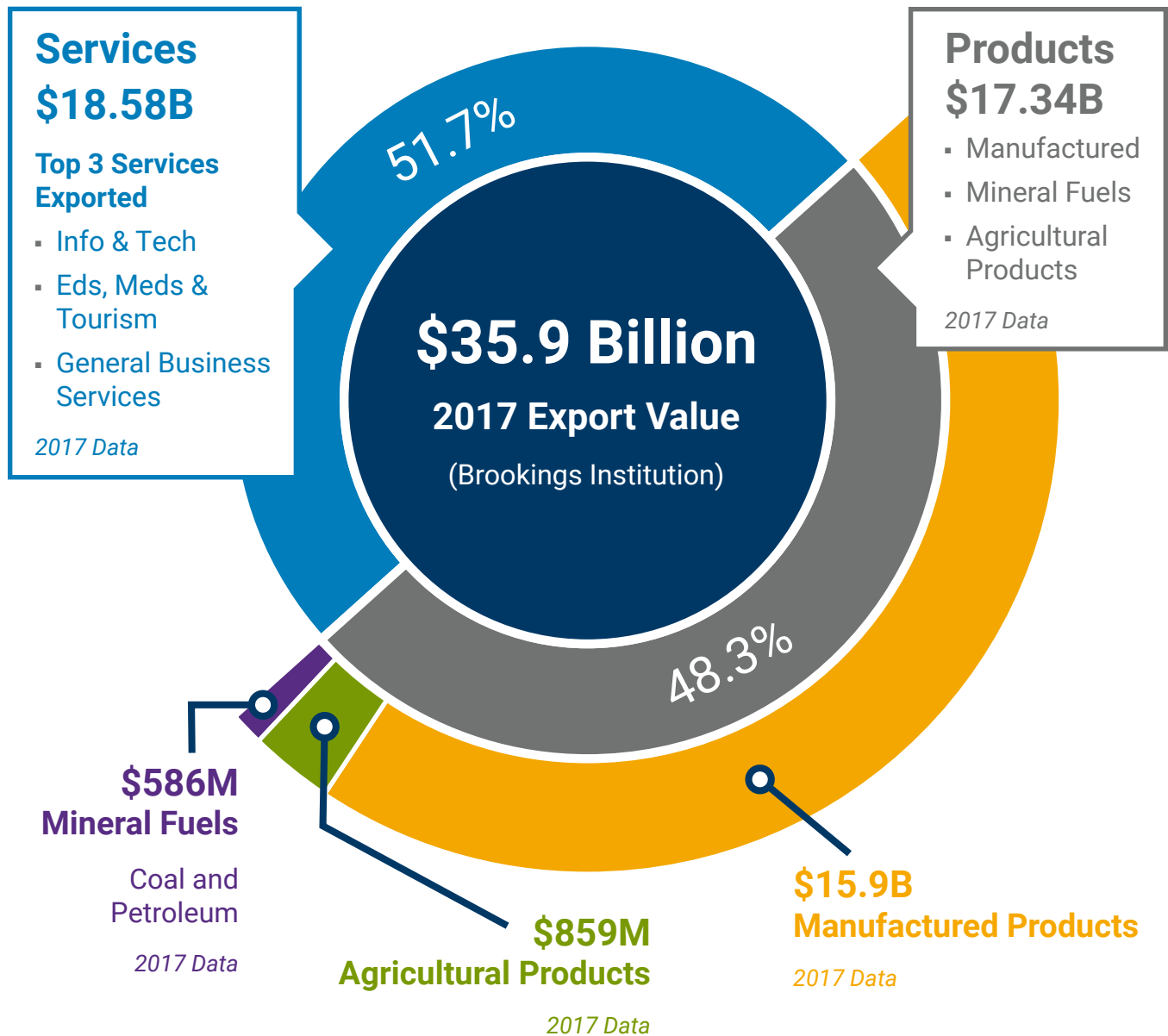


### 214 Countries Virginia Exported Products to in 2017

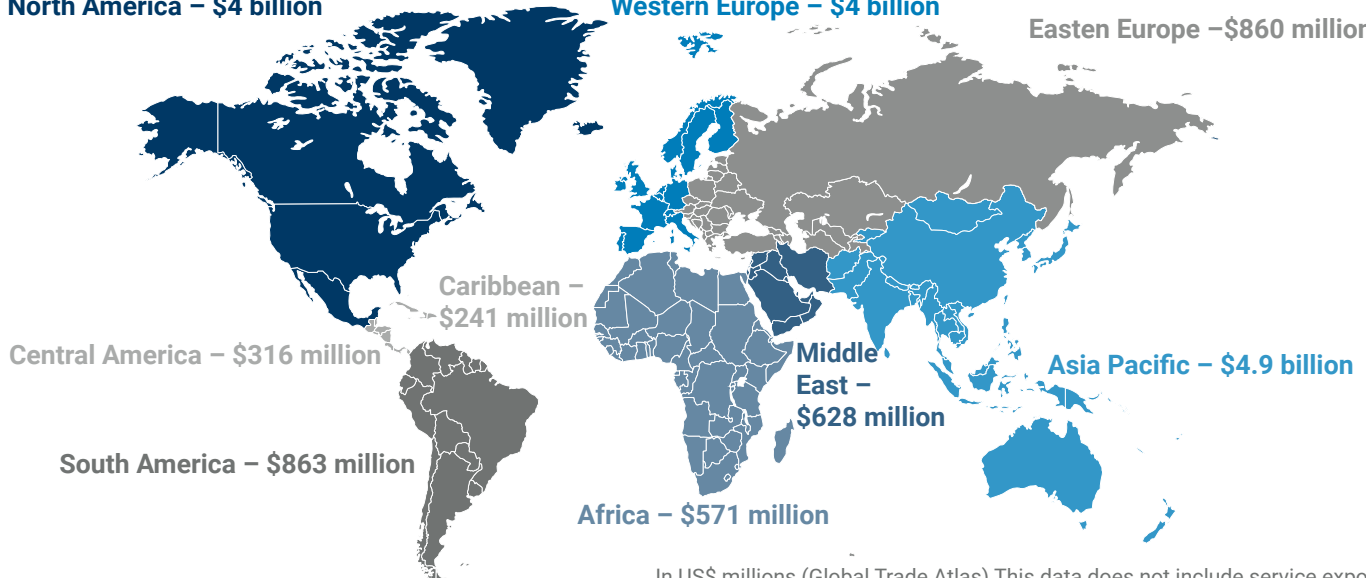


### Virginia Product Exports

North America – \$4 billion

Western Europe – \$4 billion

Eastern Europe – \$860 million



In US\$ millions (Global Trade Atlas) This data does not include service exports.

### Top Product Export Industries

| Rank | Export Category                   | 2017 Real Exports Value | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 |
|------|-----------------------------------|-------------------------|------------------------------------|-----------------------------------|
| -    | <b>All Products</b>               | <b>\$17,343</b>         | <b>38,248</b>                      | <b>100,172</b>                    |
| 1    | Food Manufacturing                | \$3,463                 | 7,775                              | 26,718                            |
| 2    | Transportation Equipment          | \$2,519                 | 3,384                              | 12,902                            |
| 3    | Chemical Manufacturing            | \$2,511                 | 2,230                              | 8,791                             |
| 4    | Machinery Manufacturing           | \$1,354                 | 3,226                              | 7,986                             |
| 5    | Computer & Electronic Products    | \$1,059                 | 2,375                              | 4,324                             |
| 6    | Plastics & Rubber Products        | \$883                   | 2,567                              | 5,166                             |
| 7    | Agriculture                       | \$728                   | 4,272                              | 5,754                             |
| 8    | Electrical Equipment & Appliances | \$605                   | 1,838                              | 3,537                             |
| 9    | Mining                            | \$549                   | 732                                | 1,886                             |
| 10   | Paper Manufacturing               | \$526                   | 778                                | 2,750                             |

