

A nighttime photograph of a city skyline. In the foreground, a large, ancient stone archway stands prominently. Behind it, several modern skyscrapers are illuminated with lights, their windows glowing against the dark sky. The scene is lit with a mix of warm yellow streetlights and the cool blue and white lights of the buildings. The overall atmosphere is one of a vibrant, modern urban environment.

WASHINGTON STATE

INFORMATION & COMMUNICATION TECHNOLOGY

CHOOSE Washington
STATE

Washington State is a highly respected, world leader in information and communication technology (ICT). The birthplace of such tech giants as Microsoft, Amazon and Cray and home to engineering offices for Facebook, Google, Twitter and Salesforce, the state has established itself as an internationally renowned center of excellence in hardware, software, gaming and mobile apps.

In fact, few places in the United States can match our talented pool of 313,100+ technology-based workers who are employed by 14,000 ICT companies statewide. Talent is drawn to the region by the entrepreneurial mindset, critical mass of world-class companies, energetic urban centers that appeal to young tech professionals, and the opportunity to be at the forefront of innovation and experimentation.

There is a spirit of cooperation and collaboration here that is hard to find anywhere else. New ideas are readily embraced and improved upon, best practices are shared across sectors, and revolutionary new ways of tackling age-old problems are spurring advances across the board, from new mobile apps that redefine how smart a smartphone is, to the next big thing – the cloud and big data. But innovation isn't limited to the ICT sector. There is a spillover effect in Washington State, where technology is being integrated into other industries, from aerospace, advanced manufacturing and clean technology to maritime and life sciences/global health.

This ecosystem of innovation is fed by venture capitalists, startups, innovation partnership zones and incubators, supported by cutting edge R&D from our universities and national laboratory – one of only 10 in the United States – a robust networking infrastructure and a passion for creating the most amazing products and services possible.



INDUSTRY SNAPSHOT

\$36.4B
IN ANNUAL
REVENUE

50000+
SOFTWARE
ENGINEERS

155000
EMPLOYED
IN ICT

WASHINGTON STATE RANKINGS

Washington State is consistently top ranked
by leading thought leaders and publications.

