

Exhibit 6c
Percent Difference Between 2011 and 2012 Export
Results for Small and Medium Sized Companies

Value in millions of dollars. Details may not equal totals due to rounding.

(-) Represents zero or less than one-half unit of measurement shown. D - Represents suppressed to avoid disclosure.

State of the Origin of Movement	% Difference 2011-2012				
	Total Value	Identified Exporters		Small and Medium Exporters (3)	
		Known Value (1)	Number of Identified Exporters	Known Value (1)	Number of Identified Exporters
United States	4.4	4.1	0.4	1.3	0.4
Alabama	9.6	9.9	3.0	4.9	2.7
Alaska	-14.7	-14.9	-10.5	-11.4	-11.0
Arizona	3.4	2.1	-2.2	1.8	-2.8
Arkansas	35.9	39.4	-2.3	11.5	-2.0
California	1.7	1.8	-0.4	2.6	-0.5
Colorado	11.4	9.7	-2.2	-4.5	-2.3
Connecticut	-1.5	3.5	-2.5	-9.0	-2.8
Delaware	-7.2	-9.4	3.4	-7.1	4.0
Florida	2.0	2.3	2.6	3.2	2.5
Georgia	3.7	3.2	1.0	7.3	0.8
Hawaii	-17.2	-37.3	0.7	-39.1	-0.9
Idaho	3.6	3.8	-4.1	-5.9	-4.9
Illinois	5.1	4.9	0.5	-5.9	0.1
Indiana	6.7	9.4	1.2	7.0	0.5
Iowa	10.0	8.1	3.4	-2.4	2.4
Kansas	0.8	-1.5	-2.5	-2.3	-2.8
Kentucky	10.2	9.0	-4.3	58.7	-5.7
Louisiana	14.4	14.3	-10.0	11.2	-9.3
Maine	-10.9	-14.7	-2.4	-0.1	-2.7
Maryland	8.2	11.4	-1.6	-8.0	-2.2
Massachusetts	-7.7	-8.4	-3.1	-12.1	-3.5
Michigan	11.7	12.0	1.3	0.0	0.8
Minnesota	2.5	1.3	1.2	-0.5	0.9
Mississippi	7.8	9.1	-1.6	7.7	-2.6
Missouri	-1.6	-2.8	0.0	3.6	0.1
Montana	-0.7	-2.8	1.7	-6.8	0.8
Nebraska	-1.6	-1.9	0.6	6.4	1.2
Nevada	28.6	30.0	4.1	-0.1	3.7
New Hampshire	-18.8	-20.0	-7.5	-10.9	-8.9
New Jersey	-2.2	-1.8	-0.3	-7.7	-0.4
New Mexico	41.9	43.7	-2.4	-4.1	-3.0
New York	-4.2	-7.2	-0.9	-6.2	-1.2
North Carolina	6.8	6.7	-1.9	1.7	-2.5
North Dakota	27.0	21.3	-3.7	24.2	-4.8
Ohio	4.8	3.8	-1.8	4.8	-2.1
Oklahoma	5.7	5.2	1.9	-0.6	1.3
Oregon	0.4	0.5	-0.3	-1.8	-1.3
Pennsylvania	-5.5	-6.1	-1.9	-9.4	-2.2
Rhode Island	3.8	-0.7	-5.6	-4.4	-5.3
South Carolina	1.7	1.6	1.7	8.9	2.1
South Dakota	6.6	6.6	0.5	-4.5	-3.6
Tennessee	3.8	3.1	-0.6	-10.2	-0.9
Texas	5.5	5.5	1.1	5.7	0.8
Utah	1.2	-4.0	3.2	26.5	3.2
Vermont	-2.7	-2.8	-1.2	D	-1.9
Virginia	1.1	0.0	-1.2	-2.9	-1.7
Washington	16.8	17.6	-2.0	4.6	-2.3
West Virginia	25.5	28.7	3.9	99.1	6.2
Wisconsin	4.8	4.4	-0.8	-3.5	-1.5
Wyoming	16.6	20.2	7.7	15.9	4.6
District of Columbia	94.0	-46.0	-33.6	-36.6	-36.4
Puerto Rico	2.6	2.6	-7.2	-27.5	-8.7
Virgin Islands	-62.5	D	-6.3	-37.8	-23.4
Unallocated (3)	5.8	-	-	-	-

(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 2012.