

CONGRESSIONAL DISTRICT 8

TRADE FACTSHEET



FAST FACTS

25,586 Jobs directly supported by exports¹

\$6 Billion total merchandise exports¹

\$5.5 Billion total manufacturing exports¹

\$1.5 Billion exports to FTA partners¹

\$243 Million export sales supported by Export-Import Bank²

10 Companies awarded assistance by the Export-Import Bank²

TRADE FACTSHEET: DISTRICT 8

ECONOMIC IMPACT

TRADE IN METROPOLITAN AREAS

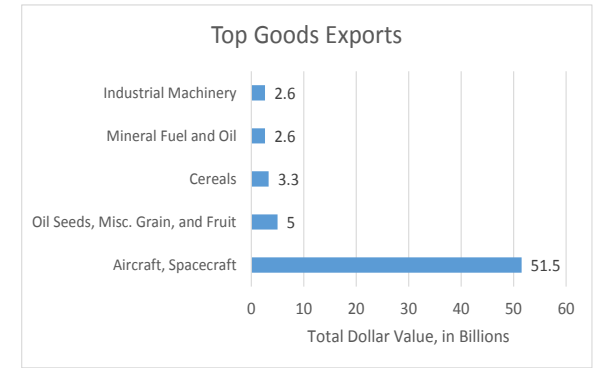
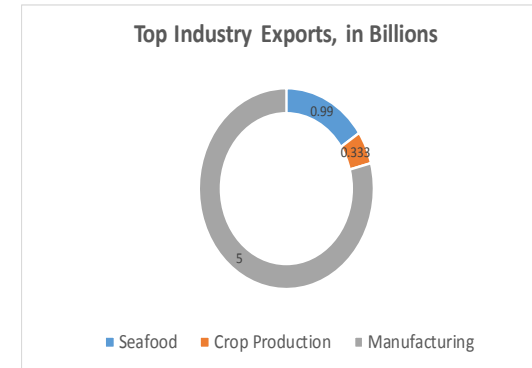
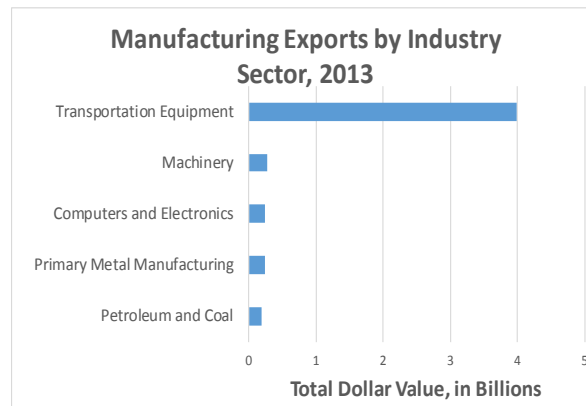
The Seattle-Tacoma-Bellevue metropolitan statistical area (MSA) which includes District 8, reported approximately \$61.9 billion in exports in 2014, making it the 4th largest exporting MSA in the U.S.⁴ This is a 23.1 percent increase from 2012. According to the Brookings Institute, in 2014 the Seattle-Tacoma-Bellevue MSA exported 19.1% of its total production, supporting 317,226 jobs.⁵

AGRICULTURE EXPORTS

District 8 is a major agricultural exporter. Top products from Kittitas, Chelan and King Counties include hay and grass, dairy, livestock, tree fruit, cereal grains and vegetables. 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).⁶

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 \$14.9 billion in economic impact to Washington state.⁷ Exports make up 5% of Washington's wine industry. Washington wineries see great potential for export growth in the coming years, especially since market demand for wine has exploded in countries such as China. With Columbia Valley and Lake Chelan American Viticultural Areas (AVAs), District 8 is a top producer of Washington wines.



SERVICE EXPORTS

The service industry employs 72.9% of the District 8 population.⁸ This includes main export sectors such as international tourism, international education, IT services, financial services, law, architecture, and other professional services. District 8 exported \$2.5 billion in services¹ in 2013.

INTERNATIONAL VISITORS

The travel industry provides 8,900 jobs for District 8.⁹ International tourists travel to District 8 to visit attractions such as Snoqualmie Falls and Lake Chelan. 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 and generated \$2.4 billion to federal, state and local governments.⁹ District 8 hosts 2,292 foreign students, who contribute \$62.4 million to the local economy from 2014 to 2015.¹¹



Anderson Hay & Grain transporting hay for export

1 U.S. Chamber of Commerce, Trade Supports Jobs— District 7, 2013 | 2 Export-Import Bank of the United States, 2010—2013 | 3 WISER Trade, 2015 | 4 International Trade Administration, MSA—Metropolitan Statistical Area, 2014 | 5 Brookings Institute, Export Nation, 2014 | 6 Washington State Department of Agriculture, 2010 | 7 Washington State Wine Commission, 2012 | 8 The Trade Partnership, 2014 | 9 U.S Travel Association, 2014 | 10 Seattle Convention and Visitors Bureau, OTTI Report, 2011 | 11 NAFSA Economic Impact Statements, Washington, 2014-2015

CASE STUDIES

STEMILT GROWERS LLC

Washington state is fortunate to have optimal growing conditions for agriculture. Stemilt Growers takes advantage of the state's conditions, specializing in tree fruits. Over the past ten years agriculture industry exports have increased by 10 percent. Stemilt Growers contribute to the industry growth by exporting to 26 different countries around the world.



ANDERSON HAY & GRAIN

Located in Ellensburg, WA, the company has been involved in international trade since 1975. Anderson Hay & Grain Co. exports hay and straw products to Asia and the Middle East. International demand has increased sales as new markets open, such as China and the UAE. The company relies on export sales to support 250 full-time employees. Furthermore, 90 percent of Anderson Hay & Grain Co. products are exported. Mark Anderson, CEO of Anderson Hay & Grain Co., explains, "without exports we would not see a strong agricultural economy in the Pacific Northwest." Export capacity is an issue for the agriculture industry; fewer imports are arriving in Washington, leaving less empty containers for exports and causing increased freight rates. Supporting policies that keep Washington competitive is crucial for seizing market opportunities and supporting companies like Anderson Hay & Grain Co.



Top Export Industry Sectors	Sample Companies
Transportation Equipment	Global Equipment Services, LKD Aerospace Inc.
Computers and Electronics	Applied Precision Inc.
Agriculture	Calaway Trading, Stemilt Growers, Anderson Hay & Grain
Logistics and Shipping	Trans Net Inc.
Manufacturing	Bainbridge Manufacturing Inc.

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