

# Georgia exported \$36 billion in goods in 2012, doubling activity within twelve years!



## Top Markets for Georgia Exporters

By Value (\$ millions)		By Tonnage (millions of metric tons)	
Canada	6,726.9	China	2,073.2
China	3,682.5	Turkey	1,140.6
Mexico	2,276.1	Japan	785.7
Singapore	1,402.8	United Kingdom	493.4



## Top Commodities for Georgia Exporters

By Value (\$ millions)		By Tonnage (millions of metric tons)	
Ind. Machinery, Computers	5,725.9	Wood Pulp, Paper	2,419.1
Aircraft, Spacecraft, & Parts	5,476.6	Salt; Sulfur; Earth & Stone	2,121.6
Vehicles & Parts Etc	3,173.9	Wood And Articles	1,836.0
Electric Machinery Etc	2,526.1	Paper & Paperboard	1,736.8



## Top Gateways for Georgia Exporters (Port District)

By Value (\$ millions)		By Tonnage (millions of metric tons)	
Savannah, GA	13,174.3	Savannah, GA	10,406.6
Atlanta, GA	3,840.3	Brunswick, GA	882.2
Charleston, SC	1,779.8	Charleston, SC	584.1
Laredo, TX	1,320.2	Jacksonville, FL	428.9

*Value includes trade with Canada and Mexico. The US does not report tonnage for Canada/Mexican overland trade.*



10 Veterans Blvd.  
New Orleans, LA 70124

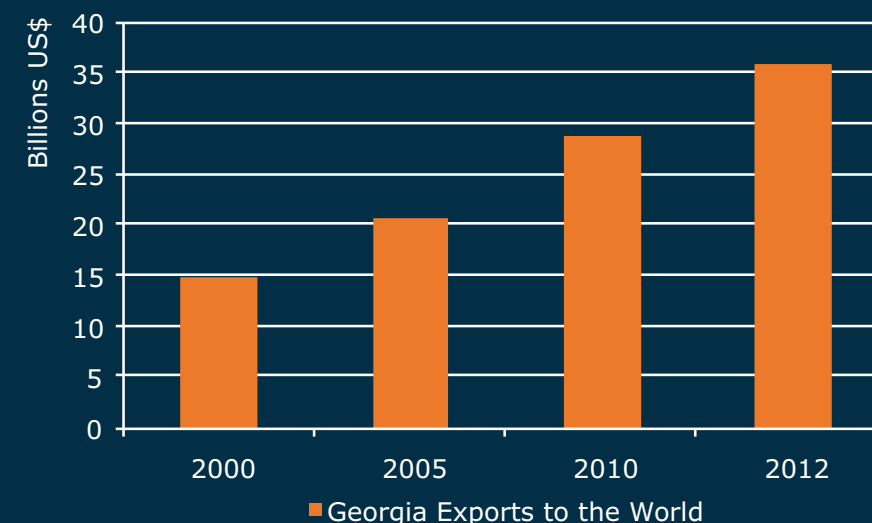
Website: [Ittsresearch.org](http://Ittsresearch.org)  
Phone: 540-455-9882  
Email: [bruce@ittsresearch.org](mailto:bruce@ittsresearch.org)

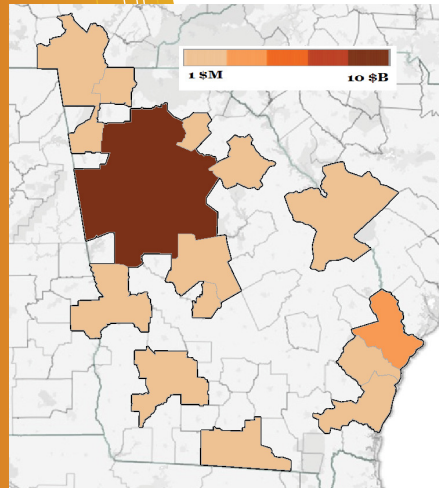
The Institute for Trade and Transportation Studies provides research data and expert opinions to its members concerning the effects of commercial freight movements on domestic and international activities, with reference to infrastructure and transportation needs, and safety implications.

The ITTS member States include:

- Arkansas State Highway and Transportation Department
- Florida Department of Transportation
- Georgia Department of Transportation
- Kentucky Transportation Cabinet
- Louisiana Department of Transportation and Development
- Mississippi Department of Transportation
- Virginia Department of Transportation
- West Virginia Department of Transportation

## Georgia Exports: Global Connections, Local Benefits





## Georgia Exporters

### Exporters are located throughout Georgia

According to the International Trade Administration (ITA), there were 14,662 companies who exported from Georgia locations in 2011. Of these, 13,307 were small to medium sized firms (under 500 employees).

