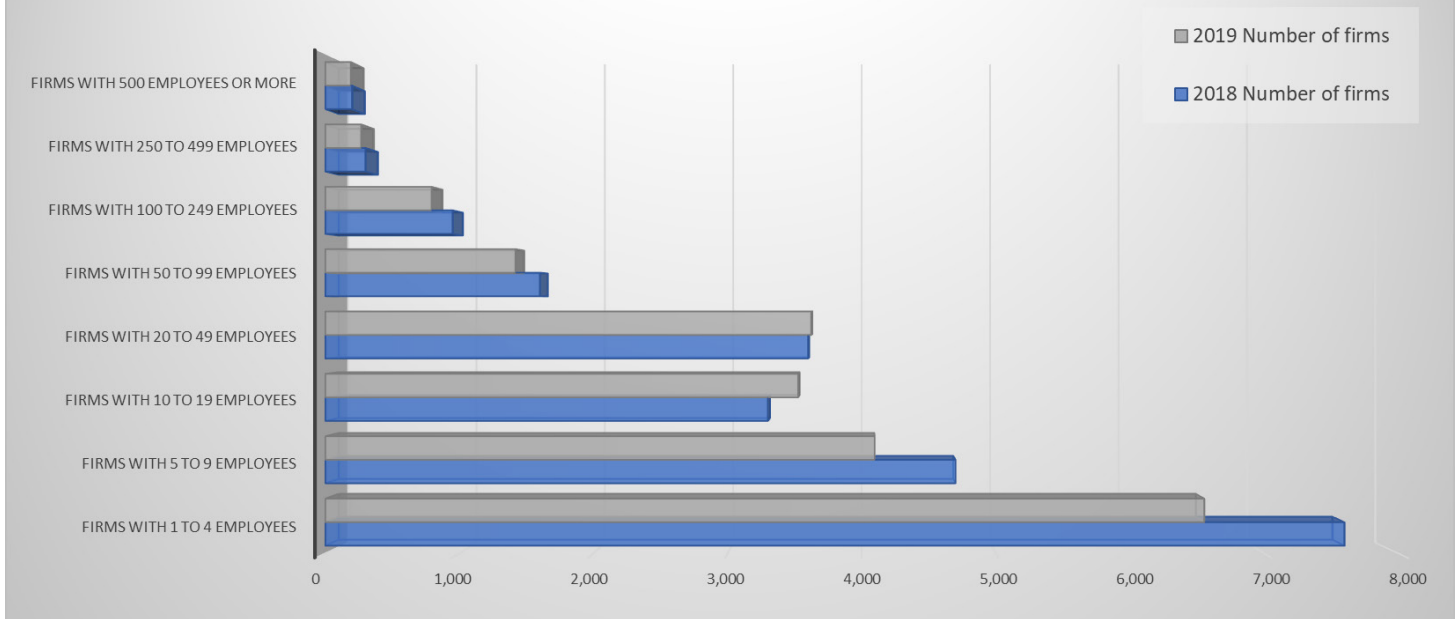


U.S. Small Business
Administration

Visit www.sba.gov/international (scroll down to the Find International Buyers Section) to find out if your state or territory participates in STEP, or to learn about other programs and services SBA has to support your exports, including financing, or e-mail international@sba.gov.



