

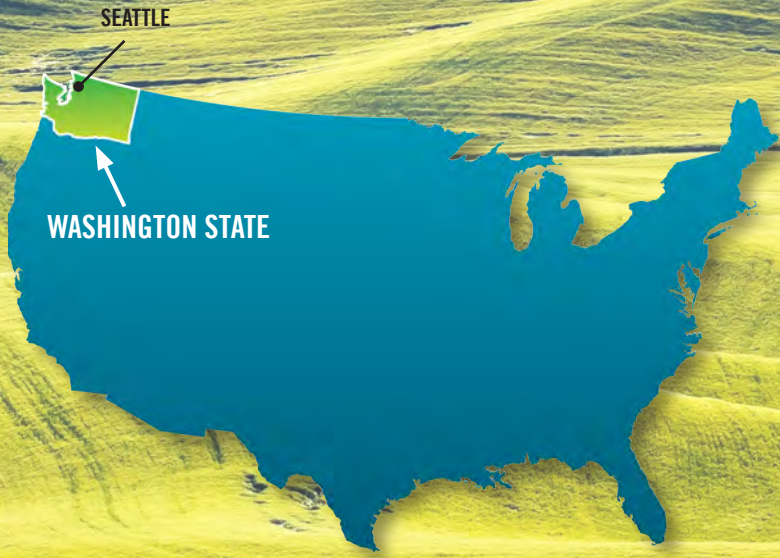


# WASHINGTON STATE

FARNBOROUGH 2014  
US PAVILION HALL 3 STAND A10



**INTERNATIONAL  
US PAVILION**



JAY INSLEE  
Governor



STATE OF WASHINGTON  
OFFICE OF THE GOVERNOR

P.O. Box 40002 • Olympia, Washington 98504-0002 • (360) 902-4111 • [www.governor.wa.gov](http://www.governor.wa.gov)

Welcome,

Washington has been a global leader in aerospace for more than a century. Some of the most remarkable and successful commercial and military aircraft in history have been built here. Today, the next generation of jets, unmanned aerial systems (UAS) and space exploration vehicles are taking shape.

A unique spirit of innovation, exploration and collaboration drives Washington's expansive aerospace sector. Employing 132,500 highly-skilled workers, our 1,350 aerospace-related companies support a global supply chain, providing machinery, parts, components and services to Boeing, Airbus, Embraer, Bombardier and other major aircraft and space concerns.

When it comes to building aircraft, Washington continues to set the pace. Our manufacturers turn out 1,300 new planes and UAS vehicles every year. A testament to the productivity of our workforce, two new 737s roll out of the Boeing plant every day.

As a native of this great state and as Governor, I have had the pleasure of meeting many of the talented and dedicated men and women who produce these amazing products for customers all over the globe. Our tradition of building the best aircraft in the world is a great source of pride throughout the state.

We are also proud to have been selected to be the exclusive producer of the next generation of fuel efficient aircraft. The 737 MAX and 777X will redefine the marketplace with their use of new designs, materials and manufacturing techniques.

I want to ensure that Washington State continues to lead the way with bold ideas, from innovative workforce training programs that anticipate and meet the needs of our key sector employers to improvements in our transportation corridors, port infrastructure and permitting processes to ensure that we continue to foster an aerospace cluster that is second to none.

I invite you to visit the Washington State pavilion at the Farnborough Air Show to learn more about the many opportunities available to you. I hope you will also consider visiting Washington State in the near future so you can see firsthand why Washington has led the way in aerospace for more than a hundred years.

A handwritten signature in black ink, appearing to read "Jay Inslee".

Jay Inslee  
Governor



# CHOOSE Washington STATE

Visit [choosewashington.com](http://choosewashington.com) to learn more about our Century of Know-How in Aerospace.

<http://bit.ly/1InTqiH>



Our online interactive timeline highlights a century of aerospace innovation in Washington State.

<http://bit.ly/1mcjZ5X>



# WASHINGTON STATE DELEGATION

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## WASHINGTON STATE. DEFINING THE FUTURE OF AEROSPACE

Producing more than 1,200 aircraft and unmanned aerial systems annually, Washington State has been a global aerospace leader for more than a century. Every 737, 747, 757, 767 and 777 and the vast majority of 787 Dreamliners have been built in the state. Remarkably, two new 737s (42 planes per month) emerge from the Renton plant every work day to keep up with growing demand for Washington-built planes.

