



Clackamas Export and Global Trade Summit

International Trade & Clackamas County - Growing Companies & Communities

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Trade Matters to Oregon

- **2016, A BANNER YEAR FOR OREGON EXPORTS AT \$22B; UP 9 PERCENT FROM 2015 (\$20.1B), THIRD FASTEST GROWTH RATE IN THE NATION.**
- **THE STATE UNEMPLOYMENT RATE DROPPED FROM 5.6% IN 2015 TO 4.9% IN 2016. IN 2016, THE NATIONAL UNEMPLOYMENT RATE WAS ALSO 4.9%.**
- **RELATIVE JOB GROWTH IN 2016 WAS CONCENTRATED AMONG BOTH LOW- AND HIGH-WAGE OCCUPATIONS. MIDDLE-WAGE JOBS ARE GROWING AGAIN, BUT ONLY ABOUT HALF-WAY BACK TO WHERE THEY WERE PRIOR TO THE RECESSION.**
- **AVERAGE WAGES IN OREGON IN 2016 WERE AT THE HIGHEST RELATIVE POINT SINCE THE 1980S. EXPORTING COMPANIES PAY TWENTY PERCENT HIGHER WAGES ON AVERAGE.**
- **BETWEEN 2013-2014, NUMBER OF COMPANIES EXPORTING IN OREGON GREW FROM 5,950-6,084, OVER 88% ARE SMALL TO MEDIUM-SIZED ENTERPRISES (SME'S). IN SAME PERIOD, THE NUMBER OF SME EXPORTERS GREW 12%.**
- **BETWEEN 2013-2014, THE NUMBER OF IMPORTERS IN OREGON GREW 4% AS, IN MANY CASES, OREGON FIRMS ARE IMPORTING COMPONENTS GOING INTO FINISHED GOODS.**



Really - Not Just Portland

- U.S. METROPOLITAN AREA GOOD EXPORTS EXCEEDED \$1.3 TRILLION IN 2015 AND ACCOUNTED FOR 89 PERCENT OF TOTAL U.S. GOODS EXPORTS. EXPORTS FROM THE PORTLAND – VANCOUVER-HILLSBORO, OR-WA METROPOLITAN AREA TOTALED 18.8 BILLION IN 2015, AN INCREASE OF \$181 MILLION FROM 2014.
- ALBANY, MEDFORD , BEND & GRANTS PASS WERE FOUR AMONG 63 METROS NATIONALLY THAT TRACKED RECORD EXPORT INCREASES.
- IN THE VALLEY, GOODS EXPORTS FROM ALBANY REACHED \$650 MILLION, A TEN PERCENT INCREASE FROM 2014-25. SHIPMENTS FROM EUGENE (\$400 MILLION), SALEM (\$385 MILLION) AND CORVALLIS (\$238 MILLION) SHOWED SMALL INCREASE IN OTHERWISE HEALTHY VOLUMES. THESE AND SURROUNDING JURISDICTION ACCOUNTED FOR ALMOST TEN PERCENT OF THE STATES EXPORTS
- IN SOUTHERN OREGON, SHIPMENTS FROM MEDFORD INCREASED TWENTY PERCENT TO \$233 MILLION AND GRANTS PASS EXPORTS GREW A RECORD 39 PERCENT TO \$50 MILLION.
- IN CENTRAL OREGON, BEND SAW SIMILARLY HEALTHY GROWTH IN SHIPMENTS WITH 30 PERCENT INCREASE TO \$149 MILLION.



