

BUREAU OF INDUSTRY AND SECURITY

UPDATE CONFERENCE ON EXPORT CONTROLS AND POLICY

MARCH 18-20, 2025



Census Bureau Updates: Automated Export System and Foreign Trade Regulations

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Statistical



U.S. Census Bureau
Foreign Trade Regulations
Title 15 Code of Federal
Regulations, Part 30

Enforcement



Bureau of Industry and Security
Export Administration Regulations (EAR)



U.S. Customs and Border Protection
Customs Regulations

U.S. Census Bureau Statistics

FT-900 International Trade in Goods and Services Report

- A Principal Federal Economic Indicator
- Released monthly on a set schedule with the Bureau of Economic Analysis
- Describes exports, imports, and balance of goods and services

FOR RELEASE AT 8:30 AM, EST, THURSDAY, MARCH 6, 2025

U.S. INTERNATIONAL TRADE IN GOODS AND SERVICES, JANUARY 2025

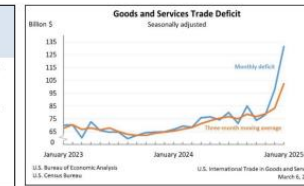
Release Number: CB 25-34, BEA 25-07

March 6, 2025 — The U.S. Census Bureau and the U.S. Bureau of Economic Analysis announced today that the goods and services deficit was \$131.4 billion in January, up \$33.3 billion from \$98.1 billion in December, revised.

U.S. INTERNATIONAL TRADE IN GOODS AND SERVICES DEFICIT		
Deficit:	\$131.4 Billion	+34.0%*
Exports:	\$269.8 Billion	+1.2%*
Imports:	\$401.2 Billion	+10.0%*

Next release: Thursday, April 3, 2025

(*) Statistical significance is not applicable or not measurable. Data adjusted for seasonality but not price changes. Source: U.S. Census Bureau, U.S. Bureau of Economic Analysis; U.S. International Trade in Goods and Services, March 6, 2025.



Exports, Imports, and Balance (Exhibit 1)

January exports were \$269.8 billion, \$3.3 billion more than December exports. January imports were \$401.2 billion, \$36.6 billion more than December imports.

The January increase in the goods and services deficit reflected an increase in the goods deficit of \$33.5 billion to \$156.8 billion and an increase in the services surplus of \$0.2 billion to \$25.4 billion.

Year-over-year, the goods and services deficit increased \$64.5 billion, or 96.5 percent, from January 2024. Exports increased \$10.6 billion or 4.1 percent. Imports increased \$75.2 billion or 23.1 percent.

Three-Month Moving Averages (Exhibit 2)

The average goods and services deficit increased \$19.2 billion to \$102.6 billion for the three months ending in January.

- Average exports increased \$1.2 billion to \$270.0 billion in January.
- Average imports increased \$20.4 billion to \$372.5 billion in January.

Year-over-year, the average goods and services deficit increased \$37.1 billion from the three months ending in January 2024.

Goods Data Inquiries
U.S. Census Bureau
Economic Indicators Division, International Trade
301-763-2311
eid.international.trade.data@census.gov

Goods Media Inquiries
U.S. Census Bureau
Public Information Office
301-763-3030
pio@census.gov

Services Data and Media Inquiries
U.S. Bureau of Economic Analysis
Balance of Payments Division
Data: 301-278-9559
Media: 301-278-9003
InternationalAccounts@bea.gov

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U.S. Census Bureau Statistics

Profile of U.S. Importing and Exporting Companies

- Characteristics of U.S. companies that engage in imports and exports
- Profile is released in April each year
- Preliminary report on U.S. exporters is released in the fall of each year