Indeed, Washington State is shaping the future of aviation and space. From new concepts in biofuels and composites to the next generation 737 MAX and 777X, which will be built exclusively in the state, Washington is the global leader in aerospace. Production of Boeing's successful military derivatives, the P-8 Poseidon multi-mission maritime aircraft and KC-46 Pegasus aerial refueling tanker, are also built in Washington.

### LOOKING TO THE FUTURE

Washington's 1,350+ aerospace-related businesses, highly skilled workforce of 132,500 workers and cutting edge R&D labs are hard at work developing new technologies, products and services to meet the ever-changing needs of the marketplace.

### COMPOSITES

More than 80 companies are engaged in advanced manufacturing and materials, including SGL/BMW. Taking advantage of the state's low-cost, renewable energy supply (2.8¢ per kWh in Grant County), SGL/BMW has constructed the largest composites factory in the world, supplying a fifth of global demand for composite materials.

### SPACE

More than 20 companies are involved in our burgeoning space cluster, making rocket motors used in interplanetary space exploration, finding innovative ways to mine asteroids, and reducing mission costs with next-generation reusable launch vehicles. More than 1,000 workers are employed in the space industry, which generates about \$150 million in revenue annually.



## **BIOFUELS**

Washington is home to the newly established FAA Center of Excellence (COE) for alternative jet fuels and the environment. A consortium of businesses and research universities are using a \$90 million grant to find new ways to convert wood and forest residues into biofuels. Alaska Airlines has piloted the use of biofuels during a series of flights, increasing fleet fuel efficiency while reducing the company's carbon footprint. Other research facilities, including the Pacific Northwest National Laboratory (one of only 10 national laboratories in the U.S.), are leading the way in experimenting with new fuel sources and production methods.

## **UNMANNED AERIAL SYSTEMS (UAS)**

Washington State produces more than 700 UAS aircraft a year and is the #2 supplier of these systems in the U.S. The cluster, which includes industry giant Insitu, offers an ideal opportunity for firms interested in developing or producing UAS vehicles or investing in existing UAS businesses in Washington. In fact, the UAS industry group AUVSI points to Washington State as having the greatest opportunity for growth in the UAS sector for the next 20 years.

## **INFORMATION AND COMMUNICATION TECHNOLOGIES**

Our two largest sectors, aerospace and ICT, combine to redefine aviation and space communications and data management. Cloud-based computing capabilities and a critical mass of technology workers are yielding new ideas in avionics, navigation, flight management, aircraft safety and inflight entertainment.

## GREAT REASONS TO CHOOSE WASHINGTON

Aerospace companies are drawn to the region by our tremendous partnership and investment potential, an unparalleled end-to-end aerospace supply chain, highly skilled workforce with generations of know-how and outstanding quality of life. Visionary public-private partnerships in education ensure a steady stream of trained workers, including engineers and specialists in avionics, design, logistics and composites. We engage enthusiastically in a culture of innovation, led by some of the most highly respected R&D universities and incubators in the world. Talk to Washington State aerospace companies and they'll tell you that we're very pro-business; offering key incentives to aviation and space concerns. An added bonus: the aerospace experts at the Department of Commerce provide consulting and assistance in the areas of exporting, expansion, supply chain partnerships, site selection, investment, workforce education and training, market intelligence and more – most of these services are free to Washington businesses!

## OPPORTUNITIES AROUND STATEWIDE

The Puget Sound area has approximately 800 suppliers and an integrated delivery system that ensures efficient product delivery using just-in-time and lean manufacturing processes. In the northwest corner of the state you'll find a composites and advanced manufacturing cluster producing next-generation materials. Southwest Washington is the center of UAS manufacturing, avionics, engineering and a supply chain cluster that supports the aerospace industry with metal finishing, plastics and electronics. The eastern region offers low-cost, renewable energy, foreign trade zones, an established and growing cluster of suppliers, and pre-permitted industrial sites that are ideally suited to aerospace companies, especially ones in a high growth mode that need access to airports.







### **CONTACT US TODAY!**

If you're an aerospace company that wants to soar to new heights, you can't afford not to be in Washington State. Whether you locate your business here, add some manufacturing and production capacity to take advantage of our world-class workforce, invest in an existing company or want to become part of the most robust, sophisticated and advanced supply chain in the world, you'll want to speak to one of our aerospace experts at the Washington State Department of Commerce.

