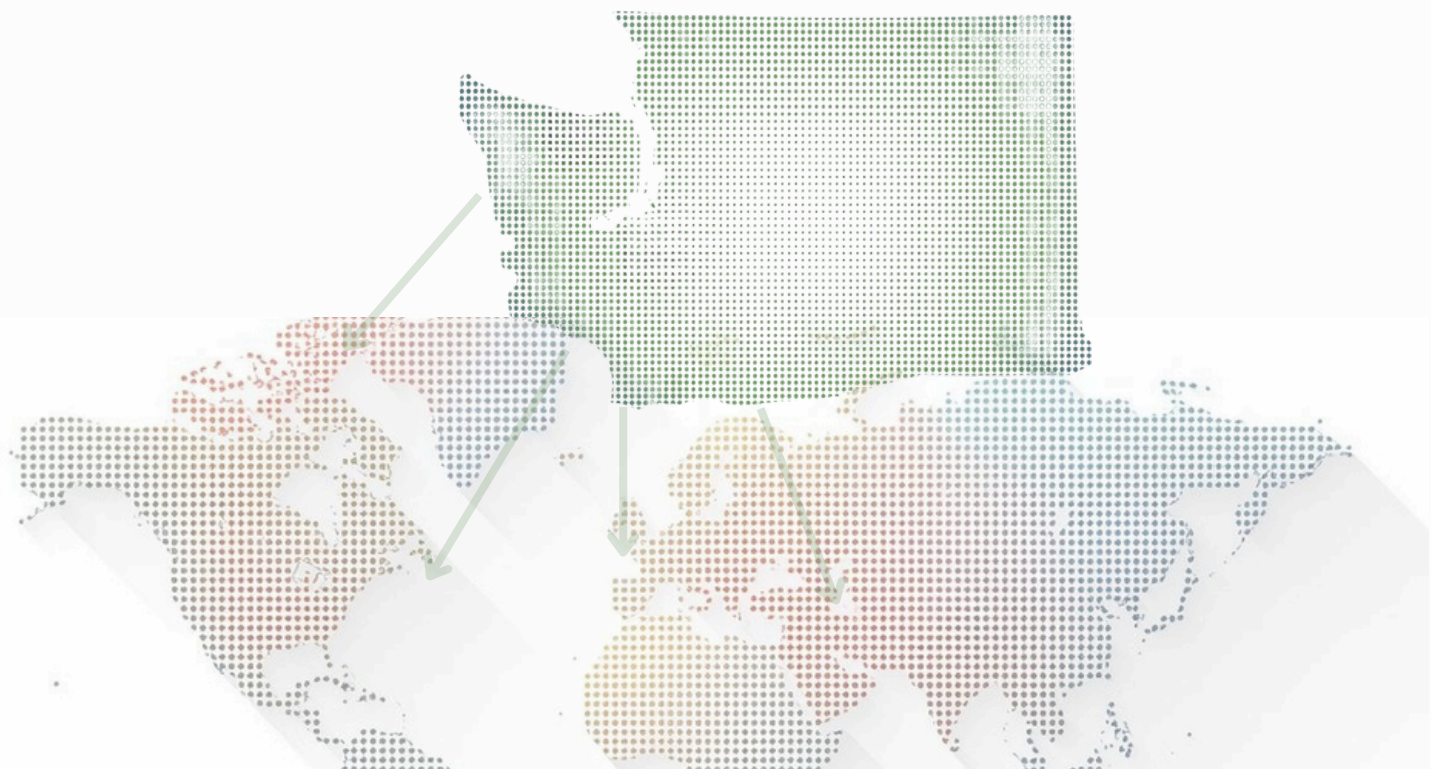


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# Washington Export Resource Guide

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*A directory of export programs  
and services for Washington  
businesses*

*Prepared by the Export Finance  
Assistance Center of WA with  
contributions from WEOT partner  
organizations*

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***The Washington Export Outreach Team (WEOT)*** is a partnership of local, state, regional, and federal agencies and organizations that work together to help Washington businesses sell internationally. Created in 2013 to strengthen statewide export support, WEOT brings together organizations that provide training, advising, market intelligence, in-country expertise, and guidance on export financing.