Women-Owned Exporting Firms by Employment Size: 2019 and 2020





Census Business Builder

The New and Improved Census Business Builder

By Barbara Zamora-Appel, budget analyst, U.S. Census Bureau

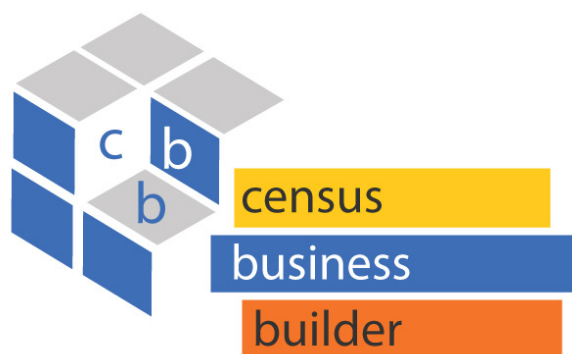
Since its first release in 2015, Census Business Builder (CBB) has been updated with features and data that users have asked for. User experience always has been one of our guiding principles for updating CBB. CBB was developed to help business owners, entrepreneurs, regional planners, importing and exporting companies, and others find key demographic and business data to help them make informed decisions. The latest release CBB 5.0 combines the legacy Regional Analyst Edition and the Small Business Edition into a single interface. The newly combined tool has updated functionality, a fresh look and feel, optimized dashboards and features, direct links to North American Industry Classification System (NAICS) pages, and prebuilt regions from the National Oceanic and Atmospheric Administration, Small Business Administration, and Department of Housing and Urban Development.

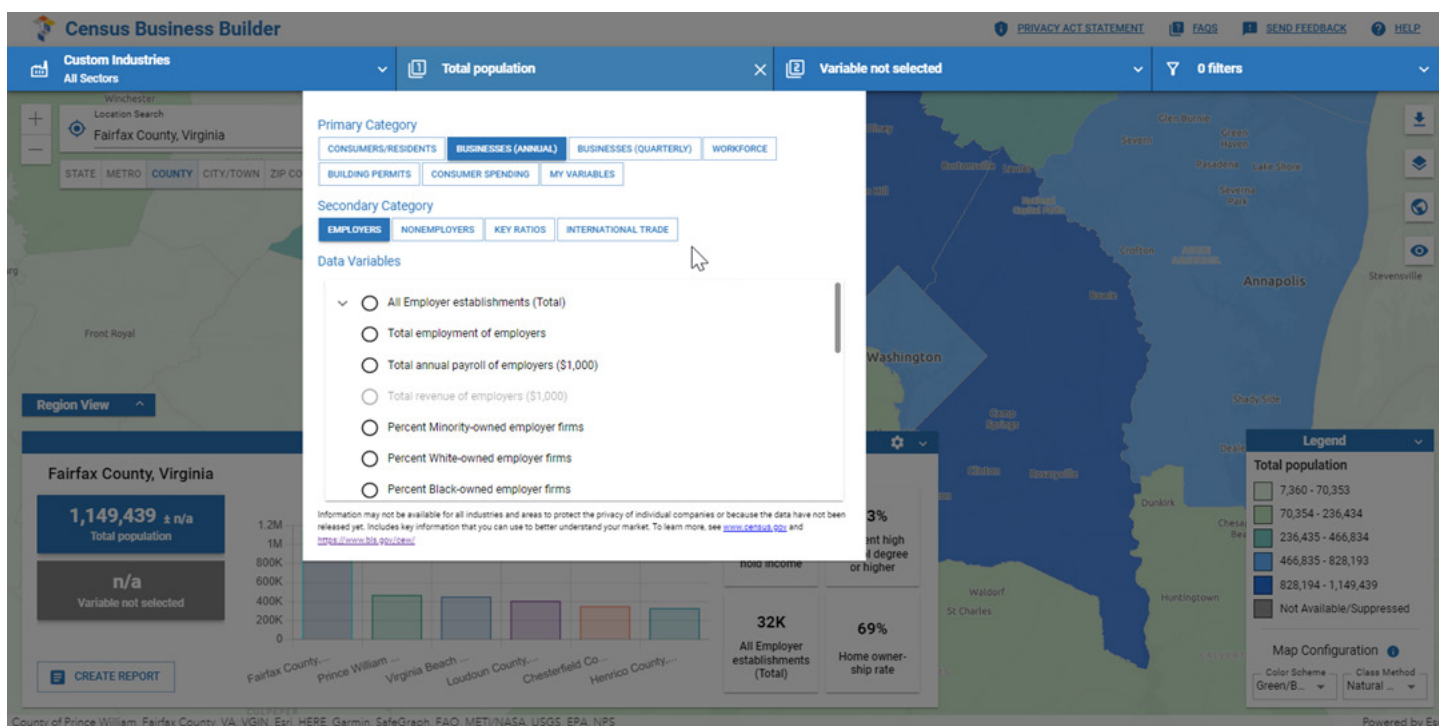
Key Data

CBB includes key data that can be used to better understand customers, markets, and industries. It offers customizable and downloadable reports to help users with their business plans. The data can be displayed on a bivariate map and viewed on single or multigeography customizable and downloadable reports. These data include demographic, socioeconomic, and housing data from the American Community Survey, along with data on commuting, homeownership, and educational attainment. These data are available at the state, metro, county,