In US\$ millions (Brookings)

#### Food Manufacturing

#### Chemical Manufacturing

#### Transportation Equipment

| Industry                       | 2017 Real Exports Value | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 | Industry                      | 2017 Real Exports Value | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 | Industry                        | 2017 Real Exports Value | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 |
|--------------------------------|-------------------------|------------------------------------|-----------------------------------|-------------------------------|-------------------------|------------------------------------|-----------------------------------|---------------------------------|-------------------------|------------------------------------|-----------------------------------|
| <b>Food Manufacturing</b>      | <b>\$3,463</b>          | <b>7,775</b>                       | <b>26,718</b>                     | <b>Chemical Manufacturing</b> | <b>\$2,511</b>          | <b>2,230</b>                       | <b>8,791</b>                      | <b>Transportation Equipment</b> | <b>\$2,519</b>          | <b>3,384</b>                       | <b>12,902</b>                     |
| Animal Foods                   | \$166                   | 156                                | 971                               | Basic Chemicals               | \$309                   | 202                                | 971                               | Aircraft Products & Parts       | \$288                   | 584                                | 1,382                             |
| Bakery Products                | \$87                    | 379                                | 969                               | Cleaning Products             | \$121                   | 163                                | 408                               | Misc. Transportation Equipment  | \$26                    | 34                                 | 123                               |
| Dairy Products                 | \$267                   | 358                                | 1,980                             | Misc. Chemicals               | \$306                   | 467                                | 1,368                             | Motor Vehicle Body & Trailers   | \$217                   | 404                                | 1,427                             |
| Frozen & Canned Foods          | \$146                   | 355                                | 1,075                             | Paint Products                | \$38                    | 56                                 | 162                               | Motor Vehicle Parts             | \$511                   | 991                                | 3,089                             |
| Grain & Oilseed Products       | \$205                   | 136                                | 1,165                             | Pesticides & Fertilizers      | \$29                    | 24                                 | 88                                | Motor Vehicles                  | \$1,234                 | 589                                | 5,151                             |
| Meat & Poultry Products        | \$1,716                 | 4,618                              | 15,257                            | Pharmaceuticals               | \$312                   | 342                                | 968                               | Railroad Rolling Stock          | \$68                    | 123                                | 428                               |
| Seafood Products               | \$36                    | 121                                | 257                               | Resins & Synthetic Rubbers    | \$1,396                 | 976                                | 4,827                             | Ships & Boats                   | \$175                   | 659                                | 1,303                             |
| Snack, Coffee, & Condiments    | \$684                   | 1,261                              | 4,100                             |                               |                         |                                    |                                   |                                 |                         |                                    |                                   |
| Sugar & Confectionery Products | \$156                   | 392                                | 944                               |                               |                         |                                    |                                   |                                 |                         |                                    |                                   |

In US\$ millions (Brookings)

In US\$ millions (Brookings)

In US\$ millions (Brookings)

## Virginia Service Exports

### Top Service Export Industries

| Export Category              | 2017 Real Exports Value | VA Rank/ 50 States | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 |
|------------------------------|-------------------------|--------------------|------------------------------------|-----------------------------------|
| <b>All Services</b>          | <b>\$18,588</b>         | <b>12</b>          | <b>91,021</b>                      | <b>157,295</b>                    |
| Information & Technology     | \$5,347                 | 13                 | 26,040                             | 43,316                            |
| Eds, Meds, & Tourism         | \$4,980                 | 13                 | 34,961                             | 53,180                            |
| General Business Services    | \$3,164                 | 6                  | 11,456                             | 24,776                            |
| Finance & Insurance          | \$2,658                 | 13                 | 7,936                              | 15,642                            |
| Engineering & Heavy Industry | \$2,440                 | 12                 | 10,627                             | 20,381                            |

In US\$ millions (Brookings)

