

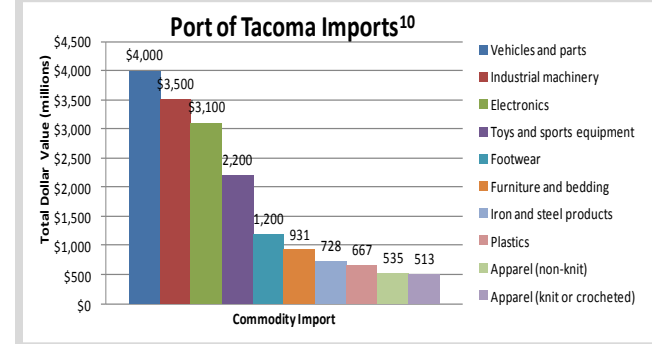
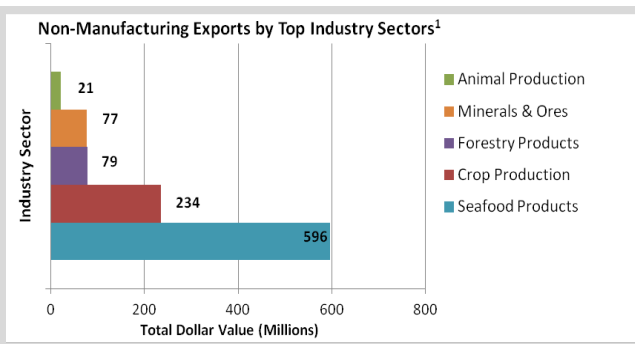
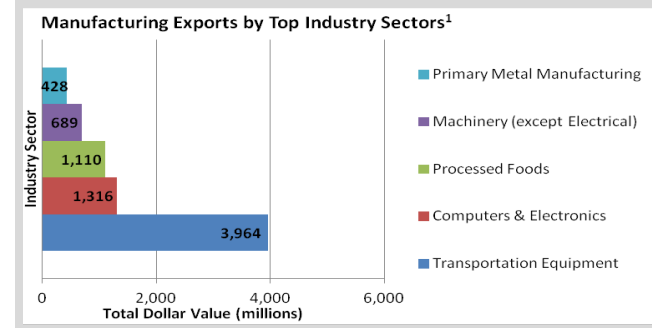
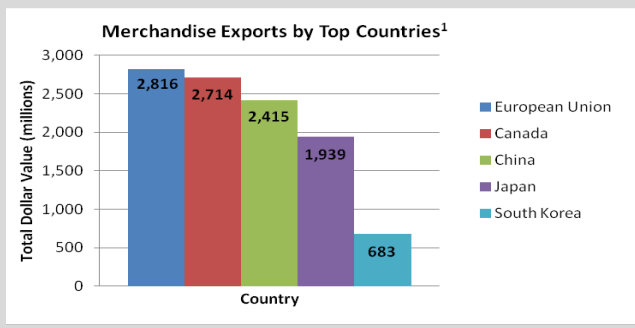
CONGRESSIONAL DISTRICT 9

Trade Factsheet



FAST FACTS

- 60,722 Jobs Directly Supported by Exports¹
- \$18,065,062,047 Total Merchandise Exports¹
- \$17,049,716,012 Total Manufacturing Exports¹
- \$4,063,752,913 Exports to FTA Partners¹
- \$6,712,504,708 Export Sales Supported by Export-Import Bank²
- 13 Companies awarded assistance by the Export-Import Bank²



Top Export Industry Sectors	Sample Companies
Transportation Equipment	The Boeing Company, Renton Coil Spring Co, CEVA Ocean Line
Computers and Electronics	JCA Co.
Processed Foods	SUPERVALU, Nutriom LLC, World Vision, YRC Logistics Global
Machinery (except electrical)	Flow International, Aerogo Inc, Sunstream Co, Flux Drive Inc, Herrenknecht Tunneling Systems Inc, Maxx Cap Machinery Inc.
Primary Metal Manufacturing	AES Worldwide, RSS Metals, Yamato Transport, Giant Metals Inc.
Seafood Products	Pacific Harvest Seafood Inc.
Crop Production	
Forestry Products	Weyerhaeuser NR Co, Evergreen Hardwoods, Chugoku Lumber Co, Western Wood LLC