FOR RELEASE AT 8:30 AM EDT, WEDNESDAY, APRIL 5, 2023

A PROFILE OF U.S. IMPORTING AND EXPORTING COMPANIES, 2020-2021

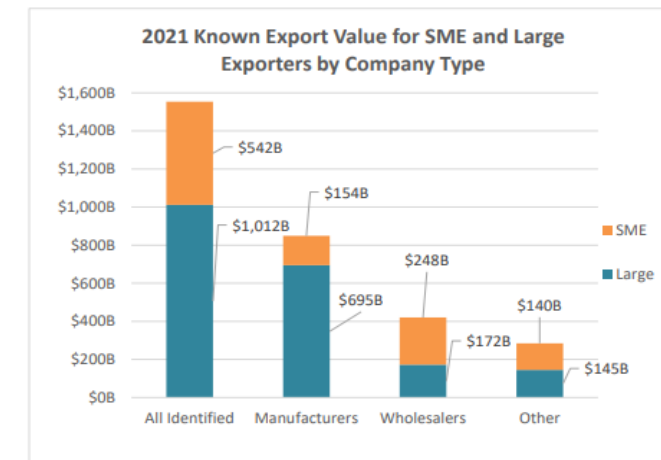
Release Number: CB23-0207

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2020 - 2021*. This report provides information on identified U.S. companies and their known export or import value. Identified companies are enterprise-level companies that were successfully linked from import or export transaction records to the 2021 Business Register. The known export or import value is the dollar-value of export or import transactions linked to these identified companies. Using the information from the Census Business Register, this report details trade data by various company characteristics of U.S. exporting and importing companies. For the full report or to view the explanatory notes on how these statistics are gathered and compiled, go https://www.census.gov/foreign-trade/Press-Release/profile_index.html

Exports

The 2021 identified U.S. exporting companies ("exporters") accounted for a known export value of \$1,554 billion, or 88.6 percent of the total value of exported goods in 2021 (\$1,754 billion). This is an increase of 21.7 percent from the 2020 known export value of \$1,277 billion.

Large exporters accounted for over 65 percent (\$1,012 billion) of the known export value, while small- and medium-sized enterprises (SME) accounted for the remaining \$542 billion. Large exporters accounted for 81.9 percent of exports by *Manufacturers*, 41.0 percent by *Wholesalers*, and 50.9 percent by *Others*.





U.S. Census Bureau Statistics

Zip State Release

- Shows export of goods by state (zip based) and by the NAICS-based product code groupings
- Reported for each month

Metropolitan Area Release

- Release shows per each quarter in a calendar year the total exports in millions of U.S. dollars
- Reported for each quarter in a calendar year

U.S. Exports by Metropolitan Area

in millions of U.S. dollars, not seasonally adjusted

	2023 Q2	2023 Q1	2022 Q4	2022 Q3	2022 Q2	2023 Jan-Jun	2022 Jan-Jun
Total Exports	496,297	508,886	519,137	533,059	535,244	1,005,183	1,012,961
All Metropolitan (1)	431,912	444,952	456,720	468,996	472,266	876,864	893,967
Selected Northeast Total	54,850	58,210	56,467	63,602	60,687	113,060	113,783
New York-Newark-Jersey City, NY-NJ-PA	25,548	29,485	29,114	34,918	31,262	55,033	56,466
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD (2)	7,713	6,792	6,561	7,616	7,959	14,505	15,236
Boston-Cambridge-Newton, MA-NH	9,200	9,585	7,742	8,349	8,370	18,785	17,025

