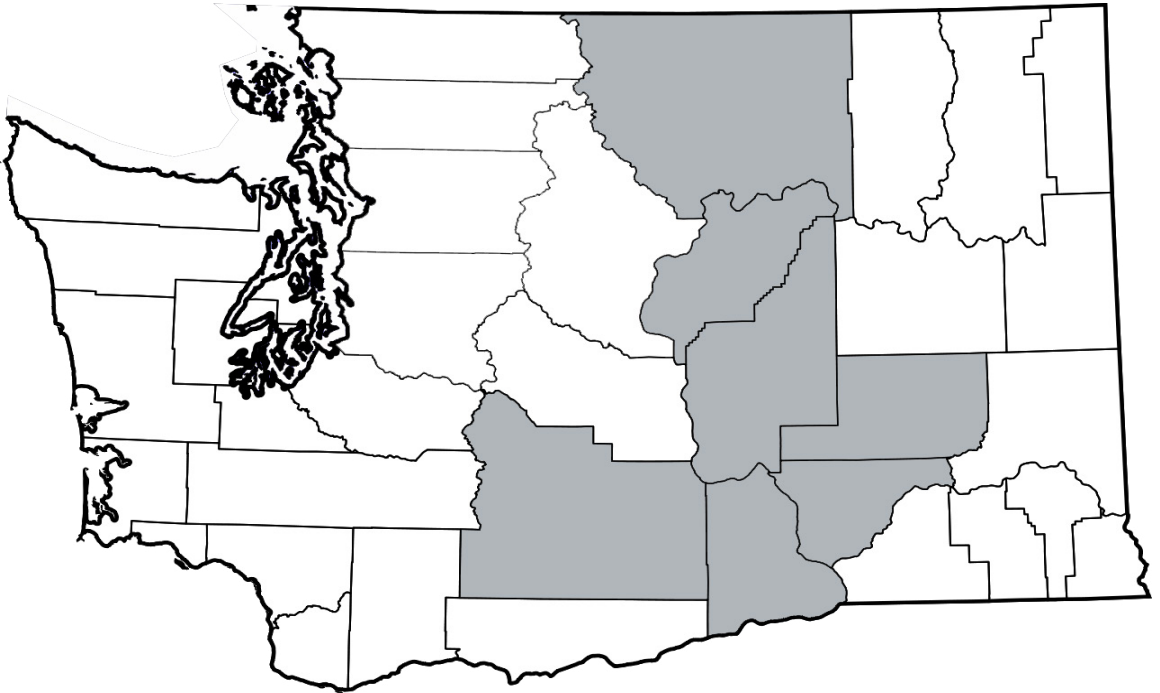


CONGRESSIONAL DISTRICT 4

TRADE FACTSHEET



FAST FACTS

17,120 Jobs Directly Supported by Exports¹

\$4.9 billion Total Merchandise Exports¹

\$3.2 billion Total Manufacturing Exports¹

\$136.5 million Exports to FTA Partners¹

\$41 million Export Sales Supported by Export-Import Bank²

15 Companies awarded assistance by the Export-Import Bank²

TRADE FACTSHEET: DISTRICT 4

ECONOMIC IMPACT

TRADE IN METROPOLITAN AREAS

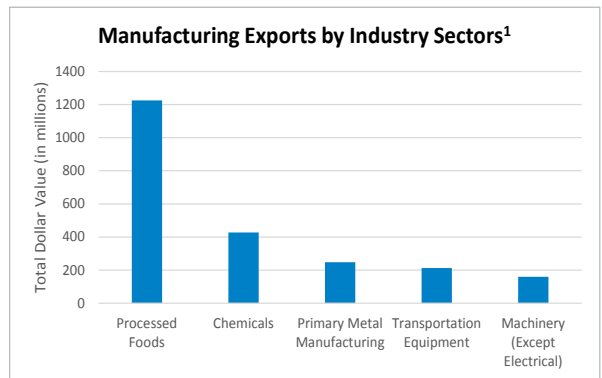
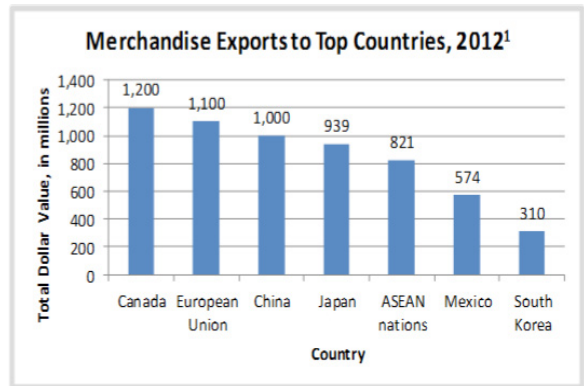
According to the International Trade Administration, the Yakima Metropolitan Statistical Area (MSA) exported approximately \$1.2 billion of goods in 2013. The Kennewick-Richland-Pasco MSA exported approximately \$793 million.³

