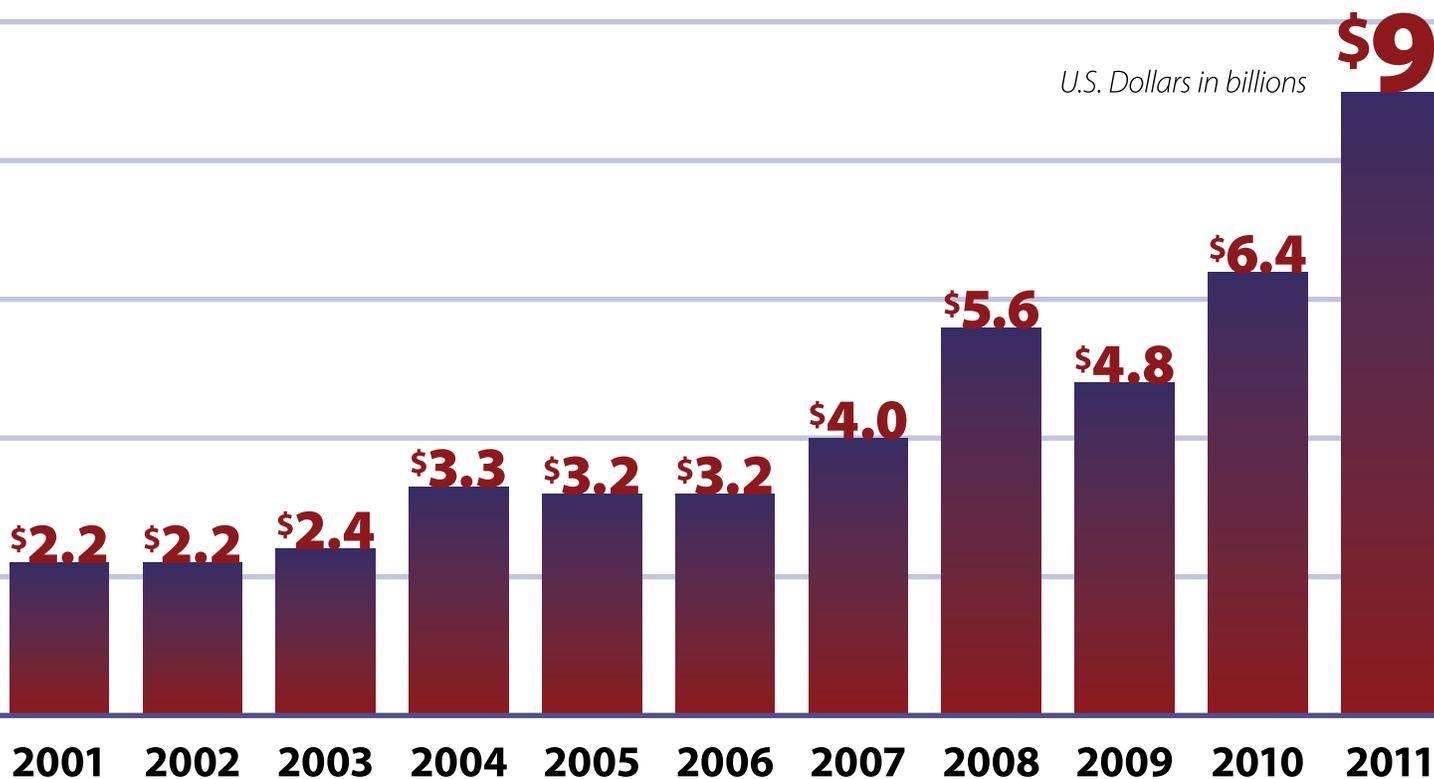


West Virginia

# EXPORTS

## SETTING RECORD PACE



West Virginia's export figures have been climbing the charts during the last several years at a rate that consistently outpaces the U.S. export growth rate. In 2011, West Virginia reached a record level of \$9 billion.

With an increase of 39.5 percent over 2010's level of \$6.4 billion, West Virginia led the nation in the percentage of growth. Overall, U.S. exports grew 15.8 percent during this period.

While West Virginia energy exports include coal, the state's top exports also include manufactured products such as chemicals and polymers, machinery and components for medical, automotive and aerospace applications. West Virginia businesses, big and small, are benefitting from opportunities in worldwide trade.

Exports contribute greatly to West Virginia's growing and increasingly diverse economy. Of all companies that exported goods from West Virginia locations in 2011, 75 percent were small and medium-sized businesses. The U.S. Department of Commerce estimates that trade supports 38 million jobs – more than one in five – in the United States.

West Virginia is succeeding in world trade now, but there is potential for even more growth, especially among the state's smaller firms. Finding new markets through international trade offers the greatest potential for growth among West Virginia's small and mid-size manufacturers.

