



G2: 1.2.a Supplemental Sector Overview



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Innovation is in our nature.



Playing to our Strengths

*Industry Sector-based
Economic Development in Washington*



Results Washington Goal 2 Council
April 13, 2015

Economic Development in Washington

Commerce is charged with creating and executing a comprehensive economic development strategy that promotes a prosperous economy and builds vibrant communities.

Commerce's OEDC supports businesses, entrepreneurs and investors with an impressive array of sector-based and general business programs and services that create vibrant communities through a prosperous, diversified economy.

- **Sector leads** focus on key industries, guiding and supporting Governor and legislature led strategies and policies for sector growth and expansion serving as a bridge between the industry and state government.
- The **Business Services Division** builds economic wealth by providing assistance, counsel and research to businesses wishing to increase trade, invest, grow or relocate. The BSD team represents Washington's interests internationally, building relationships with key decision makers, businesses and site selectors to increase investment and trade with Washington State, and leading a global strategy with other economic development partners, such as ADOs.

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Business Services Division

Business Development & Investment

Provides companies with services, resources and assistance they need to expand, grow, relocate or invest in Washington State. Services include site selection; permitting, utility and infrastructure assistance; incentives; consulting; research; financial connectivity through small business loans and workforce training.

International Trade

Connects businesses to new opportunities overseas, opening new revenue streams through trade, and expanding partnerships with suppliers, distributors and customers in existing and new markets. Services include advocacy, consulting, risk mitigation, market research, trade show and trade mission management and customized trade programs.

The division also executes the state's marketing strategy to attract new business and investment to the state and supports small businesses and entrepreneurship through education, resources, events and assistance.

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Washington excels in certain industry sectors

Sector Lead Program focuses efforts to support their growth

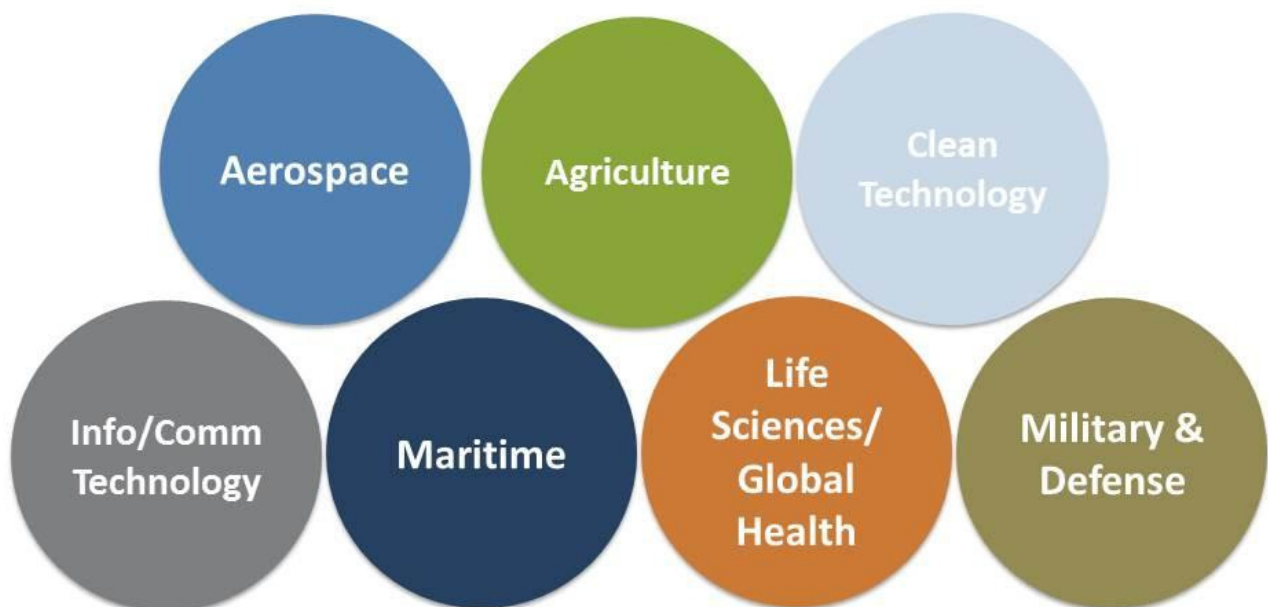
- Industry experts developing and executing clear strategies to protect and grow jobs and revenue.
- Supported and partially funded by industry.
- Serves as voices for industry in the Governor's Office, State agencies, and Legislature.
- Works closely with Commerce's existing Business Development, Investment, International Trade and Marketing teams to be more proactive in economic development efforts.

