



A great place to live, work and play.

Washington State is a study in contrasts. Formed by volcanic upheaval and born out of a fierce, independent pioneer spirit, the state offers its residents endless opportunities. Indeed, Washington is not only the ideal place to build a business or career, but it's a great place to live, too.

Washington has an international reputation as a mecca for those who love the great outdoors, a place where you can surf the ocean in the morning, play 18 holes at a championship course in the afternoon and still have enough time to get in a few black diamond ski runs before nightfall.

But if your idea of a workout is finding a place to dine or enjoy a show, you'll find Washington is more than up to the task. Some of the best restaurants in the United States can be found here along with a vibrant arts scene, from

symphonies, ballets and operas to museums, theaters and galleries.

Yes, it rains here from time to time. While the marine air of Western Washington can turn the sky gray, Eastern Washington enjoys more sunny days annually than Florida – 300 a year on average. And when the sun does come out, nearly everyone will agree that there is simply no place on earth that is as breathtakingly beautiful as the Pacific Northwest.

WASHINGTON STATE

QUALITY OF LIFE

Nationally ranked for a reason.

Over the last decade, Washington State's population has grown 14.1%, outpacing the national average. The people here are very friendly, open and welcoming. They're smart and well read, too. Nearly a third of working adults have a college degree and there are more bookstores per capita than any other region in the U.S.

You'll see the spirit of the Northwest everywhere you look, from the funky festivals and quaint towns that dot the landscape to our diverse interests and curious nature. Perhaps it should come as no surprise that more than a quarter million businesses have chosen to be based here, from tiny startups to internationally recognized brands. Innovation is in our nature, as is our highly competitive spirit.

“ACHIEVING OUR VISION REQUIRES THE BRIGHTEST MINDS AND MOST ADVANCED TECHNOLOGIES. WASHINGTON IS A GREAT PLACE FOR CUTTING-EDGE BUSINESSES.”

-KEN WESTRICK, CEO, 3TIER

Choose Washington for all the right reasons!

From our highly educated workforce and culture of innovation to our mild climate, clean air and spectacular scenery, Washington State is without question one of the most desirable places to live in the United States.

Businesses choose Washington for many reasons. But we think most will agree that becoming a Washington State business is one of the smartest decisions they made; not only for their business, but for their staff and their families who come to love our quality of life.



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Abundant, renewable and inexpensive.

If your business needs lots of power, you'll love Washington State. Low cost energy is one of the many reasons why companies like BMW and Amazon Web Services have located their advanced manufacturing operations here. We offer businesses the largest coordinated hydroelectric system in the world. Nearly 75% of our power is derived from the many rivers that flow through the state. This

renewable resource is augmented by a growing reliance on environmentally friendly and green wind and solar power. As such, our industrial energy costs can run as low as 2.887 cents per kilowatt-hour.

In addition to hydroelectric, wind and solar energy, Washington State offers competitively priced natural gas, delivered via pipeline from British Columbia and Alberta in Canada. Additional sources of natural gas are also being explored, as is the ability to manage our power grid

for maximum efficiency, stability and reliability, allowing seamless load balancing to ensure uninterrupted and consistent flows of energy.

Looking to the future, Washington continues to lead the way in innovative energy research as well as production and management strategies, including passing legislation that requires 15% of our electricity to be produced using wind, tidal, biofuel, biomass and solar sources.

WASHINGTON STATE

LOW COST ENERGY

A sensible energy policy designed for business.

Forward thinking firms, especially those working in manufacturing, have significant energy requirements that can strain traditional power grids. Washington State is proud of our legacy of being an energy powerhouse, offering businesses the affordable power they need, when and where they need it.

Washington has also put in place incentives for businesses that want to utilize or produce alternative energy.

- Companies who are generating electricity using fuel cells, sun, wind, biomass, tidal, wave or geothermal energy, anaerobic digestion or technology that converts otherwise lost energy from exhaust or landfill, are eligible for sales and use tax exemptions.

- Businesses, local government entities and even individuals are encouraged to produce their own power and can apply for reimbursement for the energy produced through the state's innovative renewable energy cost recovery and incentive payment program.

Choose Washington for all your low cost energy needs.

