

# WASHINGTON STATE

BUILDING BUSINESS LEGENDS



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If you have a computing device that does Windows, order your morning coffee using more than three words, were surprised to find out that Amazon is also a river in South America, or have flown aboard any passenger jet that starts and ends with the number '7', chances are good you're already quite familiar with Washington State.

Over the years Washington's brash, often bold culture of creativity has spawned some of the world's most amazing innovations and inventions, from lifesaving bone marrow transplants and world-shrinking jumbo

jets to games so intense that you think you should get a service medal just for logging in.

From this rugged, pioneer spirit comes legendary businesses that have redefined and disrupted entire markets - Amazon, Boeing, Costco, Microsoft and Starbucks, to name just a few and countless products and services that have saved lives, made us more productive, inspired our creativity, challenged our perceptions, advanced our humanity, and took us to the outer reaches of the unknown.



**PACK YOUR  
BAGS.COME  
JOIN US.**

# WE JUST MIGHT BE YOUR CUP OF TEA ...(OR COFFEE).

## An experienced, motivated workforce.

Washington workers thrive in an environment where lifelong learning is the norm, not the exception. Unique public-private partnerships supply a steady stream of workers trained in the latest tools and technologies.

## A center for international trade.

With its centralized access to Asian and European markets, 75 ports and 139 airports, Washington State is the fourth largest exporter in the U.S., shipping more than \$81 billion in goods worldwide.

## Low-cost, renewable energy.

Nearly 75% of the state's power is derived from hydroelectric sources and energy rates are as low as 4.25¢ per kWh. The energy grid is well suited for cloud computing, composites, advanced manufacturing, food processing and other business lines where scalable, stable power is needed.

## Business friendly.

Washington State does not levy taxes on personal or corporate income. Businesses in key growth sectors are eligible for reduced or deferred taxes as well as tax credits. Washington has been ranked #6 in business tax climate and the 4th best place to start a business – in the world!

## A great place to live.

Washington's climate is very mild compared to many parts of the country. People are laid back and friendly and an eclectic culture offers residents a lively arts scene, world-class restaurants, one-of-a-kind festivals and breathtaking scenery at nearly every turn.



## INNOVATIVE

Washington is a state of firsts. Eddie Bauer came up with the first down parkas; K2 invented the first fiberglass snow skis; the kidney dialysis machine, portable heart defibrillator and jumbo jet were developed in Washington too. So were the world's first espresso cart, tree farm and yum! – Cinnabons.

## CLUSTERED

The state offers boundless opportunities in key sectors - aerospace, agriculture/food processing, life sciences/global health, clean tech, information and communication technology, maritime, and military & defense – a business culture characterized by cross-collaboration, experimentation, partnership, innovation and invention.

## SMART

31.4% of the population has advanced degrees and the state's two public universities, private and public colleges, 34 community colleges and workforce training programs ensure a continuous supply of highly educated and skilled workers. Washington residents are curious by nature, as witnessed by our bevy of bookstores and public libraries.

## CONNECTED

Washington's transportation network includes 75 ports, 139 airports, 3,300 miles of roadways and the state is equidistant to European and Asian markets, making it the ideal place for exporting products and services. The Internet and Washington are one; 98.7% of all residents have access to broadband and 83% of all households are connected to the Internet.

## TRENDSETTING

Washington helped put a cellphone in your one hand and a latte in the other, ushered in the age of affordable jet airline travel, rocked your world with the likes of Jimi Hendrix, Kurt Cobain, Heart and Macklemore, broke new ground in computing with some Windows and Words, and turned red hot sand into stunning works of art (thanks Dale Chihuly).

## ENERGETIC

73% of the state's power comes from renewable energy sources, including hydroelectric, solar and wind. The state's network of hydroelectric power plants is the largest in the nation, allowing Washington to be one of the lowest cost energy providers in the United States.



## DIVERSE

Washington celebrates diversity on multiple levels. Our varied climate features different ecosystems, from the extremely wet shores of the Pacific to the plains-like lands of Eastern Washington, which enjoy more sunshine annually than many parts of Florida. Our people are equally diverse. Every creed, color, religion and ethnic group imaginable can be found within the borders of our state, creating a rich landscape of multi-cultural influences that is a great source of state pride. We prize diversity and individuality in Washington State.

