

Welcome to the



City of Federal Way!

Federal Way welcomes your business! The city is poised for growth, with key investments in infrastructure and economic development, excellent location and a commitment to supporting your success.

Federal Way is a vibrant and dynamic part of the Puget Sound region. It is the 11th largest city in the state with a population of 100,000 in a region of 3 million.

Federal Way is home to nearly 5,000 licensed businesses. It is ranked as one of the fastest growing cities in the nation (WallerHub 2014) and has one of the lowest crime rates of any city in the region.

Federal Way's commitment to business is matched by a great quality of life and excellent schools. So whether you are a Fortune 500 company or a start-up, it is a great place to do business.

We pride ourselves by working as a partner and supporter of businesses of all size. Call me to discuss the reasons why you should locate your business here!

—Mayor, Jim Ferrell

Proximity to Major Markets

- 50 percent of the state's population is located within 2 hour drive either north or south from Federal Way
- Reach over 4 million consumers in Seattle and Portland, Oregon within same drive time
- Major deep water ports serving Pacific Rim nations



Available and Existing Buildings

- Quality building space in campus settings near highways and interstate

Pro-Active Government

- Responsive government with approvals, planning and building permits, licenses, project management and development services

Excellent Quality of Life

- 31 city parks and 1 state park, including even one for dogs!
- Excellent schools: Four city high schools are ranked in the top 1000 in the nation for educational achievement
- Low crime rate



WHY LOCATE YOUR BUSINESS TO FEDERAL WAY

Located south of Seattle, the City of Federal Way is perfectly positioned to meet the needs of business. The Puget Sound region has been home to innovation including everything from aerospace to software.

But Federal Way also offers an unparalleled quality of life. It is nestled between two mountain ranges—the Cascades to the east, and the Olympic Range to the west and hugs the shoreline of the picturesque Puget Sound inlet. Federal Way offers breathtaking vistas and can be described as one of the best places to live in the nation, especially for those who love the outdoors. But that's not all; here are several major reasons to locate your business to Federal Way.



Taxes

- No State Income Tax
- No Unitary Tax
- No Inventory Tax
- No Business and Occupation (B&O) tax
- No Sales or Use Tax on machinery and equipment used in manufacturing operations
- Low city taxes

Location

- Highway access, located along Interstate 5—serving Pacific Coast states from Canada to Mexico
- Located 10 minutes from international airport
- Located 25 minutes from downtown Seattle
- Located between the Ports of Seattle and Tacoma



Workforce

- A diverse labor supply and talent pool to meet the needs of a growing company
- The labor force has a deep base of the requisite skills, thus creating shorter training cycles, lower turnover and overall improvement in operational performance and efficiencies

Strong Infrastructure

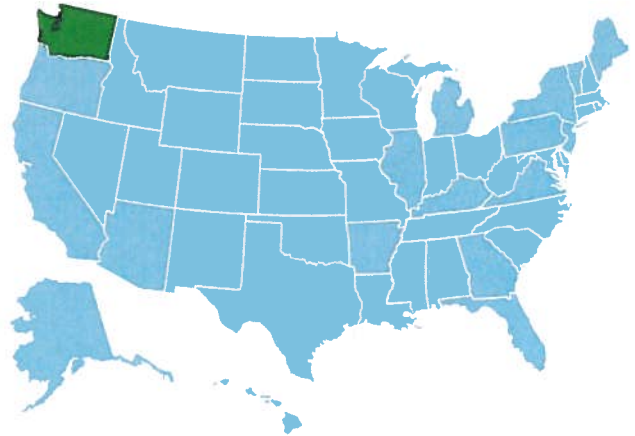
- Excellent streets and city infrastructure
- Robust telecom service with adequate speed, choices and bandwidth supported by CenturyLink and Comcast
- Plentiful water and wastewater capacity available through Lakehaven Utility District
- Low cost energy available through Puget Sound Energy

International Trade Why Washington?

