



# Trade Means Growth for West Virginia

**International trade—exports and imports of goods and services—supports 170,000 jobs in West Virginia, or about 1 in 5 total jobs in the state.**

Key facts about trade and jobs:

- The share of West Virginia jobs supported by trade has nearly doubled since the early 1990s.
- Jobs in export-intensive industries offer compensation that averages about 16 percent higher than other jobs.
- Imports let American families stretch their budgets and help U.S. manufacturers keep costs down and competitiveness up.
- Nearly 1,000 West Virginia companies exported in 2022. Nationally, 97% of trading firms are small-and medium sized enterprises.
- Since 2008, companies that import or export goods have accounted for 3 out of 5 new American jobs.

**West Virginia companies exported \$6.7 billion in goods and services in 2023 to more than 140 markets around the world.**

Top Markets for West Virginia Exports, 2023 (millions of dollars)

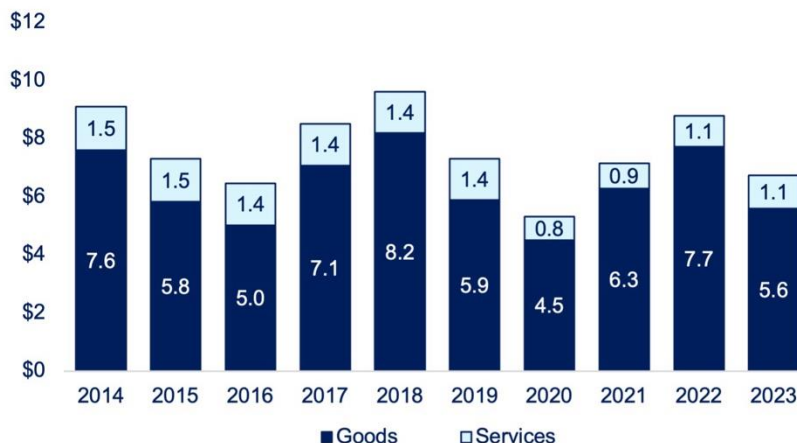
Country	Goods	Services	Total
Canada	\$2,118	\$115	\$2,233
China	\$544	\$78	\$622
Japan	\$376	\$43	\$419
Netherlands	\$290	\$44	\$334
Mexico	\$243	\$82	\$325
Other	\$2,023	\$787	\$2,810

America's FTA partners account for just 6% of the world's population but purchased 48% of West Virginia's goods exports in 2023.

West Virginia's goods exports to Malaysia were \$47 million in 2023, a nearly 200% increase since 2014.

Canada was the top export market for services exports in 2023 at \$115 million.

West Virginia Exports, 2014-2023 (billions of dollars)



West Virginia's total goods and services exports decreased by \$2.4 billion (-26%) between 2014 and 2023.

In 2023, West Virginia exported \$5.6 billion in goods and \$1.1 billion in services.

Most services export growth has been driven by digital trade, which is allowing more West Virginia companies to reach customers abroad more easily.



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## Top Goods and Services Exports from West Virginia, 2023 (millions of dollars)

Sector	Exports
Chemicals	1,463
Transportation Equipment	1,373
Minerals & Ores	1,363
Travel Services	543
Machinery	367
Primary Metals	285
Other	1,350

West Virginia's top chemical exports in 2023 were polyethers (\$324 million) and primary polyamides (\$237 million).

West Virginia's top transportation equipment exports in 2023 were aircraft and parts (\$164 million) and auto parts (\$61 million).

West Virginia's exports of digitally tradable services reached \$453 million in 2023.

## Foreign-headquartered companies directly employ 28,400 West Virginia workers.

### West Virginia Workers Employed at Foreign-Owned Companies by Sector, 2021

Sector	Jobs
Manufacturing	12,500
Retail Trade	6,700
Wholesale Trade	800
Professional, Scientific, and Technical Services	700
Information	500
Finance and Insurance	200
Other	7,000

Japanese-owned companies employ the most West Virginia workers (4,800), followed by Canadian-owned companies (4,700).

Each job at a foreign-owned company typically supports three other U.S. jobs indirectly.

In 2021, U.S. affiliates of foreign-owned companies employed 8 million Americans, exported \$412 billion in goods, and spent \$78 billion on R&D.

#### Data Sources

**West Virginia jobs supported by trade:** Trade Partnership Worldwide for Business Roundtable, [https://s3.amazonaws.com/brt.org/Business-Roundtable\\_TradeandAmericanJobs2022.pdf](https://s3.amazonaws.com/brt.org/Business-Roundtable_TradeandAmericanJobs2022.pdf).

**Trade-supported jobs compensation:** Riker, David, "Export-Intensive Industries Pay More on Average: An Update," <https://www.usitc.gov/publications/332/ec201504a.pdf>.

**West Virginia exporting companies:** U.S. Census Bureau, "Profile of U.S. Importing and Exporting Companies," <https://www.census.gov/foreign-trade/Press-Release/edb/edbrel2022.pdf>.

**Goods traders job creation:** Kamal, Fariha, Ouyang, Wei, Handley, Kyle, "The rise of exporters and importers in US job growth: Insights from newly released data," <https://cepr.org/voxeu/columns/rise-exporters-and-importers-us-job-growth-insights-newly-released-data>.

**West Virginia goods and services export data:** Trade Partnership Worldwide's *CDExports* database, <https://tradepartnership.com/data/cdxports-and-cdxjobs/>.

**West Virginia FDI data:** U.S. Bureau of Economic Analysis, "Activities of U.S. Affiliates of Foreign Multinational Enterprises"; <https://www.bea.gov/international/di1fdiop>.