



G2: 1.2.a and 2.1.a Supplemental Report on the Agriculture Sector

Agriculture



Industry Impact

- Employs 131,000, including 25,000 in the food processing industry.
- \$13 billion food and agriculture industry.
- Approximately 30% of state agricultural commodities are exported
- Leading export destinations for Washington products include Japan, Canada, Southeast Asia, China and Hong Kong, Korea, Taiwan and Mexico.
- Food and beverage processing industry sales surpass \$15 billion, led by King County with \$6.4 billion in food processing industry gross sales and 12,780 jobs.



Department of Commerce
Innovation is in our nature.



Agriculture



What have we done:

1. Assisted food and agricultural companies export their products.
2. Worked with farmers, farmers markets, chefs and non-profit organizations to connect consumers directly to farmers who sell fresh, local products.
3. Provided technical assistance during the legislative process on bills critical to the agriculture industry.
4. Awarded approximately four million dollars to benefit the competitiveness of fruit, vegetable, and nursery crop producers in Washington.



International Marketing Program



- **Export Development:** Identify and provide resources to Washington companies to help them become export-ready.
- **Export Assistance:** Match buyers & sellers, conduct trade activities, and provide technical assistance to facilitate trade.
- **Market Access:** Collaborate with partners to address market entry barriers.

International Marketing Program

- Food processing business from Longview
- Sells Italian salsa, sauces and antipasto at Safeway and Fred Meyer stores.
- Wanted to start selling overseas.
- Attended FABREO Trade Show this past June in Tri-Cities.
- Connected the business with our oversea representative.
- Our representative connected the business with Korean importer.
- Products are currently being tested and sampled by Asian companies.



International Marketing Program

- Business based out of Seattle
- Sells flavored popcorn in the US
- Met owner at the Winter Fancy Foods Trade Show in San Francisco
- Referred business to resources such as Export 101 seminar in Bellingham
- Arranged meeting with contractors from Japan and Korea.
- Contractors toured company and heard about trade mission to Japan and Korea
- Joined Governor on trade mission
- In discussions about opening 1st flagship store at airport



Agriculture



Plans for the coming year:

1. **Food Safety Modernization Act (FSMA)** – Assist the industry in the implementation of this federal law meant to provide minimum standards for the safe production and harvesting of produce by farms.
2. **Dairy Nutrient Program** – Work with the dairy industry to protect water quality from livestock nutrient discharges and help maintain a healthy agricultural business climate.
3. **Central Washington agriculture stakeholders impacted by wildfires** – Create a taskforce to gather information on short and long-term resource needs.



Agriculture



Lessons Learned:

1. The agriculture industry in Washington impacts every single person living in the state.
2. We need to work on telling our story better.
3. Coordination, partnership, and collaboration with sister agencies is vital.
4. The agriculture and food processing businesses are very, very, very diverse.



[Contact Us](#)

[Comment Policy](#)

[Give Us Your Feedback](#)

[Legislative Reports](#)

[Apply Lean](#)

[Foster Performance Audits](#)

[Measure Results](#)

[Gov. Inslee's New Strategic Framework](#)

[Video Message from the Governor](#)

[Printable Trifold about Results Washington](#)



Powered By 