Location

Washington is located along the west coast (Pacific Ocean) of the United States. Specifically it is identified as the Pacific Northwest. It shares an international border with British Columbia, Canada. The state's largest airport, Sea-Tac International has been identified as the number one destination for Asian travelers to the United States. There are two major inland waterways through the state, the Puget Sound to the north and the Columbia River to the south.

- It has become a major tech hub in the world due to the headquarters of companies like Microsoft and Amazon.
- Affordable cost of living compared to other major Global Centers.
- Numerous large and busy ports.



Impacts from International Trade Activity

- Washington is one of the top five largest exporting states and the seventh largest state for import and export activity in the nation.
- \$126 billion import and export activity in the nation.
- \$79.6 billion in exports in 2016.
- \$47 billion in imports in 2016.
 - 60 percent of the imported goods to Washington are bound for the rest of the nation.



Major Commodities/Products Imported and Exported to and from Washington

- Transportation Equipment
- Agricultural Products
- Computer and Electronic Products
- Food Manufacturing
- Petroleum and Coal Products



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International Trade Why Washington?

Top Countries where Imports come to Washington

- China
- Japan
- United Arab Emirates
- South Korea

Top Countries where Exports come from Washington

- Canada
- China
- Japan
- South Korea
- Taiwan
- France
- Russia
- United Kingdom



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International Trade Why Washington?

Jobs/Workforce

- International trade supported 375,009 jobs in 2015 in the state.
- 105,600 Washingtonians were employed by foreign-owned companies in 2014.
- An estimated 40% of jobs in Washington are tied to international trade.

Logistics Capability

- Sound transportation infrastructure exists in support of the movement of freight to and from marine and air facilities by air, rail or truck.
 - Washington has the largest locally controlled public port system in the world with 75 port districts.
 - While the state has 2 percent of the U. S. population its ports handle nearly 7% of the nation's exports and 6% of all imports.
 - The Northwest SeaPort Alliance comprised of the Ports of Seattle and Tacoma is the nation's third largest trans-shipment point in the nation.
 - Washington has many deep water ports such as Anacortes, Angeles, Bellingham, Grays Harbor, Kalama, Longview, Olympia, Seattle, Tacoma and Vancouver.
 - Dozens of international shipping lines serve Washington: ANL-US Lines, APL Limited, China Ocean Shipping Company, China Shipping CMA CGM, Evergreen, Hamburg Sud, Hapag-Lloyd, Hyundai Merchant Marine, Kawasaki Kisen Kaisha "K" Line, Maersk Line, MOL, MSC, NYK Line, OOCL, Pacific International Lines, Safmarine, United Arab Shipping Company, Wallenius Wilhelmsen, World Logistics Services, Westwood Shipping Lines, Yang Ming Line and Zim.
- Washington's largest airport is Sea-Tac International. It is the 9th busiest airport in the nation serving 45.7 million travelers both domestically and internationally.
- There are 22 non-stop flights daily to international cities from Sea-Tac International.
- Sea-Tac International ranks among the top 20 air cargo facilities in the nation.

- Flights from Sea-Tac International reach destinations in Asia 1 to 2 hours faster than those from Los Angeles or San Diego.
- Over 30 airlines offering international travel to and from SeaTac International: Aer Lingus, Air Canada, Air France, Alaska, American, All Nippon Airways, Asiana, British Airways, Condor, Delta, Emirates, EVA Air, Finnair, Frontier, Hainan, Hawaiian, Iberia, Icelandair, Jet Airways, JetBlue, KLM, Korean, Lufthansa, Singapore Airlines, Southwest, Spirit, Sun Country, Thai, United Airlines, Volaris and Xiamen.
- There are over 3,000 miles of railroad lines in the state that provide mobility for freight and passengers moving into, out of and through the state.
- Rail service covering the state is provided by over 30 railroads, the two predominate are the BNSF and Union Pacific.
- Major Interstates — 5 & 90 serve the state connecting the nation north and south, east and west.
- There are over 7,000 miles of highways in Washington plus thousands of additional miles of roads providing infrastructure for the movement of truck freight.
- Trucks move an estimated \$42 billion of freight on roadways across the state every hour.



