

Washington

A G R I C U L T U R E



Washington
State Department of
Agriculture





WASHINGTON STATE

Bounty

ENJOYED GLOBALLY

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located in the far Northwest corner of the U.S., Washington State is a leading producer and exporter of food and agricultural products. From tree fruits to seafood, products grown and raised in Washington have earned a strong reputation for being high-quality and high-value products.

Washington State's diverse climate and geography supports the production of over 300 agricultural crops. Ideal growing conditions of warm days, cool nights, consistent water supply and nutrient-rich volcanic soil leads to high-yield production across the state.

Agribusinesses in Washington have access to resources and programs designed to make it easier for them to deliver fresh, processed and manufactured products to customers who are located down the road, or an ocean away.

An extensive range of high-quality fresh, frozen or processed Washington products is available for export. Washington State Department of Agriculture (WSDA) is committed to bringing importers and producers together through a wide variety of partnerships and programs. As a result, the state is regularly found near the top of national agriculture export rankings.



Trusted Brands, New Discoveries

Washington is home to some of the world's most iconic food and agriculture brands. The assurance that a long-established brand will attract instant consumer recognition is a valuable asset to buyers seeking products that will move quickly.

Importers who want to offer their customers the newest products and trends also have abundant choices. Each year, WSDA works with a growing number of entrepreneurs to become export ready.

Whether new or established, Washington producers are eager to catch the attention of importers, and have a high willingness to create flavors and packaging choices that appeal to international palates and purchasing habits.

Quality & Safety

Washington farmers, fishermen and women, ranchers, manufacturers and processors are subject to strict quality control programs to ensure that products coming to market meet high food safety standards. Importers can be assured that the Washington products they are purchasing have passed all applicable sanitation requirements for their industry.

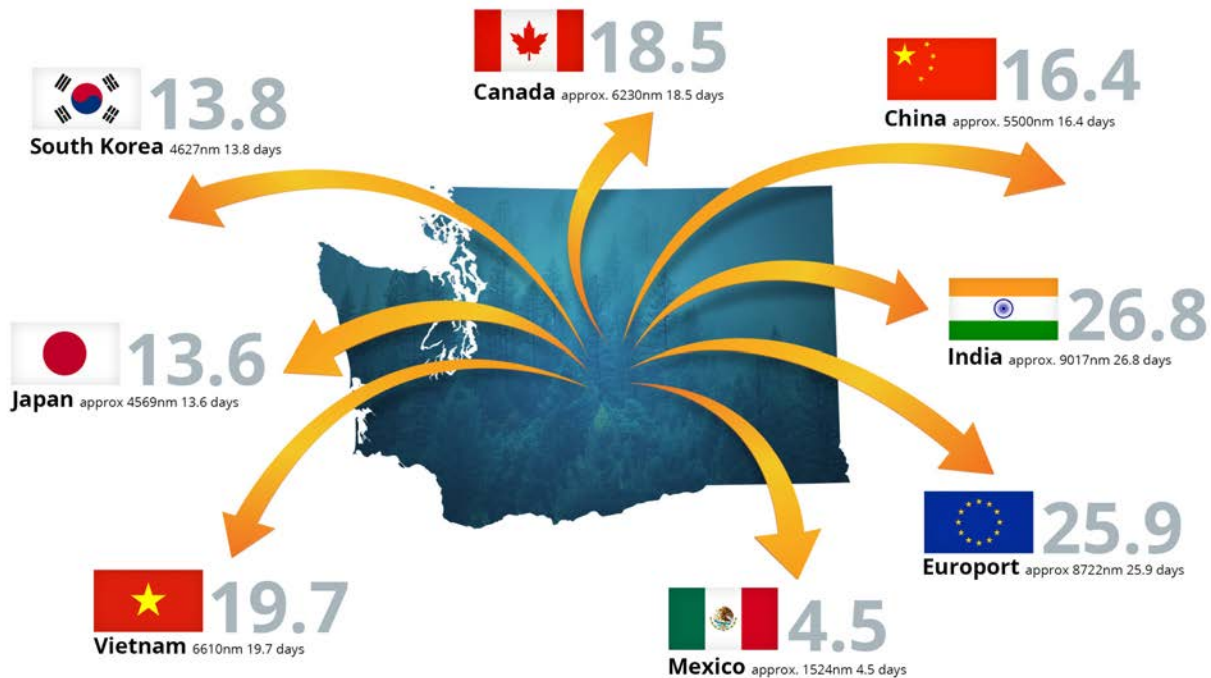


Easy Global Access

Combined, the ports of Seattle and Tacoma are one of the largest container gateways in North America. Washington producers have convenient access to a well-developed infrastructure that includes excellent rail, road, ocean, and air-freight options. Suppliers of high-value perishable products can easily access climate controlled freight services that deliver shipments to international markets quickly and in excellent quality.

