

Increased Small Business Exports = More American Jobs

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Small and Medium Enterprises (SMEs) are the principal creators of jobs in the world. They account for **99.9 percent of the 27 million private nonfarm businesses in the United States.**

Employment

- **SME exports support an estimated 4 million jobs.**
- SMEs employed roughly half of the **120 million nonfarm private sector workers in the United States in 2006.**
- From 2002 to 2006 **U.S. employment by SMEs in all sectors increased by 34.3 percent**, while employment by large firms in the United States *declined* by 15.3 percent over the period.
- **SME employers were responsible for creating 64.1 percent of net new jobs from 1992 to 2009.**

Exports

- SME exports are concentrated in four main product categories: **computers and electronic products, chemicals, machinery, and transportation equipment.** These four product categories combined accounted for almost 50 percent of total SME exports.
- SMEs accounted for about **30 percent** of the value of U.S. merchandise exports between 1997 and 2007. In 2007, **U.S. SME exports amounted to \$306.6 billion.**
- Total U.S. merchandise exports amounted to \$1.2 trillion in 2007, up **69.1 percent** from 1997. **SME exports grew by 100.5 percent**

Growing SME Exports Going Forward:

Current challenges for SMEs include high tariffs and non-tariffs barriers, cumbersome foreign government regulations, a lack of financing for U.S. SMEs, and high transportation and information costs.

Trade agreements can open new foreign market opportunities for SMEs. SME exports can also be expanded by pooling resources through trade associations and working with U.S. government programs designed to help exporters, such as the Small Business Administration and EX-IMbank.

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The Trade and American Competitiveness Coalition is made up of U.S. business enterprises that support policies and legislation that will enhance U.S. competitiveness in the international economy to promote growth and prosperity for America's businesses, workers and consumers.