

CONGRESSIONAL DISTRICT 3

TRADE FACTSHEET



FAST FACTS

12,555 Jobs directly supported by exports¹

\$3.6 billion total merchandise exports¹

\$627 million total manufacturing exports¹

\$1.3 billion exports to FTA partners¹

\$42 million export sales supported by Export-Import-Bank²

5 Companies awarded assistance by the Export-Import Bank²

TRADE FACTSHEET: DISTRICT 3

ECONOMIC IMPACT

TRADE IN METROPOLITAN AREAS

The Portland-Vancouver-Beaverton MSA exported over \$18.7 billion worth of commodities in 2014.⁴ According to the Brookings Institute, in 2014 exports supported 161,928 jobs in the Portland-Vancouver-Beaverton MSA.⁵

SERVICE EXPORTS

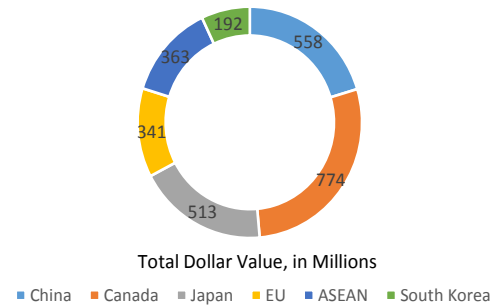
The service industry employs 72.9% of the District 3 population.⁶ This includes main export sectors such as health care, international tourism, international education, financial services, law, architecture, and other professional services. Washington exported \$26.5 billion in services in 2013 and District 3 made up \$672 million of that total.

INTERNATIONAL VISITORS

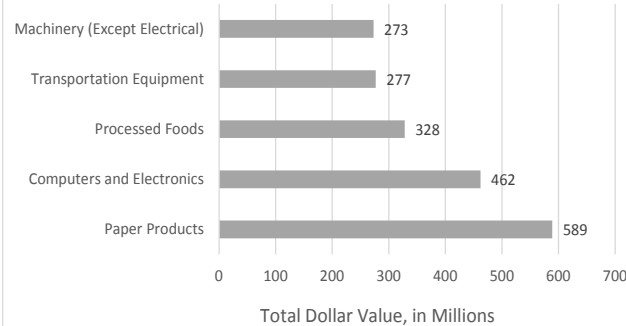
The travel industry provides 7,700 jobs for District 3.⁷ There are many reasons international tourists may visit District 3, including touring Mt. St. Helens and other parks. International visitors spend more money in the state and stay longer than domestic travelers. In 2014, over 20 million visitors spent \$15.7 billion in Washington state. In the 2014-2015 academic year, a total of 260 international students contributed \$5.9 million in economic impact, nearly 40% increase from the year before.¹⁰

1 U.S. Chamber of Commerce, Trade Supports Jobs-District 3, 2013 | 2 Export-Import Bank of the United States, 2010-2013 | 4 International Trade Administration, 2013 *MSA-Metropolitan Statistical Area | 5 Brookings Institute, Export Nation, 2014 | 6 The Trade Partnership | 7 Visit Seattle, 2013 | 9 Washington State Department of Agriculture, 2010

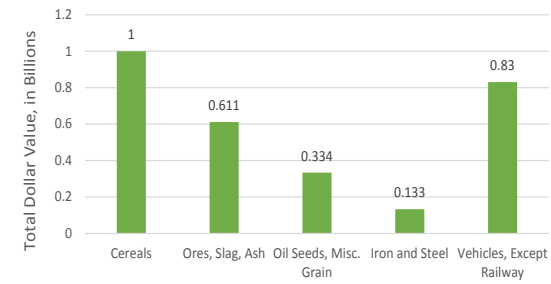
Top Goods Export Destinations, 2013



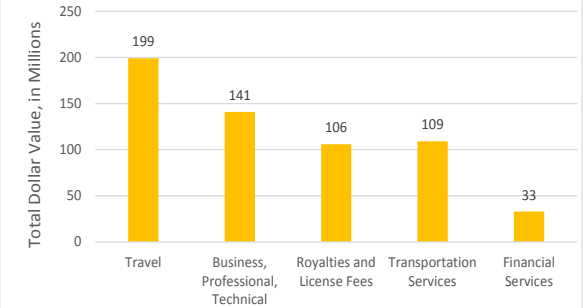
Manufacturing Exports by Industry Sector, 2013



Exports Through Port of Vancouver, 2014



Top Service Exports, 2013



AGRICULTURE

Agricultural products are some of the top exports from the ports of Longview and Vancouver. Top agricultural products from Southwest Washington include: tree fruit, nuts, berries, poultry, Christmas trees, ornamental shrubs and trees, milk, and vegetables. 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).⁹

PORT OF VANCOUVER AND PORT OF LONGVIEW

The Port of Vancouver exported over \$1.3 billion worth of goods in 2015, while the Port of Longview exported \$2 billion.¹¹ The Port of Vancouver directly supports 2,300 jobs, and the Port plans to add 3,000 to 4,000 additional jobs within the next 15 to 20 years with new and long-term development projects. Nearly 17,000 jobs are generated in the community by Port of Vancouver activities.¹² The Port of Longview supports 12,119 direct, indirect, induced and related jobs in the District 3 region.¹³ Marine cargo activity at Port of Longview generated \$1.7 billion in economic activity in the region.¹³ Top commodity exports of 2013: cereals, ores/slag/ash, oil seeds, iron & steel, vehicles, wood, wood products & wood pulp (waste & scrap), industrial machinery, mineral fuel and oil.¹¹

IMPORTS

Top commodity imports of 2014 included inorganic chemicals & metals, iron & steel, salt/sulfur/earth & stone/lime & cement plaster, mineral oil, vehicles, fertilizer, and fuel.¹¹ From 2010 to 2011, wind energy cargo imports increased 321 percent at the Port of Vancouver. In total, the Port imported 3,300 pieces of wind energy cargo in 2011. To compare, the Port handled only 743 in 2009.¹⁴

Imports matter to WA for three reasons: creating local jobs at ports and logistics providers, increasing supply chain competitiveness for Washington-based retailers and manufacturers, and increasing capacity for exports.

10 NAFSA Economic Impact Statements, Washington, 2014-2015 | 11 WISER Trade, 2014 | 12 Port of Vancouver, 2013 | 13 Port of Longview, The Local and Regional Economic Impacts of the Port of Longview, 2012 | 14 Port of Vancouver, 2011 Annual Report



Importing Wind Turbines at the Port of Vancouver

CASE STUDY

NEIL JONES FOOD COMPANY

This food processing company has been privately owned and family operated for over 40 years. In the last five years, exporting their products has been a priority, and the company now exports to four different continents; in fact, due to export sales growing in the double digits from the previous year, the company is looking to sell in new markets such as the Middle East, Vietnam and Mexico. Bahman Dejbod, import and export director at Neil Jones Food Co., has hired three employees since the company began exporting just to manage the influx of international business.



Top Export Industry Sectors	Sample Companies
Computers and Electronics	WELLS-CTI Inc., Epson Toyocom Co
Machinery (except electrical)	Cascade Trader Inc., Columbia Machine
Chemicals	Emerald Kalama Chemical LLC
Processed Foods	Nutrition Now Inc., Neil Jones Food Company
Forestry Products	North Fork Timber Company Inc., Conwood Products, Inc.
Crop Productions	Bear Canyon Tree Farm, Great Western Malting Co, Firestone Pacific Foods

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