city/town, ZIP code, and tract levels including number of businesses, business ownership, employment, and key ratios from the economic census, Annual Business Survey, Nonemployer Statistics, and County Business Patterns. These data are available at the state, metro, county, and some at the city/town levels.

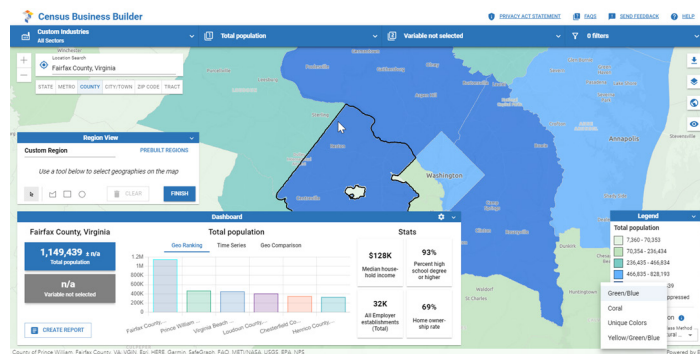
- Imports and exports data from the International Trade program.
- Workforce data from the Quarterly Workforce Indicators.
- Building permits data from the Building Permits Survey.
- Agriculture data from the Census of Agriculture. Employment and related data from the Bureau of Labor Statistics Quarterly Census of Employment and Wages. Consumer Spending data from Esri displays the values per household (instead of per capita).





Features

CBB 5.0 has updated its user interface to dynamically display user-defined values. The map filter allows users to choose up to three variables and gives the option of defining minimum and maximum values. The dashboard displays Geo Ranking, Time Series, and Geo Comparisons. The “Custom Industries” feature allows users to build their own industry cluster by choosing from the predefined list of industries or via a NAICS search. Users can open industry definitions to further explore their industry selections. Bivariate mapping offers users the option to display two variables at the same time. Users can change the base map by choosing from a variety of options including terrain with labels, imagery, topography, and streets. Users can configure the map color scheme from the default green/blue option to coral, unique colors, or yellow/green/blue. Class methods include the default natural breaks, quantile, and equal interval. This release gives users the option to build their own region in a few ways: (1) by adding preferred geographies individually, (2) using a drawing tool, or (3) choosing a prebuilt region.



Contact us

For more information about CBB, visit our website at www.census.gov/data/data-tools/cbb.html. To request a demo or webinar, contact us at 800-242-2184 or e-mail at ewd.outreach@census.gov.



Trade Mission 101

Participants of a trade mission consult with International Trade Administration commercial diplomats to gain insights and identify market opportunities.

Trade Mission 101: Why Your Business Should Go

Gemal Brangman, director, International Trade Administration, Trade Events Management Task Force

In a given year, the U.S. government leads or facilitates around 14 trade missions throughout the world—bringing U.S. businesses to the table with foreign governments and companies potentially interested in their products and solutions. Trade isn't simply about exports and imports; transactions can't happen without trust, and trade missions are an important conduit to build and facilitate relationships between individuals. But what exactly does a trade mission entail, who is involved, and where do they happen? The short answer: it varies, so let us break it down for you.

Put simply, a trade mission is an opportunity for a company to join a group of other companies for a series of tailored on-the-ground meetings in foreign markets with prospective clients, buyers, distributors, foreign officials, and other significant organizations, all with the support of the U.S. government. Through the International Trade Administration's (ITA) Industry and Analysis business unit and the U.S. Commercial Service, we research markets and industries around the world to inform U.S. businesses of all sizes of potential export opportunities. Based on this information, we then begin the logistical undertaking of planning out opportunities for U.S. companies to travel alongside our experts so companies can witness for themselves what our market intelligence data reveals so that actors in foreign markets can observe what U.S. companies have to offer.