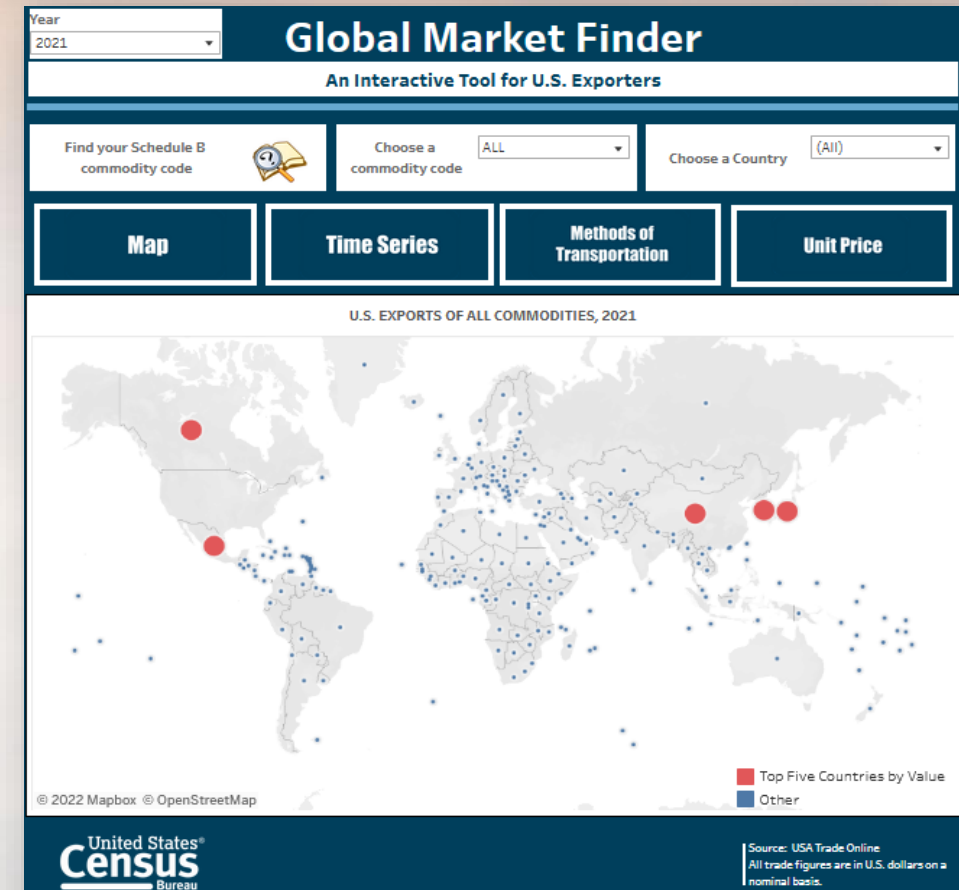
U. S. Exports of Goods by State, ZIP Code Based, by NAICS-Based Product Code Groupings, Not Seasonally Adjusted: 2023

In millions of dollars. Foreign Trade Zone (FTZ) shipments are included in the U. S. total and distributed among individual states and territories. Separate FTZ total line is for reference only. Details may not equal totals due to rounding. (X) Not applicable. (-) Represents zero or less than one-half unit of measurement shown.

Item	NAICS-Based Product Code Groupings						Reexports		Total	
	Manufactured Commodities			Non-Manufactured Commodities (1)			July	Year-to-Date	July	Year-to-Date
	July	Year-to-Date		July	Year-to-Date					
U.S. Total	104,311.0	745,022.5	100.0	26,042.7	205,501.0	100.0	25,870.8	189,356.9	159,622.7	1,164,930.4
Foreign Trade Zone	17,957.9	138,186.3	18.5	2,602.1	17,937.0	8.7	5,913.3	43,734.9	26,473.4	199,858.3
Alabama	1,952.8	11,414.5	1.5	206.7	1,483.0	0.7	53.4	525.8	2,212.9	13,423.3
Alaska	149.1	571.4	0.1	477.2	1,103.4	0.5	0.6	10.6	626.9	1,685.4
Arizona	1,264.6	8,932.4	1.2	301.3	2,304.3	1.1	660.4	4,751.4	2,226.3	15,988.1
Arkansas	275.2	2,248.2	0.3	50.6	462.3	0.2	14.9	450.6	340.7	3,161.1
California	8,937.7	66,367.4	8.9	1,592.2	12,507.0	6.1	3,545.9	25,928.1	14,075.7	104,802.6
Colorado	762.4	5,680.0	0.8	71.9	515.7	0.3	88.2	829.4	922.5	7,025.1
Connecticut	1,316.7	8,837.3	1.2	96.5	1,119.4	0.5	274.6	1,926.5	1,687.9	11,883.2
Delaware	293.2	2,420.8	0.3	18.5	104.2	0.1	65.6	465.8	377.4	2,990.8
Florida	3,598.9	26,660.0	3.6	418.7	3,359.8	1.6	1,406.0	9,275.6	5,423.6	39,295.5
Georgia	2,810.4	20,439.7	2.7	285.4	2,462.7	1.2	846.6	6,132.4	3,942.4	29,034.9
Hawaii	37.3	158.3	(-)	5.0	68.8	(-)	6.0	78.7	48.3	305.9

Global Market Finder

- <https://www.census.gov/foreign-trade/gmf.html>
- Select Your Commodity Code & Map View
- Data by 10-digit Schedule B code
- Search with a Schedule B number or keywords
- Annual Data by Country 2020-2024



