



# America's Export Experts

U.S. Department of Commerce | International Trade Administration | U.S. Commercial Service

SE Conference Mid-Session Summit:  
Manufacturing in SE and Exporting

February 11, 2026

[trade.gov](https://trade.gov)



# Our Mission: Grow U.S. exports to increase U.S. jobs.

## How we are different



### Worldwide Recognition

As the U.S. government, we can open doors that no one else can in markets around the world.



### Global Network

Our unmatched global network with trade experts in more than 76 markets can provide you with on-the-ground knowledge and connections.



### Results Driven

Our expert, in-person counseling is unparalleled and designed to help you succeed in global markets.

# International Trade Administration & the Global Teams





# Our Global Presence

The U.S. Commercial Service, creates jobs in the United States and strengthens U.S. economic and national security by promoting U.S. exports, and ensuring market access and a level playing field in international trade for U.S. companies .

Strategically located in **106 U.S. and 127 foreign locations** in 80 countries, our global network of trade and investment professionals are well-positioned to help U.S. companies succeed internationally and ensure that U.S. businesses and commercial interests have a robust advocate and first line of defense against unfair foreign trade practices and market access barriers .

## U.S. Commercial Service Offices Worldwide



# List of Global Teams

## Industry Teams

- Advanced Manufacturing
- Aerospace & Defense
- Agribusiness
- Automotive & Smart Mobility
- Design & Construction
- Education
- Energy
- Environmental Technologies
- Finance
- Franchising
- Healthcare
- ICT
- Marine Technology
- Media & Entertainment
- Safety & Security
- Textile, Apparel & Sports Industry
- Travel & Tourism

## Regional Teams

- Africa & Middle East
- Asia
- China
- Europe
- Trade Americas

## Affinity Group

- Arctic



## Let our global network work for you.

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# The world is open for your business.

Our global network of experienced trade professionals is located throughout the United States and in U.S. Embassies and Consulates worldwide. Whether you're looking to make your first export sale or expand to additional markets, we offer the expertise you need to connect with opportunities and increase your bottom line.

## Our Services



### EXPORT COUNSELING

- Learn about the export process and develop effective market entry and sales strategies.
- Find out about export documentation requirements and import regulations of foreign markets.
- Learn about U.S. government export controls, compliance and trade financing options.



### MARKET INTELLIGENCE

- Analyze market potential and foreign competitors.
- Obtain useful information on best prospects, financing, laws, and cultural issues.
- Conduct background checks on potential buyers and distributors.



### BUSINESS MATCHMAKING

- Connect with pre-screened potential partners.
- Promote your product or service to prospective buyers at trade events worldwide.
- Meet with international industry and government decision makers in your target markets.



### COMMERCIAL DIPLOMACY

- Address trade obstacles to successfully enter international markets.
- Benefit from coordinated U.S. government engagement with foreign governments to protect U.S. business interests.



# Alaska Impact

Investing in exports means more jobs in Alaska



**28,448 Jobs**

Supported by exports from Alaska companies (2022).



**15,200 Jobs**

Supported by Foreign Owned Firms (2022).



**304 Companies**

In Alaska sell to customer's all over the world (2022).



**75 Percent**

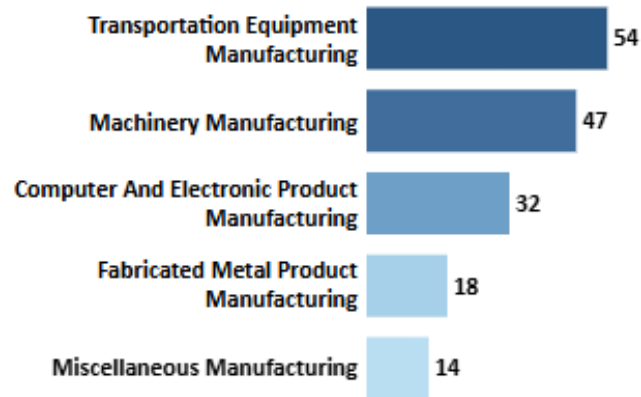
Of Alaska's exporters are small or medium sized companies.



