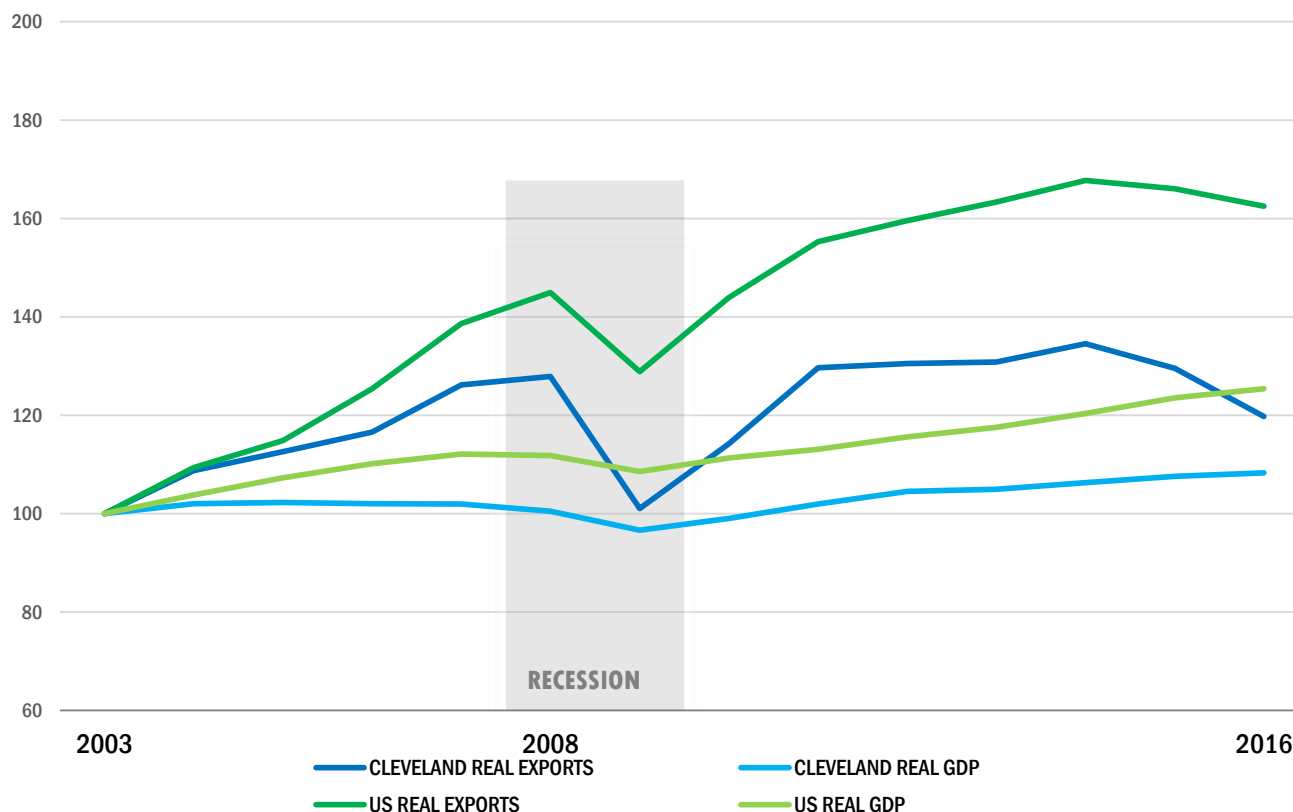


Cleveland, OH

EXPORT SCAN

| | REAL EXPORTS (BN) | EXPORT SHARE OF GDP (PCT) | DIRECT EXPORT-SUPPORTED JOBS | TOTAL EXPORT-SUPPORTED JOBS |
|------|-------------------|---------------------------|------------------------------|-----------------------------|
| 2016 | 12.1 RANK: 27 | 9.9% RANK: 41 | 33,030 RANK: 31 | 70,660 RANK: 29 |
| 2003 | 10.1 RANK: 19 | 8.6% RANK: 34 | 33,120 RANK: 22 | 69,470 RANK: 21 |

