

CONGRESSIONAL DISTRICT 2

TRADE FACTSHEET



FAST FACTS

73,825 Jobs Directly Supported by Exports¹

\$24 Billion Total Merchandise Exports¹

\$5 Billion Exports to FTA Partners¹

\$35 Billion Export Sales Supported by Export-Import Bank²

8 Companies awarded assistance by the Export-Import Bank²

TRADE FACTSHEET: DISTRICT 2

ECONOMIC IMPACT

TRADE IN METROPOLITAN AREAS

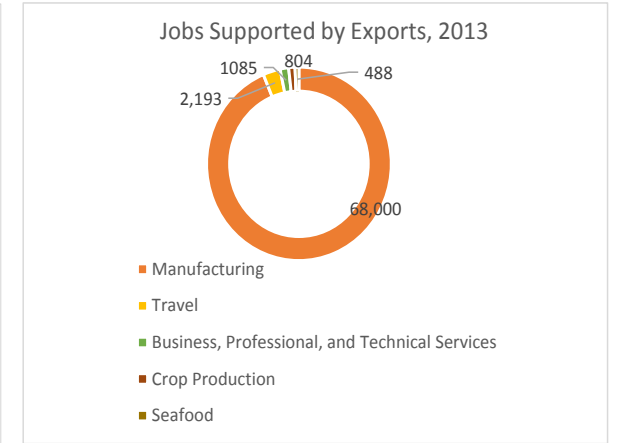
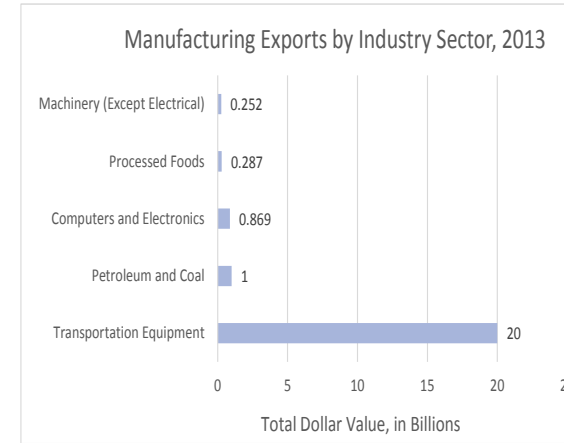
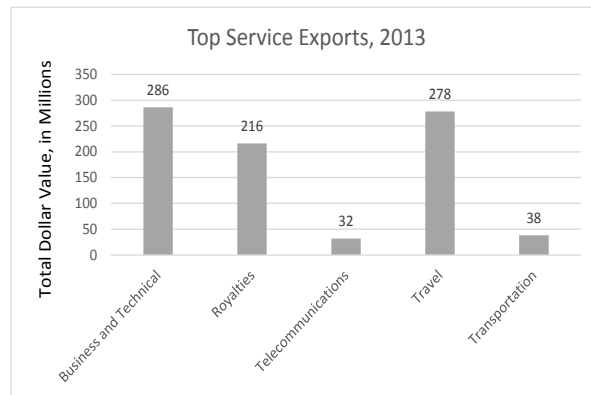
The Seattle-Tacoma-Bellevue metropolitan statistical area (MSA), which includes Everett and the surrounding area, reported approximately \$61.9 billion in merchandise exports in 2014, making it the 4th largest exporting MSA in the U.S.³ The Bellingham MSA exported almost \$3 billion worth of goods, a 82.6% increase since 2012.³

SERVICE EXPORTS

The service industry employs 72.3% of the District 2 population.⁴ This includes main export sectors such as global health, international tourism, international education, financial services, law, architecture, and other professional services. Washington's service exports reached \$919 million in 2013.