#1

MOST INNOVATIVE STATE IN THE US

~Bloomberg 2013

**IN SOFTWARE PUBLISHERS
WITH 51,700 JOBS**

~ TechAmerica Foundation

#3

FOR ACCESS TO CAPITAL

~CNBC's 2012 Best States for Business

**BEST CITIES FOR FEMALE
ENTREPRENEURS**

~ NerdWallet.com, 2014

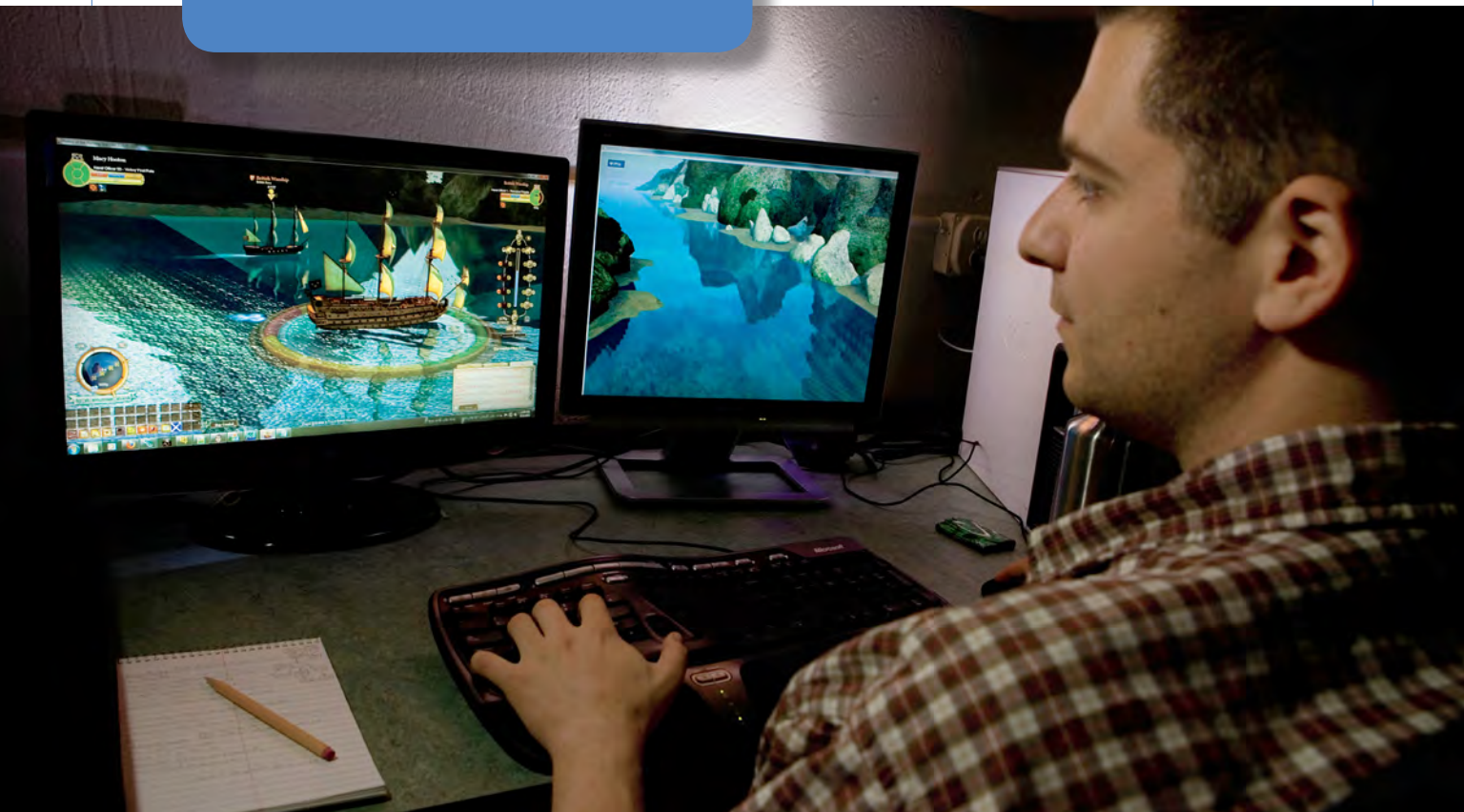
#4

BEST START-UP HUB. . . IN THE WORLD

~Startup Genome 2012

TOP VENTURE CAPITAL STATES

~ Entrepreneur.com 2013

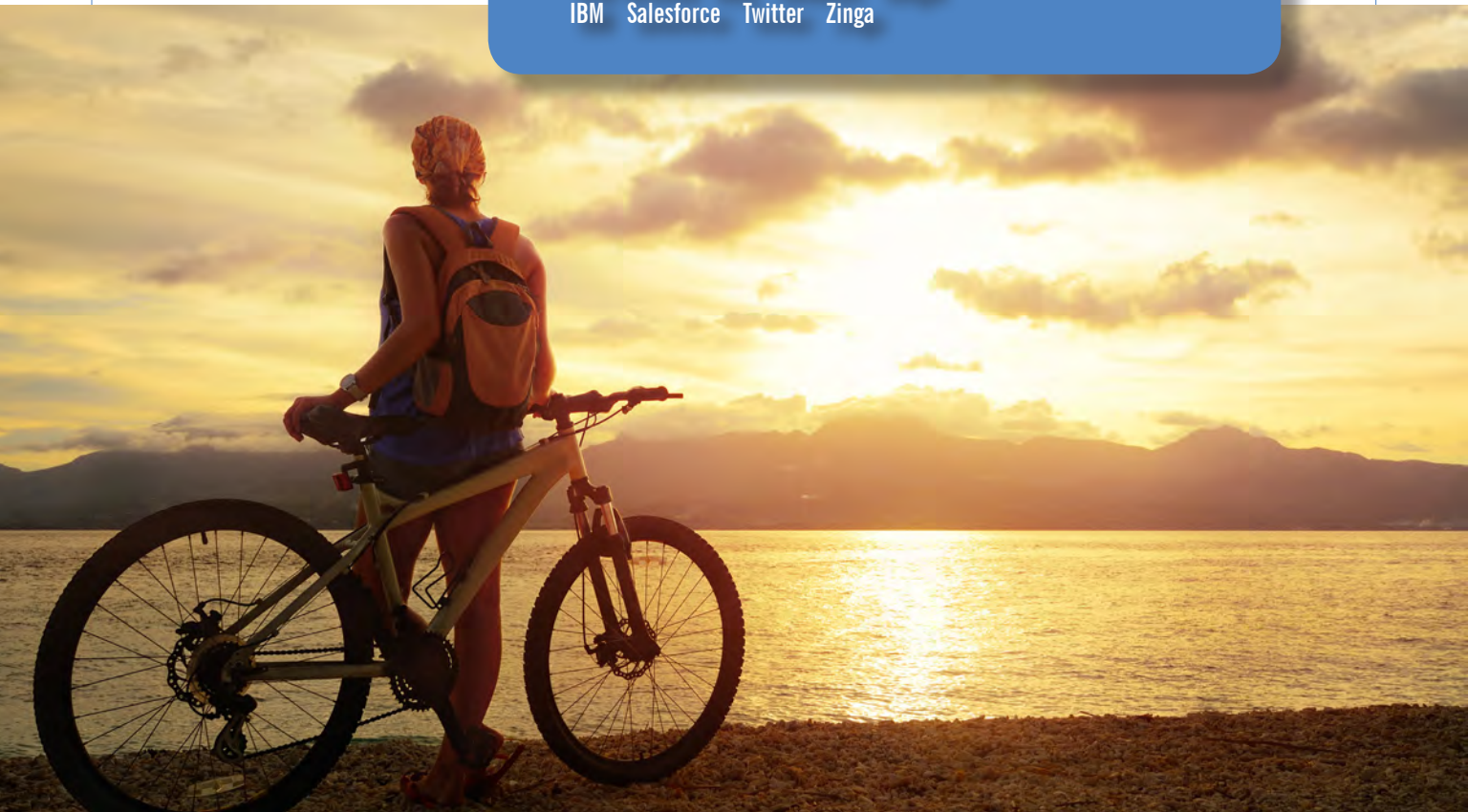


A few of the 14,000 ICT companies in Washington State



Other major ICT companies with offices in Washington

AT&T Wireless eBay Facebook Google
IBM Salesforce Twitter Zinga



THE WASHINGTON ADVANTAGE

	CALIFORNIA	WASHINGTON
TAXES		
Unemployment Insurance ¹		
New Employer Rate	1.50% - 6.20%	1.17% - 5.84%
Taxable Wage Base	\$7,000	\$39,800
Worker's Compensation Index Rate ²	2.92%	2.11%
Corporate Income Tax ¹	8.84%	0%
Sales Tax (State) ⁴	7.5%	6.5%
Average Property Tax ⁴ (% of income)	3.27%	2.91%
Business and Occupation Tax*	0.00%	0.138% - 1.8%
Personal Income Tax ¹	1% - 14.3%	0%
Top Capital Gains Tax ¹	10.3%	0%