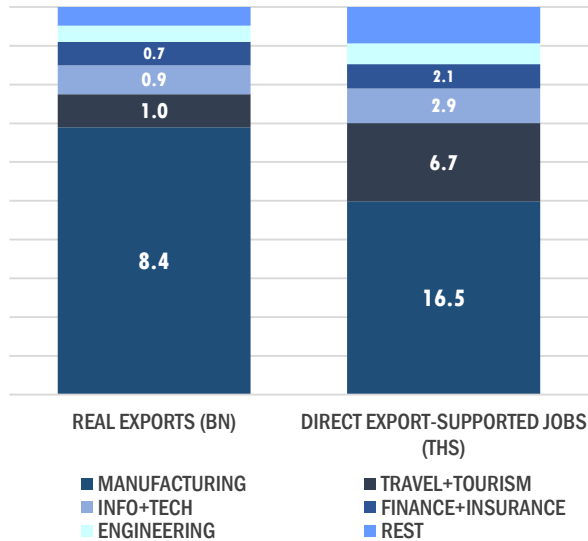


ANNUALIZED GROWTH RATES 2008-2016

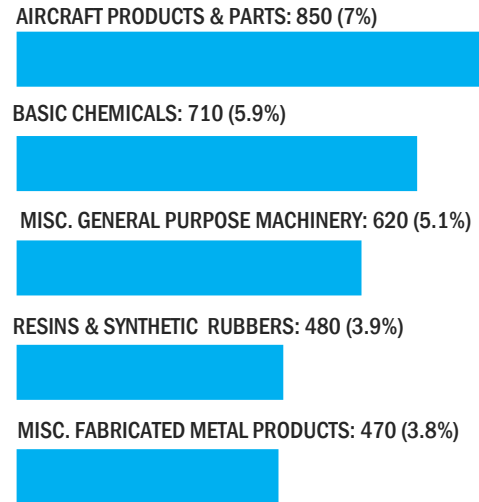
REAL EXPORTS
-0.8%
RANK: 89

REAL GDP
0.9%
RANK: 76

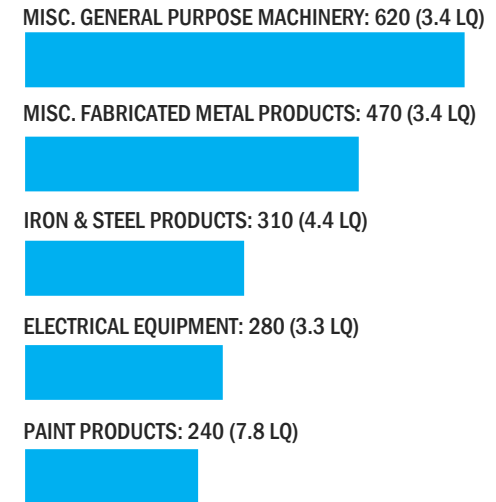
TOP INDUSTRY SECTORS BY REAL EXPORTS (BN) 2016



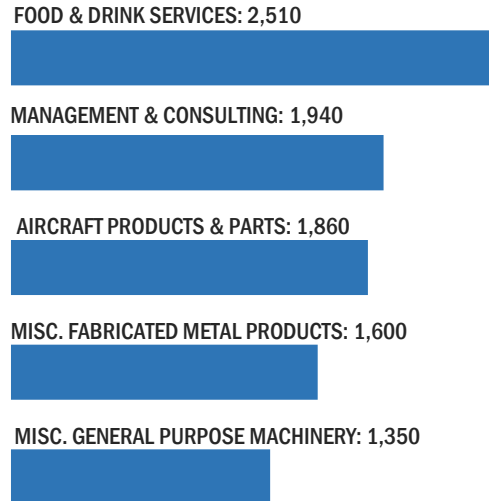
TOP FIVE INDUSTRIES BY REAL EXPORTS (MIL) 2016



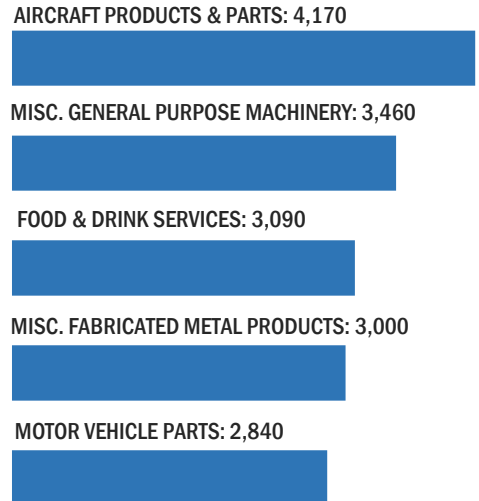
TOP FIVE SPECIALIZED INDUSTRIES BY REAL EXPORTS (MIL) 2016



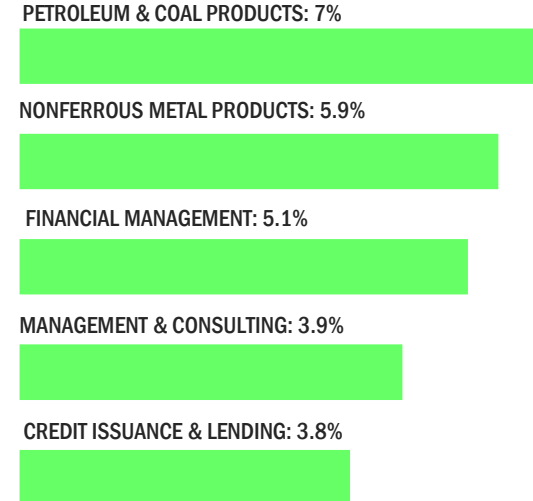
TOP FIVE INDUSTRIES BY DIRECT EXPORT-SUPPORTED JOBS 2016



TOP FIVE INDUSTRIES BY TOTAL EXPORT-SUPPORTED JOBS 2016



TOP FIVE INDUSTRIES BY SHARE OF 2003-2016 EXPORT GROWTH



● Exports in this database are domestic U.S. exports without waste, scrap, re-exports, used merchandise, goods returned to Canada, military transfers, government services, and expenditures of foreign embassies and international organizations in the U.S. Exports include goods and services and are estimated by production location; therefore, they do not match the U.S. Census Bureau's estimates of state and metropolitan exports, which reflect origin-of-movement. Real Exports are inflation-adjusted by industry, in millions of 2016 dollars. LQ is short for location quotient, which represents the local export specialization in an industry relative to the national average.

● Direct export jobs are jobs supported by exports in that particular industry. Total export-supported jobs include direct export jobs as well as jobs supported by exports in the exporting industries supply chain. The value is based on the national multiplier for that industry and does not reflect an exact count of workers involved in the physical production of exports, but rather the number of jobs that a given amount of export sales can support.