This guide helps businesses understand the export resources available across Washington — what's out there, who to contact, and how to find the right fit. Each WEOT organization provides different services, and if one isn't the best fit, you'll be connected to a partner better suited to your needs.

Beyond WEOT members, Washington's export ecosystem also includes regional and industry partners who play an essential role in supporting local businesses. While not formal WEOT members, their expertise helps create a complete picture of the resources available statewide.

### **WEOT Partners**

- Export Finance Assistance Center of Washington (EFACW)
  - Export-Import Bank of the United States (EXIM)
  - U.S. Department of Commerce
  - U.S. Small Business Administration (SBA)
  - USDA Foreign Agricultural Service (FAS)
  - Washington Small Business Development Center (WSBDC)
  - Washington State Department of Agriculture (WSDA)
  - Washington State Department of Commerce
  - Western United States Agricultural Trade Association (WUSATA)
-

# Start Here: What kind of Help Do You Need?

You don't need to know who does what — start with the box that matches your situation.



*Trainings are available at every stage*

## **Business Readiness & Planning**

Get your business ready to export

- WA Small Business Development Center
- SCORE
- Impact Washington

**Pages 6 & 13**

## **Finding Markets & Export Help**

Find buyers, market intelligence & access

- U.S. Commercial Service
- WA State Department of Agriculture
- WA State Department of Commerce
- Western United States Agricultural Trade Association.

**Pages 4, 7, 8 & 9**

## **Financing & Getting Paid**

Learn about financing, & how to get paid safely

- Export Finance Assistance Center of WA
- EXIM Bank of U.S.
- U.S. Department of Agriculture
- U.S. Small Business Administration

**Pages 1, 2, 3 & 5**

## **Shipping & Logistics**

Understand shipping, customs, & logistics

- NW Seaport Alliance & Regional Ports
- Logistics, customs providers (via WEOT referrals)

**Page 11 & 12**

## **Industry Scale-Up Programs**

Grow your exports within your industry

- Clean Tech Alliance
- GSP Export Accelerator
- NIMA
- PNAA
- WA Wine Commission

**Pages 13 & 14**

## **Regional Support**

Access local programs & regional support

- Regional Economic Development Organizations (EDCs)
- World Trade Centers
- Local partner organizations

**Pages 11 & 12**

*All WEOT members work together — if you start in one place and it's not the right fit, you'll be pointed to the right resource*

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# Export Finance Assistance Center of Washington (EFACW)



EFACW connects Washington businesses with export support programs, lenders, and service providers. It offers guidance, training, and one-on-one advising to simplify the export process, help companies explore financing options, and reduce the risk of buyer non-payment. EFACW supports both new and experienced exporters statewide.

## What they offer:



### Guidance & Advice

Export finance info & one-on-one support



### Training

Export webinar & trainings



### Referrals

Federal, state, & service providers

## Who they help:

- ✓ New-to-export businesses
- ✓ Established exporters entering new markets
- ✓ Companies seeking financing & non-payment risk protection



**Zara Castillo**

Director

[zara.castillo@efacw.org](mailto:zara.castillo@efacw.org)



<https://efacw.org/>

# Export-Import Bank of the United States (EXIM)



EXIM Bank is a federal agency that helps U.S. companies reduce the risk of nonpayment when selling to international buyers and supports working capital needs so exporters can confidently fulfill orders. EXIM works with both new and experienced exporters looking to grow in international markets.

## What they offer:



### Risk Protection

Export credit insurance to protect against nonpayment



### Financing & Working Capital

Access to pre-export working capital via EXIM-approved lenders



### Buyer Financing

Term loans for international buyers of U.S. capital equipment

## Who they help:

- ✓ New-to-export businesses
- ✓ Established exporters entering new markets
- ✓ Businesses seeking buyer financing

## Products:

- ✓ Export Credit Insurance
- ✓ Export Working Capital Loan Guarantee
- ✓ Buyer & Domestic Financing (PP&E)



**Mitsu Saito**  
Regional Director  
[mitsutaka.saito@exim.gov](mailto:mitsutaka.saito@exim.gov)



<https://exim.gov/>

# U.S. Department of Agriculture: Foreign Agricultural Service (FAS)



FAS supports U.S. food and agricultural exporters through programs like GSM-102, which provides credit guarantees to help suppliers reach emerging markets and work with new buyers. With a global network of nearly 100 offices, FAS offers market insights and on-the-ground assistance to help businesses understand opportunities, assess buyer risk, and navigate export challenges.

