

West Virginia Manufacturing Facts

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Manufacturers in West Virginia account for 9 percent of the total output in the state, employing 7 percent of the workforce. Total output from manufacturing was \$6.2 billion in 2012. In addition, manufacturing compensation is more than \$27,000 higher than other non-farm employers in the state.

Manufacturing Output and Exports

West Virginia Total Manufacturing Output (\$billions, 2012)	\$6.2
Manufacturing's Share of Total Gross State Product (2012)	9%
Manufacturing Establishments in West Virginia (2012)	1,318
Manufacturing's Share of West Virginia's Exports (2011)	56%
Total Employment Related to Manufactured Goods Exports (2009)	18,300

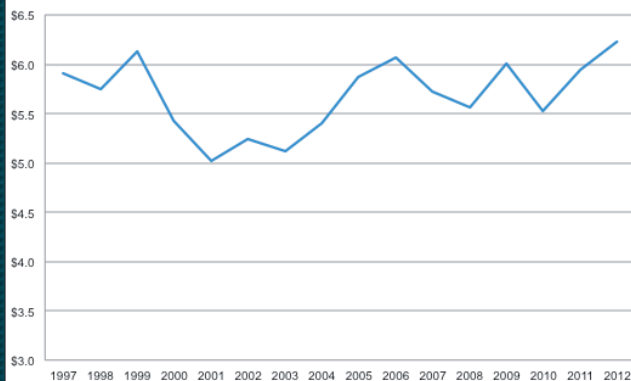
Source: U.S. Bureau of Economic Analysis, U.S. Census Bureau, International Trade Administration

Employment and Compensation

Manufacturing Employment (2011)	51,832
Manufacturing Employment (% of Overall Non-Farm) (2011)	7%
Average Annual Compensation in Manufacturing (2011)	\$64,891
Average Annual Compensation in Private Non-Farm Sectors (2011)	\$37,447
Manufacturing Pay Premium (2011)	\$27,444

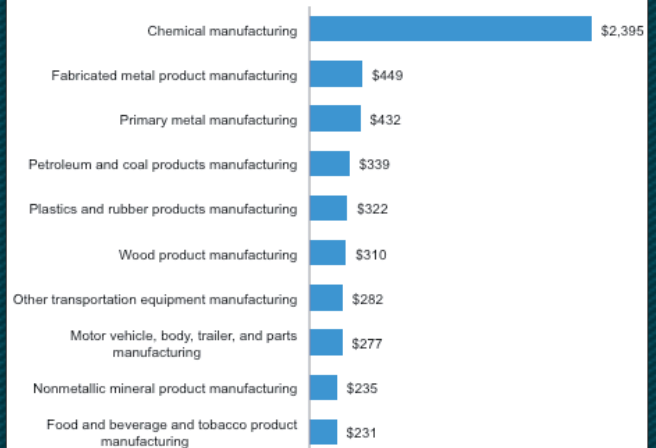
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

West Virginia Manufacturing Output (Billions of Dollars, from 1997-2012)



Source: U.S. Bureau of Economic Analysis

10 Top West Virginia Manufacturing Sectors (in Millions of Dollars, in 2011)



Source: U.S. Bureau of Economic Analysis

West Virginia Benefits from Exports!

Manufacturers help to drive West Virginia's economy, with \$3.9 billion in manufactured goods exports in 2012. Last year, \$1.9 billion in exports was with our free trade agreement (FTA) partners. This helps create jobs in the state, and in 2009, more than 18 percent of its employment stemmed from exports. America's exports and related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured goods exports support 18.1 percent of West Virginia's manufacturing jobs.**
- **Since 2009, West Virginia's manufactured goods exports rose three times as fast as the state's overall economy.**
- **75.3 percent of West Virginia exporters are small businesses (2011).**
- **West Virginia exported \$1.9 billion of manufactured goods to FTA partner countries in 2012— 48.1 percent of West Virginia's total.**

West Virginia Trade Statistics

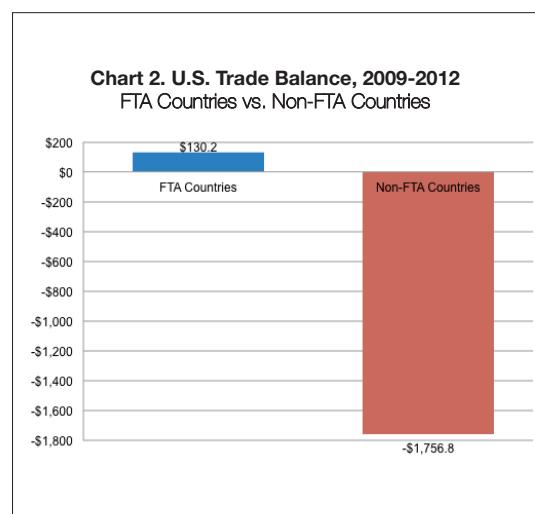
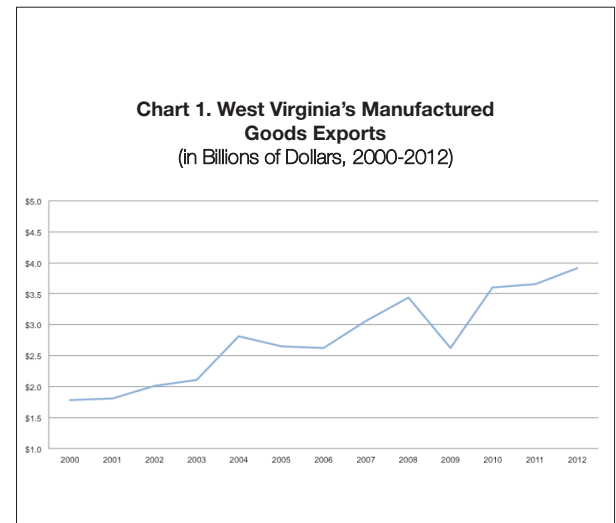
Manufactured Goods Exports, 2012 (billions)	\$3.9
Total Jobs in All Sectors Supported by Manufactured Goods Exports	18,300
Export Share of Manufacturing Jobs	18.1%
2009-2012 Growth of Manufactured Goods Exports	48.8%

Manufactured Goods Exports Drive West Virginia's Economy

- Manufacturing accounts for 34.5 percent of West Virginia's exports (2012).
- Since 2009, West Virginia's manufactured goods exports grew 48.8 percent, while the national average increased 46.9 percent.
- Manufactured goods exports support 18.1 percent of West Virginia's manufacturing jobs. The U.S. average is 21.9 percent (2009).

West Virginia Manufacturers Are Engaged in Exporting Around the World

- Top-five U.S. export markets: 67 percent of West Virginia exports (2012)
- Canada (37.8%), China (9.8%), Japan (9.7%), Belgium (5%), Germany (4.5%)



Exporting Is Critical to West Virginia's Small Businesses

- Small businesses comprise 75.3 percent of West Virginia's 802 exporters (2011).
- Small businesses average more than \$1.2 million in exports per firm.
- Small businesses account for 22.7 percent of total state exports.

Additional Trade Facts

- Over the past three years, manufacturers in the United States sold more than \$130 billion more in manufactured goods to our FTA partners than we bought from them. The United States had a manufacturing trade deficit of \$1.75 trillion in countries where no FTAs existed (see Chart 2).
- FTA countries: Australia, Bahrain, Canada, Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua, Oman, Panama, Peru, Singapore and South Korea
- Visit www.nam.org/statedata or www.nam.org/trade. E-mail us at trade@nam.org.

Source: U.S. Department of Commerce.