INTERNATIONAL VISITORS

The travel industry employed 10,600 people in District 2 in 2014.⁵ The Future of Flight program hosted 187,000 visitors in 2010, 26% from international locations.⁶ Between 500,000 to 1 million tourists visit the San Juan Islands each year⁷, and spots such as Whidbey Island and Deception Pass are other top tourist destinations. International visitors spend more money in the state and stay longer than domestic travelers. More than 20% of visitors to Washington are international.⁸ District 2 also hosts 2,589 foreign students, a total contribution of \$58.4 million, a 29.2% increase from the year before.⁹



AGRICULTURE

Agriculture is a major industry in District 2. Some top agricultural products from Whatcom, Skagit, and Snohomish counties include: milk, raspberries, blueberries, potatoes and cattle. The San Juan Islands produce lavender, grapes, livestock, oysters, vegetables and dairy. The top markets for Washington agricultural exports are: Japan (\$1.3 billion), Canada (\$1.1 billion), Taiwan (\$323 million), Philippines (\$312 million), and Mexico (\$299 million).¹⁰

THE BOEING COMPANY

The company is the core reason why Washington state's main export is aircraft. Boeing still keeps local roots and proudly employs over 80,000 Washingtonians. Boeing has customers in more than 150 countries. In fact, approximately 75% of the world's fleet is Boeing manufactured aircraft.¹¹ Trade is crucial for this global company. The company reported 40% of their total revenue comes from customers located outside of the U.S. It is also reported non-U.S. carriers and leasing companies contribute 65% of Boeing's current commercial airplane backlog.¹¹

PORT OF EVERETT

The Port of Everett is the premier breakbulk port in the region. According to the U.S. Customs and Foreign Trade Division, Everett's custom district is ranked first in the state for export value at \$25.7 billion in 2014.¹² Top exports include aircraft, inorganic chemicals & metals, industrial machinery and wood. As of 2014, the port created 34,000 jobs for Washingtonians and generated \$4.1 billion in annual revenue. The Port is the state's second largest port by economic output, and third largest container port.¹²

1 U.S. Chamber of Commerce, Trade Supports Jobs-District 3, 2013 | 2 Export-Import Bank of the United States, 2010-2013 | 3 International Trade Administration, 2014 MSA-Metropolitan Statistical Area | 4 The Coalition of Service Industries *based on 2013 district data | 5 U.S. Travel Association, 2014 | 6 Future of Flight 2010 Annual Report | 7 San Juan Islands Visitors Bureau | 8 Seattle Convention and Visitors Bureau, OTTI Report, 2013 | 9 NAFSA Economic Impact Statements, Washington, 2013-2014 | 10 Washington State Department of Agriculture, 2013 | 11 The Boeing Company, About Us, 2014 | 12 Port of Everett 2014 | 13 ExportWashington.com

CASE STUDY



VISTA CLARA INC

Located in Mukilteo, Washington, Vista Clara develops, manufactures, and provides services for groundwater detection instruments. The company began exporting in 2008 and, with help from the Export Finance Assistance Center of Washington and Ex-Im Bank, now exports to Germany, Denmark, Australia, Canada, China and India. Since 2008, 44% of sales (approximately \$2.5M) were exports. Over the past three years they have hired six full-time employees, now supporting a total of eight full-time and three part-time Washington employees. Dave Walsh, President and Founder of Vista Clara Inc., says that selling internationally has also sparked interest in the industry on a national level, stimulating the U.S market.

| Top Export Industry Sectors | Sample Companies |
|-------------------------------|--|
| Transportation Equipment | Health Tech Inc, The Boeing Company, Dunlap Towing Co, Yamato Engine Specialists |
| Computers and Electronics | Magnum Energy |
| Petroleum and Coal Products | Shell Puget Sound Refinery |
| Processed Foods | Twin City Foods Inc, Cascade Agricultural Trading Inc. |
| Machinery (Except Electrical) | BSR Heavy Equipment, Outback Power Technologies Inc, Advanced Combustion Systems |
| Seafood Products | Ice Pak Inc, Bornstein Seafood Inc |
| Crop Productions | Twin City Foods Inc |
| Forestry Products | Interfor Pacific Inc, Formark Inc |

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