



US-CHINA BUSINESS COUNCIL

US Exports to China

Goods and Services Exports to China and the Jobs They Support, by State and Congressional District



2015

ABOUT THE US-CHINA BUSINESS COUNCIL

Founded in 1973, the US-China Business Council (USCBC) is a private, nonpartisan, nonprofit association of more than 270 American companies that do business with China. Our membership includes some of the largest and most iconic American brands in addition to professional services firms and small and medium-sized enterprises. We are headquartered in Washington, DC, and maintain offices in Beijing and Shanghai.



THE US-CHINA BUSINESS COUNCIL

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Executive Summary

This report explores the latest comprehensive data available on exports of both US goods (2024) and services (2023) to China as well as the American jobs they support. This data does not reflect US and Chinese tariff increases enacted so far in 2025, which are expected to significantly reduce US exports if they remain in place.

China is a leading market for American goods and services.

China remained the United States' third-largest goods export market in 2024 and sixth-largest services export market in 2023. Trade with China in areas like agriculture, education, travel, aerospace, and more supports hundreds of thousands of American jobs.

Existing trade barriers and new tariff escalations threaten to upend years of largely uninterrupted growth in US exports to China.

Recent US tariff increases have prompted Chinese retaliatory tariffs, including a 125% baseline duty on all US goods and additional product-specific tariffs ranging from 10% to 15%. Businesses and communities in the Midwest and South are the most exposed to these product-specific retaliatory tariffs on US goods.

Goods exports to China contracted by 2.8% in 2024 despite global exports expanding slightly.

Stunted economic growth and consumer demand in China, shifting import patterns in China, and trade barriers, such as tariffs, continue to weigh on bilateral trade.

Export trends vary drastically across product categories.

While semiconductor and aerospace exports saw sizable expansions in 2024, these were not enough to make up for contractions in exports of oilseeds and grains and oil and gas.

When it comes to services, exports to China increased by 12.6% in 2023, continuing their recovery from COVID-19 losses.

Spending by Chinese travelers in the United States increased by 272.3%, though this is still less than half of the pre-pandemic level. The number of jobs supported by travel exports to China similarly rose to 58,020, an increase over 2022 but well below the nearly 130,000 jobs supported by Chinese travelers before the pandemic. Education spending by Chinese students and their families made strides toward recovery, almost reaching pre-pandemic levels. However, the number of Chinese students studying in the United States continues to decline.

\$140.7 billion

US goods exports to China, 2024

531,232

Jobs supported by US goods exports to China, 2024

\$46.3 billion

US services exports to China, 2023

331,235

Jobs supported by US services exports to China, 2023

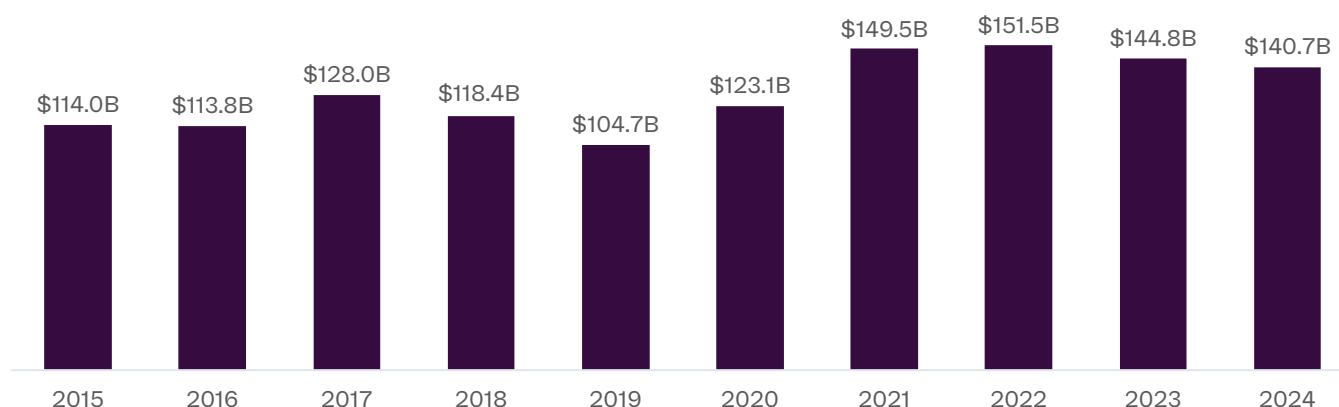
US Goods Exports to China

2024

China remains among the biggest and most important markets for US goods exports, behind only Mexico and Canada. Total goods exports to China contracted slightly in 2024, the second year in a row, after hitting a high in 2022. Despite the decline, these exports support an estimated 531,232 jobs across the United States.

Exports to China did not experience the most or least dramatic year-over-year change among the United States' top trade partners. Exports to Canada declined by more than \$17.8 billion, while exports to Mexico increased by \$11.2 billion.

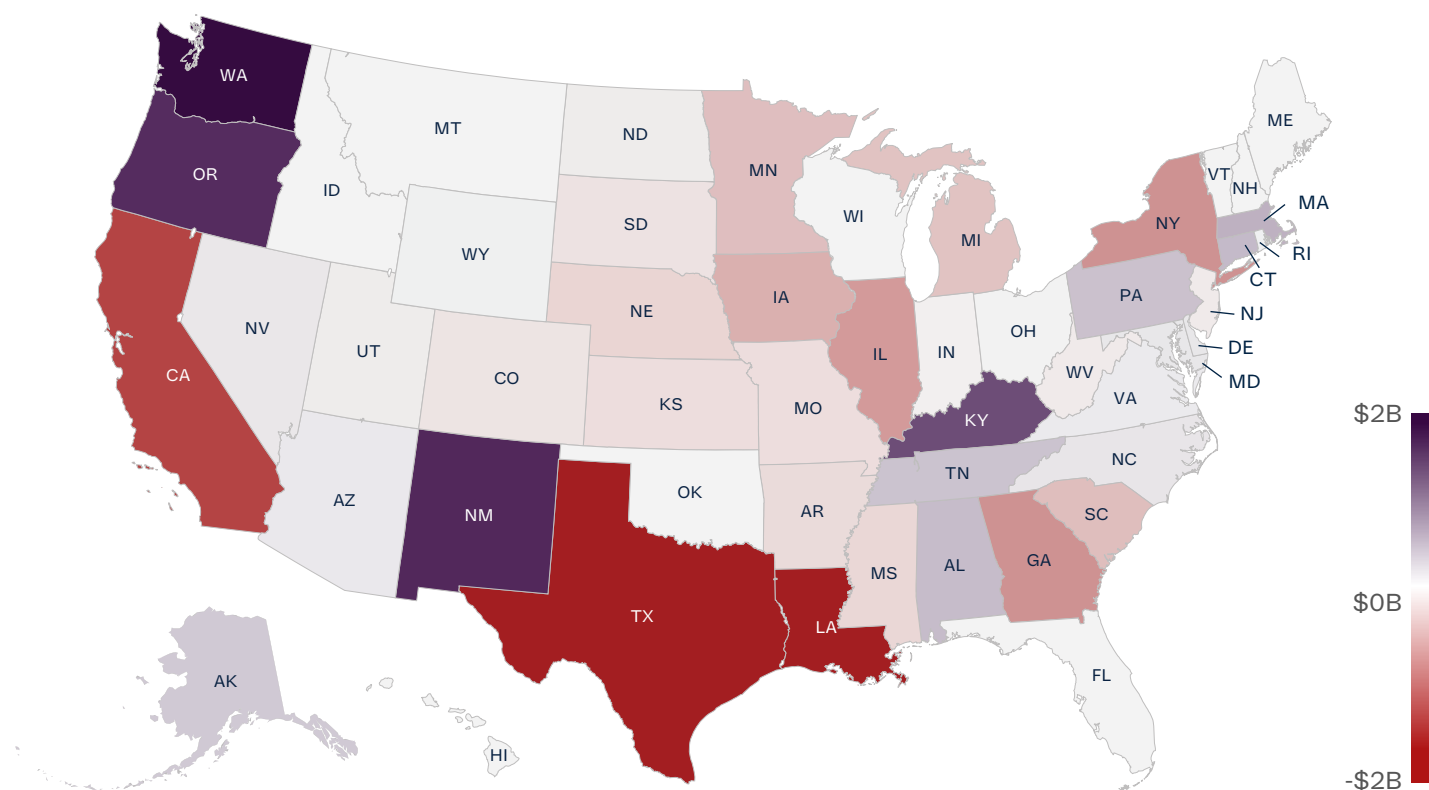
US goods exports to China



Top US goods export markets, 2024

Market	Exports	Growth (y/y)	Growth (10 year)
1. Mexico	\$322.7 billion	3.6%	41.3%
2. Canada	\$322.2 billion	-5.3%	18.1%
3. China	\$140.7 billion	-2.8%	23.4%
4. Netherlands	\$85.9 billion	10.1%	119.7%
5. Japan	\$77.1 billion	5.5%	26.7%
6. United Kingdom	\$73.4 billion	8.7%	45.8%
7. Germany	\$71.3 billion	-1.7%	49.7%
8. South Korea	\$64 billion	0.7%	50.2%
9. Brazil	\$48.3 billion	11.4%	56.1%
10. Singapore	\$43.7 billion	8.3%	59.8%