*Washington State's Business and Occupation Tax is imposed on gross receipts, not corporate profits. As such, rates are much lower than those of traditional corporate income taxes and reduced rates have been established for businesses with low profit margins or special competitive issues.		
TALENT POOL		
Minimum Wage ¹ (State)	\$8.00	\$9.19
Educational Attainment ⁵		
Adults with High School Diploma or Higher	81.1%	90.1%
Adults with College Degrees	30.3%	31.9%
Science & Engineering (S&E) Workers as Share of Workforce ⁶	4.77%	5.83%
Engineers as Share of Workforce ⁶	1.40%	1.72%
State Expenditures on Student Aid per Full-Time Undergraduate Student ⁶	\$1,083	\$1,292
Science & Engineering Degrees ⁶ (share of higher education degrees conferred)	36.7%	32.9%
INNOVATION		
Patents Issued per 1,000 Individuals in S&E Occupations ⁶	36.0	28.2
Industry-Performed R&D as Share of Private Industry Output ⁶	3.99%	4.85%
QUALITY OF LIFE		
Cost of Living Index (U.S. = 100) ⁹	128.6	101.6
Median Sales Price of Existing Single Family Home ¹⁰	\$610,000 - Bay Area	\$300,400 - Puget Sound
Healthiest States (1 = best, 50 = worst) ¹¹	25	16
Violent Crime Rates per 100,000 Population ¹²	423.1	295.6
ECONOMIC COMPETITIVENESS RANKINGS		
Kaufman New Economy Index 2012	4	3
Best State for Business – Forbes 2012	39	9
Business Tax Index - Best to Worst Tax Systems 2013	45	5