Due to the close proximity to Pacific Rim nations, about two-thirds of all Washington agricultural exports are destined for Asia. North American neighbors Canada and Mexico have long been significant trading partners, and Washington product presence in India and Europe is growing each year.

Shipping From Washington



This graphic contains general estimates of ship transit time from the Port of Tacoma provided by the Northwest Seaport Alliance. Variables that can impact actual transit time include speed, weather, current, weather routing patterns, ship traffic patterns and actual designated port. Estimates provided are at an average 14 nautical mile cruising speed based on course over ground, and do not include time for products to clear customs or transit to the final market destination.

A woman with long, wavy brown hair, wearing a light blue denim jacket over a patterned scarf, is crouching in a field of green leafy plants. She is holding two bright orange carrots in her hands. The background shows a blurred field with other people and a white building under a bright sky. The bottom half of the image has a green gradient overlay.

Leader in Organics

Washington State organics are thriving. Recognizing that organic offerings would become a high-demand category for both domestic and international markets, WSDA developed one of the nation's earliest and most respected organic certification programs for producers and handlers. The WSDA Organic Program is a USDA-accredited certifier which upholds the integrity of the organic label through certification and inspection of organic operations.



Abundance & Variety

Washington State agriculture is diverse. With hundreds of crops that thrive in the Northwest climate, suppliers are able to meet the quality and quantity needs of importers who are seeking fresh or processed fruits and vegetables, meats and seafood, and manufactured goods.

Following is an overview of Washington's leading export product categories.

Fruit

Washington fresh tree fruits and berries are world famous for their quality, flavor and value. The state's orchard regions produce abundant, high-value tree fruit crops including apples, pears, cherries and stone fruits (peaches, nectarines, apricots). Berry fields support blueberries and red raspberries, both of which are available fresh and processed. Farmers continually seek out and develop new varieties to expand flavor options sought after by today's taste-conscious consumers.

Fresh crops are prepared for transport to domestic and international markets in state-of-the-art facilities that utilize modified-atmosphere packaging technology. Fragile produce, such as berries and sweet cherries, are typically transported by air to ensure peak freshness upon arrival.

Alongside fresh fruit production is the juicing industry. Local fruits including apples, raspberries, cranberries, grapes and pears are juiced and used in flavoring for juice-flavored beverages, 100% juice, or frozen juice concentrate.



Vegetables

Washington grows a large number of vegetable crops for the fresh and processed markets. In particular, the state's potato crop is largely transformed into frozen french fries prized world-wide for their consistency, flavor and value.

Additional vegetable crops that find success in international markets include sweet and storage onions, corn, carrots, green peas, pulse/lentils, and sweet potatoes. The advent of the individually quick-frozen (IQF) method for preserving the flavor and texture of produce lends itself well to Washington vegetables destined for overseas markets.





Packaged Goods

Product innovation is on the rise in Washington as food entrepreneurs influenced by their international origins or travel gain access to prime ingredients and new manufacturing options. As Washington food manufacturers learn more about the demand for U.S. products in global markets, their desire and ability to meet country-specific standards grows.

Traditional and new flavors can be found in a broad range of sweet and savory items including: sauces, sweets, breakfast foods, snacks, chocolates, non-alcoholic beverages, energy bars, coffee, tea, and other convenience foods. Health food supplements, beauty products and pet foods and treats that conform to high U.S. standards are also available to importers.

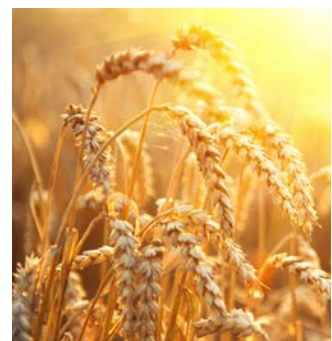
Field & Forage

For importers seeking field and forage products, Washington State delivers! Thousands of acres in the Eastern half of the state are dedicated to wheat, hay and hop production. Abundant yields allow farmers to offer a consistent supply of product to importers.

