

Oil and Natural Gas Stimulate New Jersey Economic and Job Growth



Oil and natural gas are driving the U.S. economy through a major energy boom and that boom is rippling through the economy of New Jersey, supporting business activity across the state. This finding grows out of a new American Petroleum Institute survey of domestic oil and natural gas vendors,¹ which offers a glimpse into the job and business creation engine that is the current oil and natural gas industry. The survey shows that at least 177 businesses, spread across all 12 of New Jersey's congressional districts, are part of the larger oil and natural gas supply chain.

The survey's snapshot of state-by-state activity reinforces the impressive level of industry success throughout the country that is documented in a recent PriceWaterhouseCoopers study conducted for the American Petroleum Institute.² That study found that the oil and natural gas industry in New Jersey supports some 143,900 jobs, which is 2.9 percent of the state's total employment. The amount of New Jersey labor income supported by the oil and natural gas industry comes to \$10.12 billion annually. That's 3.3 percent of the state's total labor income.

Although New Jersey is not a top U.S. energy producer overall, these job and labor income figures demonstrate that the people of New Jersey enjoy significant benefits

from energy development.³ The benefits show up in the state's salary statistics as well. Thus, while the average annual salary in New Jersey across all industries and sectors is \$58,998, the average oil and gas industry salary (excluding gas stations) is substantially higher—\$88,205 annually. Overall the industry supports \$19.9 billion of the New Jersey economy. That's 4 percent of the state's total economic activity.

New Jersey also benefits from the production of oil and natural gas from shales and so-called "tight formations," energy development that uses the proven engineering technologies of hydraulic fracturing, or "fracking," and horizontal drilling. Total jobs supported by these

1. American Petroleum Institute, "API Onshore Oil and Gas Vendor Identification Survey," Washington, D.C., 2014. The survey was distributed to API members in January 2014 to collect information for the period October 2012 to September 2013. Included are companies that provide goods and services for onshore oil and natural gas
 2. PriceWaterhouseCoopers, "Economic Impacts of the Oil and Natural Gas Industry on the U.S. Economy in 2011," Washington, D.C., July 2013. Prepared for API using the IMPLAN input-output modeling system, based on 2011 U.S. Bureau of Economic Analysis data.
 3. Information cited in this paragraph comes from the Bureau of Labor Statistics, Quarterly Census of Employment and Wages (preliminary data for 2013 accessed July 2014); and PriceWaterhouseCoopers, "The Economic Impacts of the Oil and Natural Gas Industry on the U.S. Economy: Employment, Labor Income and Value Added," 7/12/13 (based on 2012 IMPLAN database).

\$19.9 BILLION

THE INDUSTRY CONTRIBUTES TO NEW JERSEY'S ECONOMY

143,900

NEW JERSEY JOBS

SUPPORTED BY OIL AND NATURAL GAS INDUSTRY

AVERAGE ANNUAL SALARY COMPARISON

Category	Average Annual Salary
Avg. Annual New Jersey Salary	\$58,998
Avg. Oil and Gas Industry Salary	\$88,205