## RESILIENT

We don't accept defeat easily. From the historic fires that have leveled city centers to the ups and downs of an economy that once relied too heavily on a single industry, Washington's residents continue to dust themselves off in times of adversity and recommit themselves to success. It is part of our pioneer spirit that helped us tame this once wild land, striking and preserving a delicate balance between progress and preservation.

**WE'VE GOT SOMETHING  
TO TALK ABOUT.**

## SAVVY

True, Washington State is tucked up in the northwest corner of the United States. But don't think for a moment that we're out of sight and out of mind. Residents are very well informed about the world, we tend to lead the way when it comes to embracing new ideas, and we have our own pulse and rhythm that drives our natural curiosity, our passion for lifelong learning, our competitive nature and our pursuit of success in our personal and professional lives. And yes, we have indoor plumbing.

## VIBRANT

Washington offers an unparalleled quality of life, one that is eclectic, energetic and diverse. There are plenty of cultural events to explore, world-class museums, restaurants and galleries, theaters, symphonies, opera and ballet, and a calendar of events that is ever changing and slightly overwhelming, especially in the summer.



# OUR MAJOR INDUSTRIES

## AEROSPACE

The undisputed leader in U.S. aerospace, Washington State has been designing and building revolutionary aircraft for nearly a century, including the next-generation 737 MAX, 777X and 787 Dreamliner. The state's 1,350 aerospace companies produce parts, products and services for aircraft manufacturers and airlines around the globe. More than 132,500 workers are employed in Washington's aerospace sector.

## LIFE SCIENCES & GLOBAL HEALTH

Anchored by Fred Hutchinson Cancer Research Center, Bill & Melinda Gates Foundation, a national research laboratory and 500 life science/global health organizations, Washington State has been a pioneer in medical research and global health since 1858. Researchers have a history of pushing the boundaries of life sciences, from developing the portable heart defibrillator to using synthetic scorpion venom to isolate cancerous cells.

## CLEAN TECHNOLOGY

From innovative energy storage solutions and power management technologies to biofuels made from the byproducts of the forest industry, more than 80 companies in Washington are taking advantage of the state's clean tech strategies and targeted tax incentives to explore new ways to reduce the world's carbon footprint.

## MARITIME

Washington's maritime history is world renowned. More super yachts are built in Washington State than in all the other 49 states combined. More than 2,100 companies generate \$15.2 billion in gross revenue annually and are engaged in passenger transportation; boat and ship building, repair and maintenance; maritime logistics and shipping; fishing and seafood products; and maritime support services.

## INFORMATION & COMMUNICATION TECHNOLOGY (ICT)

Washington's ICT sector is #2 in the nation, employing 164,000+ tech-based workers in 14,000 different companies, from juggernauts such as Microsoft, Amazon and Cray to smaller start-ups bent on becoming the next big thing. The state is also home to 300 gaming companies, including Valve, Bungie, Big Fish and PopCap Games.





## INVESTMENT OPPORTUNITIES ABOUND

Washington's intellectual capital, legendary entrepreneurial mindset, collaborative ecosystem and trade-savvy culture have drawn some of the largest, most well-known companies in the world to open offices in the state, including Facebook, Alibaba, Apple, Google, IBM, eBay, SpaceX and Twitter. They are joined by a host of multinational firms such as BAE Systems, BMW, Dassault Systemes, Mitsubishi, Philips Healthcare, REC Silicon, SGL, Safran, Sharp, Shell, Toray and Zodiac.

# WHEN YOU CHOOSE WASHINGTON YOU CHOOSE SUCCESS

Washington State has a rich and distinguished history of creating, nurturing and building some of the most well-known businesses, innovative products and services and highly respected brands in the world. The state's business legends have ushered in the age of jet and space travel, spawned an international coffee culture with a language all its own, built digital empires out of slivers of silicon and strings of binary code, and in the process, fundamentally changed the way we think, shop, travel, communicate, eat, drink and play.

For more information on doing business with and in Washington State, including expanding your existing business operations, engaging in trade or maximizing investment opportunities, contact:

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