Sources

¹ The Tax Foundation, 2014 State Business Tax Climate; U.S. Department of Labor; ² Department of Consumer & Business Services, Research & Analysis Section, "2012 Oregon Workers' Compensation Premium Rate Ranking Summary"; ³ The Tax Foundation; State and Local Sales Tax Rates Midyear 2013; ⁴ The Tax Foundation, 2014 State Business Tax Climate Index; ⁵ U.S. Census Bureau, American FactFinder, 2011; ⁶ Science and Engineering Indicators 2012, National Science Foundation; ⁷ U.S. Energy Information Administration, Oct. 2013; ⁸ U.S. Energy Information Administration, Sept. 2013; ⁹ ACCRA, Cost of Living Index, 2nd Quarter, 2013; ¹⁰ National Association of Realtors, 2013; ¹¹ United Health Foundation: America's Health Rankings 2013; ¹² U.S. Department of Justice, FBI, Uniform Crime Reports, Crime in the United States by State 2012

WHAT WASHINGTON OFFERS

Though ICT companies can be found statewide, the Puget Sound region is the epicenter for innovation. The greater Seattle-Tacoma corridor has experienced a 45.5% growth in tech jobs since 2001 and 19.5% growth in science, technology, engineering and math (STEM) education, outpacing Silicon Valley. Even during the great recession, the ICT sector continued to offer excellent opportunities to workers, entrepreneurs and startups.

Washington beats the Bay Area when it comes to costs. Real estate is still a bargain here, at least compared to the greater San Francisco-San Jose metropolitan region. An average single-family home in the Puget Sound area is approximately \$300,000 compared to \$610,000 in the Bay Area. Seattle's urban neighborhoods have been experiencing an unprecedented building boom lately, creating lots of new commercial and living spaces, many just steps away from trendy restaurants, clubs, shopping and office space.

AFFORDABLE COST OF LIVING

Compared to other technology centers in the U.S., Washington State offers businesses excellent value. Because of the lower cost of living and large supply of technology workers, chances are good that you'll end up paying less for top talent than you would in Silicon Valley or San Francisco. Taxes are low, too. Washington State doesn't levy a corporate income tax or personal income tax and is ranked 36th in the nation in state and local taxes paid per \$1,000 in personal income. When it comes to the best places to make a living based on income taxes, cost of living, unemployment and workplace environment, MoneyRates.com ranked the greater Seattle area ranked #1.



SKILLED WORKFORCE

A lifetime of learning is the norm in Washington State. Nearly a third of the state's residents have college degrees and this percentage is even higher in the Seattle area, about 40% of the population has a degree. Hundreds of new computer science and engineering graduates emerge from our nationally ranked universities and colleges every year, joining the estimated 107,000 software and computer services engineers already working in ICT. Businesses work closely with educators to ensure that curriculum is continually aligned with emerging market needs. Eighty percent of science and engineering students stay in Washington State after graduation, ensuring a steady stream of new talent. The area also attracts workers from all over the world, drawn by the natural beauty of the area and the career opportunities in ICT.

ENTREPRENEURIAL CULTURE

Our urban centers promote cross-pollination of ideas between companies and plenty of collaboration between key sectors. The ability to live, work and play in the same neighborhood as other ICT workers offers a unique culture of innovation and entrepreneurship where new ideas quickly rise to the top and are brought to market swiftly and successfully. Startups open up across the street from internationally known business legends, creating a unique blend of cultures and business models that keep the region fresh and ever changing, but still rooted to its rich heritage and charming (and often quirky) traditions. Washington companies helped put a cellphone in your one hand and a latte in the other, ushered in the age of affordable jet travel, opened a few Windows on your PC, and redefined what it means to go to the "store."



OUTSTANDING QUALITY OF LIFE

Washington State is blessed with breathtaking beauty and a vibrant culture that inspires creativity and experimentation. It's a place where you can go windsurfing in the morning, tackle some thrill-a-minute mountain trails in the afternoon, and still have time to punch some code before it's time to call it a night. The urban lifestyle is eclectic and vibrant, filled with trendy clubs, brew pubs, live music venues, major league sports, theaters and the arts. You don't need a car to get around, but when you do want to hit the road, there's plenty to see and do, from the scenic islands of the San Juans to hundreds of wineries in Eastern Washington. You can even go international – Vancouver and Victoria B.C. are an easy day trip by boat or Zipcar.