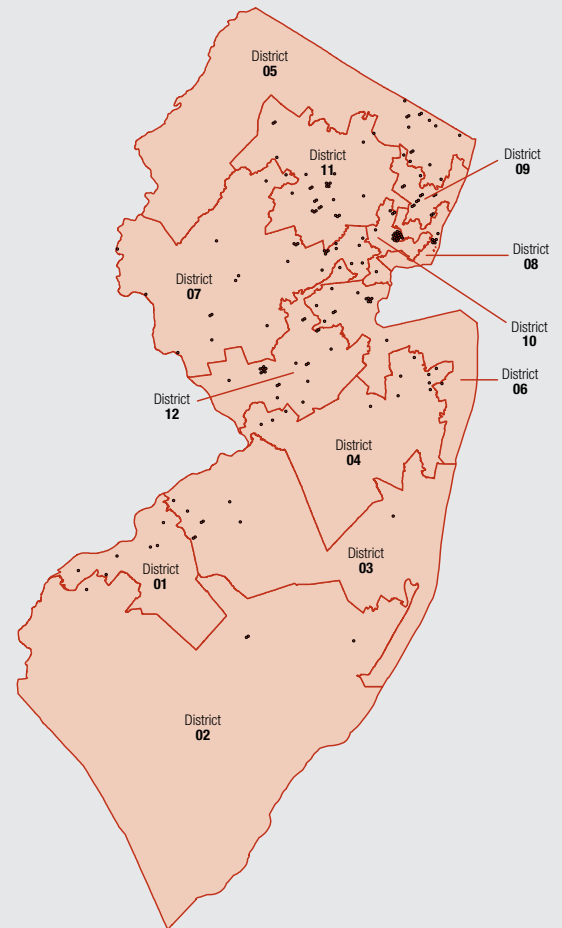
State: New Jersey

Vendors by Congressional District

Congressional District	Total
Congressional District 1	6
Congressional District 2	4
Congressional District 3	9
Congressional District 4	11
Congressional District 5	15
Congressional District 6	14
Congressional District 7	27
Congressional District 8	6
Congressional District 9	14
Congressional District 10	23
Congressional District 11	25
Congressional District 12	23
Grand Total	177

New Jersey Vendors by Congressional District

District Location ●



Top Cities
Newark = 18

Sources: Esri, DeLorme, NAVTEQ, TomTom, Intermap, increment P Corp., GEBCO, USGS, FAO, NPS, NRCAN, GeoBase, IGN, Kadaster NL, Ordnance Survey, Esri Japan, METI, Esri China (Hong Kong), and the GIS User Community

Vendor Profile⁶

OLI Systems, Inc.

OLI Systems is an electrolyte simulation software company. OLI develops thermodynamic models and software that predict the physical-chemical behavior of water and electrolyte solutions. OLI software is used, among other things, to optimize chemical processes, predict mineral scaling during production, and compute the potential for corrosion in refining operations.

The need of the production and refining industries to predict scaling and corrosion during operations has created an opportunity for OLI to develop its technology. OLI's many scientific advances in electrolyte theory were made in response to demand from the oil and gas sector.

OLI represents a team of electrolyte thermodynamicists, scientists, chemical engineers, and software developers. "Our technologists continue to improve upon and deliver scientific models that meet the challenges arising both from the increasingly extreme conditions of oil and natural gas production and from the relentless demand to optimize refining processes."

activities in New Jersey reached 19,753 in 2012. The job total is projected to climb to 34,455 in 2020 and to 40,537 in 2035.⁴

And Americans, including the people of New Jersey, get it. A statewide telephone poll of 602 registered New Jersey voters,

conducted on behalf of the American Petroleum Institute, found that 70 percent of them, regardless of party affiliation, support increased production of oil and natural gas resources located in the United States.⁵

4. IHS Inc., "America's New Energy Future: The Unconventional Oil and Gas Revolution and the U.S. Economy," Washington, D.C., December 2012.
5. "What America is Thinking on Energy Issues" <http://www.api.org/news-and-media/news/newsitems/2014/aug-2014/poll-large-majorities-of-new-jersey-voters-support-increased-investments-in-us-energy-infrastructure> the results of a New Jersey poll conducted by Harris for API July 29-August 3, 2014. Click on "new poll" to see how percentages of voters answered this and other questions.



AMERICAN PETROLEUM INSTITUTE

To find out more, visit API.org

for more information and follow us on [Twitter@EnergyTomorrow](https://twitter.com/EnergyTomorrow).

6. From the 2014 "API Onshore Oil and Gas Vendor Identification Survey" returns.

Congressional District 1

Clean Harbors Catalyst Technologies
Edmund Industrail Optics
George G. McComb Jr
Johnson Matthey Plc
Joseph A. & Mary T. Wadsworth
Pentair Valves & Controls Us Lp

Congressional District 2

Haines Fire & Risk Consulting Corporation
Hart James T.
Monk Irrevocable Grantor Trust
Partec North America, Inc

Congressional District 3

Canon Financial Services,
Claudia B. McNamara
Energy Management Institute
Haas Environmental, Inc
Hill International, Inc
Holtec International
Interocean American Shipping
Overall Supply, Inc
Transaxle Axle, LLC

Congressional District 4

Alan E. Colletti
Atlas Insight, LLC
B&R Business Solutions, LLC
Capgemini US, LLC
Dataram Corporation
Deutsche Telekom Aktiengesellschaft
ICD Holding Corporation
McMaster-Carr Supply Company
Programmer's Paradise
Siemens Aktiengesellschaft Berlin & Munchen
Sparta Systems, Inc

Congressional District 5

Aero Tec Laboratories, Inc

Amfine Chemical Corporation
Arcadis US, Inc
Celebrite USA Corporation
Hertz Equipment Rental Corporation
Hytorc Wind, LLC
KPMG Peat Marwick
Leistriz Corporation
Pearson Education, Inc
RSD America, Inc
RTP Technology Corporation
Rubachem Services, Inc
Stealthbits Technologies, Inc
The Okonite Company, Inc
Vincent Lupiano