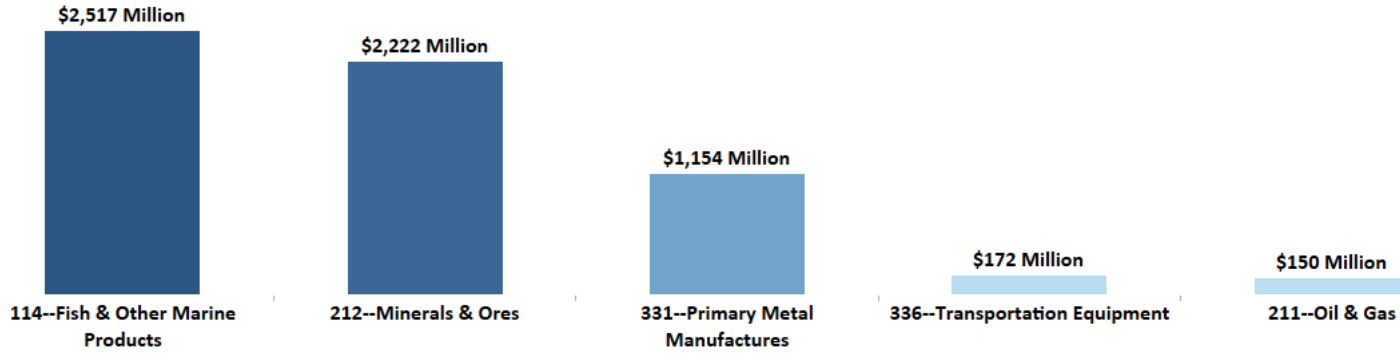
**\$5.98 Billion**

Goods exports from Alaska in 2024.

**Manufactured Goods Categories  
with the Highest SME Exporter Counts, 2022**



## Alaska Exports: **World**, Top 5 Products in 2025



# Alaska **GOODS** Export Sales

Rank 41<sup>st</sup> State

Nov. 2025 YTD \$6.5B up \$750M

## Alaska Exports by Partner: **0--All Merchandise** in 2025

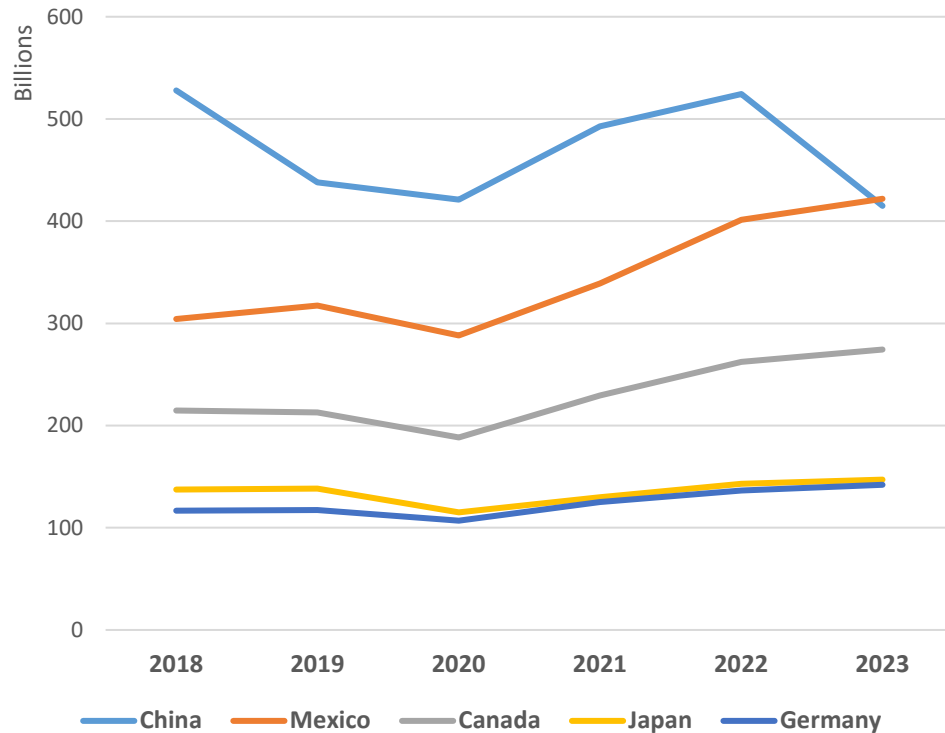


Country	2020	2021	2022	2023	2024	2025
World	\$4,418	\$5,718	\$5,279	\$5,037	\$5,710	\$6,465
South Korea	\$791	\$752	\$754	\$693	\$629	\$1,030
Australia	\$407	\$489	\$404	\$556	\$732	\$1,008
Japan	\$628	\$874	\$852	\$677	\$652	\$909
China	\$1,124	\$1,270	\$952	\$1,138	\$1,455	\$768
Canada	\$461	\$729	\$810	\$586	\$602	\$615