Atlanta's \$17 billion in exports ranked it as the leading Metropolitan Statistical Area in the State for export shipments, generating 47% of the state's exports by value. Savannah accounted for another \$4 billion exports, followed by the Chattanooga and Augusta-Richmond areas (MSAs that cross state boundaries are not divided into separate state estimates.)

## Exported Products

### If it can move, Georgians are selling it globally...

Trade from Georgia reflects a mix of products ranging from agricultural goods (\$2.0 billion in exports) to textiles (\$1.3 billion) to manufacturing items (\$19.2 billion).

By value, Georgia's largest exports are industrial machinery, aircraft/spacecraft and parts, vehicles and electrical equipment.

By tonnage, the rankings change, as heavier products such as wood products, salts/stone, paper and meats dominate the top commodities.

### Economic Contribution

- In 2012, the value of exports from Georgia equaled 8% of the State's Gross Domestic Product.

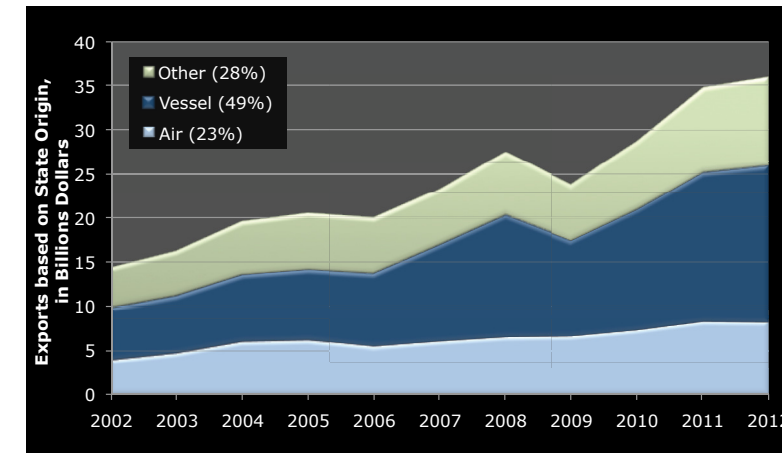
- ITA estimated that 152,000 jobs were export related (2009).

- ITA estimates each \$1 billion in exports supports 5,600 jobs. Exports represent an important job creator.

## Exports Need Transportation

### Efficient transportation supports Georgia's economy

Regarding international trade, there are many things a firm must do before the product is ready for export. This includes finding overseas buyers, arranging financing and insurance, and identifying various exit and entrance requirements. But without a shipment, there are no exports!



For Georgia, the largest single mode, based on value, is maritime trade through a port, followed by overland shipments to Mexico and Canada. (Other mostly refers to Canadian and Mexican exports through a land crossing or specialized exports. The U.S. government does not record tonnage for these shipments.)

Like most states, Georgia uses a number of gateways throughout the U.S. to connect with global markets. In many cases, a firm will select the service and routing that match their own schedules, so products will move through many different channels to reach overseas markets.

Georgia depends upon the nation's transportation system to support its export activity. Georgia exports moved over 9.1 billion ton-miles for all modes throughout the nation in 2011, of which 1.1 billion ton-miles were internal state flows (Freight Analysis Framework). Conversely, other states use Georgia ports, airports, and infrastructure for their trade flows!

The breadth and efficiency of the nation's transportation system helps Georgia exporters remain competitive in overseas markets. However, growing exports will place demands on infrastructure for all modes, requiring both new investment and maintenance to ensure future economic prosperity for Georgia.

## Connections Matter

### Ports

Georgia exporters used a variety of ports, but Savannah captured 78% of export vessel tonnage. Exports through ports accounted for 8% of the State's GDP.



### Airports

Air cargo tends to be dominated by lighter, higher valued cargos. For Georgia, Atlanta was the largest aviation market, although both Cleveland and Miami were important gateways also.



### Land Crossings

Trade with Canada and Mexico are important to Georgia businesses as goods travel mostly by rail or truck to these markets. Border delays can add costs to tight shipment schedules, but so too can delays along the major corridors connecting Georgia with these NAFTA markets. Laredo and Detroit were the largest crossings.