Relationships are the backbone of trade, and trade missions are among the best ways to help build them. In 2022, we organized 16 in person and one virtual trade mission—the most since the pandemic. These trade missions introduced dozens of U.S. businesses to hundreds of foreign government officials, business executives, and other potential partners across Africa, Asia, Europe, and Latin America. The Cybersecurity Trade Mission to South America brought ten U.S. companies to Argentina, Chile, Peru, and Uruguay to introduce them to key players in rapidly expanding cybersecurity markets in those countries. Through the work of U.S. Commercial Service staff at U.S. embassies in the four countries, over 240 business-to-business matchmaking meetings took place, and now several companies are pursuing new trade leads thanks to their participation in the mission.

For example, ISG of Raleigh, North Carolina, is a minority-owned cyber solutions services provider that participated in the mission. On the value of the experience, ISG Company President and CEO Tony Marshall said, "Our meetings were all prearranged and we only met with companies that understand what we did and know what we have to offer. We even found connections with some of the other businesses that were traveling with us."

The Cybersecurity Trade Mission to South America was not the first trade mission that ITA led, nor will it be the last. Other recent trade missions have included a Minority-Business Focused Trade Mission to Europe, and a CleanEDGE Trade Mission to Southeast Asia. Early next year, the U.S. Department of Commerce will lead a Trade Winds mission to the ASEAN region and a Clean Tech mission to the Middle East. But you don't have to travel internationally to start your export journey. Our U.S. Commercial Service has more than 100 offices across the 50 states and locations in more than 80 international markets to help you get started or expand into new territory.

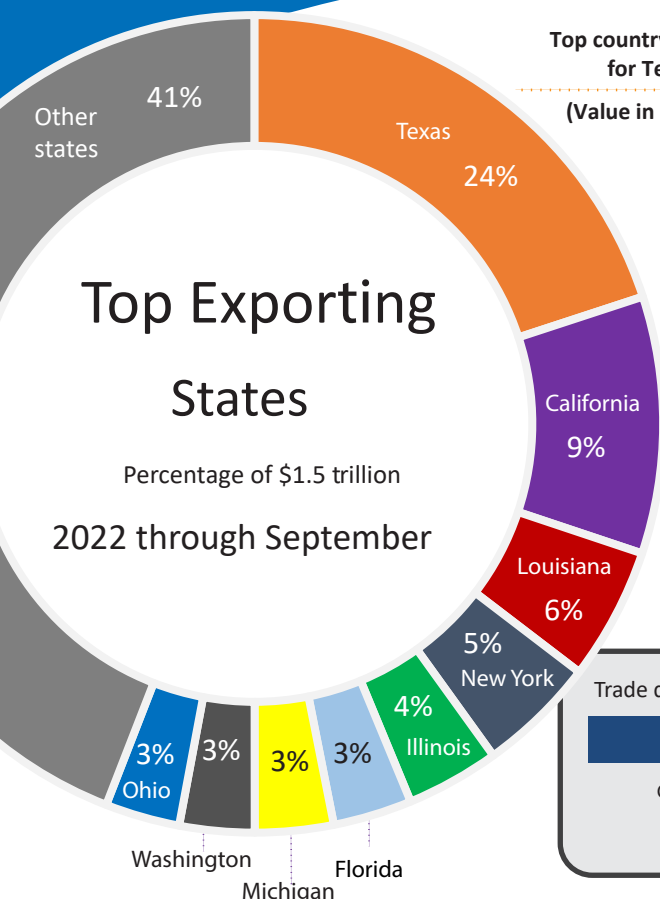
While these missions are designed for U.S. companies exploring global markets, there are also opportunities for international companies looking to invest and create jobs in the United States through the SelectUSA Investment Summit, to be held May 1-4, 2023, just outside of Washington, DC, at the National Harbor in Maryland. The Investment Summit is the highest-profile event in the United States dedicated to promoting foreign direct investment into the United States.