Congressional District 6

Air & Gas Technologies, Inc
All American Poly
Commvault Systems, Inc
Croda, Inc
Falbo Industries, Inc
Hess Bakken Investments I Corporation
Hess Bakken Investments II, LLC
Hess Bakken Investments III, LLC
Hess Corporation
Hess Trading Corporation
Larsen & Toubro Infotech Ltd
Lloyd's Register Drilling Integrity
NCS Technologies, Inc
Satyam Computer Services Ltd

Congressional District 7

All State Legal
Avaya, Inc
Barworth, Inc
Becht Engineering Co, Inc
Brittingham Software Design, Inc
Carbon Express, Inc
Confidential Communications
Connector Technology, Inc
Connell Equipment Leasing Company

Coworx Staffing Services, LLC
G.J. Oliver, Inc
Hatch Mott Macdonald, LLC
Hewlett-Packard Financial Services
Hitachi Power Systems America Ltd
Intertek
Kira Land Management, Inc
Lexis Nexis Martindale Hubbell, Inc
Linde, LLC
Mel Chemicals, Inc
Nitech, Inc
Pilat North America, Inc
Savage Assoc., Inc
Setaram, Inc
Verizon Wireless Services, LLC
Vitusa Products, Inc
Walter L. Sharpe
Ziegenfuss Drilling, Inc

Congressional District 8

Avepoint, Inc
Kuehne + Nagel, Inc
Sg Equipment Finance USA Corporation.
Sims Pump Valve Company, Inc
Society of Naval Architects and Tullett Prebon Information, Inc

Congressional District 9

Acrison, Inc
Argo International Corporation
Biwal Manufacturing
Corporate Jet Support, Inc
CRS Facility Services, LLC
Direct Freight Express Ltd, Inc
Relational Security Corporation
Sandy Alexander, Inc
SGS North America, Inc
SGS Societe Generale De Surveillance Holding
Sika Corporation
Stealthbits Technologies, Inc

Visual Graphic Systems, Inc
Waters Mcpherson Mcneill PC

Congressional District 10

Alliance Advisors, LLC
Aqueous Process Simulations, Inc
Capgemini U.S., LLC
Ceridian Tax Services
Eagles Talent Connection
Eppendorf North America, Inc
Federal Bronze Casting In
FES Systems, Inc
Kessler-Ellis Products
Lafarge North America, Inc
Latham & Watkins Attorney Trust
Mahle Engine Components Usa
Mendes & Mount LLP
Mercer Human Resource Consulting
Milton Roy Company (Corporation) Flow Control Division
New York State Electric & Gas Corporation
Nurses Service Organization
R.R. Donnelley Receivables, Inc
SP Industries (FTS Systems)
The Bank of New York Mellon
Travers Tool Co., Inc
Turtle & Hughes, Inc
Twitter, Inc

Congressional District 11

Atlas Copco Compressors, LLC
BASF Corporation
Collabera, Inc
Coughlin Duffy LLP
D&J Transport, Inc
Drew Marine / Ashland, Inc
Ground/Water Treatment & Technology
Honeywell International, Inc
Impact 4 Good
Jet Care International, Inc
John C. Ernst & Co, Inc

MI Group, Inc
Microstrategies, Inc
Oli Systems, Inc
OLI Systems, Inc
Ricoh Americas Corporation
Robert A. Seijas
Russell A. Berner
Skyline Steel, LLC
Sonneborn, LLC
Sungard Avantgard Receivables, LLC
Tension Technology International, LLC
Testo, Inc
Tower Performance of Texas, Inc
Water Mark Technologies, Inc
Weichert Corporate Housing Co, Inc

Congressional District 12

Accutest Spl Environmental
Bank of America Merrill Lynch
Berlitz Languages, Inc
Daido Corporation
Dataram, Inc
Filter Technologies, Inc
Hermann Services Southwest, Inc
Hermann Warehouse Corporation
Infragistics, Inc
JHP Consultants, LLC
Kepner Tregoe, Inc
Miele, Inc
Mistra's Group
Mistras Group, Inc
NRG Power Marketing, LLC
NTT Data Enterprise Application
Parkway-Kew Corporation
Physical Acoustics Corporation
Pine Environmental Services, LLC
Princeton University
SHI International Corporation
The Mayflower Group
Wipro Limited