Washington wheat is available in soft white, hard white and red varieties. Progressive growing techniques produce yields that are consistently higher than the national average. Close proximity to ports reduces transport costs and time to market, which raises the appeal of Washington wheat for importers.

Nutrient-rich hay varieties, led by high-protein alfalfa and timothy, are available to importers to supply overseas meat and dairy industries. Exporting hay is becoming more practical with the availability of high-compression technology, which makes it possible to pack more hay into containers bound overseas.

Washington State is home to one of the most fertile and productive hop growing regions in the world, and the state leads U.S. production by a wide margin. A high desert climate and abundant irrigation in the Yakima Valley creates the ideal environment for producing high alpha (bitter) and aroma hop varieties prized by brewers. Hops are available dried, baled, or in extract.



Washington Beef

The same fertile environment that supports Washington's highly valued crops also sustains a thriving livestock industry. Beef is the leading exported meat in the state, and choices available to importers include grass-finished, grain-finished, natural and certified organic beef. Processors in highly regulated USDA facilities are subject to rigorous inspection. They can accommodate requests for traditional cuts as well as region-specific preferences.

Processed products such as beef jerky are on the rise as a protein-packed snack option.



Seafood & Aquaculture

Perched on the North Pacific, Washington State harbors a thriving seafood industry. Primary and secondary processors, aquaculture producers, and international seafood trading companies are based in Washington. Asia is the primary destination for most of the state's seafood exports, and growing numbers of importers around the world are finding success with seafood sourced from Washington.

Washington is a leading supplier of wild and farmed salmon, as well as rockfish, Pacific whiting, and sablefish (black cod). In addition to species caught by the Washington fishing fleet, the state is also the export hub for Alaska's prodigious seafood harvest, which includes wild salmon, crab, Pollock, cod, and halibut. Washington shellfish has an equally impressive pedigree. Live or shucked oysters, geoduck clams and Dungeness crab is available for export via air-freight shipments.





Dairy Products

Dairy has been a leading Washington agricultural industry for decades. Washington dairy farmers are recognized as being among the most efficient and technologically advanced in the U.S. Milk is produced in higher yields from fewer cows thanks to access to nutrient-dense feed and grazing.

Fluid milk is just one option available to importers. Dairy milk is manufactured into consumer foods including cheese, yogurt, cottage cheese, sour cream, cultured products, ice cream and frozen dessert novelties, dry milk powder, butter, whey powder, and specialty powders for snack foods, sauces and salad dressings.

Alcoholic Beverages

Washington's strong and diverse agriculture industry extends to a thriving alcoholic beverage sector that incorporates fruit, hops and grains grown in the state's orchards and fields.



Wine

The Washington wine industry is a respected and influential presence in the U.S. wine category. Located on the same latitude as France, Washington is one of the top premium wine-producing states with nearly 70 varieties in production. Vineyard plantings have been steadily increasing in response to a rising global demand for Washington wines, and a growing number of talented winemakers are bringing sought-after vintages to international markets.



Beer & Cider

Beer and cider brewers are also enjoying the challenge of keeping their production on pace with demand for Washington craft beer and ciders. Residing within hours of pure water sources, orchards, grain fields and the nation's top hop growing region gives Washington brewers many advantages that help them deliver Washington beer and cider to consumers the world over.



Distilled Spirits

Many of Washington's creative distillers are producing spirits from grain and fruit bases sourced from within the state's borders. Distilled beverages include whiskey, rum, brandy, gin, vodka, absinthe, aquavit and liqueurs. Distillers are located throughout the state, with a large concentration near Seattle, Washington's largest city.



WSDA International Marketing Program

Helping Washington Companies Expand Food and Agricultural Exports around the World

The WSDA International Marketing Program is dedicated to bringing international buyers and Washington suppliers together to foster trade.

In addition to a team of trade specialists based in Washington State, foreign trade representatives are employed within select markets. Services for importers include buyer/seller matchmaking, trade leads and a searchable database of Washington food and agricultural product suppliers.

Contact

The WSDA International Marketing Program is available to assist importers seeking to connect with Washington producers.



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Phone: 360.902.1940



Web: agr.wa.gov/departments/business-and-marketing-support/international

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