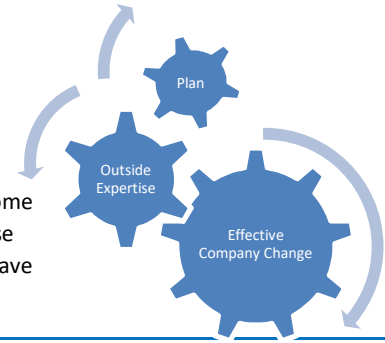


Northwest TAAF Summary

Trade Adjustment Assistance for Firms (TAAF)

Effective Help for U.S. Companies Facing Import Competition

TAAF helps companies in the tradable sector (typically: small, closely held/family owned) to overcome challenges from import competition. Help focuses on business strategy and outside expertise. These services are especially relevant for companies facing import impact. Companies must qualify and have a lifetime cap on assistance.



Import Impact & Recovery Characteristics

For 53 companies completing TAAF between 2011 & 2015

During the time period considered, Northwest TAAF served the states of Alaska, Idaho, Montana, Oregon, and Washington.

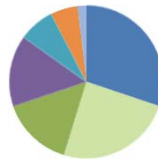
NWTAAC maintains offices in Seattle and Boise

Industries Represented A wide variety of tradable sector industries including manufacturing (39), agriculture (13), and certain services (1)

Importing Countries *Most Cited:* China and Canada
Often Cited: Mexico, Chile, Korea, Taiwan, Russia
Also Cited: India, Europe, Brazil, Turkey, and others

Recovery Strategy

- Focus Market
- Expand Capability
- New Product / Same Market
- Improve Operations
- Stabilize
- Expand Market



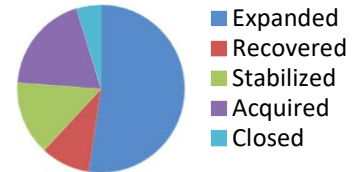
Companies facing import impact often must re-evaluate their business model; planning is essential.

Outside Expertise Import impacted companies often can't win by trying harder, they must change. For SME's change is very often led by outside expertise.



Outcomes

96.2% Positive Outcomes



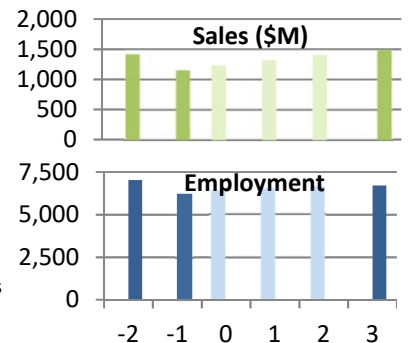
Positive outcomes preserve / increase jobs, and maintain productive capacity; by count of companies, closure is the only negative outcome.

Program Economic Impact

For 53 completed firms (2011-2015) and 52 active firms (as of 12/31/15) with significant recovery activity.

Program Time Line	Sales (\$Million)	Employment	Productivity
2 yrs Prior	1,410.1	7,036	200,416
1 yr Prior	1,145.5	6,229	183,900
Change prior to TAAF	-19%	-11%	-8%
End (3.9 yrs)	1,480.2	6,703	220,821
Change after start of TAAF	29%	8%	20%

GRAPHS: Sales and employment by program year ('0' = program start year). Actual figures for years -2, -1 and program end (3.9 years average), with trend line represented in years 0, 1 and 2.



NWTAAC is a private, non-profit organization with over 35 years experience in the Pacific Northwest

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Trade Adjustment Assistance for Firms

Alaska, Idaho, Oregon, Washington