#### Eds, Meds, & Tourism

| Industry                                  | 2017 Real Exports Value | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 |
|---|-------------------------|------------------------------------|-----------------------------------|
| <b>Eds, Meds, &amp; Tourism</b>           | <b>\$4,980</b>          | <b>34,961</b>                      | <b>53,180</b>                     |
| <b>Educational &amp; Medical Services</b> | <b>\$932</b>            | <b>8,874</b>                       | <b>12,835</b>                     |
| Educational Services                      | \$774                   | 7,762                              | 11,160                            |
| Medical Services                          | \$90                    | 775                                | 1,131                             |
| Training Services                         | \$68                    | 337                                | 544                               |
| <b>Travel &amp; Tourism</b>               | <b>\$4,048</b>          | <b>26,087</b>                      | <b>40,345</b>                     |
| Accommodation Services                    | \$693                   | 5,285                              | 9,134                             |
| Air Transportation Services               | \$753                   | 2,316                              | 5,162                             |
| Entertainment Services                    | \$403                   | 1,901                              | 3,391                             |
| Food & Drink Services                     | \$852                   | 10,821                             | 13,326                            |
| Ground Transportation Services            | \$513                   | 2,024                              | 3,584                             |
| Retail Services                           | \$828                   | 3,721                              | 5,696                             |
| Sports & Performing Arts                  | \$6                     | 20                                 | 52                                |

In US\$ millions (Brookings)

#### General Business Services

| Industry                               | 2017 Real Exports Value | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 |
|--|-------------------------|------------------------------------|-----------------------------------|
| <b>General Business Services</b>       | <b>\$3,164</b>          | <b>11,456</b>                      | <b>24,776</b>                     |
| <b>Management &amp; Legal Services</b> | <b>\$2,650</b>          | <b>8,144</b>                       | <b>19,826</b>                     |
| Legal Services                         | \$234                   | 1,464                              | 2,010                             |
| Management & Consulting                | \$2,416                 | 6,680                              | 17,815                            |
| <b>Support Services</b>                | <b>\$514</b>            | <b>3,312</b>                       | <b>4,950</b>                      |
| Accounting & Auditing Services         | \$66                    | 346                                | 564                               |
| Advertising Services                   | \$338                   | 2,035                              | 3,023                             |
| Ancillary Services                     | \$93                    | 789                                | 1,153                             |
| Trade-related Services                 | \$17                    | 143                                | 211                               |

In US\$ millions (Brookings)

#### Information & Technology Sector

| Industry                            | 2017 Real Exports Value | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 |
|-------------------------------------|-------------------------|------------------------------------|-----------------------------------|
| <b>Information &amp; Technology</b> | <b>\$5,347</b>          | <b>26,040</b>                      | <b>43,316</b>                     |
| <b>Royalties</b>                    | <b>\$2,025</b>          | <b>15,536</b>                      | <b>19,366</b>                     |
| Chemical Manufacturing Royalties    | \$186                   | 1,429                              | 1,781                             |
| Computer & Electronic Royalties     | \$108                   | 828                                | 1,032                             |
| Film & Music Industry Royalties     | \$187                   | 1,437                              | 1,792                             |
| Information Technology Royalties    | \$618                   | 4,745                              | 5,914                             |
| Other Manufacturing Royalties       | \$373                   | 2,860                              | 3,566                             |
| Other Royalties                     | \$142                   | 1,093                              | 1,362                             |
| Scientific & Technical Royalties    | \$214                   | 1,646                              | 2,051                             |
| Wholesale & Retail Royalties        | \$195                   | 1,498                              | 1,867                             |
| <b>Tech Sector</b>                  | <b>\$3,322</b>          | <b>10,504</b>                      | <b>23,950</b>                     |
| Computer Services                   | \$1,633                 | 8,127                              | 13,471                            |
| Information Services                | \$117                   | 234                                | 683                               |
| R & D Services                      | \$1,353                 | 1,892                              | 8,866                             |
| Telecom Services                    | \$220                   | 252                                | 930                               |

