West Virginia Manufacturing Facts

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Manufacturers in West Virginia account for over 10 percent of the total output in the state, employing 6.6 percent of the workforce. Total output from manufacturing was $6.2 billion in 2009 (*see figure*), with chemical manufacturing as the largest sector. In addition, manufacturing compensation is just over 58 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

West Virginia Total Manufacturing Output ($billions, 2009)	$6.2
Manufacturing's Share of Total Gross State Product (2009)	10.1%
Manufacturing Establishments in West Virginia (2009)	1,334
Manufacturing's Share of West Virginia's Exports (2010)	56%
Total Employment Related to Manufactured Exports (2008)	22,600

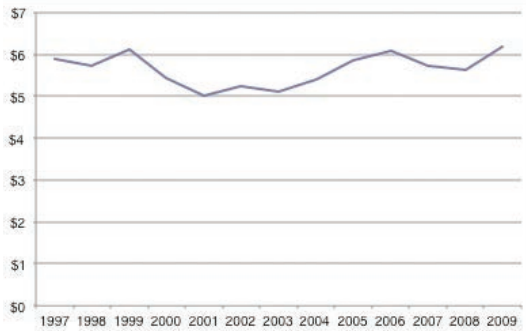
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	49,100
Manufacturing Employment (% of Overall Nonfarm) (2010)	6.6%
Average Annual Compensation in Manufacturing (2009)	$61,378
Average Annual Compensation in Nonfarm Sectors (2009)	$38,772
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$22,606 (58.3%)

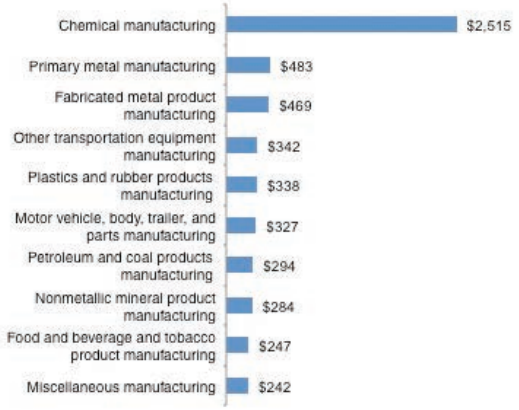
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

West Virginia Manufacturing Output (Billions of Dollars, from 1997-2009)



Source: U.S. Bureau of Economic Analysis

Top 10 West Virginia Manufacturing Sectors (in Millions of Dollars, in 2009)



Source: U.S. Bureau of Economic Analysis

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West Virginia Benefits from Exports!

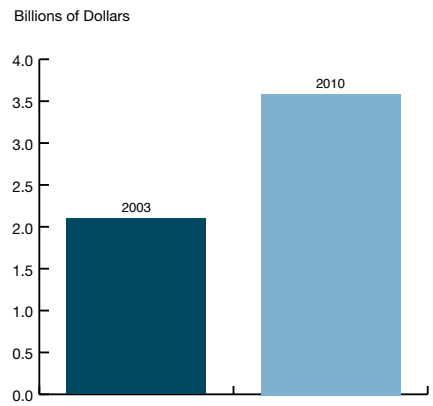
Manufactured goods exports are the strongest part of West Virginia's economy even though West Virginia and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 17 percent of West Virginia's manufacturing jobs.**
- **Since 2003, West Virginia manufacturing exports rose 70 percent faster than the state's overall economy.**
- **75 percent of West Virginia exporters are small businesses (2009).**
- **West Virginia exported $1.6 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 44 percent of West Virginia's total.**

West Virginia Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$3.6
Total Jobs in all Sectors Supported by Manufactured Goods Exports	22,600
Export Share of Manufacturing Jobs	17%
2003-2010 Growth of Manufactured Goods Exports	70%

Chart 1. West Virginia's Manufactured Goods Exports



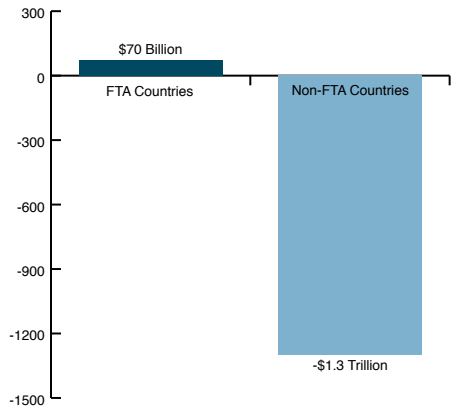
Manufactured Exports Drive West Virginia's Economy

- Manufacturing accounts for 56 percent of West Virginia's exports (2010).
- Since 2003, West Virginia manufacturing exports grew 70 percent same as the national average.
- Manufactured exports support 17 percent of West Virginia's manufacturing jobs (U.S. average is 22 percent).

West Virginia Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 55 percent of West Virginia exports (2010).
- Canada (37%), Japan (10%), China (9%), Belgium (6%) and Netherlands (4%).

Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to West Virginia's Small Businesses

- Small businesses comprise 75 percent of West Virginia's 771 exporters (2009).
- Small businesses average $1,663,000 in exports per firm.
- Small businesses account for 27 percent of total state exports.

Additional Trade Facts

- Over the past three years, manufacturers in the U.S. sold $70 billion more in manufactured goods to our free trade agreement (FTA) partners than we bought from them. The United States had a manufacturing trade deficit of $1.3 trillion in countries where no FTAs existed *(see chart 2)*.
- FTA countries: Australia, Bahrain, Canada, Chile, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua, Oman, Peru, Singapore.
- Visit www.nam.org/statedata or www.nam.org/trade. E-mail us at trade@nam.org.

Source: U.S. Department of Commerce. Unless otherwise noted, data reflects 2008.

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