



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	Zara Castillo – Director zara.castillo@efacw.org	✓	✓	✓								efacw.org
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.	Mitsu Saito – Regional Director mitsutaka.saito@exim.gov	✓	✓	✓	✓	✓	✓					exim.gov
U.S. Department of Agriculture – Foreign Agricultural Service (FAS)	Supports U.S. ag exporters with credit tools and access to new markets	Collin Bradley – Intl. Trade Specialist collin.bradley@usda.gov	✓	✓	✓	✓				✓	✓	✓	fas.usda.gov
U.S. Department of Commerce: U.S. Commercial Service	Provides U.S. exporters with market guidance and connections to international partners	Diane Mooney – Director diane.mooney@trade.gov	✓	✓	✓			✓		✓	✓	✓	trade.gov
U.S. Small Business Administration (SBA)	Offers export loan programs to help small businesses access needed capital	John Brislin – Intl. Trade Finance Specialist john.brislin@sba.gov	✓	✓	✓	✓	✓						sba.gov/exportfinance
WA Small Business Development Center (WSBDC)	Guides WA small businesses with export planning and market research	Christy Mastin – Intl. Trade Advisor christy.mastin@wsbdc.org	✓	✓	✓				✓			✓	wsbdc.org
WA State Department of Agriculture (WSDA)	Supports WA ag businesses with export assistance and new market access	Julie Johnson – Intl. Marketing Specialist jjohnson@agr.wa.gov	✓	✓	✓			✓		✓	✓	✓	agr.wa.gov
WA State Department of Commerce	Supports WA exporters with market connections, trade shows, trade missions, & assistance across multiple industries	Tammy Deets – Intl. Trade Specialist tammy.deets@commerce.wa.gov	✓	✓	✓			✓		✓	✓	✓	https://www.commerce.wa.gov
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	Justin Riggs - Engagement Executive justin@wusata.org		✓	✓					✓	✓	✓	wusata.org

© 2026 Export Finance Assistance Center of Washington (EFACW), prepared on behalf of the Washington Export Outreach Team (WEOT). All rights reserved.

May be shared for non-commercial purposes with attribution to EFACW and WEOT.

Information is provided for general informational purposes only.