



Washington
State Department of
Agriculture

Washington State Agriculture

Tri-Cities Regional Economic Outlook
March 28, 2019

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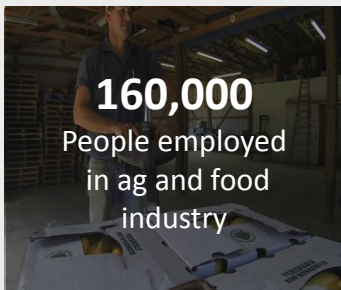
International Trade Specialist

Washington State Department of Agriculture

International Marketing Program

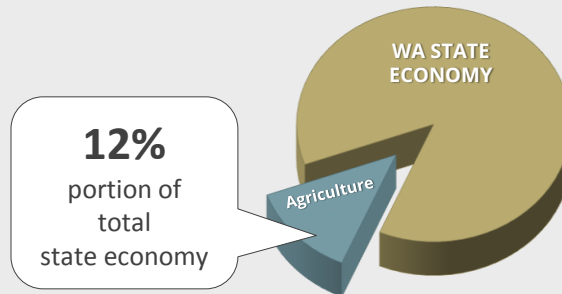
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Washington's Agriculture Industry



#1 - Washington tops in nation for:

- Apples
- Sweet Cherries
- Raspberries
- Hops
- Pears
- Concord Grapes
- Spearmint oil
- Blueberries
- Aquaculture
- Seed Peas



Washington Food & Agricultural Exports



- **2017 WA-Origin Food & Ag Exports = \$6.8 Billion**
- 30% of all Washington food & ag products are exported
 - 90% wheat
 - 60% potatoes
 - 30% apples
 - 25% cherries

Economic Impact

- 31% of gross U.S. farm income directly from exports
- Every \$1 in ag exports generates an additional \$1.27 in economic activity



Top WA Food & Ag Exports 2017



Fish & Seafood: \$1.2 B

Top markets: **Canada, China, Japan**



Frozen Potato Products: \$756 M

Top markets: **Japan, South Korea, China**



Apples: \$720 M

Top markets: **Canada, Mexico, India**

Wheat: \$532 M

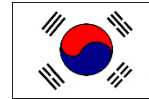
Top markets: **Japan, Philippines, South Korea**



Hay: \$493 M

Top markets: **Japan, South Korea, China**

Top Trading Partners 2017



- 1) **Canada (\$1.3B):** Seafood, Apples, Cherries
- 2) **Japan (\$1B):** Wheat, Frozen French Fries, Hay
- 3) **China (\$594M):** Seafood, Frozen French Fries, Hay
- 4) **South Korea (\$397M):** Wheat, Seafood, Hay
- 5) **Mexico (\$358M):** Apples, Dairy, Frozen French Fries

A Few Trends Affecting Food & Agriculture



- **Production & Economic Challenges**
- **Consolidation**
- **Consumer Demands, Food Safety Issues**
- **Environmental Issues**
- **Trade Agreements**
- **Tariffs / Retaliatory Tariffs**
- **Opportunities:**
 - **Specialty Production**
 - **Innovative Products**
 - **New Markets**