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International Trade Statistics in the Census API

For more information: Click the image to visit the Census API Developers Page

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The Official Source of Trade Statistics

Provided by the U.S. Census Bureau, USA Trade® Online is a dynamic data tool that gives users access to current and cumulative U.S. export and import data. With multiple data sets and capabilities, USA Trade® Online can assist different types of customers from a wide range of industries and fields. Manufacturers and other businesses wishing to expand their business globally can utilize USA Trade® Online to identify new markets, evaluate existing markets, and perform other market research tasks. The data available through this tool can also

Changes to USA Trade® Online

USA Trade® Online is now FREE to all users. If you are new to USA Trade® Online, you can sign up for your FREE account by clicking on the "Sign-Up Now" button.

USA Trade Home --> Data Source Selection --> Report Contents --> **Report** --> Chart

View as: **Table** Chart Email report definition...

Standard Report - Exports

Author: U.S. Census Bureau: Economic Indicators Division USA Trade Online. Source: U.S. Import and Export Merchandise trade technical documentation.

Current date: 12/11/2020 5:12 PM (Eastern Standard Time)

Measures: Value (\$US)

Rows 1-18 of 18 Columns 1-4 of 4

Country	Australia	Canada	New Zealand	United Kingdom
Time				
2003	13,087,602,344	169,923,671,745	1,847,707,506	33,827,929,642
2004	13,957,900,450	189,879,866,338	2,072,881,798	35,901,658,238
2005	15,588,519,677	211,898,689,378	2,592,076,963	38,568,083,046
2006	17,545,739,796	230,656,013,599	2,806,165,775	45,410,106,533
2007	19,178,197,903	248,888,144,575	2,717,562,746	49,981,491,297
2008	22,218,649,074	261,149,833,516	2,533,906,801	53,599,069,711
2009	19,599,303,927	204,657,955,218	2,158,504,659	45,703,598,254
2010	21,804,647,444	249,256,459,292	2,820,164,709	48,410,311,047
2011	27,626,182,324	281,291,530,822	3,581,197,846	56,033,108,347
2012	31,161,378,813	292,650,534,087	3,228,539,259	54,860,484,359
2013	26,123,737,344	300,754,868,974	3,225,401,631	47,361,236,230
2014	26,681,740,360	312,816,950,458	4,257,761,816	53,913,170,241
2015	25,032,402,498	280,855,169,199	3,630,673,018	56,094,705,824
2016	22,144,768,326	266,734,465,220	3,575,016,003	55,197,491,025
2017	24,519,261,608	282,773,829,896	3,923,286,140	56,262,427,929
2018	25,333,619,445	299,731,711,825	4,060,168,330	66,454,484,941
2019	25,990,091,579	292,633,015,806	3,948,188,867	69,077,799,719
2020 through October	19,552,523,218	209,739,116,616	2,646,876,972	48,981,800,047

Updates - Proposed Rules

- Clean-up and In-transit NPRM
 - Published on October 31, 2024, and comment period ended December 30, 2024.
 - Proposed:
 - “Clean up” the FTR of grammatical errors and other necessary revisions.
 - Provide clearer instructions when goods enter the U.S. and are subsequently exported.
 - Revisions to Entry Number to allow for the linkage of the export with an import to obtain country of origin data.
 - Received and reviewed 11 public comments.