## What they offer:



### Financing

Facility & credit guarantee program



### Market Access

International agricultural support



### Market Intelligence

Global insights & agricultural data

## Who they help:

- ✓ New-to-export agriculture businesses
- ✓ Established agriculture exporters entering new and emerging markets
- ✓ Agriculture businesses needing financing

## Products:

- ✓ GSM 102 Export Credit Guarantee Program
- ✓ Facility Guarantee Program



**Collin Bradley**  
International Trade Specialist  
[collin.bradley@usda.gov](mailto:collin.bradley@usda.gov)



<https://www.fas.usda.gov>

# U.S. Department of Commerce: U.S. Commercial Service



U.S. Commercial Service is a federal agency that helps U.S. companies enter global markets through export counseling, market intelligence, and connections to international buyers. With trade specialists across the United States and in U.S. embassies worldwide, the Commercial Service provides guidance to help businesses identify opportunities and connect with qualified partners overseas.

## What they offer:



### Export Advice

Export counseling and strategy support



### Market Intelligence

Market intelligence and industry insights



### Buyer Matching

Business matchmaking

## Who they help:

- ✓ Established exporters entering new markets
- ✓ New-to-export businesses
- ✓ Businesses seeking international buyers or partners

## Products:

- ✓ Gold Key Service
- ✓ International Company Profile
- ✓ International Partner Search



### Diane Mooney

Director

[diane.mooney@trade.gov](mailto:diane.mooney@trade.gov)

*For Clark, Cowlitz, Skamania, Wahkiakum & Klickitat counties, contact:*

### Haisum Shah

[haisum.shah@trade.gov](mailto:haisum.shah@trade.gov)



<https://www.trade.gov/>

# U.S. Small Business Administration (SBA): Office of Manufacturing and Trade



SBA offers export loan programs that help businesses — with a strong focus on U.S. manufacturing — secure working capital, finance international orders, and support their export growth. These loans are delivered through SBA-approved lenders and are designed to help small businesses expand their ability to serve international customers. SBA supports both new and experienced exporters nationwide.

## What they offer:



### Export Advice

Export advice & advocacy



### Financing

Access to term loans & capital loans through private lenders



### Export Programs

International buyer & market support

## Who they help:

- ✓ New-to-export businesses & established exporters
- ✓ Manufacturing businesses needing financing
- ✓ Businesses selling internationally

## Products:

- ✓ Export Express & Working Capital loan
- ✓ International Trade loan
- ✓ Working Capital Pilot program
- ✓ Manufacturers' Access to Revolving Credit Loan



**John Brislin**  
Finance Manager  
International Trade  
Finance Specialist  
[john.brislin@sba.gov](mailto:john.brislin@sba.gov)



<https://www.sba.gov/>

# Washington Small Business Development Center (SBDC)



Washington SBDC provides advising, training, and market research to help small businesses start, grow, and prepare for exporting. Certified business advisors guide companies through early export steps and support the development of export plans.

## What they offer:



### Guidance & Advice

Business advising & export planning support



### Market Intelligence

Market intelligence & training courses



### Referrals & Partner Resources

Referrals to additional statewide resources

## Who they help:

- ✓ Small and growing Washington businesses
- ✓ Companies exploring export potential
- ✓ Businesses building or refining an export plan



### Christy Mastin

International Trade Advisor  
[christy.mastin@wsu.edu](mailto:christy.mastin@wsu.edu)



<https://wsbdc.org>

# Washington State Department of Agriculture: International Marketing Program



WSDA's International Marketing Program helps Washington food and agricultural businesses grow internationally through export assistance, market-development support, and guidance on entering new markets. The program has in-market representatives in SE Asia, Vietnam, South Korea, Japan, Mexico and Central America.

## What they offer:



### Market Development

Export support  
& outreach.



