

CONGRESSIONAL DISTRICT 5

TRADE FACTSHEET



FAST FACTS

15,701 Jobs directly supported by exports¹

\$3.8 Billion total merchandise exports¹

\$2.9 Billion total manufacturing exports¹

\$1.4 Billion exports to FTA partners¹

\$50 Million export sales supported by Export-Import Bank²

14 Companies awarded assistance by the Export-Import Bank²

TRADE FACTSHEET: DISTRICT 5

ECONOMIC IMPACT

TRADE IN METROPOLITAN AREAS

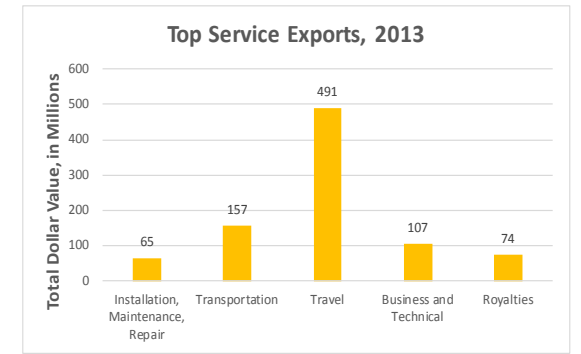
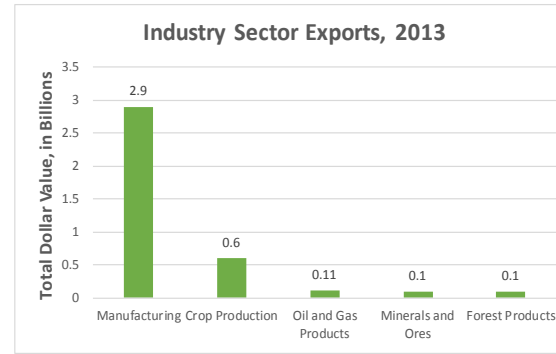
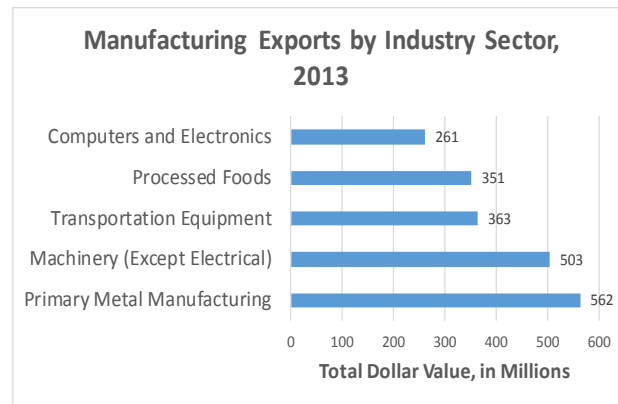
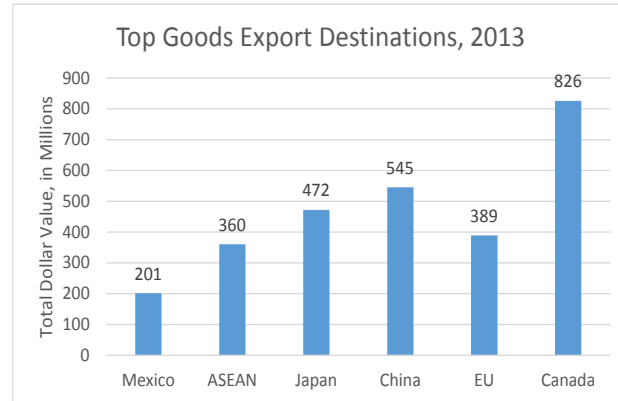
The Spokane metropolitan statistical area (MSA) reported approximately \$806 million in exports in 2014, and the Lewiston, Idaho and Washington MSA exported \$85 million.³

AGRICULTURE

Agricultural products are one of District 5's top exports. Last year the District's agricultural exports reached \$412 million. Top agricultural products from Spokane, Walla Walla, Adams, and Whitman counties include: cattle, wheat, hay, barley, potatoes, apples, peas and lentils. 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).⁴

SERVICE EXPORTS

According to US travel Association, the travel industry employs 9,500 people in District 5. The service industry employs 78.3% of the District 5 population.⁶ This includes main export sectors such as global health, international tourism, international education, financial services, law, architecture, and other professional services. District 5 exported \$967 million in services in 2013.



WASHINGTON WINE INDUSTRY

Washington's wine industry has seen tremendous growth over the last decade. Washington is the second largest premium wine producer in the United States, and the wine industry contributes \$8.6 billion in economic impact to Washington state.⁵ Washington's wine industry makes up 5% of Washington exports. The Washington Wine Commission has an export program that brings foreign wine buyers to the State to connect with wineries, enhancing international sales and tourism.

INTERNATIONAL VISITORS

The travel industry provides 9,500 jobs for District 5 residents.⁷ International visitors spend more money in the state and stay longer than domestic travelers. The amount of international visitors to Washington grew by 6.7% in 2015. During the 2014-2015 school year District 5 hosted 3,668 foreign students, a total economic impact of nearly \$109 million.⁹

MANUFACTURING

Manufactured products are District 5's top export. In 2013 District 5 exported \$2.9 billion worth of manufactured goods.¹ There are over 600 manufacturing businesses in the Spokane region alone, employing over 15,000 Washington residents.¹⁰



Hinrichs Trading Company Farmers showcasing garbanzo plants

1 U.S. Chamber of Commerce, Trade Supports Jobs-District 6, 2013 | 2 Export-Import Bank of the United States, 2010-2013

3 International Trade Administration, MSA-Metropolitan Statistical Area, 2014 | 4 Washington State Department of Agriculture, 2010 | 5 Washington State Wine Commission, 2012 | 6 The Coalition of Service Industries | 7 U.S Travel Association, 2014 | 8 Seattle Convention and Visitors Bureau, OTTI Report, 2015 | 9 NAFSA Economic Impact Statements, Washington, 2014-2015 | 10 Greater Spokane Incorporated, 2013

CASE STUDY

WAGSTAFF, INC.

The Spokane, WA, company is recognized around the globe as a leader in the aluminum industry, manufacturing machinery that transforms molten aluminum into desired solid shapes. The company, which began exporting in the 1980's, now sells approximately 85% of their products overseas to 55 countries around the world. China receives 45% of all Wagstaff exports. Wagstaff also indirectly creates export-related jobs through their 50-plus local partnerships and suppliers in Washington.



Top Export Industry Sectors	Sample Companies
Transportation Equipment	Thunder Jet River Boats, Shredfast Inc.
Primary Metal Manufacturing	Lloyd Industries Inc., Colmac Coil Manufacturing Inc., SCAFCO
Processed Foods	Commercial Creamery Co.
Computers & Electronics	Schweitzer Engineering Laboratories, Itron Inc.
Machinery (except Electrical)	Alliance Machine Systems Inc, Wagstaff
Crop Productions	Landmark Seed Co, Waterbrook Winery, L'Ecole No 41, BNP lentil Company, Hinrichs Trading Co
Leather Manufacturing & Sales	White's Boots

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