

Washington's Agricultural Exports

Washington State Department of Agriculture

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Food & Agriculture are a Vibrant Part of Washington's Economy

Farming: 37,250 Farms = Gross Sales \$9.1 billion

Food Processing: 3,000 Firms = Gross Sales \$15.46 billion

Employment

- On Farm: 84,000**
- Food Processing: 37,000**
- All Food & Ag: 160,000**

Total Economic Value: \$49 billion*

*** about 13% of state economy (gross state product)**



Agricultural Exports are Key

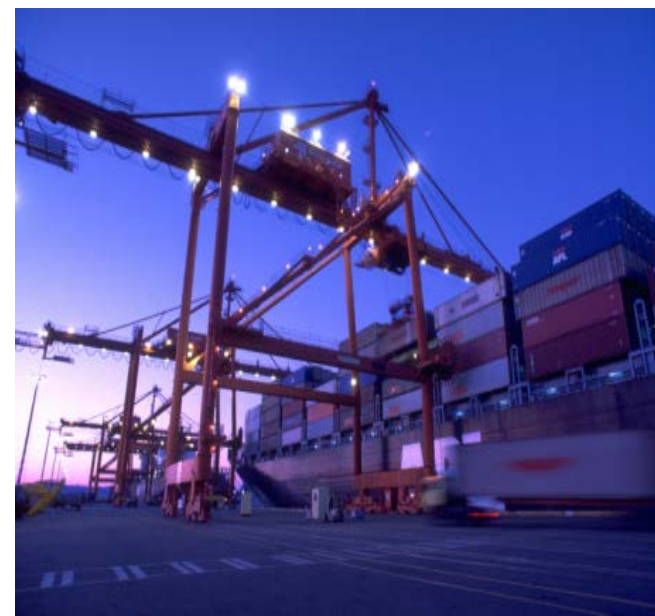
- Food & Ag #2 export category for WA
- WA #3 Food & Agriculture exporter in US
- About 30% of WA agricultural products are exported

2013 WA Exports:

All Food & Ag \$15.1 bil.

WA-Originated: \$8.76 bil.

(no corn, soybeans, rice)





Washington's Top Food & Agricultural Exports

Washington Origin, CY 2013

Rank	Product	US \$ Millions	% Change 12→13
All Food and Agriculture		15,083	- 8.8
Total WA Origin		8,756	+ 0.77
1	Wheat and Meslin	2,491	- 2.29
2	Fish & Seafood	1,055	+ 3.51
3	Apples	845	+ 2.45
4	Potatoes (frozen/processed)	263	+ 1.41
5	Hay	526	- 1.46
6	Milk Powder	233	- 2.78
7	Cherries, fresh	224	- 20.64
8	Hop Products	161	- 10.39
9	Legumes, dry, shelled	132	+ 29.97
10	Pears	123	+ 11.84

Washington is the 3rd largest U.S. exporter of food & ag products

Source: GTIS World Trade Atlas



Washington's Top Ag Export Markets

2013 Exports (All food & ag) - \$15.1 billion

Rank	Market	\$ Value Million	% Change 12→13
1	Japan	1,623	- 10.98
2	Canada	1,474	+ 5.97
3	Southeast Asia	1,372	+ 3.92
4	China & Hong Kong	907	+ 14.61
5	Korean Republic	485	- 17.47
6	Taiwan	419	- 8.6
7	Mexico	376	- 2.89
8	Middle East (UAE & Saudi)	196	+ 1.88
9	Guatemala	140	- 6.08
10	United Kingdom	135	+ 7.72



Washington Exports to Over 150 Countries



WSDA's International Marketing Program

Three Core Functions:

- **Export Development**: Identify and provide resources to Washington companies to help them become export-ready.
- **Export Assistance**: Match buyers & sellers, conduct trade activities, and provide technical assistance to facilitate trade.
- **Market Access**: Collaborate with partners to address market entry barriers.



Framework & Target Markets



Overseas Contractors

Shanghai, China: Li Haidong

Tokyo, Japan: Scott Hitchman

Seoul, Korea: Danny Kim (2013)

HoChi Minh City, Vietnam:

Francis Lee (2013)

Washington Based Staff

Olympia:

Joe Bippert, Program Manager

Julie Johnson, Export Development Lead

Kennewick:

Rebecca Weber, Trade Specialist