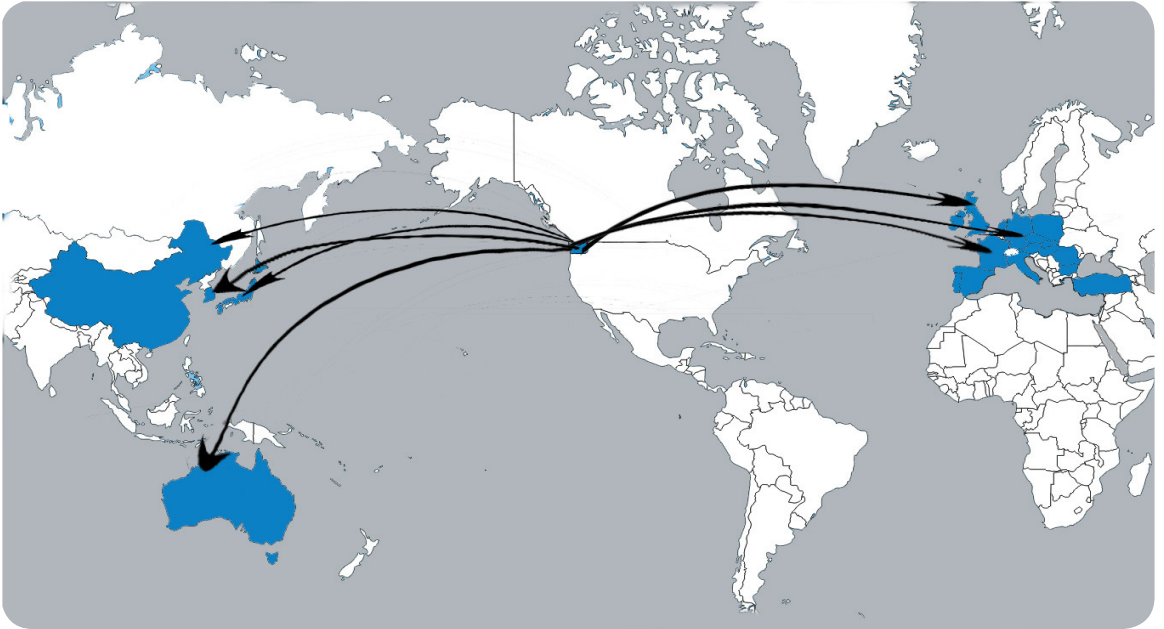


WASHINGTON STATE

TRADE FACTSHEET



FAST FACTS

\$90.6 billion total commodity exports¹

\$24.6 billion total service exports¹

40% of Washington jobs tied to international trade¹

\$60.5 billion total manufacturing exports²

18.8 billion commodity exports to FTA partners²

\$62 billion in export sales supported by the Export-Import Bank³

147 WA Companies awarded assistance by the Export-Import Bank³

3.25 million Sea-Tac Airport international passengers⁴

TRADE FACTSHEET: WA STATE

ECONOMIC IMPACT

EXPORTS SUPPORT JOBS

More than 325,000 jobs are directly sustained by Washington's \$90.6 billion in commodity exports, and hundreds of thousands more are indirectly supported.

IMPORTS SUPPORT JOBS

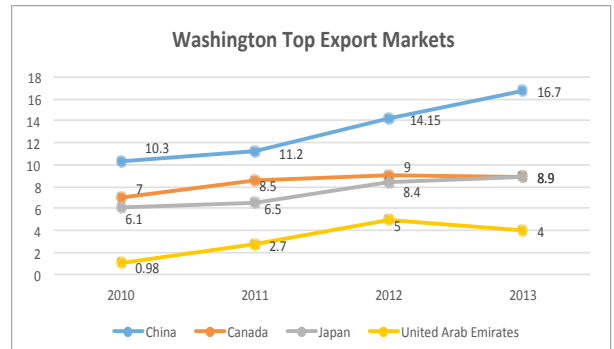
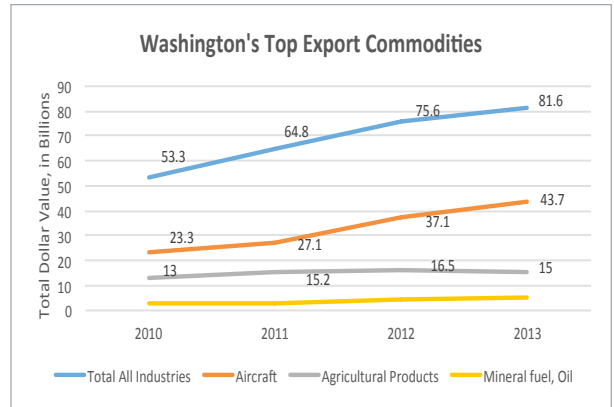
Imports directly support over 108,000 jobs (25% of jobs tied to trade), and hundreds of thousands more are indirectly supported by imports.

