



WASHINGTON STATE

BUILDING BUSINESS LEGENDS



Washington State is equidistant between key Asian and European markets.



WASHINGTON'S KEY INDUSTRIES

AEROSPACE

- Washington produces 90% of all commercial aircraft manufactured in the U.S.
- 1,400 companies employ 136,100+ workers.
- Areas of expertise – airframes and aerostructures; aerospace engineering, research and design; avionics and navigational systems; advanced materials; tooling; interiors; maintenance, repair and overhaul; and commercial space.

AGRICULTURE & FOOD MANUFACTURING

- The \$20.1 billion industry employs 164,000 workers.
- Food manufacturing cluster is a \$13 billion market employing 37,000.
- 300 crops grown in Washington.
- The state is the #1 producer of apples, red raspberries, hops, sweet cherries, pears and grapes and #2 producer of premium wines and seafood.

CLEAN TECHNOLOGY

- Sector employs 56,000 scientists, engineers and researchers.
- Nearly 75% of Washington's power comes from clean, renewable energy sources.
- Researchers, utilities and partnering organizations have access to the state's Clean Energy Fund, which manages a grant portfolio of \$76 million.

INFORMATION & COMMUNICATION TECHNOLOGY

- 14,000 companies anchored by Amazon, Expedia F5, Microsoft and Zillow.
- ICT industry employs nearly 200,000 workers.
- More than 100 engineering offices have been opened in recent years, including Facebook, Google, Apple, Salesforce, eBay, Alibaba and Twitter.
- 420 gaming companies are in Washington, including Nintendo, PopCap, Bungie, Big Fish and Valve.

LIFE SCIENCE/GLOBAL HEALTH

- 36,000 researchers and support staff are employed by 800 companies.
- Major research organizations include the Fred Hutchinson Cancer Research Center,

Allen Institute for Brain Science, University of Washington and Pacific Northwest Laboratory.

- Washington is home to the Bill & Melinda Gates Foundation, which has committed more than \$33 billion to support global health initiatives.

MARITIME

- The maritime sector has an ecosystem of 2,300 companies, employing nearly 69,500 workers.
- Generates more than \$17.1 billion in revenue and \$4.7 billion in wages annually.



- Of the 117 shipyards in the U.S., 26 are in Washington.
- The goal of the state's new Maritime BLUE strategy is to become the most sustainable maritime industry by 2050.

OUR COMPETITIVE STRENGTHS

BUSINESS CLIMATE

Washington State is dedicated to the success of its more than 250,000 businesses. There is no personal or corporate income tax and as profits increase, state taxes remain the same. Companies do not pay unitary or inventory taxes either. Washington offers industry-specific incentives, credits and deferrals to further offset the cost of expansion, construction, new equipment and other major business expenses. Local and regional governments offer additional incentives for high-growth, targeted businesses.

INSPIRATIONAL LIFESTYLE

Washington's climate is relatively mild compared to many parts of the U.S. Residents are welcoming and diverse, embracing and blending many cultures. An eclectic, creative culture offers a lively arts scene, world-class restaurants, one-of-a-kind festivals and an ever-changing landscape that will take your breath away at every turn. Our best kept secret? The Seattle metropolitan area gets less rain annually than 44 other major U.S. cities, including New York City, Houston and Miami.

INTERNATIONAL GATEWAY

The state is equidistant between Asia and European markets and major airlines offer direct flights to major cities around the globe. Washington is also a major exporter; one in three jobs are export related. Several ports are a day's sail closer to Asia than other west coast ports and rail lines and freeways connect you to markets throughout North, Central and South America.

COLLABORATIVE PARTNERSHIPS

Some of the most revolutionary ideas on earth are the result of our collaborative ecosystem. Technology companies, advanced manufacturers and life science pioneers can be found right across the street from one another in urban centers, allowing innovators and entrepreneurs to share bold, new ideas over a cup of coffee or a pint of beer.

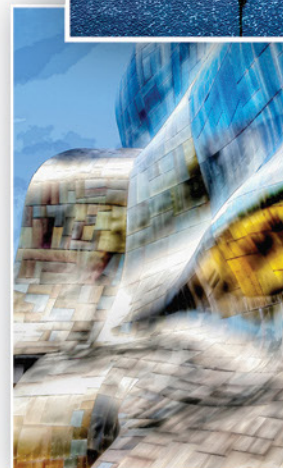
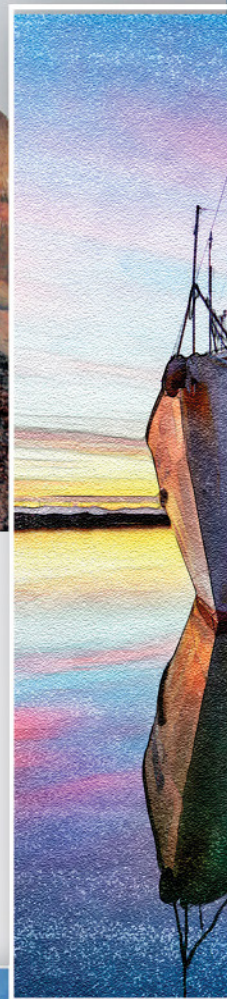
CULTURE OF CREATIVITY

Our unique pioneer spirit and inquisitive nature spur us to question the status quo continuously. Whether it's in the R&D labs of our world-class universities, a business incubator or an entrepreneur's garage, we thrive on creating new products and services, bringing them quickly and successfully to market. Amazon, Boeing, Costco, Expedia, Microsoft and Starbucks all got their start in Washington State.

EXPERT WORKFORCE

Washington's workforce has a passion for lifelong learning, supported by 28 public and private universities and 34 community and technical colleges. Innovative public-private partnerships provide students with real-world tools, technologies and techniques to create a steady stream of highly qualified employees. The Department of Commerce's Work Start program offers employers customized training to meet specific skill requirements.





BUILDING BUSINESS LEGENDS

From world famous brands to game-changing products and services, Washington businesses have carved their rightful place in history due to their vision, innovation, tenacity and competitive spirit.

Washington companies have given the world the age of affordable jet travel, spawned an international coffee culture with a language all its own, built digital empires out of slivers of silicon and strings of binary code, and in the process, fundamentally changed the way people around the world shop, travel, eat, drink, relax, dress and think.

FAST FACTS

NATIONALLY RANKED

- #1 – Top States for Business (CNBC, 2017)
- #1 – Best State Economy (WalletHub, 2018)
- #1 – Best Economy (Business Insider, 2016)
- #1 – for Technology and Innovation (CNBC, 2016 Top States for Business)
- #1 – Percent of Workforce Who Are STEM Professionals (Bloomberg, 2016)
- #1 – Lowest Energy Cost per Kilowatt-hour (U.S. Department of Energy)

HIGHLY SKILLED WORKFORCE

Manufacturing: 295,931
Technology: 191,000
Maritime: 69,500
Clean Tech: 56,000
Life Science: 36,000

EDUCATION

High School: 90.1%
Some College: 23.95%
Associate Degree: 9.64%
Bachelor Degree: 21.68%
Graduate Degree: 12.5%

S&E Workers (% of workforce): 5.83%
Engineers (% of workforce): 1.72%
S&E Degrees (% of total degrees conferred): 32.9%





MORE INFORMATION

To learn more about expansion and investment opportunities in Washington State, contact our business experts at +1 (206) 256-6100, email us at moreinfo@choosewashington.com or visit www.choosewashingtonstate.com.



