



Exporting Possibilities

Our export strategists can help you answer the following questions:

- Is there an international market for my products?
- Who are my customers or who might become my customers and how do I reach them?
- Who are my competitors?
- How do I manage international transactions?
- How do I manage the logistics of international trade?
- How do I locate foreign partners or affiliates?
- How can I solve some of my international trade challenges.

Export Facts

The top two markets for Washington state (Non-Agriculture/Non-Aerospace) exports, Q3 2010 (in millions): Canada - \$1,256.6 and China - \$417.3

~Commerce Quarterly Trade Bulletin, Dec. 2010/Jan. 2011

Funding Partners

CEV export services are available no-cost to businesses in Washington state due to the financial generosity of:



Department of Commerce
Innovation is in our nature.



Contact Us

The Center for Economic Vitality is an outreach program for Western Washington University to give back to the business community throughout Washington state.

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www.cevforbusiness.com

Center for Economic Vitality

*Helping to shape the economic future of our region...
one business at a time.*



Center for Economic Vitality

Western Washington University
College of Business and Economics

Need Help Exporting?

We have been guiding businesses through the export process in Washington state since 1983. Whether you are new to export or already exporting and want to expand into new territory, we can help!

Jump Start Washington Exports (JustWaEx) is a new no-cost, innovative export initiative for all businesses located in Washington state interested in increasing sales and profits by exporting.

We help businesses by providing 1:1 business counseling, matchmaking services and competitive intelligence. We assist businesses in making better choices so that they can increase profits, develop relationships with international partners, and improve overall operational performance.

Export Facts

Exports accounted for 25% of the U.S. economic growth during the past decade. And export sales are expected to grow by 10% annually over the next several years.

~A Basic Guide to Exporting, 10th Ed., U.S. Department of Commerce, p.4.

Need help or want to learn more?

Call (360) 733-4014 for an appointment.

Visit www.cevforbusiness.com



Cindy Heins
Co-owner
Parts Warehouse

"The CEV has helped us acquire export financing for our international sales and relieve the cash flow challenges of selling abroad. They also helped us manage our inventory levels to take into account our growing export sales."

Our JustWaEx Initiative is Open to all Businesses in Washington State

Jump Start Washington Exports has a special emphasis on Canada. Canada is Washington state's number one trading partner. For companies new to export, Canada is the easiest market to expand into.

How to Start?

Contact us and let us understand your needs. We can connect with your business virtually or at our office in Bellingham.

No-cost export assistance.

Our business strategists can help you:

- Understand international distribution channels
- Connect with industry associations and local contacts
- Develop an appropriate international pricing and distribution strategy
- Assist with legal, logistical or financial issues

We also provide export research support on:

- Competitive analysis
- Trade barriers
- Key contacts
- Prospective strategic partners

Additional Services

Match-making services

We connect export ready Washington state businesses with prospective agents, importers and qualified businesses in the British Columbia and Canadian markets. We also leverage our relationships with the Federal and Washington State Department of Commerce to identify prospective international partners worldwide.

"Choose Washington" Mini Trade Shows

At specially created trade shows we connect Washington state businesses that are in manufacturing, fresh agricultural products, forest products, and information/communication technology with businesses in Lower Mainland British Columbia. Call for more information.