### Export Assistance

Buyer match-making  
and market  
intelligence



### Market Access

Address market entry  
barriers in key global  
regions

## Who they help:

- ✓ Washington Food, beverage, and ag producers / no size limit
- ✓ New-to-export businesses
- ✓ Established exporters entering new markets



**Julie Johnson**  
International Marketing  
Trade Specialist  
[julie.johnson@agr.wa.gov](mailto:julie.johnson@agr.wa.gov)



<https://agr.wa.gov/>

# Washington State Department of Commerce: Small Business Export Assistance (SBEA)



The Washington State Department of Commerce SBEA team helps businesses grow and enter new international markets. Through its trade missions, trade shows, grants, and statewide partnerships, SBEA connects exporters with market opportunities and support from its international trade representatives.

## What they offer:



### Export Advice

Export assistance programs & grant funding



### Market Access

Market development support, trade missions, & trade shows



### Buyer Matching

Connections to international partners & statewide resources

## Who they help:

- ✓ New-to-export businesses
- ✓ Established exporters entering new markets
- ✓ Businesses seeking international buyers or partners



**Tammy Deets**  
International Trade Specialist  
[tammy.deets@commerce.wa.gov](mailto:tammy.deets@commerce.wa.gov)



<https://www.commerce.wa.gov>

# Western United States Agricultural Trade Association (WUSATA)



WUSATA helps Washington food and agricultural businesses find international buyers and expand export sales. In partnership with USDA's Foreign Agricultural Service and state agriculture departments, WUSATA provides funding and market development resources to enter new global markets.

## What they offer:



### Grants

Cost-share funding for international marketing



### Market Access

Trade missions, buyer meetings & market development programs



### Market Intelligence

Tools & resources to help companies enter new export markets

## Who they help:

- ✓ Washington food and agricultural producers
- ✓ Small and medium-sized businesses
- ✓ Export-ready companies seeking global sales and buyer connections

## Products:

- ✓ Fund Match
- ✓ Global Connect



**Victoria Rivera**  
Engagement Executive  
[victoria@wusata.org](mailto:victoria@wusata.org)



<https://www.wusata.org>

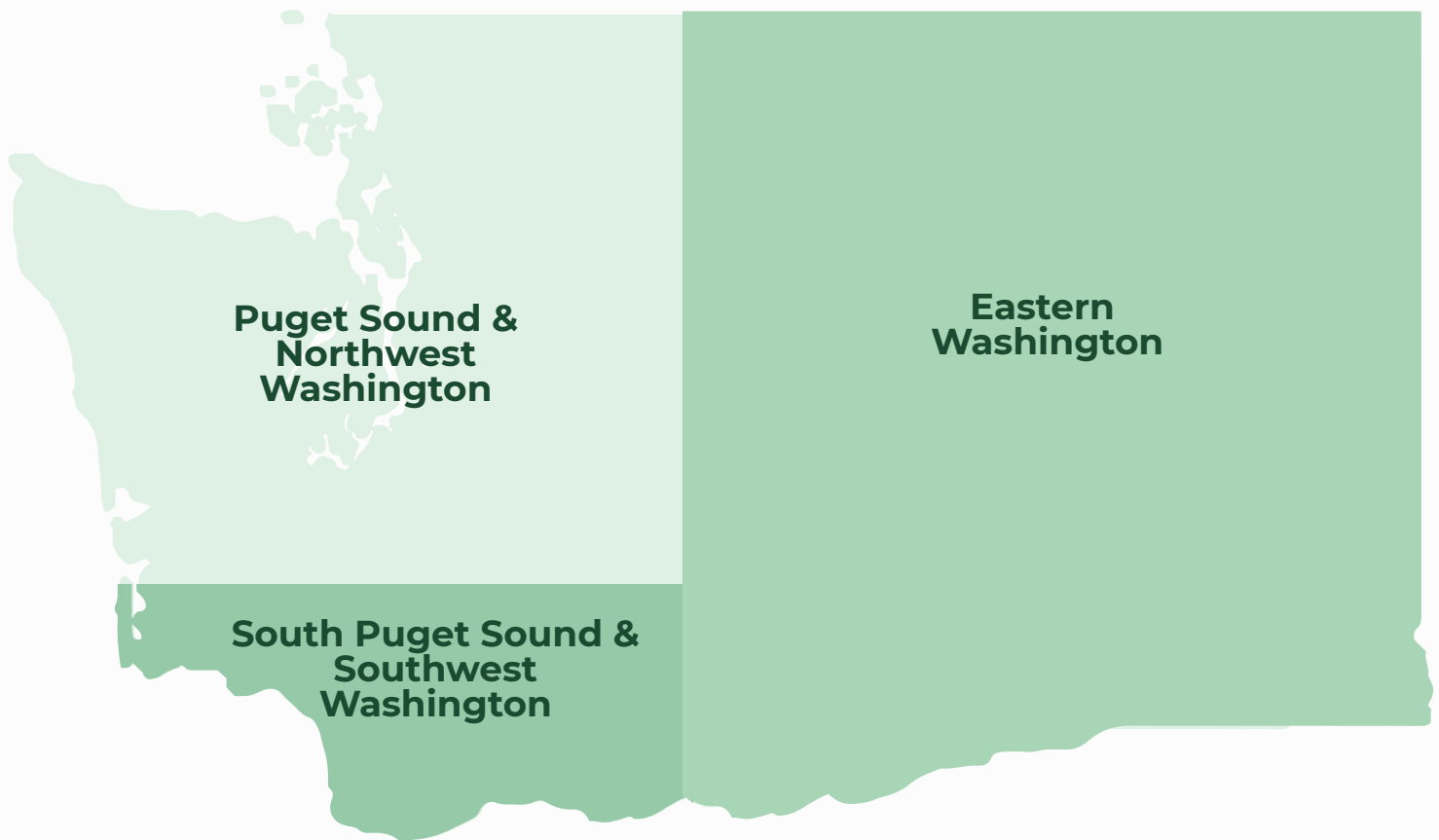
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# Regional & Industry Resources in Washington