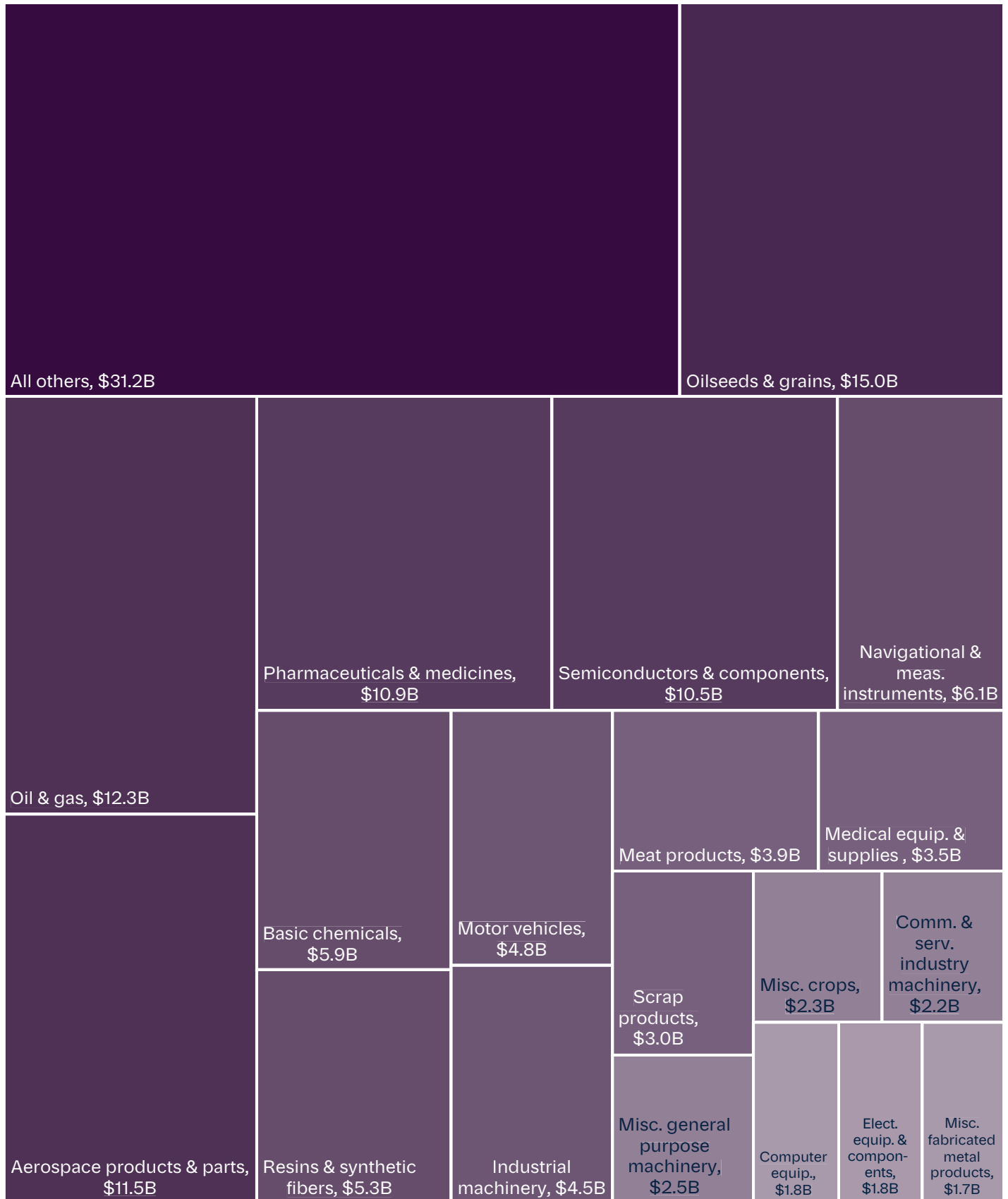
Change in goods exports to China, 2023–2024



Top goods exporters to China by state, 2024

State	Exports	Growth (y/y)	Growth (10 year)
1. Texas	\$21.5 billion	-16.2%	108.3%
2. California	\$14.8 billion	-9.5%	7.2%
3. Washington	\$6.6 billion	64.6%	-57.8%
4. Indiana	\$6.1 billion	-0.7%	178%
5. North Carolina	\$6.1 billion	2.2%	160%
6. Oregon	\$5.7 billion	41.6%	20.9%
7. Illinois	\$5.6 billion	-12.5%	-1.5%
8. Kentucky	\$4.7 billion	42.2%	108.9%
9. Alabama	\$4.2 billion	12.2%	41.4%
10. Louisiana	\$4.1 billion	-35.3%	107.8%

US goods exports to China by category, 2024

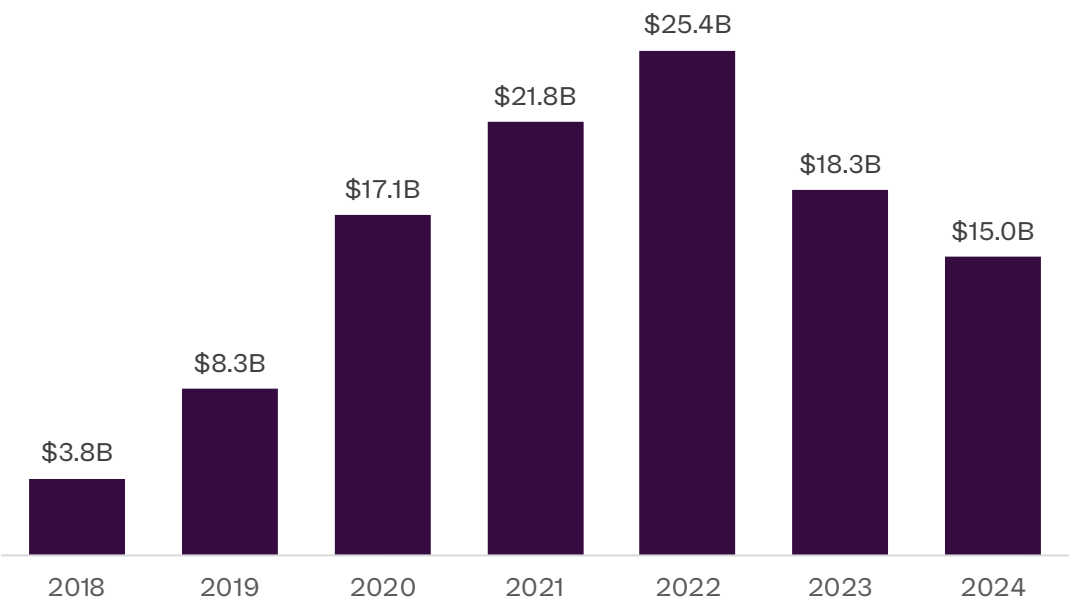


Oilseeds and grains exports to China continue to support Midwest economies despite contraction