Washington State offers low-cost, abundant energy from renewable and emerging energy sources. Your business can benefit by reducing your energy costs and gaining access to stable, scalable energy grids in Eastern Washington. Regional officials and business partners in the region have tremendous expertise and a solid track record of success in working with businesses that have significant power needs. Low cost energy is just one of the many reasons why companies choose Washington.

"BMW CHOSE WASHINGTON OVER A COMPETING SITE LARGELY DUE TO COMPETITIVE ELECTRICITY RATES...BUT ALSO BECAUSE OF WASHINGTON STATE'S EXPERIENCE IN CARBON COMPOSITES IN AEROSPACE AND OTHER INDUSTRIES."

-FRIEDRICH EICHNER, BMW AG



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Expand your market overseas.

Washington State businesses understand the power of tapping overseas markets. Last year, \$64.6 billion in goods were shipped worldwide by 8,000+ companies. \$27 billion of that involved aerospace products. Not surprising, given that the state's proximity, geography and exports know-how make it the ideal place to set up an export business.

While Washington is known worldwide for its airplanes, apples, wine and software, exporters also ship an amazing

array of goods, from alloys and composites to robotics. Because the state is equidistant between Europe and Asia, "made in Washington" goods can be easily shipped economically around the globe.

One of the many reasons for our success in exports is the state's Export Initiative, which helps small to medium sized businesses tap new international markets and customer bases. Recent success stories of this initiative include software innovator Swype, advanced materials pro-

ducer Janicki Industries and the Wood Stone Corporation.

Washington State is blessed with a superb waterway transportation system, connecting exporters to the Pacific Ocean and beyond through 75 public ports, including the Port of Seattle and Port of Tacoma, our two largest shipping centers. Exporters also have access to 139 regional airports as well as 3,666 miles of railways to connect them throughout North America, Central America and South America.

WASHINGTON STATE

CENTRALIZED EXPORT HUB

"OUR EXPERIENCE WITH THE DEPARTMENT OF COMMERCE'S PROGRAMS TO HELP SMALL BUSINESSES EXPORT HAS EXCEEDED OUR EXPECTATIONS IN GENERATING BUSINESS FOR THE COMPANY."

**-RICHARD COUNIHAN, CEO
ENPRECIS, INC.**

An export expert is always nearby.

Exports are driving the state's economy. It's estimated that nearly a third of the state's economic growth can be attributed directly to exports and almost half of the new jobs created in the state are export related. Leading this growth in exports is the Department of Commerce, which works closely with businesses who are exporting now or want to export in the future.

The department offers businesses international trade assistance, in most cases, at no cost. Tapping their vast international expertise, our business specialists can help you with market intelligence, a list of potential buyers and/or distributors, trade leads, partner searches, matchmaking meetings, finance options, trade missions and trade shows, advocacy and export documentation.

Choose Washington as your export HQ.

Whether you're new to exporting or a seasoned pro, Washington State and the Department of Commerce make it easy to ship your products and services around the world.

Not only do we offer you a superb logistical infrastructure, but we support you with the knowledge and know-how needed to expand into new markets and reach new customers. As you know, many cultures require government-level introductions and support and we can help you open those doors.

Choose Washington as your gateway to a profitable, productive export strategy.



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Doing the impossible every day.

Forbes magazine recently named the Seattle area the #1 region for technology job growth. You don't have to tell companies like Amazon, Boeing, Google and Microsoft that. These leaders in their respective industries already know that Washington State has a rich tradition of innovation, from ushering in the dawn of the personal computer age to launching the world's first composite aircraft, the 787 Dreamliner.

In Washington State we don't just invent, we innovate. We transform the world by creating something that no one has thought of before – an entirely new way of doing things, from new products and services to new trends that eventually become cultural icons. We change the world a little every day, driven by a passion to build a brighter future.

Innovation is in our blood. Whether it occurs in the research and development labs of our world-class universities, in a business incubator or an innovation partnership zone, we

thrive on not only finding new discoveries, but bringing them to market. We lead the market because of our ability to cross-pollinate ideas across industries, breaking down barriers, opening doors, welcoming new ideas and questioning the status quo. We are curious, savvy and educated risk takers.

WASHINGTON STATE

CULTURE OF INNOVATION

Creating the future, today.