As such, whether you're a U.S. company looking to expand or an international company seeking U.S. suppliers for your supply chain, the U.S. Commercial Service at the ITA is ready to help. Don't hesitate to reach out to your nearest U.S. Commercial Service office if you'd like to learn more!

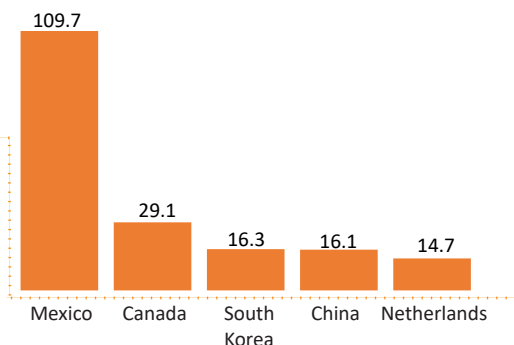


International Trade

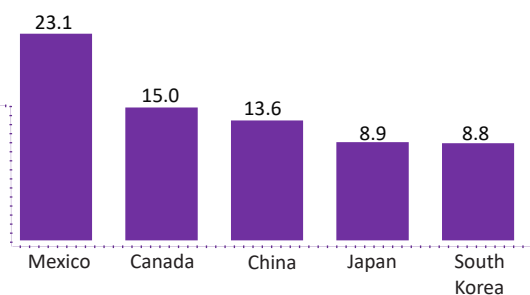
Measuring the U.S. Economy



Top country exports for Texas
(Value in billions)



Top country exports for California
(Value in billions)



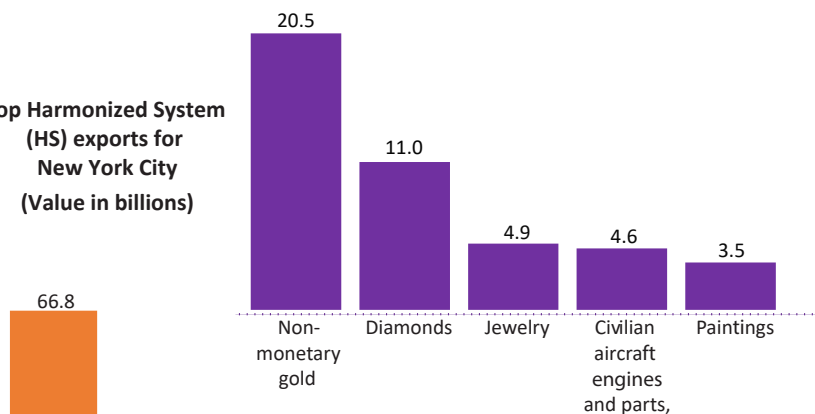
Trade data like this, and much more, are available at

USA TRADE® ONLINE

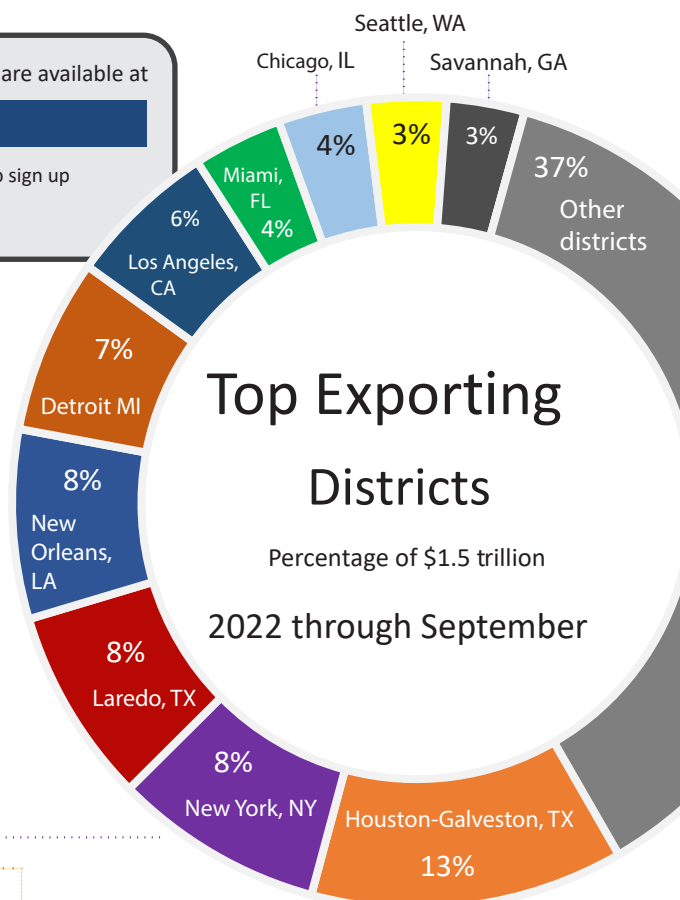
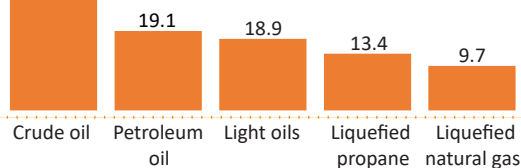
Go to usatrade.census.gov to sign up

