



Trade Means Growth for Washington

International trade—exports and imports of goods and services—supports 930,000 jobs in Washington, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- The share of Washington jobs supported by trade has doubled since the early 1990s.
- Jobs in export-intensive industries offer compensation that averages about 16 percent higher than other jobs.
- Imports let American families stretch their budgets and help U.S. manufacturers keep costs down and competitiveness up.
- Nearly 11,300 Washington companies exported in 2022. Nationally, 97% of trading firms are small-and medium sized enterprises.
- Since 2008, companies that import or export goods have accounted for 3 out of 5 new American jobs.

Washington companies exported \$83 billion in goods and services in 2023 to nearly 210 markets around the world.

Top Markets for Washington Exports, 2023 (millions of dollars)

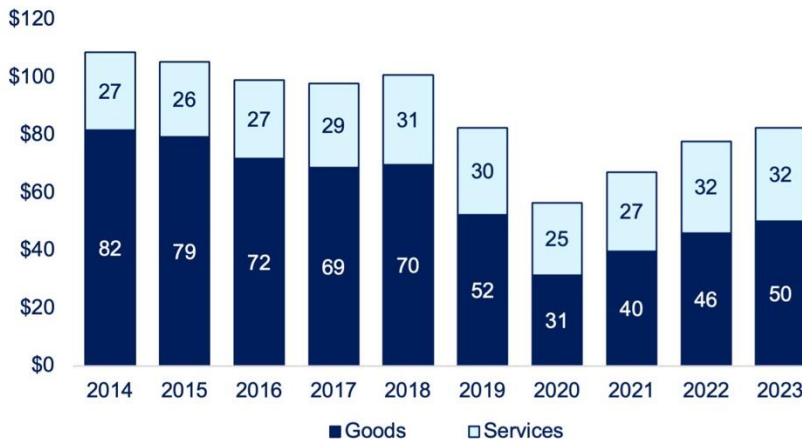
Country	Goods	Services	Total
Canada	\$8,583	\$2,181	\$10,764
Ireland	\$1,978	\$5,374	\$7,352
China	\$4,068	\$1,442	\$5,510
Japan	\$3,368	\$1,994	\$5,361
Mexico	\$3,547	\$1,159	\$4,706
Other	\$28,614	\$20,258	\$48,872

America's FTA partners account for just 6% of the world's population but purchased 39% of Washington's goods exports in 2023.

Washington's goods exports to the Philippines were \$1.5 billion in 2023, a nearly 100% increase since 2014.

Ireland was the top export market for services exports in 2023 at \$5.4 billion.

Washington Exports, 2014-2023 (billions of dollars)



Washington's total goods and services exports decreased by \$26 billion (-24%) between 2014 and 2023.

In 2023, Washington exported \$50 billion in goods and \$32 billion in services — a 10-year high for services.

Most services export growth has been driven by digital trade, which is allowing more Washington companies to reach customers abroad more easily.



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Top Goods and Services Exports from Washington, 2023 (millions of dollars)

Sector	Exports
Transportation Equipment	21,414
Royalties & License Fees	10,945
Business, Professional & Technical Services	8,917
Food & Kindred Products	4,799
Computers & Electronic Products	4,320
Travel Services	4,127
Other	28,042

Washington's top transportation equipment exports in 2023 were commercial aircrafts and parts (\$19.4 billion) and military aircraft (\$790 million).

Washington's top agricultural exports in 2023 were soybean meal (\$1.4 billion) and apples (\$758 million).

Washington's exports of digitally tradable services reached \$25 billion in 2023.

Foreign-headquartered companies directly employ 143,700 Washington workers.

Washington Workers Employed at Foreign-Owned Companies by Sector, 2021

Sector	Jobs
Manufacturing	32,400
Professional, Scientific, and Technical Services	14,500
Retail Trade	14,100
Wholesale Trade	14,000
Information	13,600
Finance and Insurance	3,900
Other	51,200

Canadian-owned companies employ the most Washington workers (29,400), followed by British-owned companies (21,000).

Each job at a foreign-owned company typically supports three other U.S. jobs indirectly.

In 2021, U.S. affiliates of foreign-owned companies employed 8 million Americans, exported \$412 billion in goods, and spent \$78 billion on R&D.

Data Sources

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Washington goods and services export data: Trade Partnership Worldwide's *CDExports* database, <https://tradepartnership.com/data/cdxports-and-cdxjobs/>.

Washington FDI data: U.S. Bureau of Economic Analysis, "Activities of U.S. Affiliates of Foreign Multinational Enterprises"; <https://www.bea.gov/international/di1fdiop>.