

# Oil and Natural Gas Stimulate Virginia

## 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 Virginia, supporting business activity across the state. This finding grows out of a new American Petroleum Institute survey of domestic oil and natural gas vendors,<sup>1</sup> 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 120 businesses, located across all 11 of Virginia'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.<sup>2</sup> That study found that the oil and natural gas industry in Virginia supports some 141,600 jobs, which is 3 percent of the state's total employment. The amount of Virginia labor income supported by the oil and natural gas industry comes to \$7.2 billion annually. That's 2.5 percent of the state's total labor income.

Although Virginia is not a top energy producer, these job and labor income figures demonstrate that the people of Virginia enjoy significant benefits from

energy development.<sup>3</sup> The benefits show up in the state's salary statistics as well. Thus, while the average annual salary in Virginia across all industries and sectors is \$51,665, the average oil and gas industry salary (excluding gas stations) is higher—\$60,721 annually. Overall the industry supports \$12.5 billion of the Virginia economy. That's nearly 3 percent of the state's total economic activity.

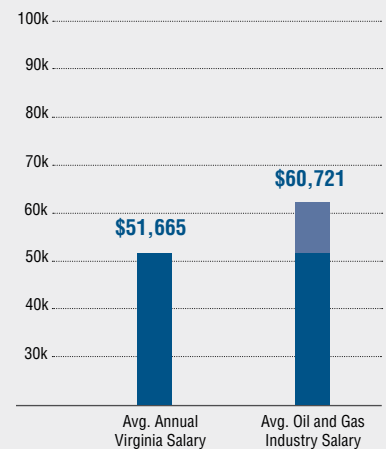
Virginia also benefits from the production of oil and natural gas from shales and so-called "tight formations," energy development that uses the proven engineering technologies of hydraulic fracturing, or "fracking," and horizontal drilling. Total jobs supported by these activities in Virginia reached 18,028 in

**\$12.5 BILLION**  
THE INDUSTRY CONTRIBUTES  
TO VIRGINIA'S ECONOMY

**141,600**  
VIRGINIA JOBS

SUPPORTED BY OIL AND  
NATURAL GAS INDUSTRY

### AVERAGE ANNUAL SALARY COMPARISON



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 development, whether as operators, contractors, service companies, suppliers, or vendors.

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).

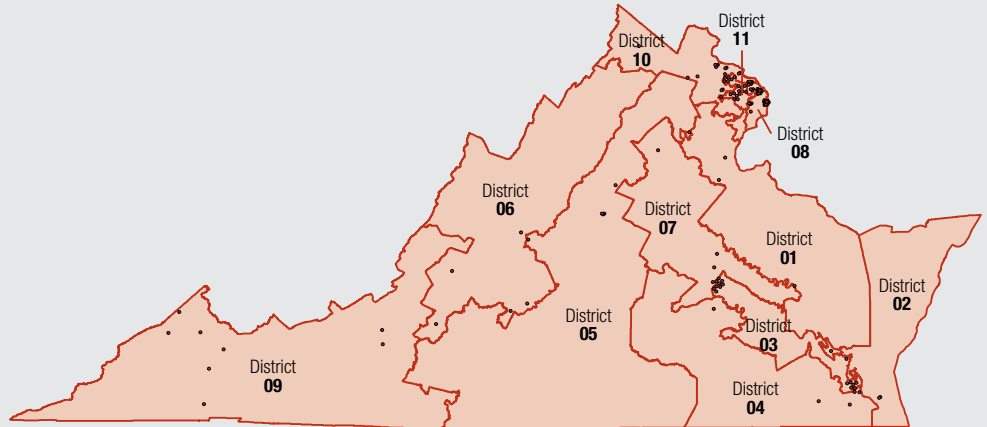
## State: Virginia

### Vendors by Congressional District

Congressional District	Total
Congressional District 1	3
Congressional District 2	3
Congressional District 3	18
Congressional District 4	4
Congressional District 5	6
Congressional District 6	5
Congressional District 7	3
Congressional District 8	31
Congressional District 9	8
Congressional District 10	20
Congressional District 11	19
<b>Grand Total</b>	<b>120</b>

## Virginia Vendors by Congressional District

District Location ●



### Top Cities

Alexandria = 12

Arlington = 12

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

2012. The job total is projected to climb to 31,806 in 2020 and to 38,961 in 2035.<sup>4</sup>

And the people of Virginia get it. A telephone poll of 601 registered Virginia voters, conducted on behalf of the American

Petroleum Institute, found that 80 percent of them, regardless of party affiliation, support increased domestic production of oil and natural gas resources located in the United States.<sup>5</sup>

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/apr-2014/poll-large-majorities-of-virginia-voters-support-investments-in-oil-and-natural-gas>", the results of a Virginia poll conducted by Harris for API April 9-15, 2014. Click on "a new poll" to see how percentages of voters answered this and other questions.