1 U.S. Chamber of Commerce, Trade Supports Jobs-District 9, 2010 | 2 Export-Import Bank of the United States, 2010-2011

ECONOMIC IMPACT

TRADE IN METROPOLITAN AREAS

The Seattle-Tacoma-Bellevue metropolitan area reported approximately \$36.9 billion in exports (81.1% of the state's total exports), making it the 4th largest exporting MSA in the U.S.³ According to the Brookings Institute, the Seattle-Tacoma-Bellevue MSA exported 12.1% of its total production, supporting 196,000 jobs.⁴

SERVICE EXPORTS

The service industry employs 80-89.9% of the District 8 population.⁵ This includes main export sectors such as global health, international tourism, international education, financial services, law, architecture, and other professional services. Based on the 2002 Washington Input-Output Model, Washington exported \$16.9 billion in services in 2011; that estimate, which does not account for changes in the global economy over the last decade, will likely be significantly higher when the 2012 Washington Input-Output Model is completed in April.

INTERNATIONAL VISITORS

The most recent information, from 2008, explains the travel industry provides 17,700 jobs for District 9, an increase of 100 jobs since 2006.⁶ International visitors spend more money in the state and stay longer than domestic travelers. The amount of international visitors to Washington grew by 32% in 2010.⁷ District 9 hosts 845 foreign students, a total contribution of \$21,012,400 from four educational institutions.⁸

KORUS FTA

In 2010 2,151 jobs were a result of District 9 exports to South Korea. Leading exports to South Korea include transportation equipment, processed foods, computers & electronics and other manufactured goods.⁹

PORT OF TACOMA

- Port of Tacoma's seaport total trade throughput grew 10.6% over 2009.¹⁰
- Top Commodity Trading Partners: Japan, China, South Korea, Taiwan, Indonesia, Canada¹¹
- Top export commodities: cereals, grains, iron and steel, meat and meat products, inorganic chemicals, industrial machinery.¹¹
- Total export value of all countries equaled \$6.1 billion in 2010.¹¹
- Based on a 2005 study, more than 43,000 jobs in Pierce County are related to the Port of Tacoma's activities. Port-related jobs generate \$637 million in annual wages in Pierce County.¹²

IMPORTS

- More than 70% of the Port of Tacoma's international import container cargo heads east via rail to major markets, such as Chicago, Indianapolis, New York and Boston.¹¹
- Top import commodities: vehicles and parts, industrial machinery, electronics, toys and sports equipment, footwear.¹¹
- The Port of Tacoma's import value from all countries totaled \$21.8 billion in 2010.¹¹
- Three reasons imports matter to WA: create local jobs at ports and logistics providers, increase supply chain competitiveness for Washington based retailers and manufacturers, increase capacity for exports.

GLOBAL HEALTH EXPORTS

Washington global health organizations cooperate with 1,574 partners in 111 countries, reporting 2,503 active projects and initiatives. District 9 supports 2,381 full time global health employees in the King county at organizations such as PATH and CARE.¹³

CASE STUDY

FLUX DRIVE INC.

Located in Sumner, WA, Flux Drive Inc. manufactures a unique green technology product that lowers a motor's energy use. The small business exports to Canada with ease due to NAFTA. Flux Drive Inc. is anticipating sales in Brazil and Asia as well. In 2011, its exports were valued at \$80,000 and are expected to increase to \$400,000 in 2012 because international markets are adopting the sustainable product quicker than domestic markets. Flux Drive Inc. also imports rare earth magnets from China for the product. The majority of the product, 90 percent, is manufactured in Washington. The company's international growth has allowed them to hire 4 new employees, a total of 11 Washington employees. Flux Drive Inc. was able to expand sales internationally with help from the Small Business Administration, Export-Import Bank, and the Seattle U.S Export Assistance Center.



3 International Trade Administration, 2009 *MSA-Metropolitan Statistical Area | 4 Brookings Institute, Export Nation, 2008 | 5 The Coalition of Service Industries | 6 U.S Travel Association, 2008 | 7 Seattle Convention and Visitors Bureau, OTTI Report, 2011 | 8 NAFSA Economic Impact Statements, Washington, 2010-2011 | 9 Business Round Table, Visualizing Trade Flow, 2010 | 10 WA Department of Commerce, April Bulletin 2011 | 11 Port of Tacoma 2010 Annual Report | 12 Port of Tacoma Economic Impact Study, Martin Associates, 2005 | 13 WGHA Strategic Mapping Portfolio 2011