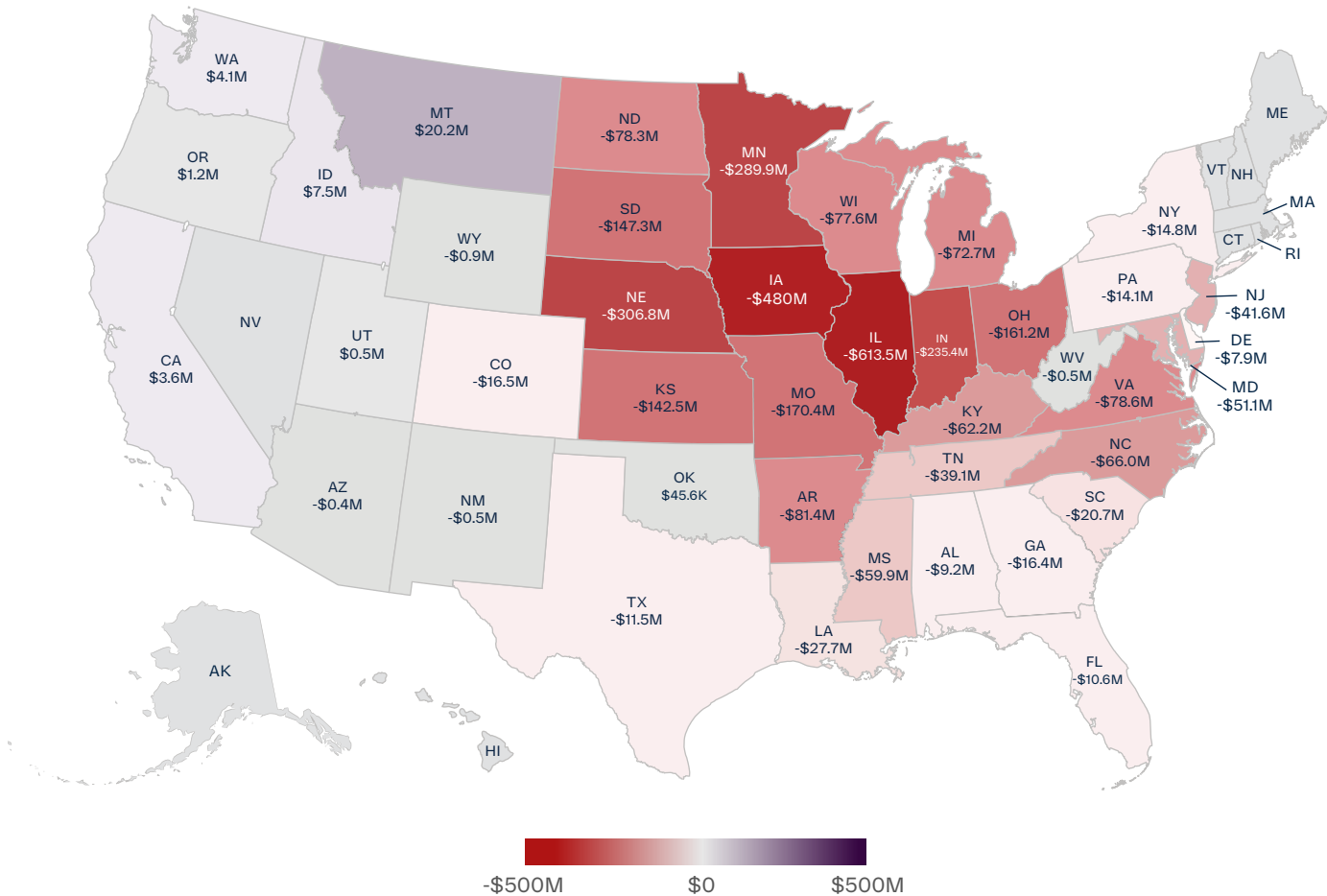
Oilseeds and grains remain the United States’ largest export to China despite falling by 18% in 2024 to \$15 billion. China accounts for 31% of the United States’ total oilseeds and grains exports to the world.

Agriculture, in particular oil seeds and grains, is one area in which the US trade deficit with China could be closed or offset. That said, China has made strides in diversifying its import sources for these crops in recent years by opting for Brazilian soy instead of American-grown beans, which has [contributed](#) to American producers’ lower market share in China. China experienced record corn and wheat harvests in 2024–2025 and has placed a major emphasis on domestic food security in recent years, which includes increasing its self-sufficiency in soybeans and other oilseeds and grains.

Oilseeds and grains exports to China



Change in oilseeds and grains exports to China, 2023–2024



*States without change values do not export oilseeds and grains to China.

The impacts of recent contractions were felt across states, with 34 of the 41 states that export these crops to China seeing a contraction. Illinois, Iowa, and Minnesota, the top exporters, each experienced a roughly 20% decline year over year.

These heartland exports and the nearly 98,000 American jobs they support are particularly vulnerable to Chinese retaliatory actions.

Soy, wheat, corn, and sorghum are among the products that China has put product-specific import tariffs on in retaliation for new fentanyl-related tariffs from the United States. These and other actions to limit or restrict imports of these products will further strain the US agriculture sector.

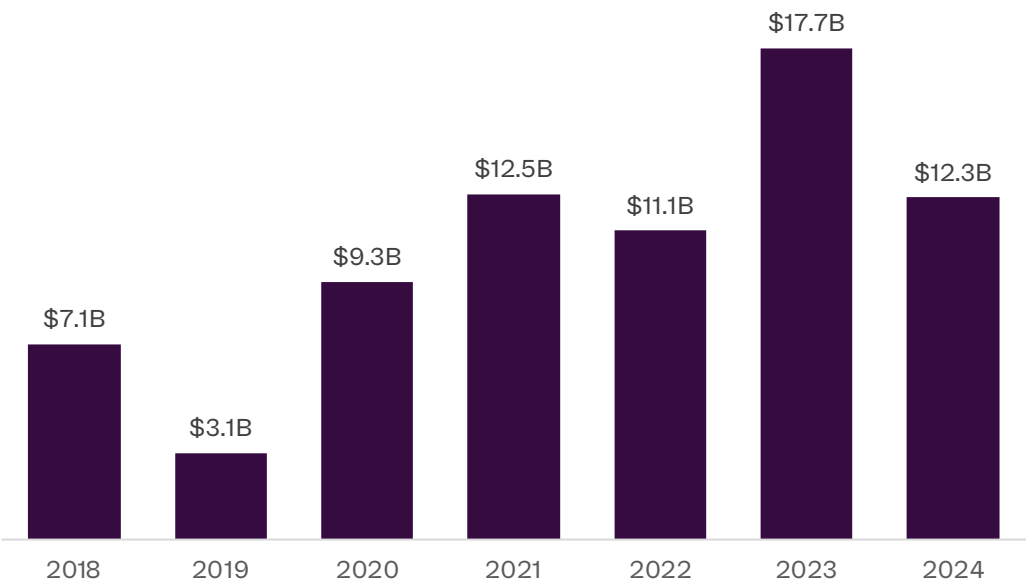
Oil and gas exports cool after a record-breaking year

US exports of oil and gas to China plummeted by \$5.4 billion, about 30% from 2023, which was a record year for China’s crude oil imports from the world. In 2024, China’s demand growth for oil slowed, and the country [expanded](#) its imports from Malaysia and Iraq.

While Alaska and Pennsylvania each exported more than \$130 million more in these products to China than the year prior, Texas and Louisiana saw their exports drop by a staggering \$3.3 billion (–28.2%) and \$2.2 billion (–41.6%), respectively. That said, oil and gas exports to China still support more than 22,000 jobs.

In February, China increased its tariffs on US crude oil and liquefied natural gas by 10% and 15%, respectively, in retaliation for fentanyl-related tariffs from the United States. These tariffs remain in place and are applied in addition to the across-the-board tariff of 125% on US goods announced in April.

Oil and gas exports to China



Semiconductor exports keep with global trends for the industry

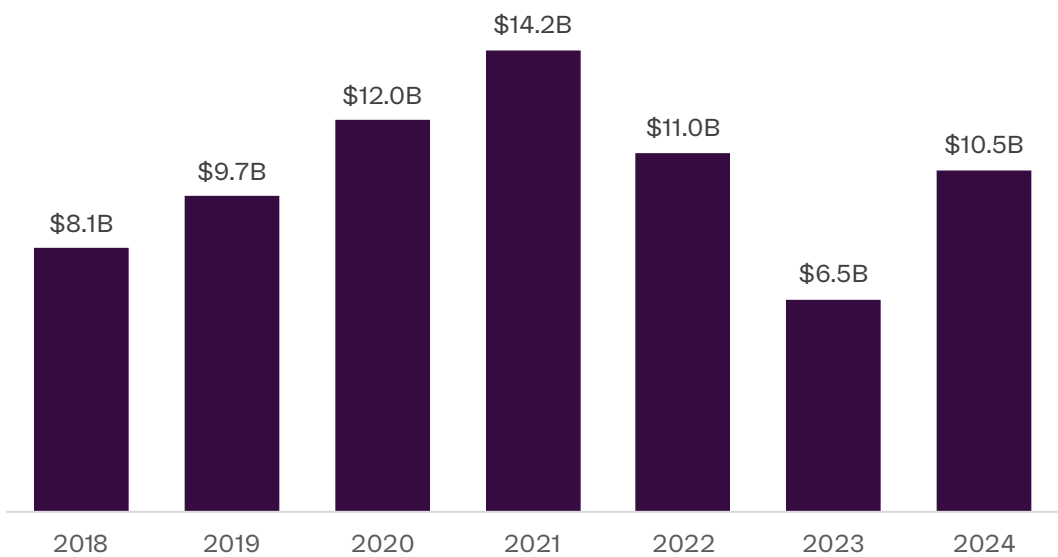
Semiconductor and component exports to China account for 15% of US semiconductor exports to the world and support more than 36,000 American jobs. Last year, exports to China bounced back from a recent low in 2023, mirroring global trends in the sector.

