

# SNAPSHOT: SMALL BUSINESS TRADE WITH CANADA & MEXICO

A look at the numbers driving cross-border trade by US employer firms

53,291 Exporters  
\$76.8B in Exports



23,289 Exporters  
\$53.7B in Exports



29,368 Exporters  
\$189.7B in Exports



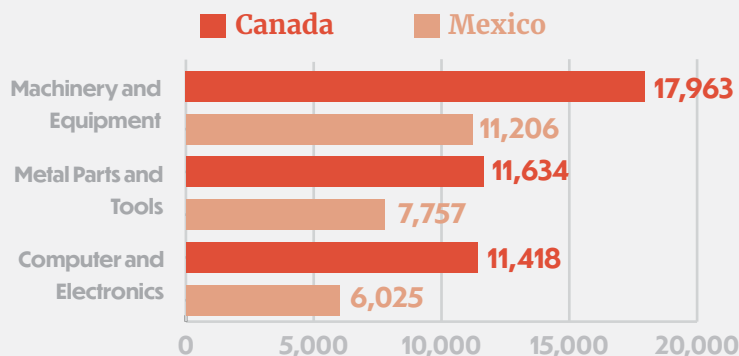
39,579 Exporters  
\$36.1B in Exports



**CA, FL, NY, and TX have the most small and medium-sized exporting firms.**

Source: International Trade Administration 2022 Exporters by State.

**Key industries with the highest number of small and medium-sized exporters.**



Source: International Trade Administration 2022 Exporter Destinations.

**The value of US exports totaled \$262.3 B to Canada and \$233.2 B to Mexico in 2022.**



Source: US Census Bureau 2023 ABS.

**70,263**

US firms export to **Canada**.

**36,925**

US firms export to **Mexico**.

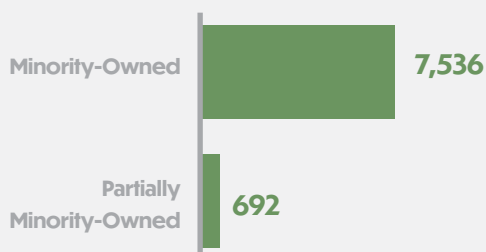
Source: US Census Bureau 2023 ABS.



**In 2022, 39.1 M paid employees worked at US firms exporting to Canada, and 28.2 M at firms exporting to Mexico.**

Source: US Census Bureau 2023 ABS.

**Minority-Owned US Exporting Firms to Canada**



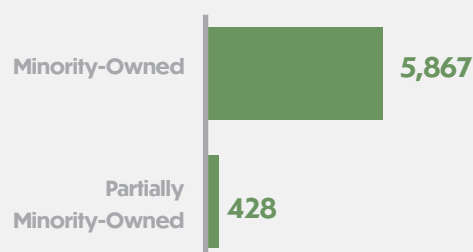
Source: US Census Bureau 2023 ABS.

**Men own nearly six times more US exporting firms to Mexico and Canada than women.**

**6X**

Source: US Census Bureau 2023 ABS.

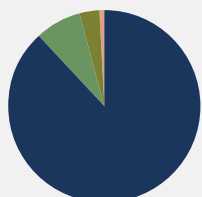
**Minority-Owned US Exporting Firms to Mexico**



Source: US Census Bureau 2023 ABS.

## US Exporting Firms by Race and Destination

**Canada**



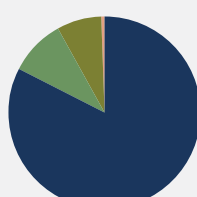
**55,623 White-Owned Firms**

**4,903 Asian-Owned Firms**

**2,071 Hispanic-Owned Firms**

**460 Black-Owned Firms**

**Mexico**



**27,991 White-Owned Firms**

**3,140 Asian-Owned Firms**

**2,551 Hispanic-Owned Firms**

**154 Black-Owned Firms**

Source: US Census Bureau 2023 ABS.

**Sources:** US Census Bureau. "2023 ABS - U.S. Exporting Firms by Demographics (Employer Businesses)." US Census Bureau, 23 Jan. 2025, [www.census.gov/data/tables/2023/econ/abs/2022-abs-exporting-firms.html](https://www.census.gov/data/tables/2023/econ/abs/2022-abs-exporting-firms.html); International Trade Administration. "2022 ITA U.S. Exporter Database." International Trade Administration, [www.trade.gov/report/2022-ita-us-exporter-database](https://www.trade.gov/report/2022-ita-us-exporter-database). Accessed 15 Apr. 2025. Accessed 3 Mar. 2023.