Imports:

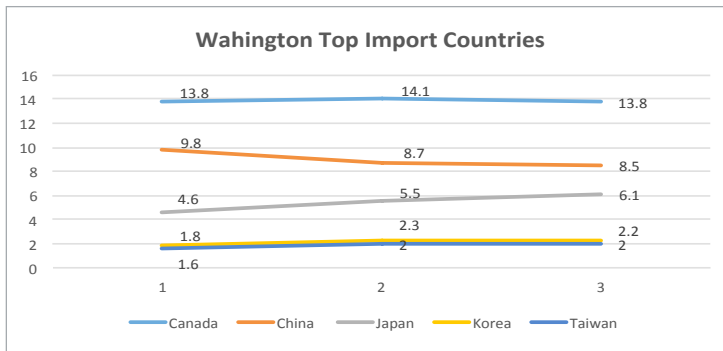
- Create local jobs at ports and logistics providers; 250,000 state jobs are supported by Washington ports⁵
- Increase supply chain competitiveness for Washington-based retailers and manufacturers
- Increase capacity for exports by providing sufficient containers

EXPORTS SUSTAIN SMALL AND MEDIUM-SIZED BUSINESSES

A total of 12,510 companies exported from Washington in 2012. The majority of exporting companies—over 90% - were small and medium-sized enterprises (SMEs), with fewer than 500 employees. SMEs produced over 24% of Washington's total exports of merchandise in 2012.⁶



SSA Terminal at Port of Seattle



FOREIGN INVESTMENT CREATES JOBS

Foreign-owned companies employ 66,341 Washington workers.⁷ Countries that provided major sources of foreign investment in Washington include Germany, United Kingdom, Canada, and Japan. Top FDI sectors include manufacturing, wholesale trade, ICT, and professional services. Sample companies benefiting from FDI are diverse, such as Canam Steel Co, Lauterbach, and iSoftStone.⁸

SERVICE EXPORTS

In 2012, Washington state exported \$24.6 billion worth of services, with computer software and IT services leading the way. According to the most recent data, Washington exported \$13 billion of computer software and IT services in 2011. Other examples of service exports include education of foreign students, law, tourism, architecture, global health and financial services.

INTERNATIONAL VISITORS

From 2012 to 2013, 22,896 foreign students studied in Washington state, supporting 6,736 jobs and contributing \$643 million to the economy.⁹ Just like international students, international tourists support our local economy by spending more money in the state and staying longer than domestic travelers. The amount of direct travel spending totaled \$16.4 billion in 2012. International visitors come from countries such as China, Japan, Korea, France, and Germany. The Washington tourism industry supported 150,900 direct jobs and a total of \$1.8 billion in local and state tax revenues.⁹ Tourism ranks fourth in Gross Domestic Product (GDP) produced in Washington.¹⁰

GLOBAL HEALTH EXPORTS

Based on the activity of 59 local Washington global health organizations, a total of 2,979 full-time equivalents (FTE) are employed in the state, and 17,275 FTE are supported outside of the state. The top seven countries where Washington global health organizations export their services to are Kenya, India, Tanzania, China, Uganda, Haiti, and Ethiopia. Washington global health organizations cooperate with 1,574 partners in 111 countries, reporting 2,503 active projects and initiatives. Local global health organizations include PATH, SightLife, SIGN, SonoSite, the Bill and Melinda Gates Foundation and World Vision.¹¹

1 WISER Trade, 2013 includes pass-through commodities | 2 U.S. Chamber of Commerce, Trade Supports Jobs, 2012 | 3 Export-Import Bank of the United States, 2011—2013 | 4 Port of Seattle, Seattle-Tacoma International Airport Activity Report 2012 | 5 Washington Public Ports Assoc, Trade Statistics & FAQs | 6 International Trade Administration, 2014 | 7 Greater Seattle Region Global Trade & Investment Plan, Version 1.0 | 8 Trade Development Alliance of Greater Seattle, International Companies Map | 9 NAFSA, Economic Impact Statement | 10 Visit Seattle, 2013 | 11 WGHA, Washington Global Health Strategic Mapping Portfolio, 2011

CASE STUDY

STE. MICHELLE WINE ESTATES LTD

The world renowned company has been involved in international trade for 26 years. They export to approximately 100 countries, and the majority of exports are produced in Washington. Considering Washington is the second largest producer of classic wines, free trade agreements allow Ste. Michelle Wine Estates to compete on a global scale. Business Development Manager of Exports, Alexandra LaFontaine, states that Ste. Michelle Wine Estates is looking to expand to nine more countries including the Asia Pacific region and Russia.



Top Export Industry Sectors	Sample Companies
Transportation Equipment	The Boeing Company, Pacific Marina USA Inc, PACCAR, Thunder Jet River Boats, TORAY Composites
Agriculture and Processed Food	Ste. Michelle Wine Estates Ltd, Cascade Agricultural Trading Inc., Stemilt Growers, Anderson Hay & Grain Co, Twin City Foods Inc.
Technology	Physio-Control Inc., Instrumentation Northwest, Sensorlink, Itron Inc., Swype Inc., Enprecis Inc., Microsoft Corporation, Tableau
Forestry Products	American Pulp & Paper Co, Weyerhaeuser, Paneltech Inc., North Fork Timber Company, Hinrichs Trading Co., Kirk Company
Services Exports	Vista Clara Inc., HaloSource Inc., K&L Gates, Perkins Coie, NBBJ, Callison, Russell Investments, Expedia
Retail	REI, Nordstrom, Costco, Outdoor Research, Amazon.com, Starbucks Coffee Company, Zulily, Eddie Bauer, Tommy Bahama

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