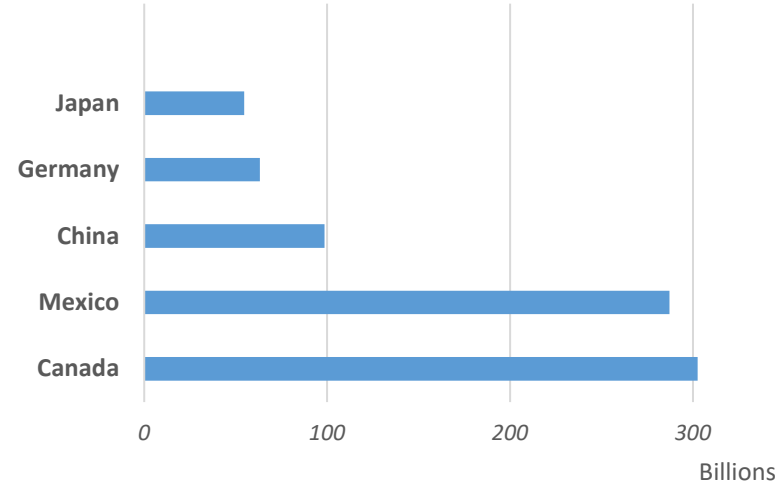
## TOTAL United States

**What's included in MACHINERY:** materials or components transformed by mechanical, physical, or chemical processes.

**Top 5 Sources of Imports**



**Top Export Markets by Volume 2023**



- \$2 trillion in exports in 2023, a 48% increase from 2019
- Mexico edges out China as top source of imports for manufacturing equipment

### Pros for U.S. Manufacturers:

- ✓ Proximity
- ✓ Ease of Doing Business
- ✓ Free Trade Agreement
- ✓ The nearshoring wave
- ✓ Increasingly capable workforce
- ✓ Increased labor demand
- ✓ Investments and focus on manufacturing

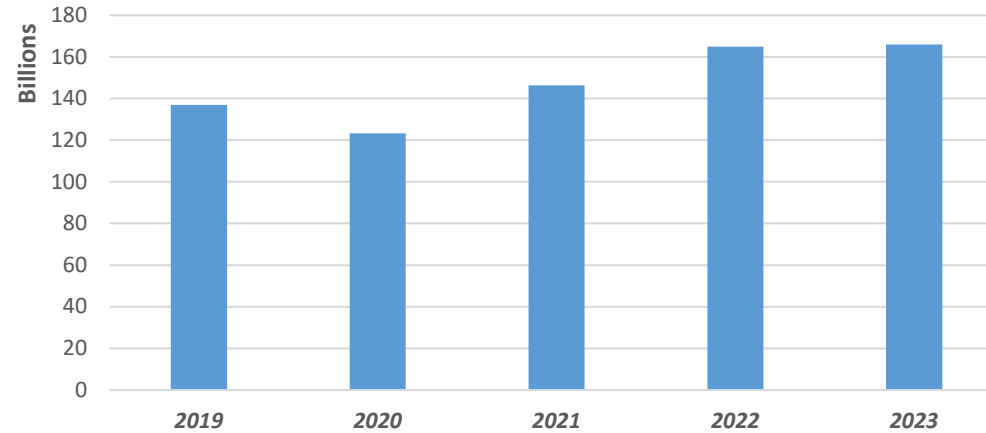
### Potential barriers:

- ✓ Sometimes it comes down to an ideal State
- ✓ Challenges like grid capacity
- ✓ Monetary fluctuations

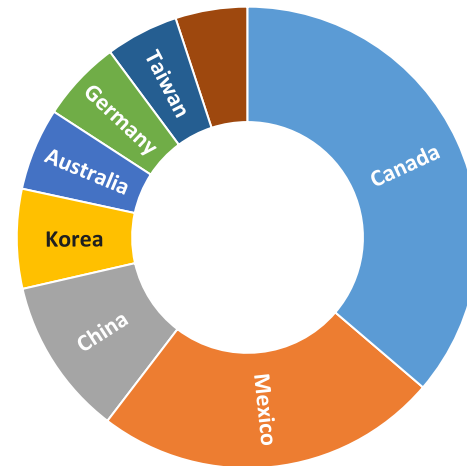
\* Data from Trade Policy Information System (TPIS), U.S. Department of Commerce, International Trade Administration

- Includes:
  - ✓ Industrial – general use
- “Special Purpose”
  - ✓ Ag, Construction, Mining
  - ✓ Semiconductor
  - ✓ Food
  - ✓ Engine, turbine, power transmission
  - ✓ Woodworking
  - ✓ For materials or specific processes
  - ✓ More