Exports from Oregon (\$4.5 billion), New Mexico (\$1.7 billion), Texas (\$1.6 billion), and California (\$1.2 billion) comprise about 85% of the \$10.5 billion in semiconductor exports to China.

Companies in Oregon and New Mexico accounted for the vast majority of the year-over-year increase, with Oregon exporting \$2.2 billion more in these products than the year before and New Mexico’s exports increasing by \$1.7 billion, a 942-fold increase over the year prior.

Whether and how to restrict various types of American semiconductor technology exports to China has been a central focus of the US government since October 2022. The Department of Commerce has since continued to tighten restrictions on advanced chips and the equipment used to manufacture them. The Chinese data available suggest that these controls did not have a macro effect on overall semiconductor and component exports to China in 2024, though the negative impact is acute for companies designing and manufacturing advanced chips. The data used in this report is not granular enough to differentiate between advanced and legacy chips.

Semiconductors and components exports to China



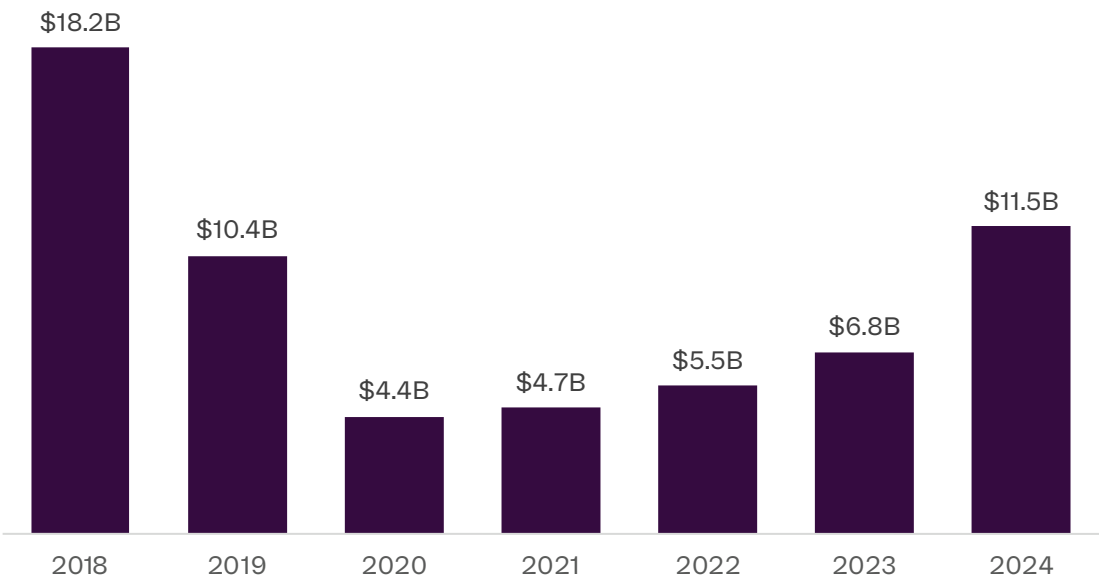
Aerospace products and parts make a comeback

“Exports of aerospace products and parts currently support more than 40,000 jobs across the United States.

These exports hit a five-year high in 2024 after a sharp contraction beginning in 2019. While China is expected to continue expanding its passenger and cargo fleets, recent Chinese restrictions on aerospace imports from the United States, in retaliation for US tariffs, threaten to set back trade in the sector. Exports of aerospace products and parts currently support more than 40,000 jobs across the United States.

The boom in 2024 was largely concentrated in Washington and Kentucky, which boosted their exports of these goods by \$2.7 billion and \$1.2 billion, respectively. Ohio and Connecticut each exported more than \$386 million more to China than the year before, and another 12 states boosted their exports by more than \$10 million.

Aerospace products and parts exports to China



Pharmaceuticals, medicine, and medical equipment exports to China cool slightly

The United States exported \$14.3 billion in pharmaceuticals, medicine, and medical equipment and supplies to China in 2024, a slight decrease from the year prior. Together, these goods account for about 10% of all US goods exports to China.

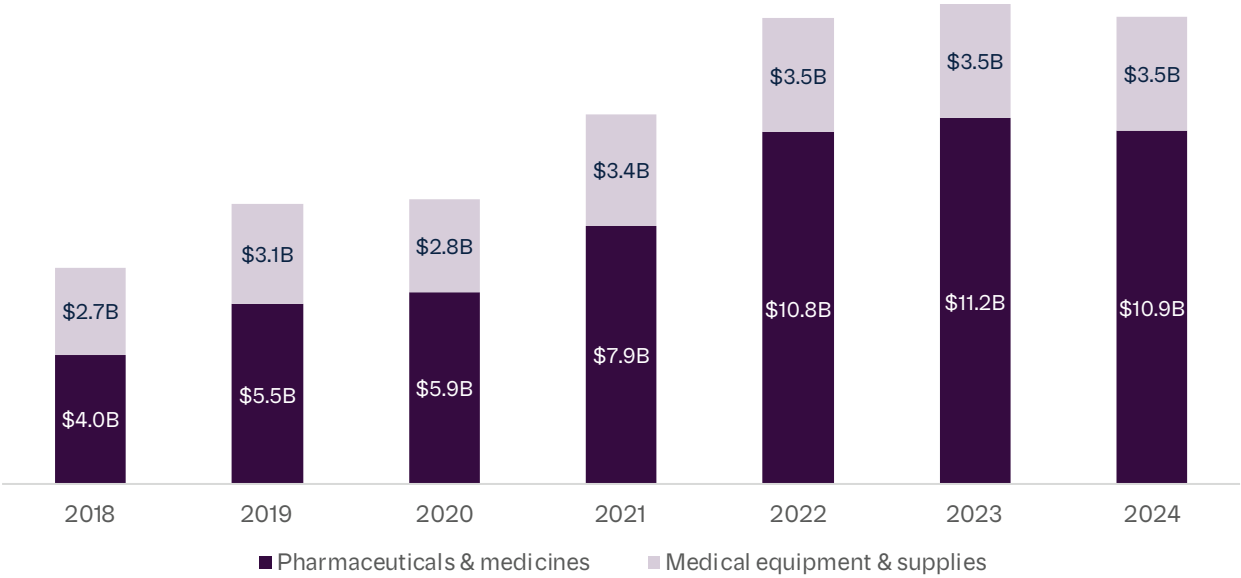
In pharmaceuticals and medicine, North Carolina and Indiana lead the pack, with each exporting more than \$3 billion to China last year, a modest increase for both states. Puerto Rico and Illinois, on the other hand, saw these exports contract by \$302.2 million and \$267.5 million, respectively. The split between regions whose exports expanded or contracted was roughly 50-50.

This mixed record may reflect a combination of

short- and long-term trends in China’s market. Over the last several years, China has sped up regulatory processes for new drug approvals, allowing US companies to bring new drugs to the country’s market more quickly. While some US companies are able to export a large amount of high-value, high-demand drugs that have no domestic equivalents in China, China’s national pharmaceutical procurement program poses barriers to other US companies in the sector.

Medical equipment exports contracted by just half a percentage point. Since 2018, these US exports have grown from \$2.7 billion to \$3.5 billion, a 31% increase. As with pharmaceuticals, the record for individual states has been mixed.