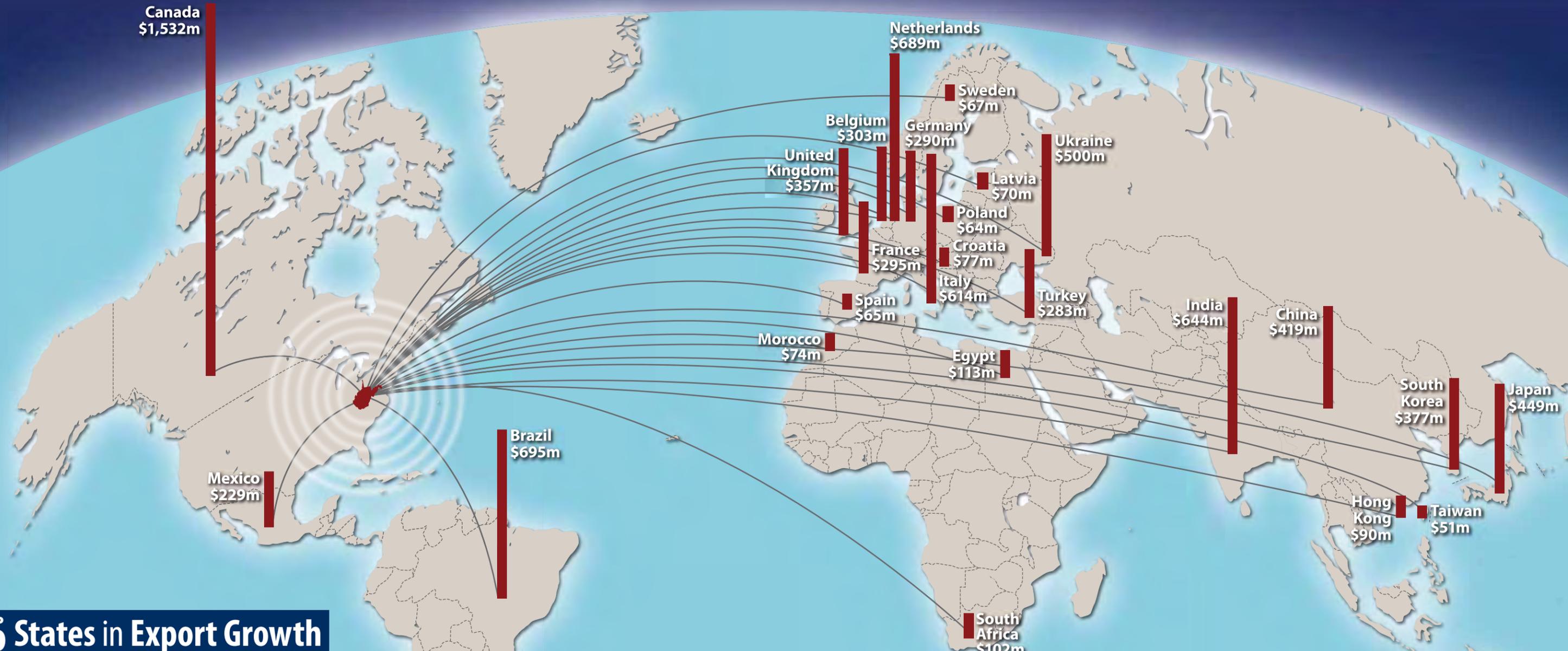


Earl Ray Tomblin  
Governor



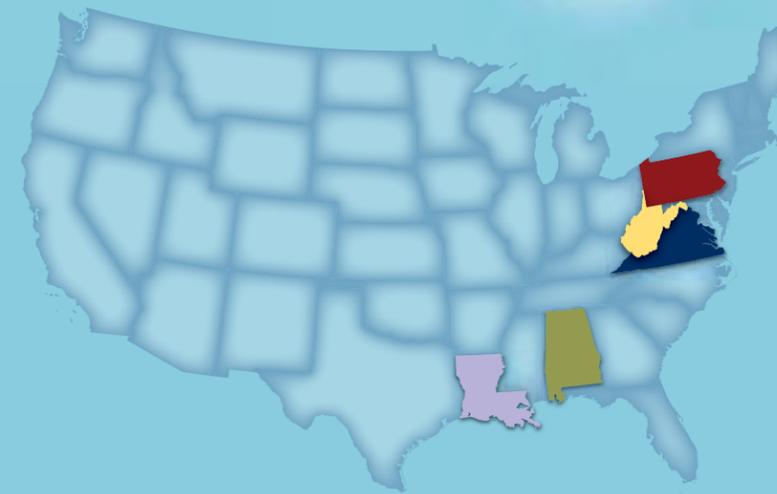
# WEST VIRGINIA'S TOP 25 EXPORT MARKETS

(in millions of dollars)



## TOP 10 States in Export Growth

Rank	State	2010-2011 Growth
1.	West Virginia	39.59 %
2.	Utah	37.07
3.	New Mexico	35.59
4.	Nevada	34.95
5.	Louisiana	33.29
6.	North Dakota	33.22
7.	Hawaii	32.92
8.	Mississippi	32.78
9.	Nebraska	30.21
10.	Illinois	28.98



## 2011 TOP FIVE (in billions) Coal Export States

West Virginia	\$5.3
Pennsylvania	\$2.7
Alabama	\$2.2
Louisiana	\$1.6
Virginia	\$1.3

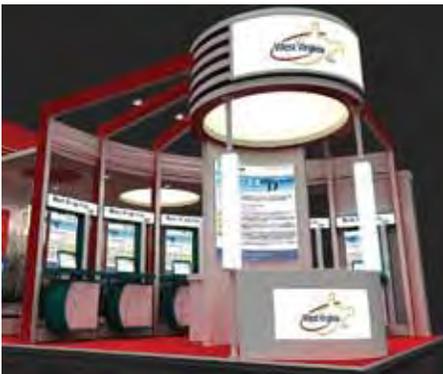
# TRADE ASSISTANCE



A variety of services are available to assist West Virginia businesses in expanding into global markets. Through the combined efforts of the **West Virginia Development Office**, the Charleston and Wheeling offices of the **U.S. Commercial Service** and the **West Virginia Export Council**, the following services are offered:

- Free consultation to determine a company's export readiness
- Free assistance in identifying foreign markets for an exporter's product or service
- Inexpensive trade missions to dynamic markets
- Subsidized costs for exhibiting in international trade shows
- Logistics support for companies participating in international trade shows and missions

For more information on export services available to West Virginia companies, contact the **West Virginia Development** or **U.S. Commercial Service** or visit [www.worldtradewv.com](http://www.worldtradewv.com).



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Recipient of President's E Award  
for Excellence in Export Service

