



**2008
FOURTH
QUARTER**

State Support Helps Small Businesses Succeed in International Markets

Washington is the most trade oriented state in the nation. The value of Washington's exports is the fourth-largest in the United States and Washington leads all states in exports per capita, but only three percent of Washington companies export. This means that large companies account for nearly all the value of our state's exports.

However, this large-company activity benefits small- and medium-sized businesses. It has created a well-developed infrastructure that smaller companies can use to their advantage.

Washington is a well-known center of international trade, with strong connections overseas. It has air and sea links, and a community of experienced trade professionals – bankers, lawyers, freight Another resource is our Seattle-based program staff. Our program managers specialize in certain industrial sectors: aerospace and marine; education and training; medical equipment and biotech; information and communications technology; wood products and building materials; and industrial machinery and equipment; but we will help any Washington business.

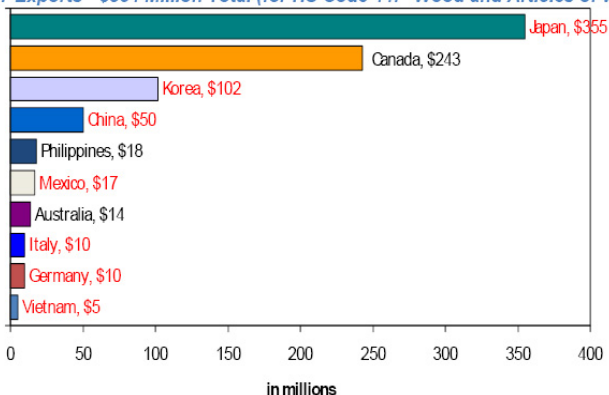
CTED also has regionally based staff available, including your local contact in the Olympic Peninsula, Lynn Longan (lynnl@cted.wa.gov, 360-427-2080).

Wherever you decide to export, ultimately you want to get paid for your product, and the Export Finance Assistance Center of Washington (EFACW) is a resource available for reducing foreign payment risk. The center educates and counsels small- and medium-sized businesses on all aspects of export finance. This includes everything from assessing a foreign buyer's credit worthiness to payment mechanisms, and risk mitigation through insurance or commercial and stand-by letters of credit. EFACW is also a local partner with the U.S. Export-Import (ExIm) Bank, and can provide counseling on the working capital guarantee program for exporters and the medium-term guarantee program designed to provide financing to overseas buyers of U.S. exports.

Written by Troy DeFrank with Washington State Dept. of CTED

TOP EXPORT MARKETS FOR WA FOREST PRODUCTS

2007 Exports - \$854 Million Total (for HS Code 44: "Wood and Articles of Wood")



Source: World Institute for Strategic Economic Research, 2007



2009 SCHEDULE OF EVENTS * SIX LUNCHEONS *

EDC MONTHLY LUNCHEON

February 13, 2009

City of Shelton Civic Center: Shelton, WA - RSVP

EDC MONTHLY LUNCHEON

April 10, 2009

City of Shelton Civic Center: Shelton, WA - RSVP

EDC MONTHLY LUNCHEON

June 12, 2009

Mason General Hospital: Shelton, WA - RSVP

EDC MONTHLY LUNCHEON

August 14, 2009

Xinh's Clam and Oyster House: Shelton, WA - RSVP

EDC MONTHLY LUNCHEON

October 09, 2009

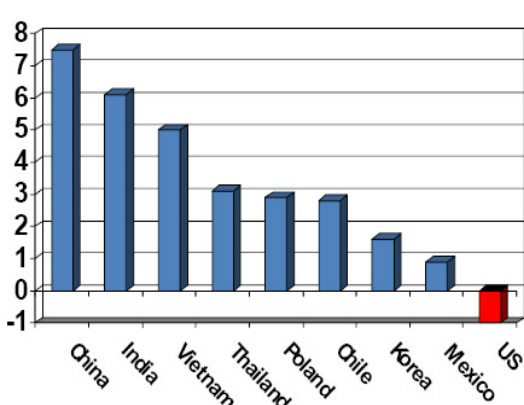
TBA: Belfair, WA - RSVP

EDC MONTHLY LUNCHEON

December 11, 2009

City of Shelton Civic Center: Shelton, WA - RSVP

INTERNATIONAL GROSS DOMESTIC PRODUCT PROJECTIONS



Source: The Economist, December 2008