SOME HELPFUL RESOURCES

Academy of Interactive Entertainment (AiE)
www.theaie.us/Campuses/Seattle

CodeFellows
www.codefellows.org

DigiPen
www.digipen.edu

GeekWire
www.geekwire.com

Launchpad INW
www.launchpadinw.com

MIT Enterprise Forum
www.mitwa.org

Palouse Knowledge Corridor
www.palouseknowledgecorridor.com

Seattle Angel Conference
www.seattleangelconference.com

Seattle Interactive Conference
www.seattleinteractive.com

Spokane Angel Alliance/Connect NW
www.connectnw.org/spokane-angel-alliance

StartupSeattle
(Office of Economic Development)
<http://startupseattle.com>

Startup Weekend
seattle.startupweekend.org

TAG NW
www.tagnw.org

TechFlash/PSBJ
www.bizjournals.com/seattle/blog/techflash

Technology Alliance
www.technology-alliance.com

TiE Seattle
seattle.tie.org

Washington Biotechnology & Biomedical
Association (WBBA)
www.washbio.org

Washington Technology Industry
Association (WTIA)
www.washingtontechnology.org

West Sound Technology Alliance
www.westsoundtechnology.org

Xconomy
www.xconomy.com



INCUBATORS/WORK SPACES

9Mile Labs
Exchange Building
1821 Second Ave, Suite 800
Seattle, WA 98104
www.9MileLabs.com
entrepreneur@9MileLabs.com

East Side Incubator
2711 152nd Ave NE
Redmond, WA 98052
www.eastsideincubator.com
425-503)3871

Makerhaus
122 NW 36th St
Seattle, WA 98107
www.makerhaus.com
206-233-6500

McKinstry Innovation Center
210 Hudson St
Seattle, WA 98134
www.mcinstryinnovationcenter.com
206-832-8371

Office Nomads
1617 Boylston
Seattle, WA 98122
www.officenomads.com
206-233-6500

SURF Incubator (Start Up Really Fast)
999 Third Ave, Suite 700
Seattle, WA 98104
www.surfincubator.com
206-777-1177

SURGEtacom
2367 Tacoma Ave. S
Tacoma, WA 98402
www.surgetacom.com
253-365-2737

ImpactHUB Seattle
220 Second Ave S
Seattle, WA 98104
www.impacthubseattle.com
206-430-6007

The Makers Space
92 Lenora St
Seattle, WA 98121
www.themakerspace.com
206-457-3130

thinkspace
8201 164th Ave NE
Redmond, WA 98052
www.thinkspace.com
425-629-6200

WeWork
500 Yale Ave N
Seattle, WA 98112
206-681-9809

ACCELERATORS

These require an application. Pathways vary by accelerator, program and location.

9Mile Labs
SURF Incubator
999 Third Ave Suite 700
Seattle, WA 98104
www.9MileLabs.com

Fledge
SURF Incubator
999 Third Ave Suite 700
Seattle, WA 98104
www.fledge.com

TechStars – Seattle
www.techstars.com/program/locations/seattle

Kick Incubator – Seattle
www.kickincubator.com/in/seattle

Founder Institute
Based in Silicon Valley, holds programs in Seattle
www.fi.co

Startup Next – Seattle
www.startupnext.co/events/seattle-next

Microsoft Ventures
Seattle, WA
www.microsoftventures.com/locations/offices#seattle

YOUR WASHINGTON STATE BUSINESS EXPERTS

If you want to do business in Washington State, we're here to help. Our expert team of business professionals can provide you with a range of services, from determining the right legal structure for your business to increasing exports and securing financing.

Access Washington – www.access.wa.gov

Access Washington is a great one-stop shop that includes nearly everything you need, from how to choose a business structure to licensing requirements. This portal will give you a jump start on getting your business up and running quickly. You may also want to look through their handy Business Roadmap, which is an easy to follow introduction to doing business in Washington State.

Secretary of State – www.sos.wa.gov

If your business is a corporation, limited liability company, or limited partnership, you will need to register that company with the Office of the Secretary of State first, or have your attorney do it for you. Registration with the Office of the Secretary of State is simple, just be sure to properly plan by using the Washington State Small Business Guide.

Business Services Division - Department of Commerce
206-256-6100

moreinfo@choosewashington.com

Our experienced team of ICT business experts in the Business Services Division of the Department of Commerce can get you started on your journey to be the next Washington success story. They can assist you with permitting, site selection, utilities, regulations, exporting, workforce training and growth and expansion strategies.



Washington State Department of Commerce
Office of Economic Development & Competitiveness
Business Services Division
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www.facebook.com/choosewashington



Department of Commerce
Innovation is in our nature.

CHOOSE  **Washington**
STATE