for your FREE account.

Top Harmonized System (HS) exports for New York City
(Value in billions)



Top Harmonized System (HS) exports for Houston-Galveston
(Value in billions)



Contact Information

International Trade Helpline	
Global Reach blogs: <www.census.gov/newsroom/blogs/global-reach.html> 800-549-0595 (refer to the menu options below)	
Assistance With the Automated Export System, Option 1 Monday-Friday 7:30 a.m.-6:00 p.m. (Eastern Time) E-mail: <askaes@census.gov>	Assistance With Commodity Classification, Option 2 Monday-Friday 8:30 a.m.-5:00 p.m. (Eastern Time) E-mail: <eid.scheduleb@census.gov>
Assistance With Regulatory Guidelines, Option 3 Monday-Friday 7:00 a.m.-5:00 p.m. (Eastern Time) E-mail: <emd.askregs@census.gov>	Assistance With Information on Trade Data, Option 4 Monday-Friday 8:30 a.m.-5:00 p.m. (Eastern Time) E-mail: <eid.international.trade.data@census.gov>
Assistance With Trade Outreach, Census Vetting, and Export Reports Authorization, Option 5 Monday-Friday 8:00 a.m.-6:00 p.m. (Eastern Time) E-mail: <exportreports@census.gov>	
Automated Export System (AES) Partnership Agencies	Websites
The e-mail addresses below are not secure. Confidential company information should not be sent to these addresses.	
U.S. Customs and Border Protection (CBP), Trade Enforcement and Facilitation For general questions: <ofo-export-cargo@cbp.dhs.gov> For vehicle questions: <cbpvehicleexports@cbp.dhs.gov> David Garcia, program manager, Outbound Enforcement and Policy Office of Field Operations 202-344-3277	Export-Import Bank of the United States <www.exim.gov> U.S. Department of Agriculture Foreign Agriculture Service <www.fas.usda.gov> U.S. Department of Commerce Bureau of Industry and Security <www.bis.doc.gov> International Trade Administration <www.export.gov> <www.trade.gov>
Bureau of Industry and Security (BIS) Help Desk, Washington, DC 202-482-4811 Western Regional Office, 949-660-0144 Newport Beach, CA Western Regional Offices, San Jose, CA 408-998-8806	U.S. Census Bureau International Trade Management Division <www.census.gov/foreign-trade> U.S. Department of Homeland Security U.S. Customs and Border Protection <www.cbp.gov> U.S. Small Business Administration Office of International Trade <www.sba.gov/international> Small Business Development Centers <www.sba.gov/sbdc> U.S. State Department Directorate of Defense Trade Controls <www.pmddtc.state.gov>
Directorate of Defense Trade Controls, U.S. State Department, Washington, DC Response Team 202-663-1282 Help Desk 202-663-2838	U.S. Treasury Department Office of Foreign Assets Control <https://home.treasury.gov/policy-issues/office-of-foreign-assets-control-sanctions-programs-and-information>