Updates - Proposed Rules

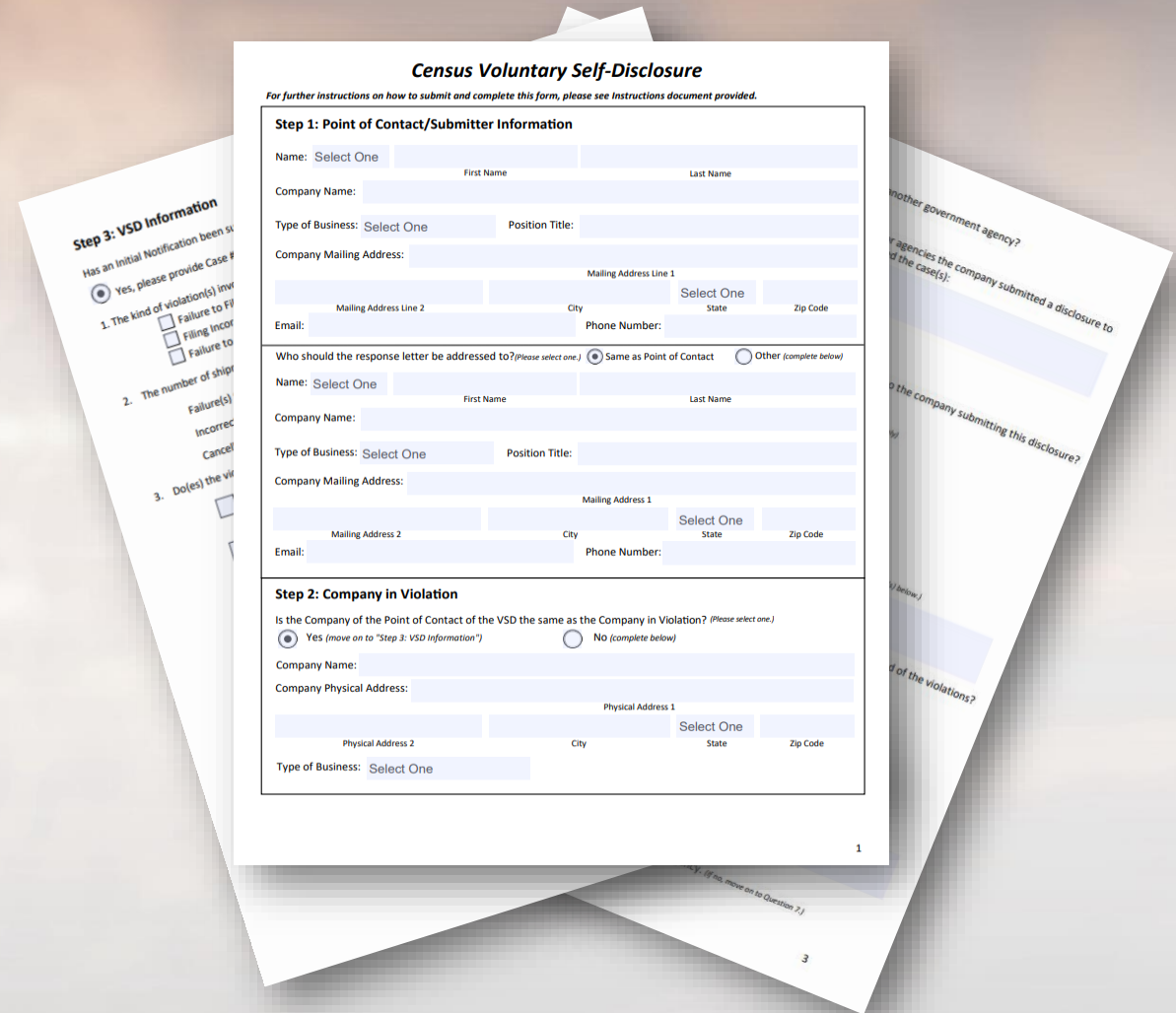
- Country of Origin NPRM
 - Proposed to add a conditional data element (country of origin), which would be required when a line-item was marked as foreign.
 - Will revisit because of comments received from Clean-up and In-transit NPRM.
- Routed NPRM
 - Discussions reopened with BIS and draft is complete.
 - Census and BIS must publish together.

Compliance Issues & Questions

- Commodity Description
 - Finalizing a blog to address this issue.
- Domestic/Foreign Indicator for goods coming from an FTZ
 - If what goes in...
 - is the same commodity classification and is **not** improved in condition/enhanced in value... mark it **foreign**.
 - is the same commodity classification but is improved in condition/enhanced so that it substantially increases in value... mark it **domestic**.
 - is a different commodity classification than what goes out... mark it **domestic**.

Census VSD Process

- Implementation of a fillable PDF form to collect all information required under Section 30.74 of the FTR.
- AES Broadcast and memorandum was issued notifying the trade.
- Form and more information is available on our website. (census.gov/trade under the “Regulations” tab)



Census Voluntary Self-Disclosure
For further instructions on how to submit and complete this form, please see Instructions document provided.