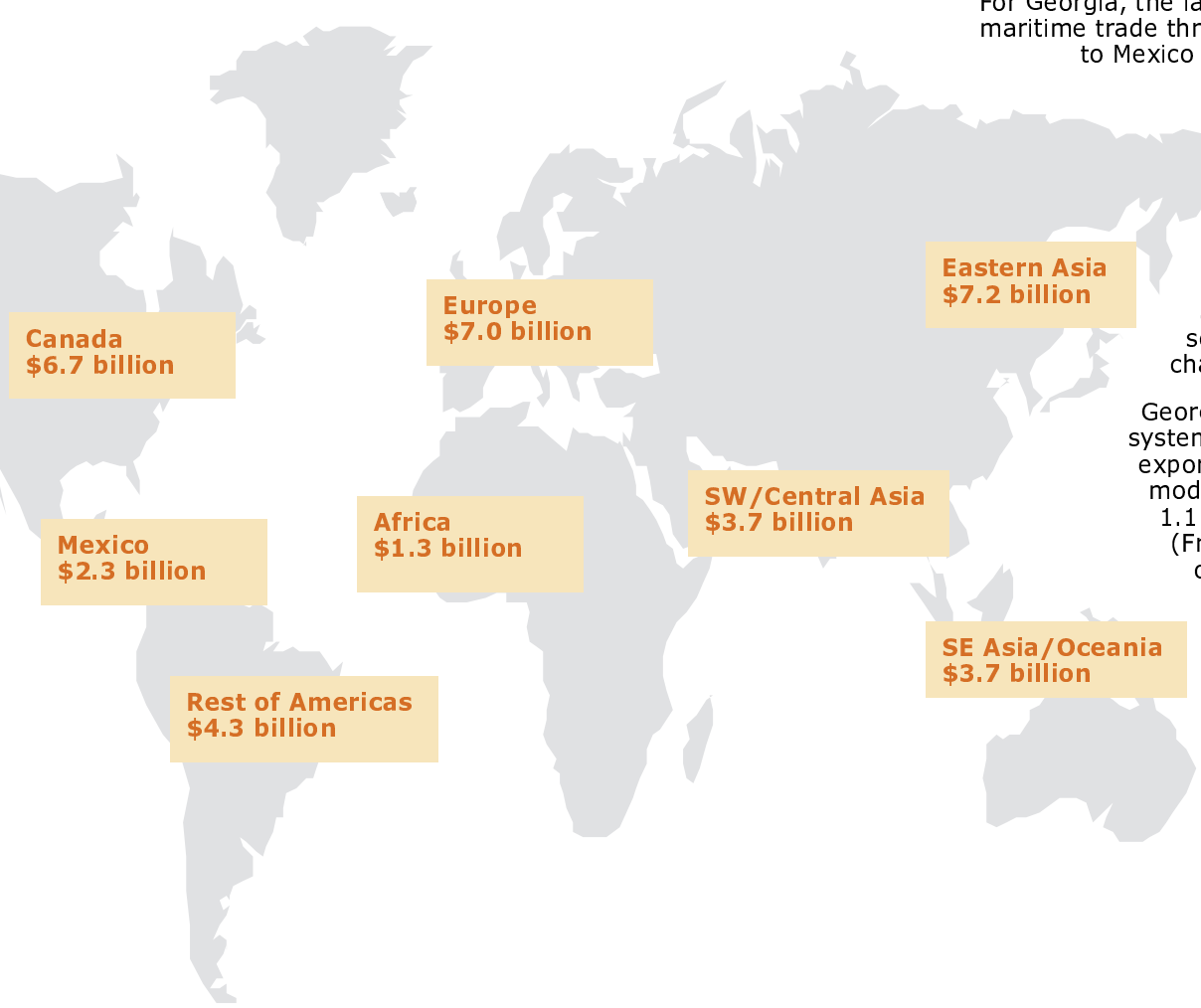


## Global Markets

### Georgia exports went to over 220 markets in 2012!

Georgia's largest regional market was the NAFTA market, as Canada and Mexico accounted for over a quarter of all exports. Canada was the state's largest market. Mexico ranked third, trailing behind China.

Other top regional markets include East Asia (China, Japan and South Korea), Europe (United Kingdom, Germany), while Australia ranked as the state's ninth largest trading partner.



### Statistics used in this report

The specific state of origin for exports are based on trade statistics calculated from the Electronic Export Information filed through the Automatic Export System. The data were accessed through WISERTRADE.



Other sources include the USDOT Freight Analysis Framework, USDOC Metropolitan Export Statistics and the International Trade Administration.

This report does not estimate non-Georgia trade through Georgia airports and ocean ports, trade in services, or imports.