

# CONGRESSIONAL DISTRICT 1

## TRADE FACTSHEET



### FAST FACTS

**\$10 billion** total merchandise exports<sup>1</sup>

**\$9.6billion** total manufacturing exports<sup>1</sup>

**\$3.2 billion** exports to FTA partners<sup>1</sup>

**23 businesses** awarded assistance by the Export-Import Bank<sup>2</sup>

**\$118 million** in export sales supported by the Export-Import Bank<sup>2</sup>

Top Export-Import Bank-supported exporters: Chateau Ste. Michelle Wine Estates, LKD Aerospace, Genie Industries

# TRADE FACTSHEET: DISTRICT 1

## ECONOMIC IMPACT

### TRADE IN METROPOLITAN AREAS

The Seattle-Tacoma-Bellevue metropolitan area, which includes Redmond, Bothell, Kirkland and Woodinville, reported approximately \$61.9 billion in exports in 2014 (77.5 % of the state's total exports). This makes it the 4th largest and fastest growing exporting MSA in the U.S.<sup>4</sup>

### IT & COMPUTER SOFTWARE INDUSTRY

Redmond and Kirkland are major IT hubs, with companies like Microsoft, Nintendo Software Technology, Google and PlayNetwork located there. Microsoft alone employs 43,351 Washington residents. Many IT and software jobs are tied to exports; for instance by early 2014, Microsoft had sold 200 million copies of Windows 8 worldwide.

### AGRICULTURE

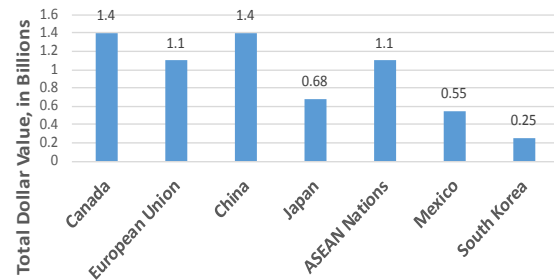
Agriculture is a top industry in Skagit, Snohomish, Whatcom and King counties.

In fact there are over 6,000 farms scattered over these counties, growing crops such as blueberries, strawberries, tulips, seed potatoes, and a variety of other fruits, vegetables and nuts that are major exports for Washington state.<sup>6</sup>

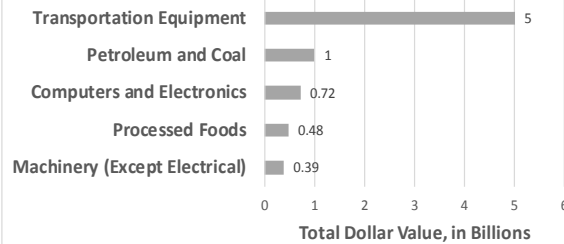


Wine in a Woodinville wine cellar. Woodinville is a major producer and exporter of Washington wines

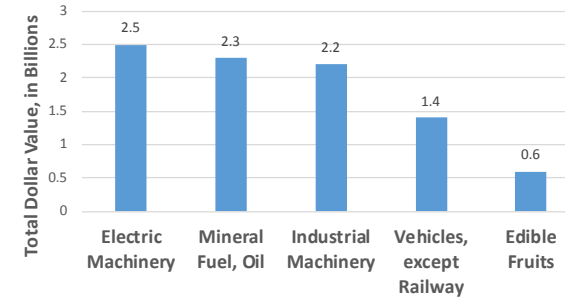
Top Merchandise Exports Destinations, 2013



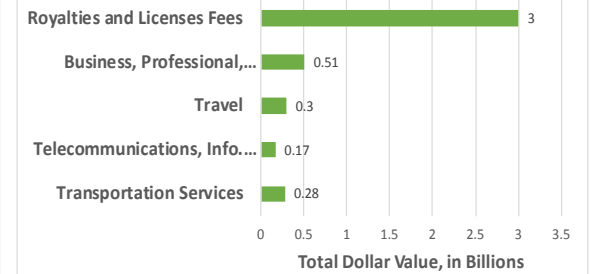
Manufacturing Exports by Industry Sector, 2013



Imports Through Blaine, WA, 2013



Top Service Exports, 2013



### MEDICAL DEVICE INDUSTRY

The medical device industry is a major employer in District 1, with more than 52 medical device companies in Bothell, Redmond and Kirkland.<sup>5</sup> The medical device industry employed nearly 8,000 Washington residents in 2010, with a concentration of those jobs in District 1 at companies like Philips Ultrasound, Sonosite, Verathon, Cardiac Science Corporation and Micro-Surgical Technology. Washington is a major exporter of medical devices; in 2015, Washington exported \$703 million of ultrasonic scanning equipment, \$1 billion of medical and surgical equipment, \$15 million of ophthalmic instruments and \$4 million of electrocardiographs<sup>3</sup>

### U.S.-CANADA TRADE

The U.S.-Canada border crossing in District 1 is a major international commercial gateway. In fact, it is the most important port of entry on the U.S.-Canada border west of the Rocky Mountains. Over \$21 billion worth of two-way trade flows through the Blaine border crossing each year.<sup>3</sup> The Blaine crossing also handles a large amount of Asia-Pacific trade, as many Asian goods are shipped to the Port of Vancouver (BC) and transported by land over the border.

### SERVICE INDUSTRIES

Service industries employ 72.3% of the District 1 population.<sup>7</sup> This includes industries such as financial services, law, architecture, health, IT and other professional services. Services are a major export for Washington state, reaching over \$26 billion in 2013.

1 U.S. Chamber of Commerce, Trade Supports Jobs- District 1, 2013 | 2 Export-Import Bank of the United States, 2010-2013 | 3 WISER Trade, 2015 | 4 International Trade Administration, 2014 \*US-Metropolitan Area Reports | 5 Washington Research Council, Trends in Washington's Life Sciences Industry 2007-2011. | 6 Washington State Department of Agriculture, 2012 | 7 The Coalition of Services Industries, 2014

# CASE STUDY



## WOOD STONE COMPANY

Wood Stone sells the best stone-fired cooking equipment in the world, and it all starts in Bellingham, WA, at their manufacturing facility. Approximately 13,000 Wood Stone ovens are sold in 75 countries worldwide, with export business accounting for between 15 and 20 percent of their business. With over 21 years in business and 90 employees, Wood Stone has the team and expertise to continue exporting their quality products to the world. Wood Stone has succeeded in international trade by taking the initiative to meet prospective customers in their country and learn about the market place. Due to international competition, Wood Stone continues to develop better products. Access to technology like robotic metal manufacturing equipment is the key to their team being competitive in the world market while keeping jobs in Washington state.<sup>13</sup>

Top Export Industry Sectors	Sample Companies
Electronics and Medical Devices	Physio-Control Inc., SonoSite, Instrumentation Northwest Inc.
Processed Foods	International Market Brands Inc.
Machinery	Genie Industries, Wood Stone Ovens, Flow Control Industries
Primary Metal Manufacturing	Yue Fon USA Inc.
Chemicals	Protrade International, HaloSource, Inc.
Seafood Products	Alaska General Seafoods, Aleutian Proteins, Inc
Crop Productions	Ste. Michelle Wine Estates Ltd, Cascadian Farms
Forestry Products	American Pulp & Paper Corporation
Transportation Equipment	Avio Corporation, Nabtesco Aerospace, Inc.

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