AMERICAN PETROLEUM INSTITUTE

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**Congressional District 1**

G4S ITI  
 Hilldrup Companies, Inc  
 Kaeser Compressors, Inc

**Congressional District 2**

Coastal Training Technologies  
 Ferguson Enterprises, Inc  
 Tesoro Corporation

**Congressional District 3**

Alfa Laval, Inc  
 Audio Fidelity Communications Corporation  
 Auxiliary Systems, Inc  
 Bauer Compressors, Inc  
 Fire Protection Equipment Co  
 Frischkorn, Inc A Ferguson Enterprise  
 GE Mobile Water, Inc  
 McGuireswoods LLP  
 Meadwestvaco Corporation  
 Measurement Specialties, Inc  
 Precisionir, Inc  
 T Kevin Schwind  
 T Parker Host, Inc  
 The Whitlock Group  
 UPS Freight  
 Valueoptions, Inc  
 Vibralign, Inc  
 Western Branch Diesel, Inc

**Congressional District 4**

Air Systems  
 Mobil Satellite Technologies  
 The Gartman Letter LC  
 Vibralign, Inc

**Congressional District 5**

Chemetrics, Inc  
 Elder Research, Inc  
 Failsafe Network, Inc  
 GE Intelligent Platforms, Inc  
 John J. & Pamela J. Borek  
 Softwright, LLC

**Congressional District 6**

Avaya, Inc  
 Detection Technologies, LLC  
 Failsafe Network, Inc  
 Gala Industries, Inc  
 Virginia Transformer Corporation

**Congressional District 7**

Anton Paar USA, Inc  
 Chemtreat, Inc  
 Emergency Management Services International, Inc

**Congressional District 8**

Approbatics Staffing, LLC  
 Armitage Intl LC

Capital Airspace Group, LLC  
 Capitol Advantage, LLC  
 Chad Bradley & Associates, LLC  
 Chemtrec  
 Corporate Executive Board  
 CYVIZ, LLC  
 E\*Trade Financial  
 Edwards & Floom LLP  
 Environ International Corporation  
 ESI International, Inc  
 Famatech Corporation  
 Foodservice & Packaging Institute  
 Gnarus Advisors, LLC  
 Joe Ragans Coffee  
 John F. Kennedy Center for the Arts  
 Kastle Systems  
 Mandiant Corporation  
 Marine Corporations Scholarship Foundation  
 Naesp Foundation  
 National Energy Resources Org  
 Pipeline Research Council International, Inc  
 Public Opinion Strategies, LLC  
 Questel Orbit, Inc  
 Ram SPV II, LLC  
 Regulatory Economics Group, LLC  
 Sareth Loch

Strategies For The Global Environment  
 Washington Speakers Bureau, Inc  
 Yellowbrix, Inc

**Congressional District 9**

Aegisound, LLC  
 Appalachian Production Services  
 Cleco Corporation  
 Davis Consulting  
 Rodney Friend  
 Ultra Pipeline, LLC  
 VTLS, Inc  
 Well Services of Virginia, LLC

**Congressional District 10**

ABZ, Inc  
 Advocates Inc Dc Ltd  
 Cable & Wireless USA  
 Comsearch  
 Cvent, Inc  
 DHL Sameday  
 Digital Intelligence Systems Corporation.  
 Enterprise Wireless Alliance  
 Epic Systems, Inc  
 Foliofn Investments, Inc  
 Greenberg Traurig, LLP  
 Independent Project Analysis, Inc

Instant Transactions Corporation  
 Intelligence Press, Inc  
 Logistics Management Institute  
 Navitus Engineering, Inc  
 Orange Technologies, Inc  
 Phire  
 Silent Partner Services, LLC  
 The Center For Management

**Congressional District 11**

Acutech Group, Inc  
 ASTD  
 Bamboo Solutions Corporation  
 C2 Technologies, Inc  
 Capital Legal Solutions, LLC  
 Deltek, Inc  
 Eplus Systems, Inc  
 Griggs & Adler PC  
 Hewlett-Packard Financial Services  
 Infoition News Services  
 James D. Bain Consulting  
 Lead Star, LLC  
 Liscr, LLC  
 Research-Able, Inc  
 Safety Focus Group, LLC  
 Siber Systems, Inc  
 The Capitol Connection  
 XIGO, LLC  
 XO Holdings, LLC