



## **New Hampshire: Exports, Jobs, and Foreign Investment**

### **September 2012**

#### **Exports Support Jobs for New Hampshire's Workers**

Export-supported jobs linked to manufacturing account for an estimated 5.3 percent of New Hampshire's total private-sector employment. One-quarter (24.5 percent) of all manufacturing workers in New Hampshire depend on exports for their jobs (2009 data latest available).

#### **Exports Sustain Thousands of New Hampshire Businesses**

A total of 2,095 companies exported from New Hampshire locations in 2009. Of those, 1,852 (88 percent) were small and medium-sized enterprises with fewer than 500 employees.

Small and medium-sized firms generated over one-third (35 percent) of New Hampshire's total exports of merchandise in 2009.

#### **Foreign Investment Creates Jobs in New Hampshire**

In 2009, foreign-controlled companies employed 40,600 New Hampshire workers. Major sources of foreign investment in New Hampshire in 2009 included the United Kingdom, Canada, Germany, and Japan.

Foreign investment in New Hampshire was responsible for 7.6 percent of the state's total private-industry employment in 2009.

#### **New Hampshire Depends on World Markets**

New Hampshire's export shipments of merchandise in 2011 totaled \$4.3 billion.

The state's largest market was Mexico. New Hampshire posted merchandise exports of \$943 million to Mexico in 2011, 22. percent of the state's total merchandise exports. Mexico was followed by Canada (\$648 million), China (\$338 million), Germany (\$233 million), and United Kingdom (\$200 million).

The state's largest merchandise export category is computers and electronic products, which accounted for \$1.5 billion of New Hampshire's total merchandise exports in 2011. Other top merchandise exports are machinery (\$960 million), electrical equipment (\$277 million), waste and scrap (\$226 million), and fabricated metal products (\$212 million).

#### **New Hampshire's Metropolitan Exports**

In 2011, the following metropolitan areas in New Hampshire recorded merchandise exports: Manchester-Nashua (\$2.5 billion). Boston-Cambridge-Quincy (including some parts of Massachusetts and New Hampshire) exported \$22.3 billion.