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Seven key sectors drive growth in Washington



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Sector Leads bridge industry and Olympia



BSD's role in the economic ecosystem



Sectors have alignment on key policy & funding issues

Transportation

STEM Education
(P-20)

Innovation

Tax Policy

Environmental
Regulation

Workforce Training

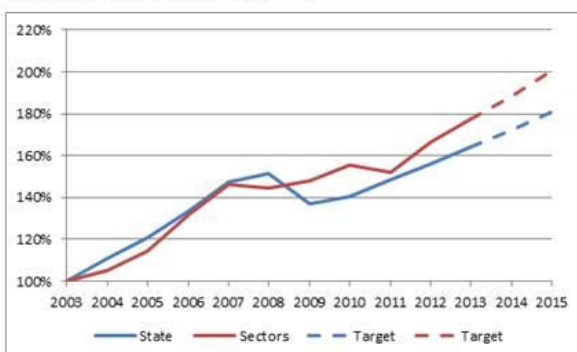
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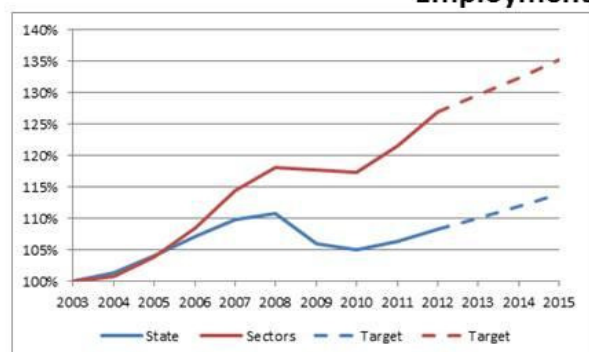
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The sector strategy helps grow targeted industries at a rate 25% greater than Washington as a whole.

