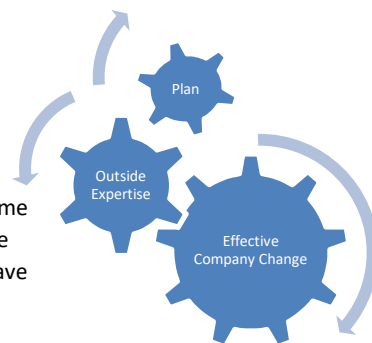


Washington TAAF Summary

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 21 companies completing TAAF between 2011 & 2015

Washington is approximately 50% of the region's economy and 39.9% of delivered technical assistance for the region.

Washington hosts the NWTAAAC main office.

Industries Represented Plastic Parts, Electronics, Composite Parts, Metal Parts, Food Supplements, Medical Supplies, Seafood, Fruit, Furniture, Doors, Counter Tops

Importing Countries *Most Cited:* China (by far)
Often Cited: Mexico, Canada
Also Cited: Taiwan, Korea, India, Chile, Other

Recovery Strategy

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



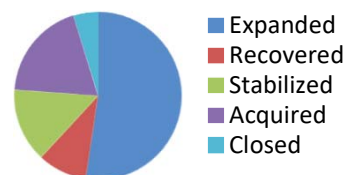
Companies facing import impact often must re-evaluate their business model; planning is essential.

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

95.2% Positive Outcomes



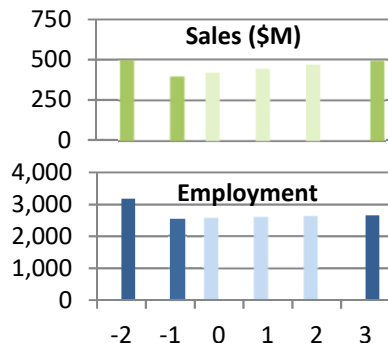
Positive outcomes preserve / increase jobs, and maintain productive capacity; by count of companies, closure is the only negative outcome.

Program Economic Impact

For 21 completed firms (2011-2015) and 27 active firms (as of 12/31/15) with significant recovery activity.

Program Time Line	Sales (\$Million)	Employment	Productivity
2 yrs Prior	494.1	3,176	155,559
1 yr Prior	394.7	2,520	156,626
Change prior to TAAF	-20%	-21%	1%
End (3.6 yrs)	490.9	2,653	185,045
Change after start of TAAF	24%	5%	18%

GRAPHS: Sales and employment by program year ('0' = program start year). Actual figures for years -2, -1 and program end (3.6 years average), with trend line represented in years 0, 1 and 2.



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

NorthwestTAAAC

1200 Westlake Ave. N., Ste 604
Seattle, Washington 98109
T: (206) 622-2730; F: (206) 622-1105
www.nwtaac.org

Trade Adjustment Assistance for Firms

Alaska, Idaho, Oregon, Washington