Call us at +1 206.256.6100 or email us at [aerospace@choosewashington.com](mailto:aerospace@choosewashington.com).



## BRPH

### PRODUCTS/SERVICES

Architecture  
Civil/Site  
Structural  
Mechanical and  
Electrical  
Engineering  
Construction  
Management  
Master Planning  
Programming  
Interior Design  
Cost Control/  
Estimating

Founded in 1964, BRPH is an international architecture, engineering and construction services firm that has grown steadily over the past five decades. From 10,000 square foot operation centers to 1.2 million square foot assembly buildings, BRPH has designed facilities for major aviation companies such as Embraer, Boeing, Lockheed Martin, Northrop Grumman, Pratt & Whitney, General Dynamics, GE, Gulfstream and others. In the past 10 years alone, we have master planned and designed over \$2 billion in aviation facilities. Our team of experts will be on hand to discuss new trends in the future of international aviation industry design.

### KEY CONTACT

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## Cablecraft Motion Controls LLC

Cablecraft Motion Controls is a solution-based leader in mechanical motion control products, catering to the aerospace and defense industry since 1950. We are a Tier 1 supplier to organizations such as Airbus, Boeing, Bombardier, Zodiac, Latecoere, GE and Pratt & Whitney. Our applications cover the entire broad range of the aerospace industry, including but not limited to: valve, engine, interior, door and landing gear controls. Cablecraft carries the AS9100C certification as well and is a FAA 145 Repair Station.

### KEY CONTACT

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WEBSITE [www.cablecraft.com](http://www.cablecraft.com)

### PRODUCT/SERVICES

Precision Mechanical  
Push Pull and Pull  
Only Controls - Sliding  
and Ball Bearing

Mechanical Control  
Systems

Aircraft Seat Controls

Precision Custom  
Linkages and Cable  
Assemblies

Custom Control  
Design Services

Ball Joints, Rod Ends,  
Spherical Bearings



## Industrial Machine Tool, Inc.

### PRODUCT/SERVICES

Used Aerospace Machinery  
5 Axis CNC Machinery  
Forming Machinery  
Composites Machinery  
Autoclaves  
Surplus Machinery  
Liquidation  
Consignment Sales

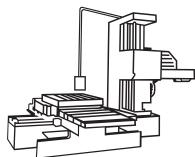
The worldwide leading dealer in used aerospace machinery, IMT supplies machinery for all applications and materials including aluminum, titanium, steel and composites. Available machinery includes 3 & 5 Axis CNC gantry profilers, c-frame and bridge types, vertical turning centers, horizontal boring mills, autoclaves, waterjets, stretch forming, fluid cell, hydroform, and rubber pad presses. IMT provides surplus machinery liquidations, auctions, sealed bid sales, consignments and appraisals.

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+1 360.399.7674

WEBSITE [www.industrialmachinetools.com](http://www.industrialmachinetools.com)



**INDUSTRIAL**  
MACHINE TOOL, INC.

## National Precision Bearing Group of Mechatronics Inc.

National Precision Bearing is a supplier to major aerospace OEMs and subcontractors around the world. With more than 30 years of experience, NPB's extensive knowledge in linking the bearing supply chains of production-focused customers is unsurpassed in the industry. We offer extensive flexibility to our customers by delivering standard bearing, rodend and bushing products, as well as a broad range of manufacturer solutions for special items with challenging supply chains. National Precision Bearing offers re-lube services, custom packaging, kitting and special shipping options. NPB also offers a wide range of aerospace bearing removal, installation, swaging and proof load testing tools.

### KEY CONTACT

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### PRODUCT/SERVICES

Aerospace Bearings  
Rodends  
Bushings  
Airframe Control Bearings  
Needle Bearings  
Cam Followers  
Spherical Bearings  
Journal Bearings  
Instrument bearings  
Ball Bearings  
Ball Bearing Rodends  
Bearing Installation Tools  
Bearing Staking Tools  
Bearing Swaging Tools  
Bearing Cutters (Removal Tools)  
Proof Load Test Systems



## Orion

### PRODUCTS/SERVICES

Aerospace  
Fabrication  
Machining and  
Assembly

Orion is a premier supplier of precision products and assembly services to the aerospace, defense and marine industries. Founded in 1957, Orion is one of the Northwest's leading aerospace manufacturers, offering a full range of machining, precision metal fabrication, and mechanical and hydraulic assembly. As an ISO 9001 and AS9100 certified company, our customers rely on us for exceptional quality and on-time delivery of their products at the best possible price.

