



# Washington Export Outreach Team

Agency	Primary Areas of Expertise	Contact	Guidance & Advice	Training & Education	Referrals & Partner Resources	Financing & Working Capital	Risk Protection	Buyer Matching	Business planning & Documentation	Market Access Trade Development	Industry Specific Support	Market Intelligence	Website
Export Finance Assistance Center of Washington (EFACW)	Helps WA businesses explore export financing options and manage buyer-payment risk	<b>Zara Castillo</b> – Director <a href="mailto:zara.castillo@efacw.org">zara.castillo@efacw.org</a>	✓	✓	✓								<a href="http://efacw.org">efacw.org</a>
Export-Import Bank of the United States (EXIM)	Supports U.S. exporters with risk mitigation and capital access; helps new and existing exporters and those needing buyer financing.	<b>Mitsu Saito</b> – Regional Director <a href="mailto:mitsutaka.saito@exim.gov">mitsutaka.saito@exim.gov</a>	✓	✓	✓	✓	✓						<a href="http://exim.gov">exim.gov</a>
U.S. Department of Agriculture – Foreign Agricultural Service (FAS)	Supports U.S. ag exporters with credit tools and access to new markets	<b>Collin Bradley</b> – Intl. Trade Specialist <a href="mailto:collin.bradley@usda.gov">collin.bradley@usda.gov</a>	✓	✓	✓	✓				✓	✓	✓	<a href="http://fas.usda.gov">fas.usda.gov</a>
U.S. Department of Commerce: U.S. Commercial Service	Provides U.S. exporters with market guidance and connections to international partners	<b>Diane Mooney</b> – Director <a href="mailto:diane.mooney@trade.gov">diane.mooney@trade.gov</a>	✓	✓	✓			✓		✓	✓	✓	<a href="http://trade.gov">trade.gov</a>
U.S. Small Business Administration (SBA)	Offers export loan programs to help small businesses access needed capital	<b>John Brislin</b> – Intl. Trade Finance Specialist <a href="mailto:john.brislin@sba.gov">john.brislin@sba.gov</a>	✓	✓	✓	✓	✓						<a href="http://sba.gov/exportfinance">sba.gov/exportfinance</a>
WA Small Business Development Center (WSBDC)	Guides WA small businesses with export planning and market research	<b>Christy Mastin</b> – Intl. Trade Advisor <a href="mailto:christy.mastin@wsbdc.org">christy.mastin@wsbdc.org</a>	✓	✓	✓				✓			✓	<a href="http://wsbdc.org">wsbdc.org</a>
WA State Department of Agriculture (WSDA)	Supports WA ag businesses with export assistance and new market access	<b>Julie Johnson</b> – Intl. Marketing Specialist <a href="mailto:jjohnson@agr.wa.gov">jjohnson@agr.wa.gov</a>	✓	✓	✓			✓		✓	✓	✓	<a href="http://agr.wa.gov">agr.wa.gov</a>
WA State Department of Commerce	Supports WA exporters with market connections, trade shows, trade missions, & assistance across multiple industries	<b>Tammy Deets</b> – Intl. Trade Specialist <a href="mailto:tammy.deets@commerce.wa.gov">tammy.deets@commerce.wa.gov</a>	✓	✓	✓			✓		✓	✓	✓	<a href="https://www.commerce.wa.gov">https://www.commerce.wa.gov</a>
Western United States Agricultural Trade Association (WUSATA)	Supports Western U.S. food and ag exporters with buyer connections, trade activities, and cost-share marketing programs	<b>Justin Riggs</b> - Engagement Executive <a href="mailto:justin@wusata.org">justin@wusata.org</a>		✓	✓					✓	✓	✓	<a href="http://wusata.org">wusata.org</a>

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