Exhibit 6c
Percent Difference Between 2010 and 2011 Export Results for Small and Medium Sized Companies

Value in millions of dollars. Details may not equal totals due to rounding. D - Represents suppressed to avoid disclosure.

Country of Destination	% Difference 2010-2011				
		Identified Exporters		Small and Medium Exporters (3)	
	Total Value	Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters
United States	**15.8**	**15.7**	**2.8**	**17.0**	**2.8**
Alabama	15.2	15.1	3.0	-6.4	2.2
Alaska	28.2	34.8	2.4	54.1	1.2
Arizona	13.8	13.4	3.3	9.2	3.0
Arkansas	7.4	4.3	3.6	47.8	4.9
California	11.1	10.6	3.7	16.3	3.8
Colorado	9.0	8.9	2.6	14.0	2.9
Connecticut	1.0	-4.9	0.5	4.5	0.0
Delaware	11.0	14.5	-1.1	10.4	-0.8
Florida	17.2	18.5	3.0	18.4	3.1
Georgia	20.1	18.9	4.1	16.2	4.7
Hawaii	29.2	31.4	1.4	73.1	2.7
Idaho	14.5	13.5	3.9	48.1	3.3
Illinois	29.5	29.5	3.4	12.6	3.5
Indiana	12.3	9.5	1.7	17.8	2.1
Iowa	22.3	21.2	1.7	11.8	1.8
Kansas	17.1	11.4	7.7	21.5	8.1
Kentucky	3.8	2.8	7.8	-5.0	7.4
Louisiana	32.9	33.5	6.2	37.9	5.6
Maine	8.1	8.0	4.0	3.2	4.1
Maryland	6.8	4.7	3.6	3.5	3.9
Massachusetts	5.5	5.0	1.5	7.8	1.6
Michigan	13.9	13.8	4.3	8.0	4.1
Minnesota	7.5	6.2	2.3	8.2	1.8
Mississippi	32.8	33.9	8.8	-12.7	10.1
Missouri	9.5	9.0	3.7	0.3	3.6
Montana	14.3	9.9	2.1	13.7	2.7
Nebraska	30.3	29.9	2.7	29.5	3.1
Nevada	34.9	35.3	5.0	35.8	4.4
New Hampshire	-1.6	-3.6	2.4	-0.5	2.4
New Jersey	18.5	18.5	2.6	26.5	2.5
New Mexico	35.7	37.5	2.2	-4.8	1.4
New York	21.8	22.2	1.7	23.3	1.9
North Carolina	8.4	7.5	2.3	8.0	2.8
North Dakota	33.8	35.9	7.3	54.5	7.8
Ohio	11.9	10.8	3.7	16.8	3.6
Oklahoma	16.2	12.7	7.1	-5.4	8.1
Oregon	3.6	3.7	3.4	19.4	3.3
Pennsylvania	17.6	15.4	3.8	21.2	3.6
Rhode Island	17.1	19.8	-4.1	18.3	-4.9
South Carolina	21.5	20.7	2.0	7.8	1.9
South Dakota	16.0	14.6	-1.5	3.5	2.3
Tennessee	15.6	14.6	5.3	14.7	5.2
Texas	21.3	20.4	4.2	19.9	4.3
Utah	37.8	40.2	5.3	-7.9	4.4
Vermont	-0.5	-1.0	1.3	D	1.1
Virginia	5.4	5.1	4.9	15.3	4.9
Washington	21.4	19.1	5.2	25.7	5.1
West Virginia	40.1	42.3	0.8	28.2	0.9
Wisconsin	11.4	10.5	4.7	16.3	5.2
Wyoming	23.9	20.0	6.6	-1.3	12.5
District of Columbia	-30.8	-37.0	1.4	-42.2	1.7
Puerto Rico	-20.1	D	8.7	D	8.6
Virgin Islands	22.0	D	-9.7	D	-6.8
Unallocated (2)	-0.9	-	-	-	-

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.
(2) Includes transactions not reported by state and low-value estimates.
(3) Small and Medium sized companies 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 during specified period(s) in 2011.

Note: This exhibit is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.