Exports of pharmaceuticals, medicine, and medical equipment to China



Benefits of poultry trade with China limited to a handful of states

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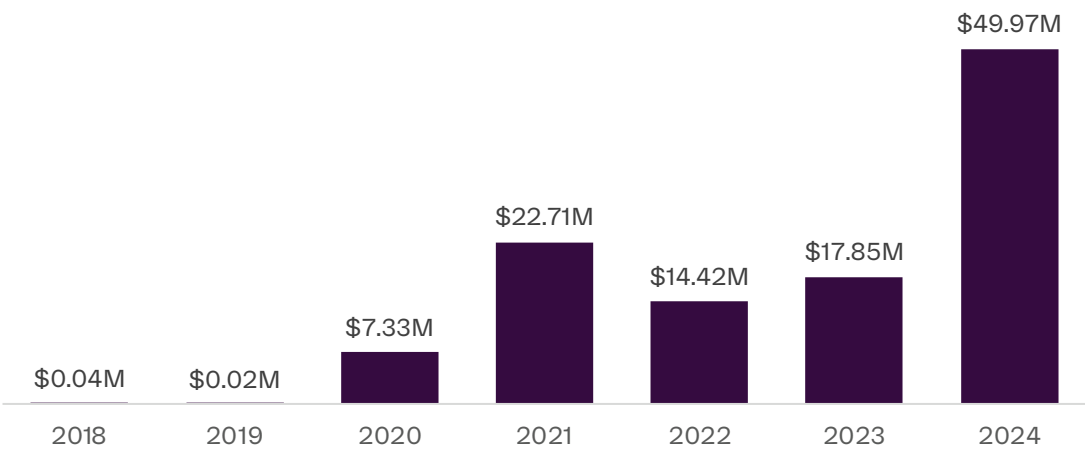
In part due to higher chicken prices, the United States exported nearly \$50 million in poultry products to China in 2024, more than double what it exported the year prior.

Due to American consumers’ general preference for white meat and Chinese consumers’ preference for dark meat and chicken paws, poultry is an area where US and Chinese consumer patterns lend themselves to mutually beneficial trade. Despite these complementary forces, the US-China poultry trade has long been a source of tension. During a tariff spat with the United States in 2009, China imposed 130% duties on US poultry. China lifted its blanket ban in 2019 in the run-up to the US-China “phase

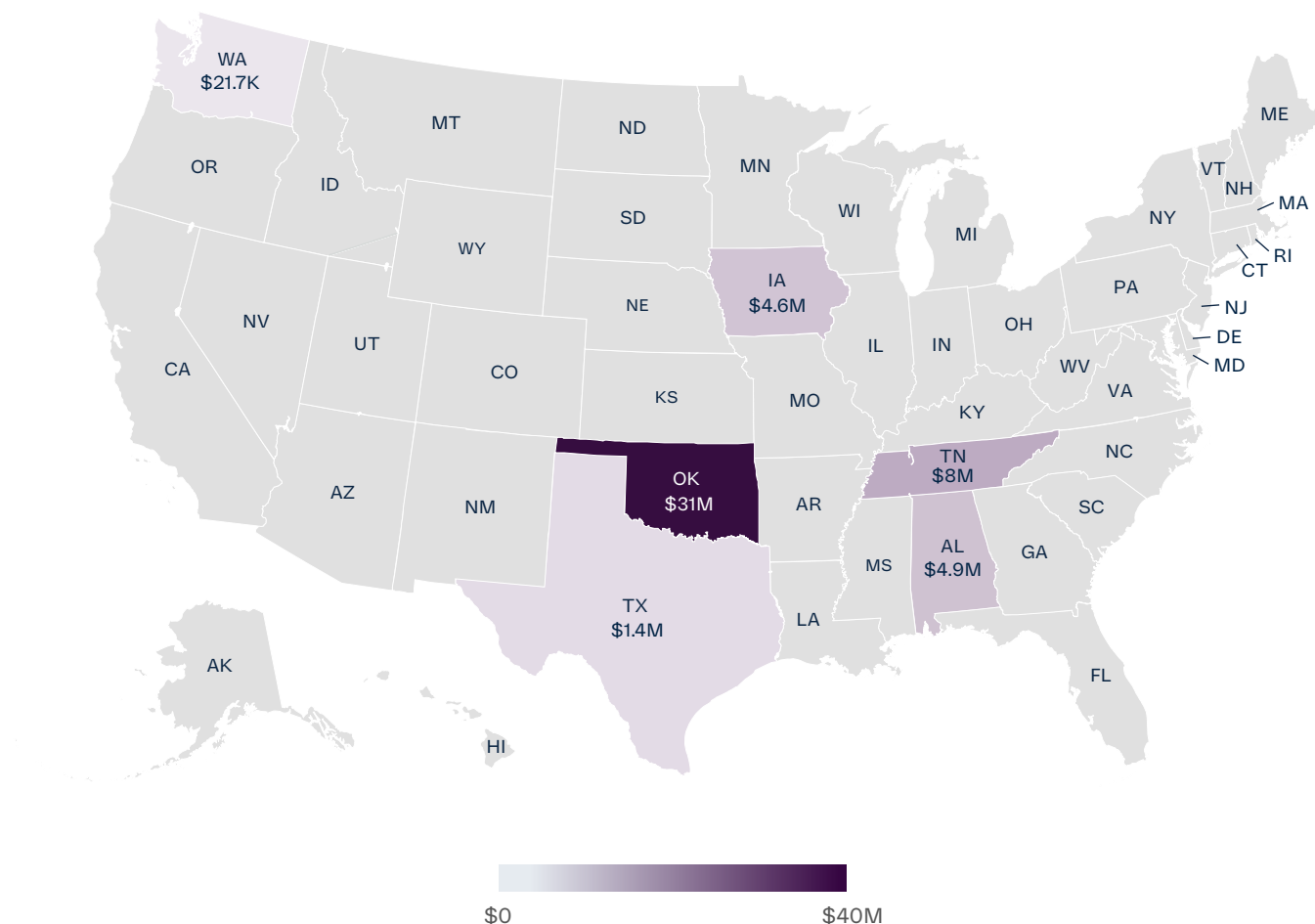
one” agreement, around the same time that the United States granted market access for fully cooked chicken from China.

In part due to higher chicken prices, the United States exported nearly \$50 million in poultry products to China in 2024, more than double what it exported the year prior. Those exports came from just six states—Oklahoma, Iowa, Tennessee, Texas, Alabama, and Washington.

Poultry and egg exports to China



Poultry exports to China by state, 2024



According to the US Foreign Agricultural Service (FAS), market access for US poultry is [constrained](#) by unfulfilled commitments from the phase one agreement. China has withheld approvals for new heat-treated poultry facilities and maintained indefinite avian flu-related restrictions on poultry imports from numerous states against the previously signed protocol, according to FAS. US poultry exports are further squeezed by Chinese retaliatory tariffs that were

enacted in response to recent US tariffs as well as pre-existing Section 301 duties. Flat consumption and increased domestic production in China are also impacting these exports.

US poultry exports are now further impacted by a 15% retaliatory tariff on poultry as well as bans on imports from certain suppliers, moves China took in response to US tariff increases in 2025.

TARIFF SNAPSHOT

Exposure to Chinese product-specific retaliatory tariffs by state

As of April 2025, all US exports are subject to tariffs imposed by China in response to US tariff increases. These retaliatory tariffs have included a 125% duty on all US goods, matching the United States' reciprocal tariff on all Chinese imports, which has climbed to 125%. Other US tariffs on China enacted prior to the reciprocal tariff push have brought that baseline tariff even higher in practice, to 145%.

Product-specific retaliatory tariffs, levied by China in February and March in response to

US tariffs, remain in effect and impact \$35.1 billion worth of exports of American coal, liquefied natural gas, crude oil, agricultural products and machinery, soy, chicken, and wheat, among other products.

These product-specific duties will have wide-ranging but uneven impacts on states. States in the South and Midwest are the most exposed.