*These organizations support Washington's export ecosystem through industry, market access, or trade-focused programs, but do not serve as primary export advising organizations. Some services are county-based, industry-specific, or targeted to companies at particular stages of growth.*

## **Resources are organized by region and industry**

- *Puget Sound & Northwest Washington*
- *South Puget Sound & Southwest Washington*
- *Eastern Washington*
- *Statewide & Industry-Specific*



# Regional & Industry Resources in Washington

## Puget Sound & Northwest Washington

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### **Economic Alliance of Snohomish County (EASC)**

**Region:** *Snohomish County*

**What they offer:** Business retention & expansion • Business attraction • Government contracting • Industry & workforce connections

[economicalliancesc.org](http://economicalliancesc.org)

### **Greater Seattle Partners (GSP)**

**Region:** *King / Snohomish / Pierce Counties*

**What they offer:** Export Accelerator cohort • Business growth & expansion • Partner connections

[greaterseattlepartners.com](http://greaterseattlepartners.com)

### **Tacoma Pierce County Economic Development Board (EDB)**

**Region:** *Pierce County*

**What they offer:** Business growth & expansion • Business attraction & retention • Trade Engagement

[edbtacoma.com](http://edbtacoma.com)

### **Thurston Economic Development Council**

**Region:** *Thurston County*

**What they offer:** Business growth & expansion • Business attraction & retention • Trade Engagement • Foreign Trade Zone 216 support

[thurstonedc.com](http://thurstonedc.com)

### **Northwest Seaport Alliance (NWSA)**

**Region:** *Puget Sound (Seattle & Tacoma)*

**What they offer:** Shipping through WA ports • Logistics connections • Freight movement

[nwseaportalliance.com](http://nwseaportalliance.com)

### **Port of Bellingham**

**Region:** *Whatcom County / NW WA*

**What they offer:** Cross-border shipping • Cargo access • Logistics connections

[portofbellingham.com](http://portofbellingham.com)

### **Port of Everett**

**Region:** *Snohomish County*

**What they offer:** Ocean shipping • Cargo handling • Logistics connections

[portofeverett.com/](http://portofeverett.com/)

### **World Trade Center Tacoma**

**Region:** *South Puget Sound*

**What they offer:** Trade programs & events • International business connections • Corporate engagement

[worldtradecentertacoma.com](http://worldtradecentertacoma.com)