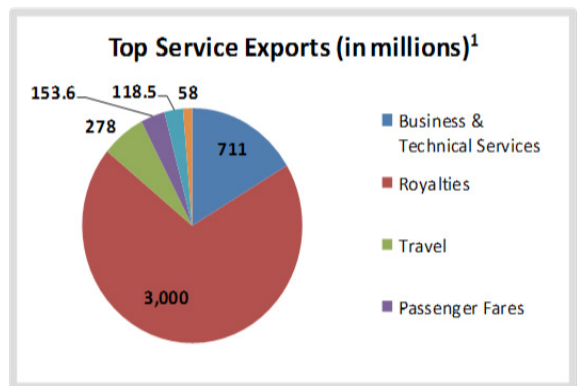
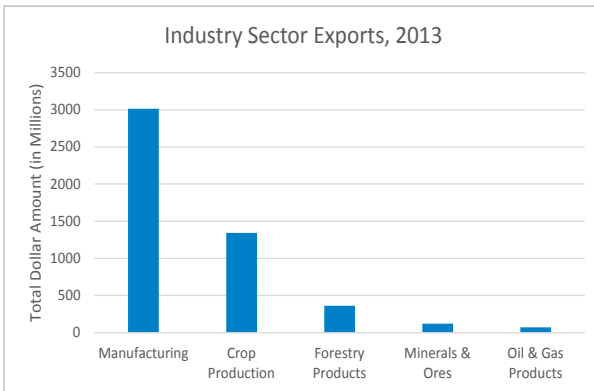
SERVICE EXPORTS

The service industry employs 65.7% of the District 4 population.⁴ This includes main export sectors such as international tourism, international education, financial services, law, architecture, and other professional services. In 2013, District 4's service exports reached \$571 million.

INTERNATIONAL VISITORS

The most recent information, from 2008, explains the travel industry provides 10,100 jobs for District 4, the third largest in the state.⁵ There are many reasons international tourists may visit District 4, including touring local wineries and vineyards. International visitors spend more money in the state and stay longer than domestic travelers. In 2013, over 20 million visitors spent \$17.4 billion in Washington state.





AGRICULTURE

District 4 is a major agricultural producer. Top agricultural products from Yakima, Benton, Chelan, Grant, and Franklin counties include: apples, cherries, pears, grapes, hops, mint, milk, potatoes, cattle, and hay. Food processing is also a top industry in District 4; in 2013 exports of processed foods reached \$1.3 billion.¹ The wine industry in particular has seen tremendous growth over the past decade. With top American Viticultural Areas (AVAs) such as the Yakima and Columbia Valleys, District 4 is one of Washington’s leaders in wine production. 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.⁷ The leading markets for Washington agricultural exports are: Japan (\$1.3 billion), Canada (\$1.1 billion), Taiwan (\$323 million), Philippines (\$312 million), and Mexico (\$299 million).⁸

MANUFACTURING

Manufacturing is a large industry in District 4; there are over 250 manufacturing firms in the Yakima area alone, which produce a variety of products including farm equipment, wood products, packaging, plastic products, music stands, fishing lines, aircraft parts, recreational vehicles, etc.⁹ District 4 exported \$3.2 billion in manufactured goods in 2012.

TRADE ON THE COLUMBIA & SNAKE RIVERS¹⁰

The Columbia Snake River gateway is the number one wheat export gateway in the U.S. and is the third largest grain export gateway in the world. It is also number one in West Coast wood exports and mineral bulk exports. In fact, the Columbia and Snake rivers supported over 46 million tons of international trade in 2012.

3 International Trade Administration, 2011, MSA-Metropolitan Statistical Area Database | 4 The Coalition of Service Industries * based on 2011 Congressional district lines | 5 U.S Travel Association, 2008 | 6 Seattle Convention & Visitor’s Bureau, OTTI Report, 2011 | 7 Washington State Wine Commission, 2012 | 8 Washington State Department of Agriculture, 2010 | 9 Yakima.net | 10 Pacific Northwest Waterways

CASE STUDY

CUBCRAFTERS

CubCrafters designs, prototypes, tests, certifies and manufactures aircraft. They consider an international reach a natural extension to their domestic business since their products are just as desirable on other continents as they are here at home. The company currently exports to Canada, China, Australia, European Union and Brazil. Though CubCrafters has only been exporting for two years, international business has led to employment growth, specifically in the engineering department, which works to achieve certification in international markets. Currently exports are only 5 percent of overall sales, so there is room for growth. Since aviation is a heavily regulated industry, CubCrafters must satisfy the requirements for each international agency, which can be costly and time consuming. Fortunately, in some cases, the Federal Aviation Administration (FAA) has agreed to reciprocal standards for certain classes of aircraft, easing the time and expense of entering



Top Export Industry Sectors	Sample Companies
Processed Foods and Agricultural Products	ConAgra Foods Lamb Weston, SVZ USA Inc., CJ Cubers Inc.
Transportation Equipment	Sonico Inc., ITEC Inc.
Chemicals	Kronos Micronutrients
Primary Metal Manufacturing	Accor Technology Inc.
Machinery (except Electrical)	Irwin R&D, H.R Hauff Co, Thermoforming Systems LLC, Lampson International
Crop Productions	Kapa Seed Services
Animals Production	AB Foods LLC

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