Gross Business Income



Employment



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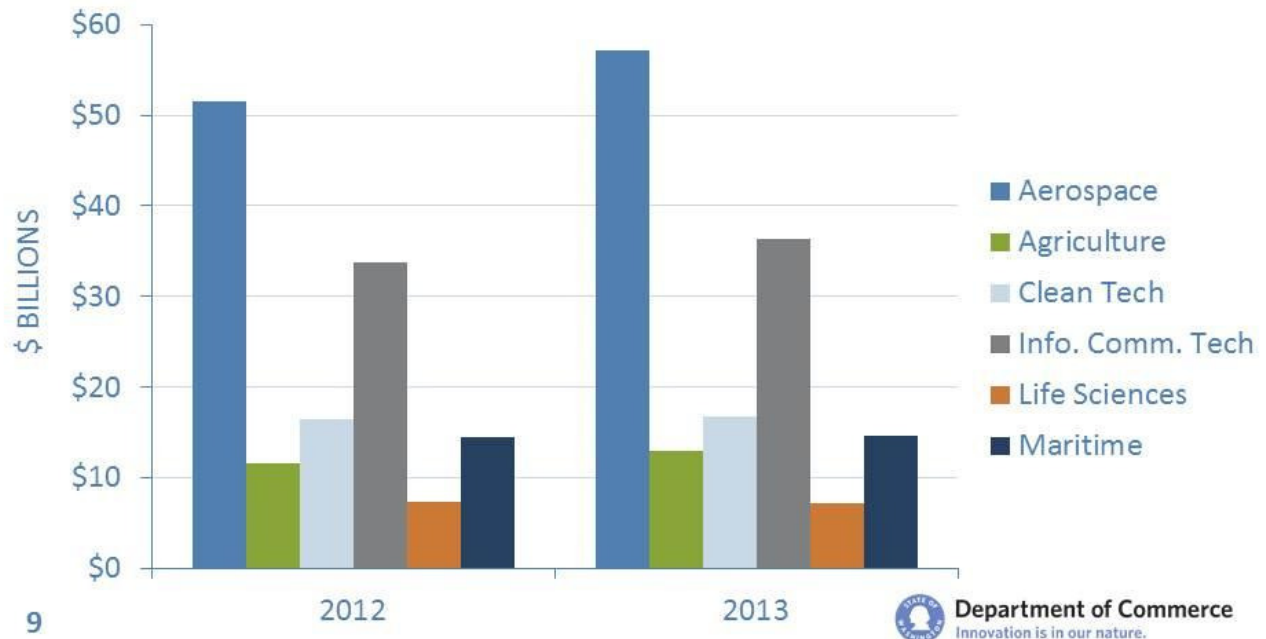
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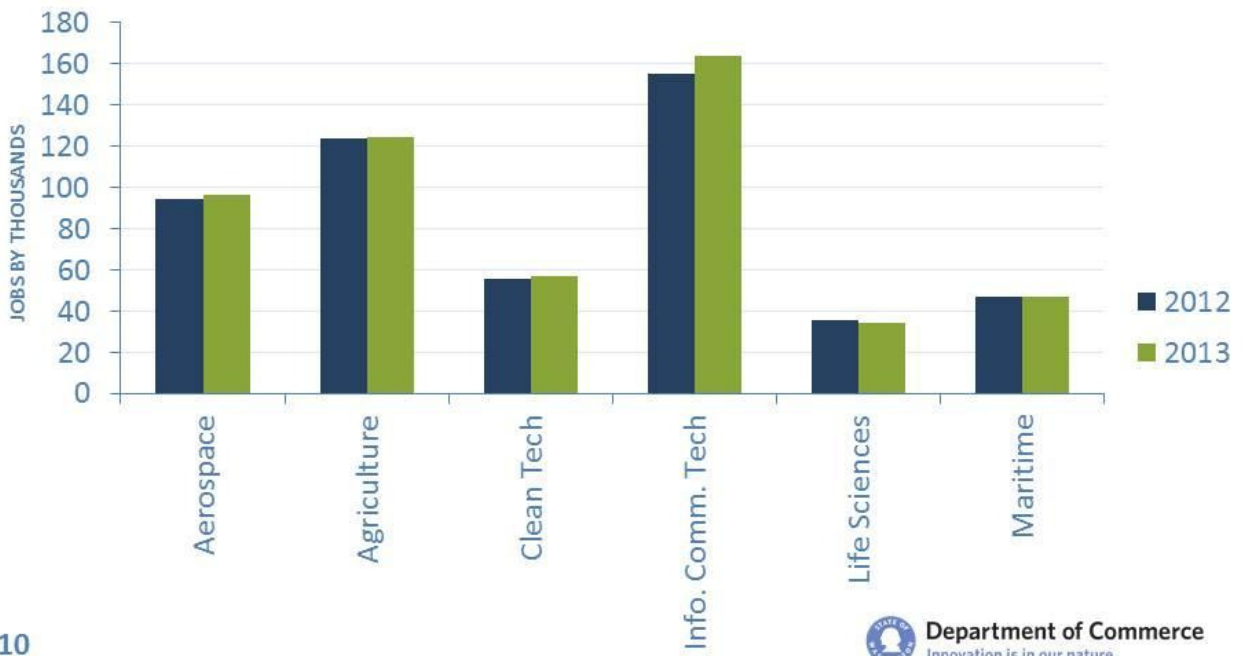


ON TRACK: Gross Business Income





ON TRACK: Job Growth



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