States most impacted by Chinese retaliatory tariffs

State	Exports subject to retaliation beyond 125% tariff	Share of China exports subject to retaliation beyond 125% tariff
1. Texas	\$5 billion	23.1%
2. Louisiana	\$3.3 billion	80.3%
3. Alabama	\$3.1 billion	74.1%
4. Illinois	\$2.5 billion	45%
5. California	\$2.4 billion	16.1%
6. Iowa	\$2 billion	77.3%
7. Minnesota	\$1.3 billion	39.6%
8. Nebraska	\$1.2 billion	82.1%
9. South Carolina	\$1.1 billion	30.7%
10. Indiana	\$1 billion	17.1%

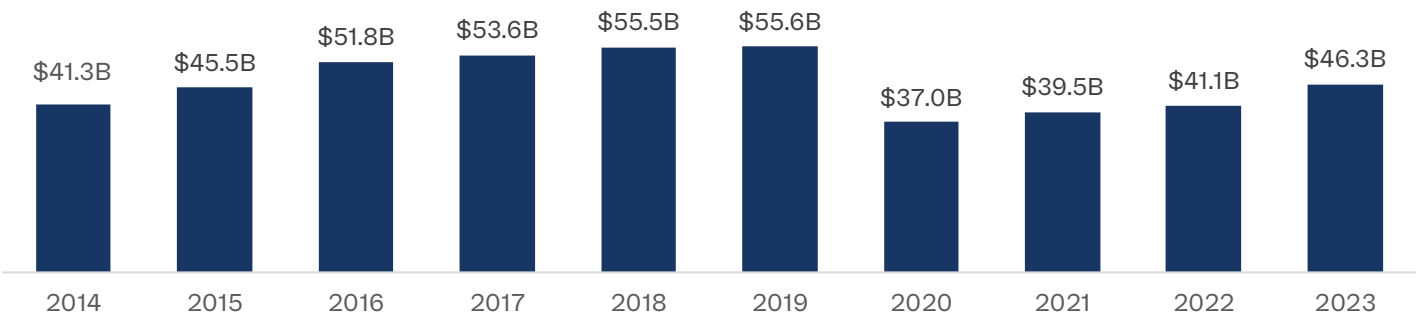
US Services Exports to China

2023

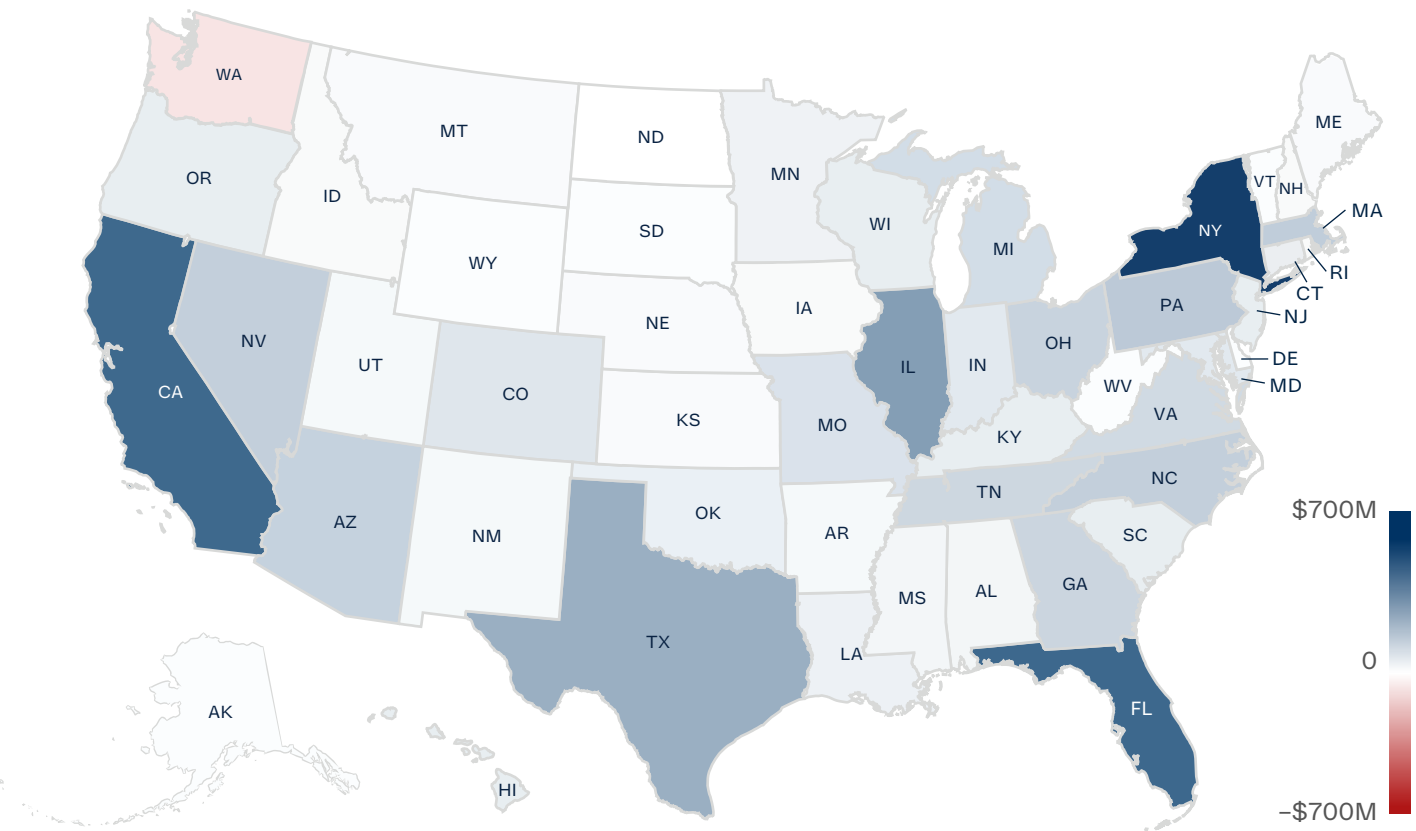
Comprehensive data on services exports lag a year behind those of goods, making 2023 the latest year available. The United States exported \$46.3 billion in services to China in 2023, supporting 331,235 jobs. While this marked a 12.6% increase from the year prior, services

exports did not reach their pre-pandemic high. Travel exports to China more than doubled over the previous year but remained less than half of the 2019 level. Education exports, on the other hand, reached a near complete recovery from pandemic-related losses.

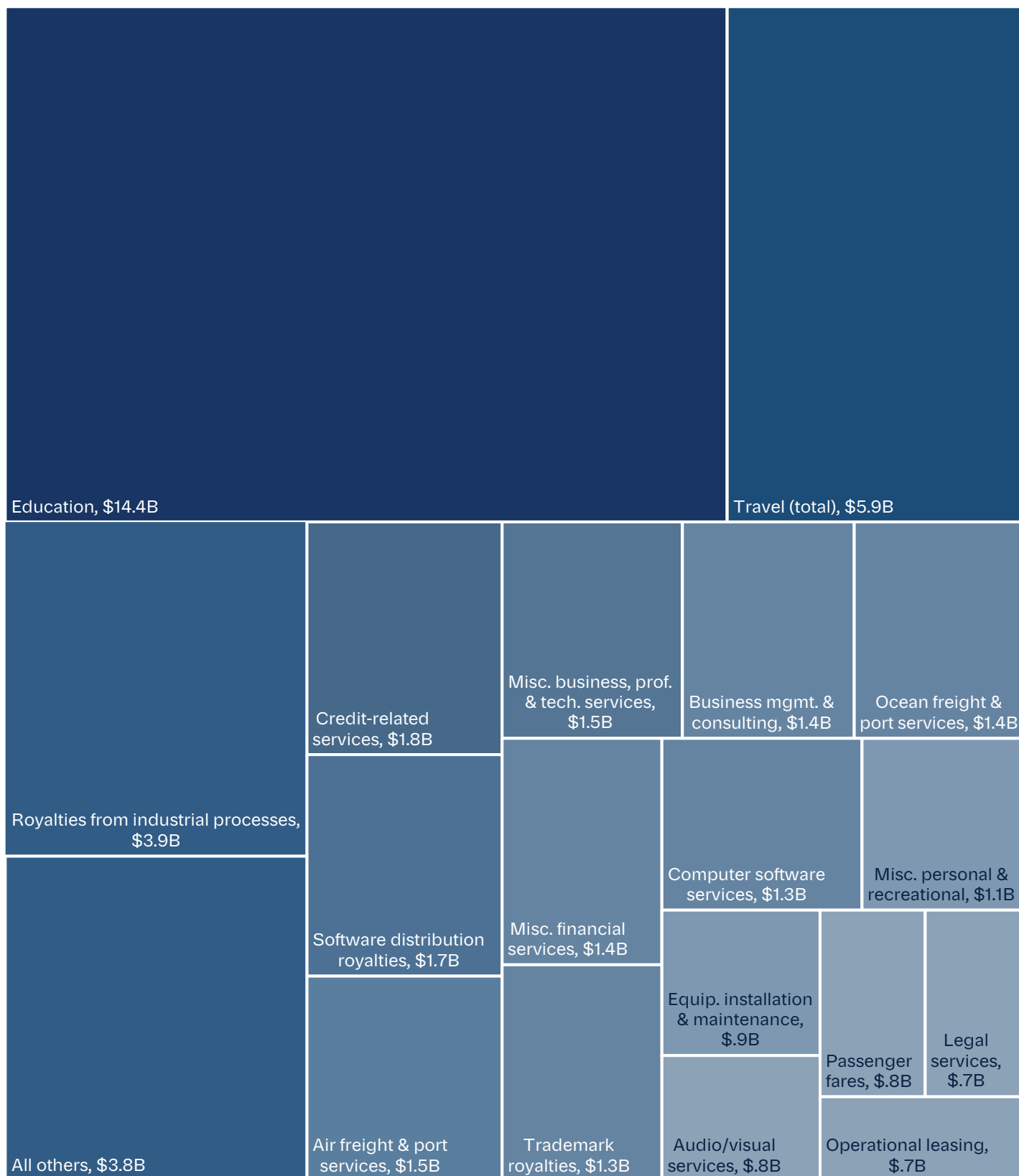
US services exports to China



Change in services exports to China, 2022–2023



US services exports to China by category, 2023



In 2023, China remained the United States' sixth-largest export market for services. Growth in services exports to China was comparable to other top services export destinations. Exports to trade partners like Canada, Mexico, and Japan also experienced between 12% and 15% growth