Clackamas Exports - Agriculture & Food Processing

- OREGON AGRICULTURAL PRODUCTS MAKE UP 11% OF TOTAL STATE EXPORTS AND CLACKAMAS IS ONE OF THE TOP FIVE AGRICULTURAL PRODUCING COUNTIES IN OREGON, WITH PRODUCTION VALUE EXCEEDING \$300 MILLION.
- OREGON IS #1 IN THE NATION FOR THE PRODUCTION OF CHRISTMAS TREES, HAZELNUTS, SEVERAL TYPES OF GRASS SEED, BLACKBERRIES, BOYSENBERRIES, AND PEPPERMINT. THESE TYPES OF PRODUCTS ARE EXPORTED BOTH DIRECTLY AND INDIRECTLY.
- OREGON'S LOCATION GIVES THE STATE A COMPETITIVE EDGE AS AN EXPORTER TO ASIA. OREGON AGRICULTURE'S REPUTATION FOR SAFE, HIGH-QUALITY PRODUCTS, COMBINED WITH STATE AND INDUSTRY EFFORTS TO BUILD BUSINESS RELATIONSHIPS, CONTINUE TO INCREASE DEMAND FOR OREGON PRODUCTS.
- LOCAL SUCCESS STORIES INCLUDE:
 - BOB'S RED MILL - EMPLOYEE-OWNED WITH 430 WORKERS, EXPORT REVENUE GREW 35 PERCENT AFTER STARTING WORK WITH THE EXPORT-IMPORT BANK IN 2012. THEIR STRONGEST MARKETS ARE THE PHILIPPINES, AUSTRALIA, EUROPE, ASIA, THE MIDDLE EAST AND MEXICO.
 - DAVE'S KILLER BREAD – IN 2012-2015, THEY WENT FROM LOCAL MARKETS TO ESTABLISHED DISTRIBUTION THROUGHOUT CANADA AND WAS ACQUIRED BY ANOTHER BAKERY FOR \$275M IN 2015.



Clackamas Exports - Metals & Manufacturing

- **CLACKAMAS HOSTS SOME OF THE MOST GLOBALLY COMPETITIVE COMPANIES IN THE METALS AND MANUFACTURING SECTOR. BECAUSE THEIR PRODUCTS SPANS MULTIPLE SECTORS, THEIR EXPORT VALUE IS DIFFICULT TO TEASE OUT OF THE STATISTICS. THEIR OVERALL SALES VOLUME AND GLOBAL FOOTPRINTS, HOWEVER, SPEAK TO THE IMPORTANCE OF EXPORTING TO THEIR BOTTOM LINE.**
- **PRECISION CASTPARTS IS THE WORLD LEADER IN STRUCTURAL INVESTMENT CASTINGS, FORGED COMPONENTS, AND AIRFOIL CASTINGS FOR COMPANIES LIKE AIRBUS, BOEING, GE AND ROLLS-ROYCE. IN 2015, PRECISION'S SALES EXCEEDED \$10 BILLION THROUGH 162 FACILITIES IN OVER TWENTY COUNTRIES – INCLUDING SIX IN CLACKAMAS COUNTY EMPLOYING NEARLY 3,000.**
- **BLOUNT INTERNATIONAL, INC. IS A GLOBAL MANUFACTURER OF CUTTING CHAIN, GUIDE BARS, AND CHAIN DRIVE SPROCKETS FOR CHAIN SAWS AND CONCRETE CUTTING AND FINISHING TOOLS. IN 2015, BLOUNT'S SALES EXCEEDED \$800 MILLION IN MORE THAN 110 COUNTRIES AROUND THE WORLD. BLOUNT HAS SIX MANUFACTURING FACILITIES AROUND THE WORLD INCLUDING ONE IN MILWAUKIE EMPLOYING 900.**
- **DW FRITZ IN WILSONVILLE IS A GLOBALLY RECOGNIZED PRECISION MANUFACTURER OF MACHINERY USED IN THE PRODUCTION OF MEDICAL DEVICES, MOBILE TECHNOLOGIES AND AUTOMOTIVE COMPONENTS.**



Clackamas Exports – Sights, Scholars, Hellboy

- IN 2016, THE PORTLAND BUSINESS JOURNAL REPORTED THAT OREGON SET A \$10.6 BILLION TOURISM RECORD, A 4.7% INCREASE OVER 2014'S \$10.3 BILLION. INTERNATIONAL TOURIST NUMBERS INCREASED BY 5% AND 12% OF ALL TOURISM DOLLARS SPENT IN OREGON WERE FROM INTERNATIONAL TOURISTS. CLACKAMAS REPORTED A RECORD INCREASE IN HOTEL RELATED TAX REVENUE.
- IN 2015, THERE WERE 14,422 FOREIGN STUDENTS IN OREGON (A 7.9% INCREASE), WHO SPENT AN ESTIMATED \$479.2 MILLION DOLLARS IN THE STATE. AN ESTIMATED 200 FOREIGN STUDENTS ATTENDING LEWIS AND CLARK COLLEGE SPENT CONSERVATIVELY \$6.6 MILLION ON THEIR EDUCATION. CLACKAMAS COMMUNITY COLLEGE REPORTED 17 FOREIGN STUDENTS SPENDING CLOSE TO \$200,000.
- DARK HORSE COMICS, BASED IN MILWAUKIE, IS THE LARGEST INDEPENDENT COMIC BOOK PUBLISHER IN THE U.S. AND IS RECOGNIZED AS ONE OF THE WORLD'S LEADING PUBLISHERS OF BOTH CREATOR-OWNED CONTENT & LICENSED COMICS MATERIAL. DARK HORSE HAS GRANTED RIGHTS TO OVER 60 INTERNATIONAL PUBLISHERS IN 40 COUNTRIES IN OVER 20 DIFFERENT LANGUAGES.