Washington State is a place where new ideas are not only valued, but acted upon. Perhaps that's why we are consistently ranked as one of the top places to start a business and for entrepreneurs to nurture and grow their ideas. Partnerships are a natural way of life here. Smart businesses don't live in isolation, but work in close collaboration, discovering synergies with other companies that are totally unexpected and which often result in quantum leaps in the marketplace.

As the headquarters for major corporations that have virtually reinvented aviation, retailing, software, real estate, information technology and travel, Washington State has a deeply engrained entrepreneurial spirit and can-do mindset. With six Nobel Prize winners and a higher than average per capita patent ratio, we back up our ideas with the business know-how and common sense required to seize

"WASHINGTON STATE IS SUCH AN INCREDIBLE PLACE. IT HAS AN AMAZING SUPPORT NETWORK FOR YOUNG COMPANIES, EVOLVING COMPANIES AND MATURE COMPANIES. WE HELP EACH OTHER SUCCEED. THE SUPPORT AND COLLABORATION IS WORTH A FORTUNE."

**-KAREN HEDINE, PRESIDENT
MICRONICS, INC.**

market share, dominate the competition and create a culture of innovation that is not only remarkable, but extremely productive.

Choose Washington to gain the competitive advantage.

Innovation is organic. It is not only driven by internal forces, but by the culture surrounding it. Great minds really do think alike and together, they can create great products and services. Washington State is a melting pot of brilliant people who thrive on our culture of innovation. From all walks of life comes a talented, energetic workforce that is passionate about new ideas and getting them to market. From aerospace and clean tech to information communication technologies and global health/ life sciences, businesses choose Washington State because of our deeply rooted culture of innovation.



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A partner in your success.

A lot of states will tell you that they are “business friendly” or “pro business.” In Washington State, we don’t need to brag – we deliver! Our state has a rich tradition of fostering, nurturing and building global brands such as Boeing, Amazon, Microsoft and Starbucks.

As a state, our role is to give you the support you need to open and expand your business. We seem to be doing a

good job, too. More than a quarter million companies are either headquartered in Washington or have operations here.

When you need expertise or insight, our team of business professionals are here to help. Our seasoned experts at the Department of Commerce can help you find new markets overseas, point you to financial resources, develop innovative workforce training programs, locate new sites for your facilities, establish partnerships with other companies and

wind your way through all the necessary permitting and licensing. The vast majority of these services as well as our expertise are offered free to businesses!

When you need new ideas, you can count on our university-led research and development programs, a host of privately owned incubators, government led innovation partnership zones built around specific industry sectors and state managed programs that are designed to fuel growth and expansion statewide.

WASHINGTON STATE

PRO-BUSINESS

“DUE TO THE SUPPORT FROM THE DEPARTMENT OF COMMERCE, OUR COMPANY HAS BEEN ABLE TO IDENTIFY AND IS WORKING ON SECURING BUSINESS THAT OVER THREE YEARS CAN BE MULTIMILLION DOLLAR GLOBAL PROGRAMS.”

-DAVID JUMPA, SVP, AIRBIQUITY, INC.

A growth-oriented economy.

Washington may be known for its airplanes, apples and wine, but nearly every industry is represented in our state, from mining and manufacturing to agriculture and marine technologies. Historically, Eastern Washington has been primarily agricultural. But today it is also a high-growth region for clean technology, advanced manufacturing and ICT businesses, thanks to its proximity to the state’s power grid. Western Washington is the headquarters of our aerospace cluster, specializing in aircraft, space, UAVs and composites. The Puget Sound region is also home to a highly respected high tech industry, second only to Silicon Valley in terms of size and scope.

We offer businesses some competitive advantages found in few other states. These include no taxes on capital gains or personal or corporate income. We also offer

industry specific tax incentives to spur innovation and growth whenever possible.

Choose Washington and beat the competition.

Washington State means business. We offer you a highly skilled workforce, low cost energy, an end-to-end supply chain and a quality of life that is hard to find anywhere else.

We are here to support your business in any way we can, including fielding a team of business experts who offer you a range of services few others can, all designed to help you expand your business, explore new opportunities and dominate the marketplace. When you choose Washington, you choose success.



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A dependable, scalable network.

Any state is only as good as its resources and few states have the capacity to offer businesses such a comprehensive supply chain as Washington State. Our centrally located ports and airports and established manufacturing infrastructure provide businesses with unparalleled access to raw materials, just in time components and domestic and overseas partners.