### **World Trade Center Seattle (Port of Seattle)**

**Region:** *Puget Sound*

**What they offer:** Trade programs & events • International business connections • Corporate engagement

[wtcseattle.org](http://wtcseattle.org)

## South Puget Sound & Southwest Washington

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### **Columbia River Economic Development Council (CREDC)**

**Region:** Clark County

**What they offer:** Business growth & expansion • Business attraction & retention • Trade engagement  
[credc.org](http://credc.org)

### **Port of Vancouver USA**

**Region:** SW WA (Columbia River)

**What they offer:** Freight & cargo shipping • Transportation access • Logistics connections  
[portvanusa.com](http://portvanusa.com)

## Eastern Washington

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### **Greater Spokane Inc. (GSI)**

**Region:** Spokane County

**What they offer:** Business growth & expansion • Business attraction & retention • Trade engagement  
[greaterspokane.org](http://greaterspokane.org)

### **Port of Benton**

**Region:** Tri-Cities / Southeast WA

**What they offer:** River port access • Barge shipping • Industrial sites • Logistics support •  
[portofbenton.com](http://portofbenton.com)

### **Port of Pasco**

**Region:** Tri-Cities / Eastern WA

**What they offer:** River & rail shipping • Freight movement • Logistics connections  
[portofpasco.org](http://portofpasco.org)

### **Tri-City Development Council (TRIDEC)**

**Region:** Benton & Franklin Counties / Tri-Cities

**What they offer:** Trade programs & events • International business connections • Corporate engagement  
[tridec.org](http://tridec.org)

## Statewide & Industry-Specific

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### CleanTech Alliance

**Region:** Statewide

**What they offer:** Industry collaboration • Commercialization support • Market access programs  
[cleantechalliance.org](http://cleantechalliance.org)

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### Impact Washington

**Region:** Statewide

**What they offer:** Manufacturing consulting & operational improvement • Training and workforce development  
[impactwashington.org](http://impactwashington.org)

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### NW I-90 Manufacturing Alliance (NIMA)

**Region:** I-90 Corridor / Multi-county

**What they offer:** Manufacturing collaboration • Workforce support • Resource connections  
[nwi90.org](http://nwi90.org)

---

### Northwest Trade Adjustment Assistance Center (NWTAAAC)

**Region:** Statewide

**What they offer:** Federal matching grants • Trade Adjustment Assistance for Firms (TAAF) • Competitiveness support  
[nwtaac.org](http://nwtaac.org)

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### Pacific Northwest Aerospace Alliance (PNAA)

**Region:** Statewide

**What they offer:** Industry promotion • Int'l trade show participation • Supply chain connections  
[pnaa.net](http://pnaa.net)

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### Pacific Northwest Defense Coalition (PNDC)

**Region:** Statewide

**What they offer:** Industry advocacy • International market access • Defense & aerospace supply chain connections  
[pndc.us](http://pndc.us)

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### SCORE Greater Seattle & Spokane (SCORE)

**Region:** Statewide

**What they offer:** Free 1:1 business mentoring • Workshops & practical business tools • Support for startup, early-stage & growing businesses  
[score.org/seattle](http://score.org/seattle)  
[score.org/spokane](http://score.org/spokane)

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### Washington APEX Accelerator

**Region:** Statewide

**What they offer:** Government contracting • Procurement support • Bid navigation  
[washingtonapex.org](http://washingtonapex.org)

# Statewide & Industry-Specific

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## Washington Technology Industry Association (WTIA)

**Region:** *Statewide*

**What they offer:** Market access programs • Soft landing support • Partner connections

[washingtontechnology.org](http://washingtontechnology.org)

## Helpful Links:

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*These practical export guides from the U.S. Department of Commerce – International Trade Administration (ITA) can help businesses get started.*

### Basic Guide to Exporting

A step-by-step guide covering export readiness, logistics, compliance, and market entry



[\*Basic Guide to Exporting link\*](#)

### Trade Finance Guide

Explains common payment methods and practical tools that help exporters get paid securely



[\*Trade Finance Guide link\*](#)

### Incoterms

Incoterms define whether the buyer or seller is responsible for shipping, insurance, and customs — and at what point that responsibility transfers



[\*Know Your Incoterms link\*](#)

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