



Washington: Exports, Jobs, and Foreign Investment

March 2014

Exports Support Jobs for American Workers

Total exports from Washington helped contribute to the record-setting value of U.S. goods and services exports in 2013, which reached \$2.3 trillion. Nationally, jobs supported by exports reached more than 11 million in 2013, up 1.6 million since 2009. In 2011, nearly two-fifths (38.8 percent) of all manufacturing workers in Washington depended on exports for their jobs.

Exports Sustain Thousands of Washington Businesses

A total of 12,677 companies exported from Washington locations in 2011. Of those, 11,451 (90.3 percent) were small and medium-sized enterprises with fewer than 500 employees.

Small and medium-sized firms generated over one-quarter (26.1 percent) of Washington's total exports of merchandise in 2011.

Foreign Investment Creates Jobs in Washington

In 2011, foreign-controlled companies employed 96,600 Washington workers. Major sources of foreign investment in Washington in 2011 included Germany, the United Kingdom, Canada, and Japan.

Foreign investment in Washington was responsible for 4.1 percent of the state's total private-industry employment in 2011.

Washington Depends on World Markets

Washington's export shipments of merchandise in 2013 totaled \$81.9 billion.

The state's largest market was China. Washington posted merchandise exports of \$16.7 billion to China in 2013,

representing 20.4 percent of the state's total merchandise exports. China was followed by Canada (\$8.9 billion), Japan (\$7.0 billion), the United Arab Emirates (\$4.0 billion), and Mexico (\$3.2 billion).

The state's largest merchandise export category is Transportation Equipment, which accounted for \$44.6 billion of Washington's total merchandise exports in 2013. Other top merchandise exports are Agricultural Products (\$10.3 billion), Petroleum & Coal Products (\$4.7 billion), Computer & Electronic Products (\$3.7 billion), and Food & Kindred Products (\$3.5 billion).

Washington's Metropolitan Exports

In 2012, the following metropolitan areas in Washington recorded merchandise exports: Seattle-Tacoma-Bellevue (\$50.3 billion), Mount Vernon-Anacortes (\$2.0 billion), Bellingham (\$1.6 billion), Longview (\$1.5 billion), Yakima (\$1.2 billion), Kennewick-Pasco-Richland (\$883 million), Spokane (\$873 million), Wenatchee-East Wenatchee (\$511 million), Olympia (\$318 million), and Bremerton-Silverdale (\$82 million).

Free Trade Agreements

The United States currently has free trade agreements in force with 20 countries, which account for \$20.6 billion (25 percent) of Washington's exports. During the past 10 years, exports from Washington to these markets grew by 124 percent, with NAFTA, Chile, Korea, Australia, and CAFTA-DR showing the largest dollar growth during this period.