As you know, few businesses can go it alone today. The days when a single company could convert raw materials into finished products are over. To be successful, businesses need to have a dependable and flexible supply chain where partners can provide materials and components as they are needed.

Washington State recognized this long ago. That's why we have invested so heavily in the things a world-class supply chain needs — whether by air, sea or land, you can depend

on our transportation systems and high-speed bandwidth to get your materials and data in and your finished products and services out, quickly and efficiently.

WASHINGTON STATE

END-TO-END SUPPLY CHAIN

A comprehensive coordinated approach.

One of the reasons our supply chain is so efficient is our strong partnerships in key industries. For example, we have more than 700 companies in the aerospace sector alone, providing aircraft manufacturers around the globe with a steady stream of JIT parts, components and materials. Other key sectors, including ICT, clean technology and advanced manufacturing, offer similar highly integrated supply chains.

Even though we are known for our high tech industries, don't think for a moment that we've lost a step in core manufacturing sectors. Our manufacturing network can process the raw materials you need, including sourcing the materials, producing them to your exact specifications and delivering them right on time, even under the most demanding production schedules. At the other end

of the spectrum, we can take products and materials at the end of their useful lifecycles and prepare them for recycling and reuse, not only reducing costs but decreasing your company's carbon footprint as well.

Choose Washington and we'll get the job done.

Washington State has established a legacy of delivering the goods. We not only offer businesses a dependable end-to-end supply chain, but we back it up with low cost energy, strong partnerships in the public and private sectors, a highly skilled and highly trained workforce and stewardship for the lands and resources we use to create jobs. When you choose Washington, know that you will get a strong, dependable supply chain that will generate more profits and give you a better return on your investments.

“NO MATTER THE BUSINESS ISSUE, I’VE ALWAYS BEEN ABLE WITH ONE PHONE CALL OR EMAIL TO FIND A RESOURCE LOCALLY TO ASSIST. WASHINGTON IS A GREAT PLACE TO START A BUSINESS.”

-ANDY LIU, CEO, BUDDY TV



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Talented, educated and driven.

It's no accident that Washington State offers employers a superbly educated and trained workforce. It's in our nature. People in the Northwest thrive on learning. In fact, approximately 90% are high school graduates (compared to 75% nationally) and three-fourths of the state's college students call Washington home after graduation.

This isn't surprising, given that Washington is home to a national laboratory and two major universities, as well as a host of public and private four-year institutions, 34 community and technical colleges and an integrated workforce training program that is targeted to filling the needs of key industry sectors, including aerospace, high tech, life sciences and clean energy.

Residents have a passion for learning that extends far beyond the classroom and into the community at large. Innovative public-private partnerships in the areas of continuing education and ongoing training yield a workforce that is highly engaged, highly motivated and ready to get to work.

Our culture of innovation encourages a lifetime of learning. In addition to formal education, you'll find that Washington

WASHINGTON STATE

HIGHLY SKILLED WORKFORCE

A secret weapon for your business.

As any business knows, a highly skilled workforce can be the competitive edge you've been looking for. They can step in and contribute right from the very start, maximizing production, reducing time to market, lowering costs and driving profitability.

Our workforce is diverse, innovative and ready to tackle any challenge you face:

- 92,000+ aerospace workers, many second and third generation
- 295,931 workers in manufacturing
- 17,500 engineers
- 186,800 workers in the high-tech sector

Washington is the global leader in aerospace, but also has strong ICT, global health/life sciences,

"WASHINGTON IS COMMITTED TO DEVELOPING ITS WORKFORCE TO SUPPORT THE CONTINUED GROWTH OF BUSINESSES THROUGHOUT THE REGION."

**-BRUCE LIND, PRESIDENT
GENERAL PLASTICS
MANUFACTURING COMPANY**

clean tech, maritime and advanced manufacturing sectors. It is consistently ranked as a great place to do business.

Don't take chances with your workforce — Choose Washington!

In today's unforgiving marketplace, no business can afford to have a second rate workforce. The ability to fill key positions with highly trained, skilled workers is essential to survival.

Filling these roles can mean the difference between success and failure in a highly competitive and dynamic global market. Washington State has the trained and experienced workers you need to compete and win!



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