*Machinery Manufacturing Exports*



*Top Export Markets by Volume 2023*

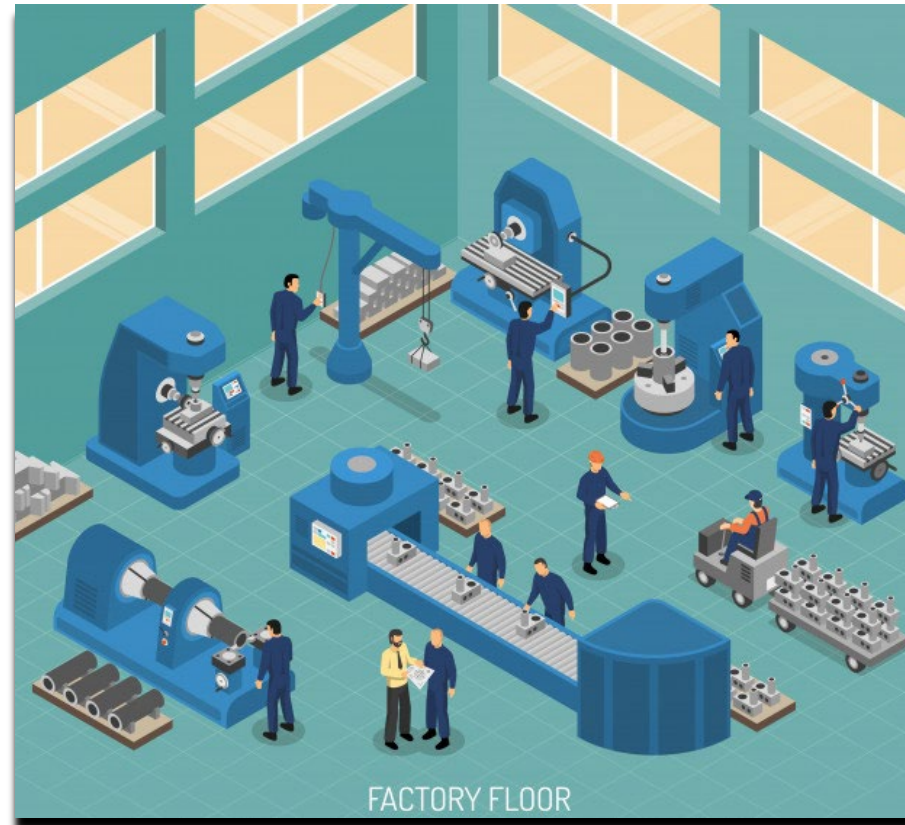


Canada: 23%  
 Mexico: 15.5%  
 China: 7%  
 Korea: 4.5%  
 Australia: 3.7%  
 Germany: 3.6%  
 Taiwan: 3.3%  
 Japan: 3.2%

\* Data from Trade Policy Information System (TPIS), U.S. Department of Commerce, International Trade Administration

# Drilling Down: Sub -Industries of Note

- ✓ Manufacturing Technologies
- ✓ Industrial Automation
- ✓ Sensing Equipment
- ✓ Material Handling
- ✓ Additive Manufacturing
- ✓ Robotics
- ✓ Digital Services





## EXPORT COUNCIL OF ALASKA

Working for Alaska's Exporters

ENGAGE

MENTOR

ADVOCATE

**CONNECT**

## Monthly Meeting

Meets 2nd Tuesday

2:00PM – 3:30 PM

Anchorage, Alaska

[info@ExportAlaska.org](mailto:info@ExportAlaska.org)



**ALASKA MANUFACTURING**  
ASSOCIATION

**LEARN MORE + GET CONNECTED:**



[www.akmfg.org](http://www.akmfg.org)



[connect@akmfg.org](mailto:connect@akmfg.org)

# Find Your Local Office

Companies can find assistance locally in more than 100 Commercial Service offices nationwide.

**U.S. Commercial Service**  
<https://www.trade.gov/locations>

## State & Local Partnerships

**Export Council of Alaska**  
[www.ExportAlaska.org](http://www.ExportAlaska.org)

**Small Business Administration**  
Office of Manufacturing and Trade  
<https://www.sba.gov/about-sba/sba-locations/headquarters-offices/office-manufacturing-trade>

**Intertribal Agriculture Council**  
Financing  
<https://www.indianag.org/>

**OIED DED**  
<https://www.bia.gov/as-ia/ied>

**Alaska International Business Center**  
[www.akibc.org](http://www.akibc.org)

**Export -Import Bank**  
A/R Insurance, Financing  
<https://exim.gov/>

**USDA**  
Financing  
<https://www.rd.usda.gov/>

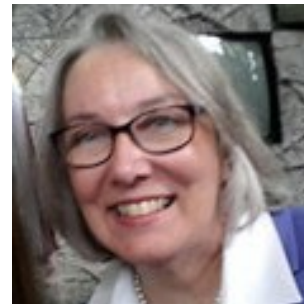
**Western United States Agricultural Trade Association**  
[www.wusata.org](http://www.wusata.org)

**Alaska Small Business Development Center**  
Counseling  
[www.akasbd.org](http://www.akasbd.org)

**Business Impact NW:  
Alaska Women's Business Center**  
<https://businessimpactnw.org/awbc/>

**Veteran Business Outreach Center**  
Counseling  
<https://businessimpactnw.org/veterans-business-outreach-center/>

## Contact



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