from 2022 to 2023. Notable exceptions include services exports to Switzerland, which declined 14%, and India, which increased 28.4%. However, when it comes to the 10-year growth rate, most top services export markets outperformed China.

Top US services export markets, 2023

Market	Exports	Growth (y/y)	Growth (10 year)
1. United Kingdom	\$90.5 billion	10.6%	36.9%
2. Canada	\$85.5 billion	12.2%	30.2%
3. Ireland	\$84.3 billion	-0.8%	105.9%
4. Switzerland	\$49.6 billion	-14%	63.7%
5. United Kingdom Islands, Caribbean	\$49.2 billion	-6.9%	12.0%
6. China	\$46.3 billion	12.6%	12.1%
7. Mexico	\$43.5 billion	14.7%	49.5%
8. Japan	\$42.6 billion	14.4%	-6.6%
9. Germany	\$41.6 billion	5.3%	42.9%
10. Singapore	\$37.2 billion	8.1%	212.2%

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In 2023, China remained the United States’ sixth-largest export market for services.

Top services exporters to China by state, 2023

State	Exports	Growth (y/y)	Growth (10 year)
1. California	\$8.8 billion	6.3%	16.2%
2. New York	\$5.2 billion	14.7%	16.1%
3. Texas	\$3.1 billion	9.5%	–1.3%
4. Illinois	\$2.7 billion	14%	23.8%
5. Massachusetts	\$2.3 billion	7.9%	32.5%
6. Florida	\$2.2 billion	31.4%	0.5%
7. Pennsylvania	\$1.5 billion	13.7%	17.7%
8. Washington	\$1.4 billion	–5.5%	17.6%
9. Ohio	\$1.3 billion	12.5%	33.5%
10. Georgia	\$1.3 billion	12%	9.9%

Travel still recovering from pandemic losses

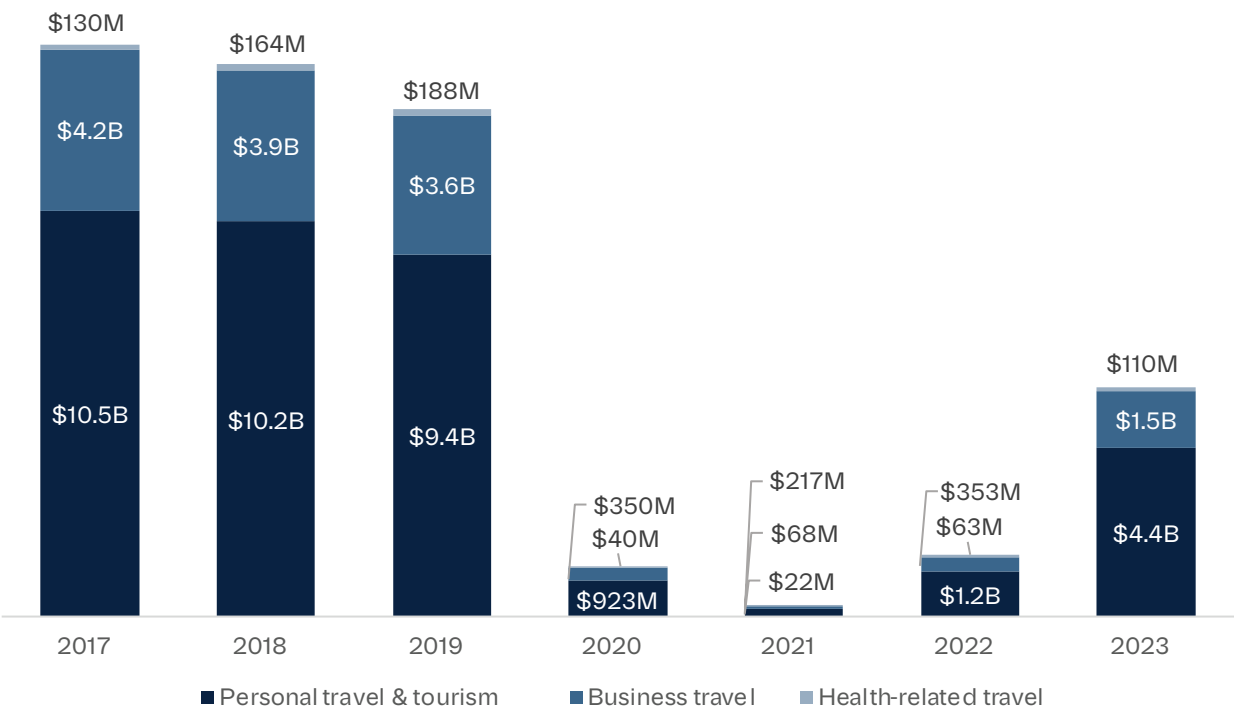
US travel exports to China (i.e., the money spent by Chinese citizens in the United States) picked up in 2023, but this spending by Chinese visitors has yet to fully rebound. In late 2022, the Chinese government lifted its zero-COVID policy, relaxing restrictions on travel into and out of the country. This policy change can be seen in the more than double increase in travel exports to China from 2022 to 2023.

Popular tourist destinations like California, Florida, and New York, which benefit the most

from travel exports to China, all saw large increases that year driven by personal travel and tourism.

Compared to 2019, personal, business, and health travel exports to China in 2023 were 53%, 60%, and 41% lower, respectively. Similarly, while travel exports to China supported 58,020 jobs, an increase over 2022, this remained far below the nearly 130,000 jobs supported by Chinese travelers before the pandemic.