Which Markets?

- **EVEN FOR FIRMS THAT EXPORT, NORTH AMERICA IS SEEN AS THE GREATEST EMERGING MARKET. THIS IS FOLLOWED BY NORTHERN ASIA, SOUTH AMERICA AND THE WESTERN EUROPE FOLLOWING CLOSE BEHIND.**
- **SIXTY PERCENT OF U.S. EXPORTERS SHIP TO ONLY ONE FOREIGN MARKET. THE MOST COMMON DESTINATIONS IN ORDER WERE CANADA, FOLLOWED BY MEXICO, THE UNITED KINGDOM, CHINA AND GERMANY. EIGHTY PERCENT EXPORT TO AT LEAST ONE OF OUR TOP 25 EXPORT MARKETS .**
- **IN 2014, RELATED-PARTY TRADE ACCOUNTED FOR ABOUT 30 PERCENT OF TOTAL EXPORTS AND ABOUT FIFTY PERCENT OF CONSUMPTION IMPORTS, CONSISTENT WITH HISTORIC FIGURES. RELATED-PARTY TRADE INCLUDES TRADE BY U.S. COMPANIES WITH THEIR SUBSIDIARIES ABROAD AS WELL AS TRADE BY U.S. SUBSIDIARIES OF FOREIGN COMPANIES WITH THEIR PARENT COMPANIES. CANADA, CHINA, JAPAN, AND MEXICO WERE THE TOP RELATED-PARTY TRADE COUNTRIES FOR BOTH IMPORTS AND EXPORTS.**
- **THE TOP FIVE MAJOR MARKETS WHERE WE'VE SEEN SIGNIFICANT 2015-16 GROWTH FOR OREGON EXPORTS ARE VIETNAM (245%), INDONESIA (123%), THAILAND (70%), PHILIPPINES (56%) AND ISRAEL (47%).**



Pre-Exporter/Exporter Facing Trade Service Providers – “No Wrong Door”

- **CLACKAMAS COUNTY ECONOMIC DEVELOPMENT - INITIAL COUNSELING AND REFERRALS /INTRODUCTIONS TO RESOURCES BELOW**
- **OREGON SMALL BUSINESS DEVELOPMENT CENTER/PORTLAND GLOBAL TRADE CENTER - NEW TO MARKET & NEW TO EXPORT/IMPORT; ONE-ON-ONE ADVISING/EXPORT PLANNING; TRAINING (BIZCENTER.ORG/GO-GLOBAL/HOW-CAN-WE-HELP)**
- **BUSINESS OREGON - ONE-ON-ONE ADVISING; IMPORT & EXPORT COUNSELING; TRADE SHOWS/MISSIONS; TRADE EVENT MATCHING GRANTS (OREGON4BIZ.COM/GLOBAL-CONNECTIONS)**
- **U.S. COMMERCIAL SERVICE/OREGON - ADVISING/TRAINING; FOREIGN MARKET MATCHMAKING SERVICES; FOREIGN & DOMESTIC TRADE SHOWS; TRADE MISSIONS; DUE DILIGENCE; DISPUTE RESOLUTION (EXPORT.GOV/OREGON)**
- **U.S. SMALL BUSINESS ADMINISTRATION & EXPORT-IMPORT BANK OF THE UNITED STATES - TRADE FINANCE COUNSELING; ACCESS TO WORKING CAPITAL AND BUYER FINANCING; ACCESS TO EXPORT CREDIT INSURANCE; INTERFACE WITH BANKS/NON-BANK LENDERS (SBA.GOV/MANAGING-BUSINESS/EXPORTING & EXIM.GOV)**