In US\$ millions (Brookings)

#### Engineering & Heavy Industry

| Industry                                | 2017 Real Exports Value | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 |
|---|-------------------------|------------------------------------|-----------------------------------|
| <b>Engineering &amp; Heavy Industry</b> | <b>\$2,440</b>          | <b>10,627</b>                      | <b>20,381</b>                     |
| <b>Engineering Services</b>             | <b>\$1,117</b>          | <b>6,617</b>                       | <b>11,685</b>                     |
| Architectural & Engineering Services    | \$404                   | 2,927                              | 4,159                             |
| Equipment Installation Services         | \$679                   | 3,553                              | 7,272                             |
| Industrial Engineering Services         | \$34                    | 137                                | 254                               |
| <b>Freight &amp; Heavy Industry</b>     | <b>\$1,322</b>          | <b>4,010</b>                       | <b>8,696</b>                      |
| Construction Services                   | \$64                    | 337                                | 578                               |
| Freight & Port Services                 | \$1,162                 | 3,623                              | 7,697                             |
| Mining Services                         | \$11                    | 39                                 | 47                                |
| Operational Leasing Services            | \$85                    | 11                                 | 374                               |

In US\$ millions (Brookings)

#### Finance & Insurance

| Industry                       | 2017 Real Exports Value | Direct Export-Supported Jobs, 2017 | Total Export-Supported Jobs, 2017 |
|--------------------------------|-------------------------|------------------------------------|-----------------------------------|
| <b>Finance &amp; Insurance</b> | <b>\$2,658</b>          | <b>7,936</b>                       | <b>15,642</b>                     |
| <b>Financial Services</b>      | <b>\$2,409</b>          | <b>7,249</b>                       | <b>14,078</b>                     |
| Credit Issuance & Lending      | \$1,605                 | 5,858                              | 9,398                             |
| Financial Management           | \$688                   | 1,191                              | 4,007                             |
| Investment Banking             | \$116                   | 200                                | 673                               |
| <b>Insurance Services</b>      | <b>\$249</b>            | <b>687</b>                         | <b>1,564</b>                      |
| Auxiliary Insurance Activities | \$20                    | 126                                | 175                               |
| Insurance Carriers             | \$230                   | 561                                | 1,389                             |

In US\$ millions (Brookings)

Virginia Economic Development Partnership - International Trade offers a number of export-related services to Virginia businesses, including trade missions and market research by our Global Network of in-country consultants. These services are available to all Virginia exporters.

For more information, please visit our website: [ExportVirginia.org](http://ExportVirginia.org)

## Additional Resources:

[Global Trade Atlas](#)

Global Trade Information Services, Inc.

[Benefits of International Trade](#)

Office of the United States Trade Representative

[National Export Initiative](#)

Office of the United States Trade Representative

[International Trade Statistics](#)

U.S. Department of Commerce

[U.S. Exports by Metropolitan Area](#)

Brookings Institution

[Exporting Services – A Guide for New Exporters](#)

VEDP - International Trade

### Notes:

- Service and product export values are sourced from the [Brookings Institution](#) using 3-digit and 4-digit NAICS and U.S. BEA Services Category Industry / Commodity Classification codes.
- The product export data in this report does not contain service export values.
- All export destinations are product export information that is sourced from Global Trade Atlas data which comes from the U.S. Department of Commerce's "Origin of Movement" set of state exports. The Origin of Movement of a product is not always the same as its place of production, since products from one state can be consolidated for export in another state. For more information on the State Data Series, please visit the [U.S. Census Bureau - Foreign Trade Statistics](#).

**Last Revised: July 12, 2018**

Information provided by VEDP Fast Facts is intended as advice and guidance only. The information is in no way exhaustive and the VEDP is not a licensed broker, banker, shipper or customs agency. VEDP shall not be liable for any damages or costs of any type arising out of, or in any way connected with the use of, these Fast Facts.