### KEY CONTACT

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WEBSITE [www.orionquality.com](http://www.orionquality.com)



## Pioneer Industries

As an award winning full-service sheet metal fabrication and machining shop, Pioneer Industries provides turn-key solutions and full integration into the aerospace and commercial industry supply chains. Pioneer prides itself on producing high-quality products at competitive prices. Our plants have more than 100,000 square feet of manufacturing space and capabilities, including comprehensive sheet metal, machining, finishing, water jet and assembly services for a wide range of products. Pioneer maintains the highest standards of quality and certifications and has an extensive range of equipment to provide the professional manufacturing services required by clients today.

### KEY CONTACT

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### PRODUCTS/SERVICES

3 and 4 Axis  
 Machining  
 Precision  
 Sheet Metal  
 Complex Assembly  
 Water-jet Cutting  
 On-site Finishing



**P I O N E E R**  
 HUMAN SERVICES  
 A CHANCE FOR CHANGE

## SeaCast, Inc.

### PRODUCTS/SERVICES

Aircraft  
Components  
including  
Engine Hardware  
Castings

SeaCast, founded in 1985, produces investment castings in a wide variety of aerospace geometries. Materials cast include nickel-based superalloys, stainless steels, aluminum and titanium. The company maintains AS9100 Rev. C and NADCAP certifications. SeaCast also offers a complete range of in-house support processes including design, CNC machining, heat treatment and nondestructive testing.

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## Sequoia Engineered Solutions

*formerly: Pro CNC*

Sequoia is AS9100 Rev C certified for engineering design and aerospace manufacturing with defined value streams consisting of production manufacturing, quick turn machining and tooling design/build. We can expertly manage complex programs ranging from full rate serial production quantities of aerospace machined and composite assemblies, rapid turnaround of time critical projects, or beginning-to-end management of your most critical aerospace tooling projects.

The specialists at Sequoia are experts in Design For Manufacturability (DFM). We partner intimately with our customers and through our consulting, workshops and newsletters have saved them millions of dollars by optimizing the design of their mechanical components through DFM.

### KEY CONTACT

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### PRODUCT/SERVICES

Machining  
Composites  
Aerospace Tooling  
Design



## Service Steel Aerospace

### PRODUCTS/SERVICES

Aerospace Metal  
Distributor

Service Steel Aerospace is a customer oriented stocking distributor of high performance stainless steel, titanium, alloy steel, nickel-based super alloy and maraging steel. We are committed to providing quality products to the aerospace industry and other critical application industries throughout the world. SSA performs a wide array of value added processing services designed to meet the specific needs of our customers. Our commitment to quality and service has made SSA the leader in the industry for over 40 years.

### KEY CONTACT

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SERVICE STEEL AEROSPACE CORP.

## Silicon Forest Electronics

Silicon Forest Electronics provides electronic assembly and sub-assembly solutions for the aerospace and aviation market. With a staff of 96 highly skilled personnel, our company delivers high quality (> 99.8%) electronics assembly and responsiveness that exceeds the expectations of our customers. Our Quality Management systems are certified to ISO 9001/AS9100C and we meet stringent IPC and J-Std-001 Class III requirements. Silicon Forest Electronics provides early new program support with rapid prototyping, DFM/DFT feedback and extensive, upfront materials support. We utilize a cross functional team concept that ensures frequent and proactive communications with our customers. Listen-Connect-Improve.

### KEY CONTACT

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WEBSITE [www.siliconforestelectronics.com](http://www.siliconforestelectronics.com)

### PRODUCTS/SERVICES

Electronic Manufacturing Services  
Aircraft Systems and Equipment  
Antenna Systems  
Avionics  
Camera Systems  
Navigations and Communications Equipment  
Ruggedized Computer  
Data and Video Recording  
Display Systems  
Electronics  
Cable Assemblies  
Electro-Mechanical  
Inflight Entertainment Systems  
Military Electronics  
Power Systems (electrical)  
Unmanned Systems (aircraft and marine)



## Cowlitz Economic Development Council

### PRODUCTS/SERVICES

Industrial land  
Infrastructure  
Foreign Trade Zone  
Deep Water Ports  
Incentives

Established in 1979, the CEDC is the premier organization offering location services to Cowlitz County in Washington State. We offer developable land with access to deep water ports, rail service, low cost power, a dedicated workforce and interstate highway access. We are located 30 minutes north of Portland, Oregon and two hours south of Seattle, Washington on the Interstate 5 corridor.

