
Washington Export Resource Guide



*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*

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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For businesses that are new to exporting or want help building an export plan

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Getting Paid & Managing Export Risk

For businesses preparing to export or filling orders that need financing & payment protection

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Export Finance Assistance Center of Washington (EFACW)



EXPORT FINANCE
ASSISTANCE CENTER
of Washington

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



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<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)



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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



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<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



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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



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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



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<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



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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



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<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



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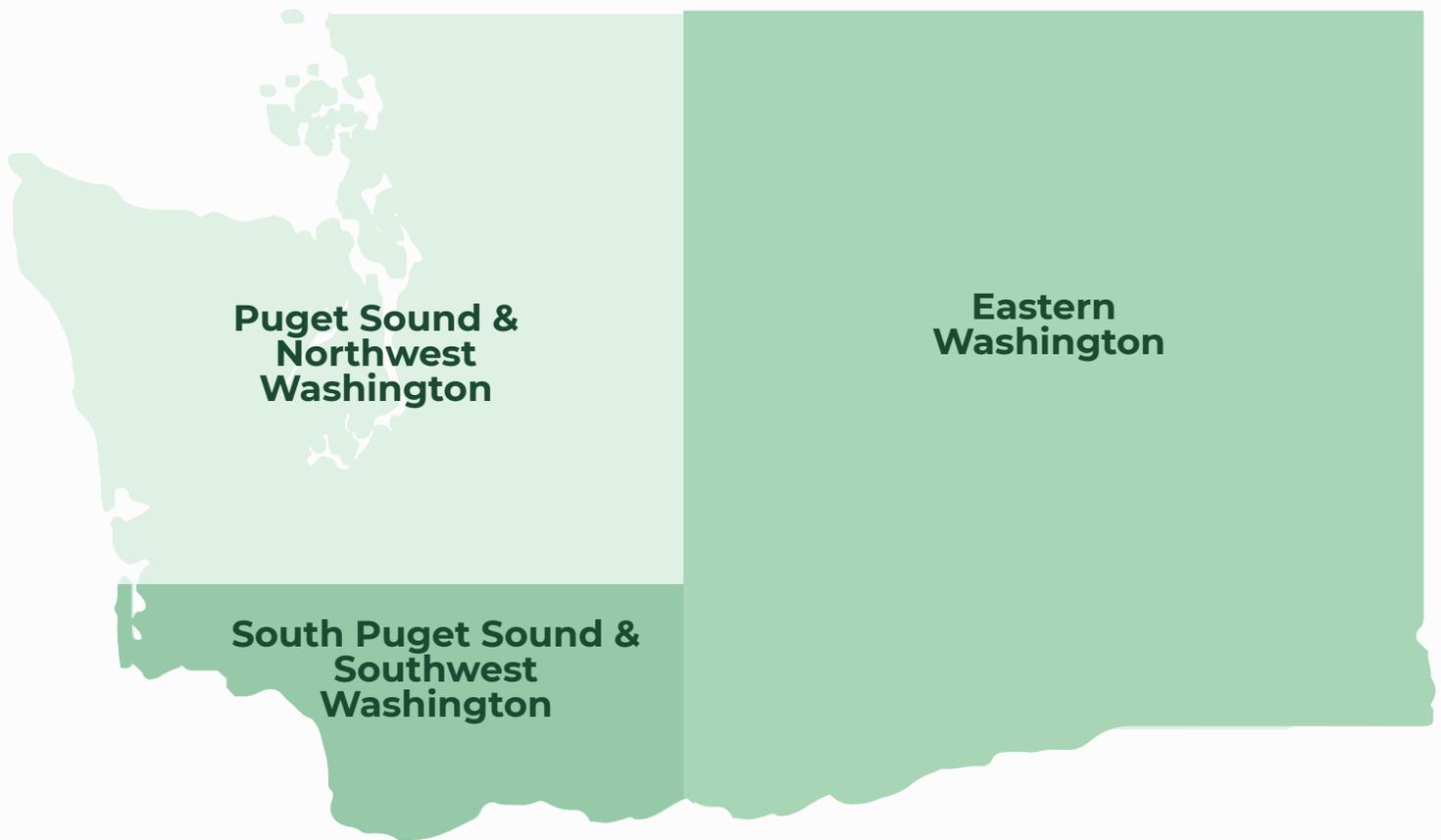
<https://www.wusata.org>

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

Economic Alliance of Snohomish County (EASC)

Region: *Snohomish County*

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

economicalliancesc.org

Greater Seattle Partners (GSP)

Region: *King / Snohomish / Pierce Counties*

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

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

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

Northwest Seaport Alliance (NWSA)

Region: *Puget Sound (Seattle & Tacoma)*

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

nwseaportalliance.com

Port of Bellingham

Region: *Whatcom County / NW WA*

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

portofbellingham.com

Port of Everett

Region: *Snohomish County*

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

portofeverett.com/

World Trade Center Tacoma

Region: *South Puget Sound*

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

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

South Puget Sound & Southwest Washington

Columbia River Economic Development Council (CREDC)

Region: Clark County

What they offer: Business growth & expansion • Business attraction & retention • Trade engagement
credc.org

Port of Vancouver USA

Region: SW WA (Columbia River)

What they offer: Freight & cargo shipping • Transportation access • Logistics connections
portvanusa.com

Eastern Washington

Greater Spokane Inc. (GSI)

Region: Spokane County

What they offer: Business growth & expansion • Business attraction & retention • Trade engagement
greaterspokane.org

Port of Pasco

Region: Tri-Cities / Eastern WA

What they offer: River & rail shipping • Freight movement • Logistics connections
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

Statewide & Industry-Specific

CleanTech Alliance

Region: Statewide

What they offer: Industry collaboration • Commercialization support • Market access programs
cleantechalliance.org

Impact Washington

Region: Statewide

What they offer: Manufacturing consulting & operational improvement • Training and workforce development
impactwashington.org

NW I-90 Manufacturing Alliance (NIMA)

Region: I-90 Corridor / Multi-county

What they offer: Manufacturing collaboration • Workforce support • Resource connections
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

Pacific Northwest Aerospace Alliance (PNAA)

Region: Statewide

What they offer: Industry promotion • Int'l trade show participation • Supply chain connections
pnaa.net

Pacific Northwest Defense Coalition (PNDC)

Region: Statewide

What they offer: Industry advocacy • International market access • Defense & aerospace supply chain connections
pndc.us

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
score.org/spokane

Washington APEX Accelerator

Region: Statewide

What they offer: Government contracting • Procurement support • Bid navigation
washingtonapex.org

Statewide & Industry-Specific

Washington Technology Industry Association (WTIA)

Region: *Statewide*

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

washingtontechnology.org

Helpful Links:

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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