Step 1: Point of Contact/Submitter Information

Has an Initial Notification been submitted?
 Yes, please provide Case #
 No

1. The kind of violation(s) involved:
 Failure to File
 Filing Incorrect
 Failure to Comply

2. The number of shipments:
 Failure(s)
 Incorrect
 Cancelled

3. Do(es) the violation(s) involve another government agency?
 No
 Yes, please provide the name(s) of the agency(ies) the company submitted a disclosure to

Name: First Name Last Name
Company Name:
Type of Business: Position Title:
Company Mailing Address:
Mailing Address Line 1:
Mailing Address Line 2: City: State: Zip Code:
Email: Phone Number:

Who should the response letter be addressed to?(Please select one.)
 Same as Point of Contact Other (complete below)

Name: First Name Last Name
Company Name:
Type of Business: Position Title:
Company Mailing Address:
Mailing Address 1:
Mailing Address 2: City: State: Zip Code:
Email: Phone Number:

Step 2: Company in Violation

Is the Company of the Point of Contact of the VSD the same as the Company in Violation? (Please select one.)
 Yes (move on to "Step 3: VSD Information") No (complete below)

Company Name:
Company Physical Address:
Physical Address 1:
Physical Address 2: City: State: Zip Code:
Type of Business:

1

State of Origin & USPPI Address

- Both data elements require the location in the U.S. where the goods begin their journey to the port of export.
- Efforts to improve compliance and accuracy:
 - More outreach and attention given to these data elements.
 - Proposed in Clean-up and In-transit NPRM changing “Address of the USPPI” to “Address of Origin”.
 - Changed narrative text for the compliance alert that generates when the State of Origin and USPPI Address State do not match.

Updated AES Response Codes

- 26C USPPI ADDRESS STATE CODE INCORRECT
 - COMPLIANCE ALERT
 - 233,000+ February 2024 - January 2025
- 15A FTZ MUST BE 9 CHARACTERS ALPHANUMERIC
 - COMPLIANCE ALERT
 - FTZ moved from 7-9 characters in 2022

Updated AES Response Codes

- 5C2 CAT XXI DETERMINATION NBR UNKNOWN
 - FATAL
 - Use of USML Category XXI requires a valid determination number
- 5C3 DDTC USML CATEG 55 NOT ELIG FOR LIC TYPE
 - FATAL
 - Articles Not Listed in the International Traffic in Arms Regulations (ITAR)

Clean-up Rule Proposed AES Changes

- Proposed update to USPPI Address
 - Currently 'Address of the USPPI'
 - Proposed 'Address of origin'
- Proposed update to AES Downtime Policy
 - Shipments as noted in § 30.2(a)(1)(iv) cannot be moved during downtime
 - BIS/EAR, DOS/DDTC, ITAR, DOJ/DEA, NRC, OPA, Rough Diamonds, Used self-propelled vehicles

Current Statistics in AES (January 2025)

- Total Statistical Shipments: 1,361,407
- Total Statistical Value: \$134.0 billion
- Unique Filer ID's (YTD): 13,995
- USPPI's represented for the year: 128,922

Notable AES Updates

- 8 new License type Codes (since last BIS Update)
 - C69, C70, C71, C72, C73, C74, C75, C76
- Update to License Type 'OPA'
 - Remove open license number field
 - Filers should be selecting the appropriate PGA record set to report PGA Data

Resources and Reference

AESTIR

- [Appendix A - Commodity Filing Response Messages](#)
- [Appendix D - Export Port Codes](#)
- [Appendix F - License & License Exemption Type Codes](#)
- [Summary of Changes](#)

Resources and Reference

Sign up for AES Broadcast Messages:



INTERNATIONAL TRADE PROGRAM CALL CENTER

1-800-549-0595

Option 1 - AES and ACE AESDirect Support -
emd.askaes@census.gov

Option 2 - Commodity Classification Assistance -
eid.scheduleb@census.gov

Option 3 - Foreign Trade Regulations -
emd.askregs@census.gov

Option 4 - International Trade Data -
eid.international.trade.data@census.gov

Option 5 - Trade Outreach and ACE Export Reports -
gtmd.outreach@census.gov