### KEY CONTACT

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## Economic Alliance Snohomish County

Economic Alliance Snohomish County (EASC) is a non-profit corporation representing a partnership of the private and public sectors. We provide complimentary and confidential consulting services to companies with expansion or relocation projects or companies looking for local partners. Our county has been home to the Boeing Everett assembly plant since 1967. The 747, 767, 777 and 787 aircraft are delivered from this location. We have over 200 supply-chain firms providing parts, major and minor assemblies, and engineering services to Boeing, Airbus, Bombardier, COMAC, Embraer and Sukoi; both new aircraft and reconfigurations. The Boeing 777X will be assembled in Everett. Total aerospace employment in Snohomish County is 47,000; this is half of all aerospace workers in Washington State. We invite you to “Land Here”!

### PRODUCTS/SERVICES

Economic  
Development

Business Re-location  
and Expansion  
Services

### KEY CONTACT

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## Economic Development Board for Tacoma-Pierce County

### PRODUCTS/SERVICES

#### Economic Development

The Economic Development Board recruits and retains businesses in Tacoma-Pierce County, Washington State. Boeing, Toray Composites (America), Inc., AIM Aerospace, Saint-Gobain and 60 other aerospace firms serve customers around the globe from here. We are home to Joint Base Lewis-McChord, the largest defense installation in the western U.S.

#### Manufacturing and aerospace incentives

- No corporate or personal state income tax and a successful foreign trade zone
- Sales tax incentives on new equipment and building construction
- Sales tax exemption for machinery and equipment used in manufacturing, R&D and testing
- Job training tax credits
- Reduced business tax rate for the manufacture or sales of commercial airplanes and their component products
- Business tax credit for pre-production development expenditures
- Business tax credit for property/leasehold taxes paid on aerospace facilities
- Sales tax exemption for aerospace businesses for computer hardware/software/peripherals

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ECONOMIC DEVELOPMENT BOARD  
FOR TACOMA-PIERCE COUNTY

## Grant County Economic Development Council

Grant County, Washington is home to one of the largest airports in the United States. The airport is used by Boeing, the U.S. Department of Defense and others for flight testing and training. We are also home to a branch location of Aviation Technical Services, an MRO, AeroTEC, a flight test and certification company, and SGL Automotive Carbon Fibers, one of the largest carbon fiber manufacturing facilities in the world. We are seeking to connect with aerospace companies and aerospace composites companies that will benefit from our flight testing capabilities and/or our affordable electric rates that average 2.8 cents per kWh.

### PRODUCTS/SERVICES

Site Location  
Assistance

### KEY CONTACT

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## Greater Spokane Incorporated

### PRODUCTS/SERVICES

#### Business Development

Greater Spokane Incorporated (GSI) is the economic development organization for Spokane County. Our regional aerospace sector includes more than 120 companies that employ 12,000 people. These companies provide a wide range of products and services to the aerospace industry, from Tier 1 down to the sub-tier supply chain. The region's leading industry segments are aircraft parts and auxiliary equipment manufacturers. Other segments include aircraft manufacturing and support activities for air transportation, including maintenance, repair and overhaul.

Tier 1 companies include Goodrich, Kaiser Aluminum, Parker Aerospace and Triumph Composite Systems. These companies are supported by a large number of NADCAP, AS9100, ISO certified and Boeing certified suppliers such as Altek, Apex Industries, ATC Manufacturing, Belair Composites, C&D Zodiac, EDMO Distributors, Haskins Steel, Inland Northwest Metallurgical, Multifab, Novation and Spokane Industries. In addition, a number of repair companies – MROs – are located in Spokane, including Absolute Aviation, Associated Painters, Aero-Flite and XN Air.