Travel services exports to China

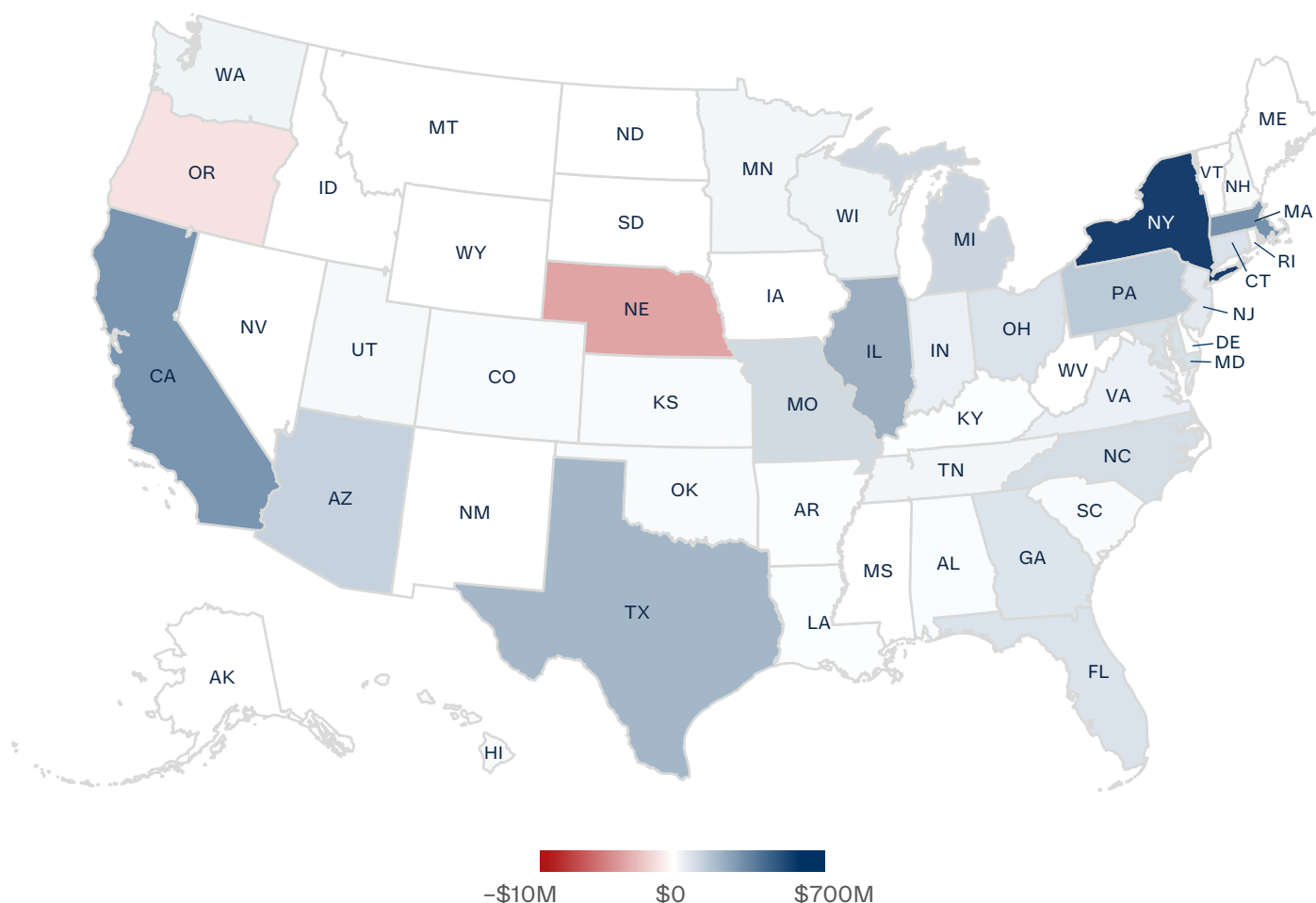


Education remains the top services export to China

US education exports to China (i.e., the money that Chinese students studying in the United States spend on tuition, housing, books, and related fees) accounted for 29% of total US education exports to the world in 2023. These exports remained the largest services category in 2023, increasing by 14% to \$14.4 billion, a value that comes close to pre-COVID levels, and

supporting 143,133 American jobs. California and New York saw the highest benefits from hosting Chinese students, with each seeing more than \$2 billion in education exports to China. Massachusetts benefited from \$1.3 billion in spending from Chinese students, while Texas, Illinois, and Pennsylvania saw more than \$700 million.

Change in education exports to China, 2022–2023



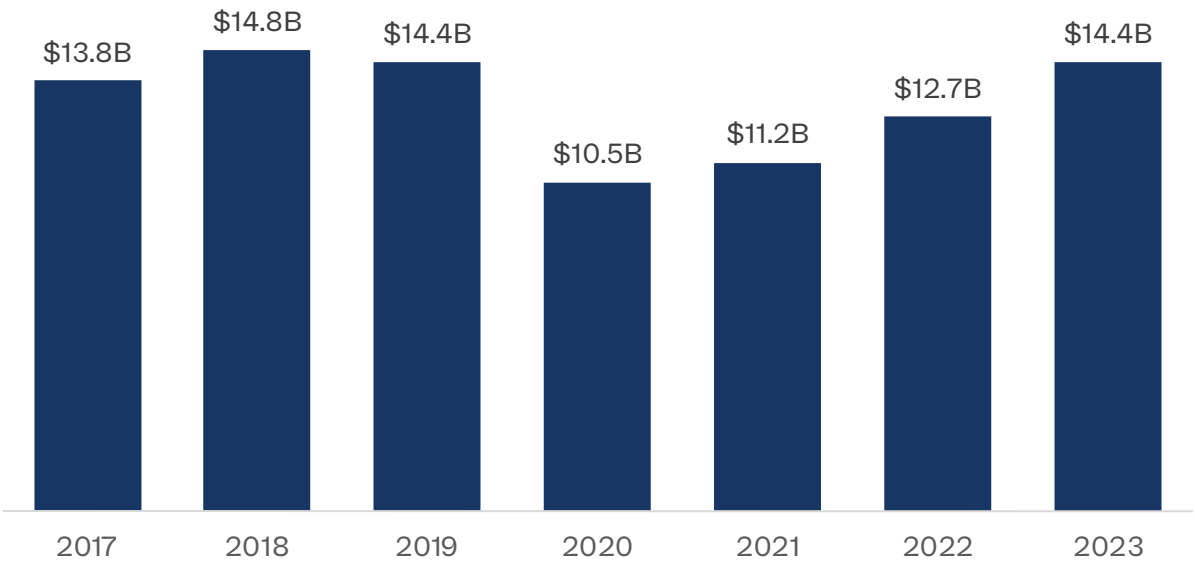
Despite the increase in education exports to China in 2023, the number of Chinese students studying in the United States declined by 4% that year. Mirroring this decline, for the first time since 2008, China was not the leading source of international students studying in the United States, [ranking second](#) to India as the top-sending country for the 2023–2024 academic year. While the United States remains the top study destination for Chinese students, the number of them enrolled at US universities has continued to decline since the pandemic, with enrollment 25.5% lower in the 2023–2024 academic year compared with the 2019–2020 academic year. The increase in education exports to China amid a decrease in the number of Chinese students could be a combination of

rising education costs and/or more spending by individual students.

The downward trend in the number of Chinese students in the United States likely [stems from](#) factors like immigration difficulties, safety concerns, and growing geopolitical tensions between the United States and China.

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The number of Chinese students studying in the United States declined by 4% in 2023.

Education services exports to China



JOBS IMPACT SNAPSHOT

Industries whose exports to China contribute the most to employment

China ranks third among all countries in American jobs supported by US exports, behind only Canada and Mexico. The number of American jobs supported by US exports to China remains higher than the next two largest Asian markets—Japan and South Korea—combined.

Education exports support the most American jobs of any individual US export to China by a wide margin. However, combined agriculture exports are not far behind, supporting a total of 118,670 jobs across the country. When adding livestock, poultry, and meat and dairy products, that number climbs to 143,464 jobs.

Top export categories supporting US jobs

Sector	Jobs
1. Education*	143,133
2. Oilseeds & grains	97,504
3. Travel*	58,020
4. Aerospace products & parts	40,397
5. Semiconductors & components	36,038
6. Pharmaceuticals & medicine	24,156
7. Oil & gas	22,286
8. Meat products	21,564
9. Industrial machinery	20,433
10. Navigational & meas. instruments	19,993
11. Misc. business, prof., & tech services*	17,551
12. Motor vehicles	16,549
13. Medical equipment & supplies	15,760
14. Misc. crops	14,843
15. Misc. personal & recreational*	14,369

*Estimate based on 2023 exports, the most recent year of data available. All other estimates are based on 2024 exports.

Methodology

This year's edition of the US-China Business Council's export report draws on data obtained from Trade Partnership Worldwide, an economic research firm. The report provides a breakdown of each US state's and congressional district's goods and services exports to China. Goods export figures are primarily based on data from the US Census Bureau, the US Department of Agriculture, and Moody's Analytics. Goods export figures are classified according to the US government's North American Industry Classification System. Services export figures are primarily based on data from the US Bureau of Economic Analysis (BEA) and Moody's Analytics. Services export figures are classified according to BEA categories. Job figures include both direct jobs (employment in the exporting sector) and indirect jobs (upstream employment in other sectors supported by exports of a given sector). Jobs estimates are based on export estimates and employment-requirement tables from the US Bureau of Labor Statistics.

This year's edition of the export report uses the same sector categories for goods and services as last year's. Goods exports cover 2015–2024, and services exports cover 2014–2023, the most recent year for which detailed BEA data are available. Because historical data from each of these sources are revised annually, this edition of the report replaces all prior editions. All congressional district data reflect new districts for the 119th Congress. Districts for which the US Postal Service has not released new zip codes due to congressional redistricting are omitted and will be added in the future pending their availability. This report uses a methodology that credits agricultural exports to districts in which crops are grown as opposed to districts with large ports where bulk commodities are aggregated prior to export. A detailed explanation of the methodology informing our estimates of goods exports, services exports, and jobs is available on Trade Partnership Worldwide's [website](#).



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US-China Business Council

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