### KEY CONTACT

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## Kitsap Aerospace and Defense Alliance (KADA)

- Confidential and professional client services for aerospace and defense firms interested in expansion, relocation or supply chain assistance in the Seattle regional market.
- Representing 3,400 acres of manufacturing and industrial zoned greenfield sites adjacent to Bremerton National Airport for aerospace expansion with access to major aerospace and defense manufacturers and suppliers as well as defense installations.
- Site selection assistance for aerospace relocation and expansion projects including market research, site selection, permitting, incentives, workforce needs, regulatory assistance, and B2B/M2B relations.
- Representation of aerospace and defense firms in the Greater Seattle region of Washington State.

### PRODUCTS/SERVICES

Site Selection

Economic  
Development  
Services

Government  
Procurement and  
Supply Chain  
Management Services

### KEY CONTACT

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WEBSITE [www.kitsapaerospace.com](http://www.kitsapaerospace.com)



## Pierce County Economic Development Board

### PRODUCTS/SERVICES

County  
Government

Pierce County is a key location for aerospace companies. Conveniently located south of Seattle-Tacoma International airport, Boeing's main manufacturing centers, and Interstate 5, Pierce County has available land, affordable and dependable infrastructure, and an outstanding workforce. Pierce County is home to a Boeing fabrication plant, approximately 60 aerospace suppliers including Toray Composites America, Inc., Globe Machine, Metaltech, AIM Aerospace and others. We would welcome additional firms and want to encourage companies interested in expanding to the U.S. or from other areas of the U.S. to consider Pierce County. Whether looking for a supplier, a U.S. location, or a vendor, Pierce County is available to assist you.

### KEY CONTACT

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WEBSITE [www.piercecountywa.org/edd](http://www.piercecountywa.org/edd)



## Port of Port Angeles

The Port of Port Angeles is located on the U.S. west coast making sea shipping to global markets effortless. Our deep water port is near Seattle and our terminals allow barging directly into Boeing's Everett plant where the new 777X will be built. Our Composite Manufacturing Campus hosts a non-destructive testing lab and two large scale autoclaves with airport access to global markets. The Port is a complex enterprise that operates, manages and makes capital investment in our marine terminals, airports, and industrial and commercial properties.

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WEBSITE [www.portofpa.com](http://www.portofpa.com)

### PRODUCTS/SERVICES

Customized Workforce training  
 On-site Autoclaves  
 Non-destructive Testing Lab  
 Deep Water Port  
 Barging Facility  
 Competitive Lease Rates  
 International Airport



## Chung, Malhas & Mantel, PLLC

### PRODUCTS/SERVICES

Investment  
Immigration to the  
United States

EB-5 Investor Visa

E-1/E-2/E-3  
Entrepreneur Visa

L-1 Employee  
Transferee Visa

Aerospace and  
Aviation Law

Export Compliance

Taxation

Intellectual  
Property

Business  
Transactions

Mergers &  
Acquisitions

International  
Joint-Ventures

Company  
Formation

Chung, Malhas & Mantel, PLLC is a Washington State law firm with global reach, recognized throughout the international business community for its understanding of worldwide markets and commitment to assisting clients in achieving their objectives. As an international law firm, we serve our clients in 16 languages and collaborate with affiliate offices in Switzerland, Qatar and Senegal.

With new emerging markets in the global economies, multi-national joint ventures as well as mergers and acquisitions have become an economic necessity for many industries. Whether manufacturers, suppliers, investors or entrepreneurs, we advise our clients on structuring their investments, from tax incentives, investment immigration options and business transactions to export compliance requirements in the U.S. or abroad.

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CHUNG, MALHAS & MANTEL, PLLC

## Composites Washington

Composites Washington is an alliance of Washington State community and technical colleges working collaboratively with industry, policy makers and professional associations to advance Washington's leadership role in the global composites industry. The consortium enhances the competitiveness of Washington's exceptional composites workforce by providing innovative, relevant education and training to faculty, students and the incumbent workforce. Composites Washington is comprised of two-year colleges with composites and advanced materials programs. Composites Washington alliance colleges include:

Bellingham Technical College  
Big Bend Community College  
Center of Excellence for Aerospace  
& Advanced Manufacturing  
Center of Excellence for Marine  
Technology  
Clover Park Technical College

Edmonds Community College  
Everett Community College  
Olympic College  
Peninsula College  
Skagit Valley College  
South Seattle Community College  
Spokane Community College

### PRODUCTS/SERVICES

Training includes:

Advanced Materials  
Fabrication

Composite Structure  
Repair

Non-destructive  
Testing

Tooling

Machining

High-temp Curing

Infusion

RTM

### KEY CONTACT

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Everett, WA 98204

WEBSITE [www.coeaerospace.com/composites-washington](http://www.coeaerospace.com/composites-washington)



## Pacific Northwest Aerospace Alliance

### PRODUCTS/SERVICES

#### Industry Trade Organization

The Pacific Northwest Aerospace Alliance (PNAA) is the leading aerospace industry group in the western United States. Representing over 170 members, we provide our members with constant industry updates, access to a wide range of industry leading practices, and networking opportunities to profitably build and grow their business.

As an "Aerospace Alliance" we have established relationships with related aerospace organizations throughout the western United States and Canada to broaden the contact base and network of potential partners and solutions enjoyed by our members. We provide valuable connections between multi-tier supply chain members by producing technical seminars, CEO Roundtables, political updates and most notably our annual 3 day International Aerospace Conference, this year themed "Integrating Global Connections."

PNAA's motto, Aerospace without Borders, emphasizes the goal of providing opportunities for its members locally and internationally. To enjoy the benefits of PNAA, join now and attend our Annual International Aerospace Conference: February 10-12th, 2015, Lynnwood Convention Center, Lynnwood, WA USA. Visit us at our website: [www.pnaa.net](http://www.pnaa.net) for up to date information and to join.

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## Thank you to our sponsors.

We sincerely appreciate the assistance the following partners have provided the Washington State delegation at the 2014 Farnborough Airshow.



HSBC



WASHINGTON  
AEROSPACE  
PARTNERSHIP

# Washington State Department of Commerce

Businesses, investors and entrepreneurs have a powerful partner in their success – the Department of Commerce’s Office of Economic Development & Competitiveness (OEDC). Staffed by experts in the Business Services Division who have real-world experience in the private sector, the OEDC can help your business grow, expand and thrive in Washington.

The OEDC team focuses on four key areas:

## KEY SECTORS

A vibrant, sustainable economy in Washington depends on the growth of key industry sectors that are the cornerstone of job creation statewide in the 21st Century. The Department of Commerce’s Sector Leads are tasked with nurturing and growing our aerospace, clean tech, information and communication technology, life sciences/global health, maritime and military & defense industries, identifying opportunities and building recruitment, retention and expansion strategies.

## INTERNATIONAL TRADE

The International Trade team helps businesses expand into new export markets through advocacy, consulting, risk mitigation, market research, business matchmaking, customized programs and services, international trade delegations and trade show participation.

## FOREIGN DIRECT INVESTMENT

Our FDI specialists can help you navigate your way through the process and facilitate investments in projects, facilities and companies. If you are interested in investment strategies that lead to citizenship, the state has 13 regional EB-5 centers that have been approved by the federal government to operate in Washington. Through an extensive FDI network, we can also connect you to experts in business law, immigration, human resources, employee relations, site selection, permitting and more.





## BUSINESS DEVELOPMENT - Recruitment, Retention & Expansion

- Serving as a liaison between various government permitting and regulatory entities for your project.
- Assessing utility requirements and assisting in site selection.
- Identifying logistical needs and solutions such as proximity to deep water ports, air freight routes and railways.
- Researching available tax incentives, exemptions and deferrals that can reduce your tax burdens and spur investments in new technologies and equipment.
- Connecting you to the state's innovation partnership zones and foreign trade zones.
- Directing you to financial resources, including temporary bridge loans, long-term loans to fund new construction and infrastructure, and small business and startup loans.
- Developing customized training and education programs to meet your company's specific needs.
- Identifying and facilitating foreign direct investment, including connections to experts in business law, immigration, human resources, site selection and permitting.

## CONTACT US

If you're interested in expansion, relocation, investment or trade opportunities in Washington State, contact one of our business experts today!

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Join members of the Washington State delegation and our aerospace partners for a smooth flight of networking opportunities, complimentary drinks and canapés.

**HOST:** Washington State Department of Commerce

**BOOTH:** 3/A10

Monday

2:30 -  
4:00

Tuesday

4:00 -  
5:30

Wednesday

4:00 -  
5:30

FARNBOROUGH2014