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International Trade Why Washington?



Proximity to Major Markets

- 60 percent of the state's 7 million people are located within a 2 hour drive either north or south from Federal Way.
- Located nearly in the center of 9 million consumers from Seattle and Washington's state capital of Olympia; north to Vancouver, British Columbia and its capital Victoria or south to Portland and Oregon's state capital of Salem.

Receptive Government

- Stable and open government.
- Foreign investment is welcomed.
- Foreign Trade Zone programs available.

Washington: Ranked, Rated and Graded

- WalletHub ranks Washington the Best Economy in the Nation, 2017.
- Schroders Global Cities 30 Index ranks Seattle 25th in the World, 2017.
- 24/7 Wall St. ranked Washington the 6th Best State for Business in 2017.
- Bloomberg ranked Washington the 3rd Most Innovative Economy in the Nation in 2016.
- Nerd Wallet ranked Washington #5 as America's Most Innovative Tech Hub in 2015.

What trade means to Washington



40 Percent

of jobs in Washington are tied to international trade.



\$126 Billion

total import and export activity in 2016.



375,000 Jobs

were supported by international trade in 2015.



105,600 People

were employed by foreign-owned companies in 2014.



3rd Largest

trans-shipment point in the nation created by the Ports of Seattle and Tacoma.



9th Busiest

airport in the nation. Sea-Tac International served 46 million travelers in 2016.



Equidistant between London and Tokyo

provides business opportunity to talk with both markets in the same day.



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International Trade Why Federal Way?



Location

Federal Way is a community of nearly 100,000 people located in the Seattle-Tacoma Metropolitan Area of over 3 million. It is located along the pristine Puget Sound.

- It is the ninth largest city in Washington.
- It is located 20 minutes south of Sea-Tac International Airport.
- It is 30 minutes equidistant from the marine facilities of the Ports of Seattle and Tacoma.
- It is located along the most significant highway that runs north and south along the west coast of the United States, (Interstate 5) linking the Pacific Coast Ports.
- It is located at the interchange of Interstate 5 and State Route 18 which connects to Interstate 90 that runs east and west across the United States.



Proximity to Major Markets

- 60 percent of the state's 7 million people are located within a 2 hour drive either north or south from Federal Way.
- Located nearly in the center of 9 million consumers from Seattle and Washington's state capital of Olympia; north to Vancouver, British Columbia and its capital Victoria or south to Portland and Oregon's state capital of Salem.



9th Largest City in the State

Located in Seattle-Tacoma Metropolitan Area

Over 100 Foreign Languages Spoken

Access to over 9 million consumers in 3 hour increments to the north and south



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International Trade Why Federal Way?



Logistics Capability

- Along a major Interstate connecting the Northwest Seaport Alliance of the Ports of Seattle and Tacoma.
- Sound transportation infrastructure exists in support of the movement of freight to and from marine and air facilities by air, rail or truck.
- No seasonable fluctuations of weather.
- At nearby Sea-Tac International Airport, airlines provide 22 non-stop daily flights to international destinations.
- At nearby Ports of Seattle and Tacoma there are 20 container carriers that provide regular weekly service. There are 18 regular schedule liner services to 58 international ports of call. There are 8 breakbulk and Ro/Ro carriers with service around the globe.
- Federal Way is nearly equidistant between London and Tokyo, providing businesses the opportunity to talk with both markets in the same day.

Available and Affordable Quality Office Space

- Rent for Class A office space is 38 percent less per sq. ft. than downtown Seattle.
- Rent for Class A office space is 27 percent less per sq. ft. than Tacoma.
- Locations on office campus settings.

Skilled and Available Labor Force

- Federal Way is a community where employers can find a population where over 100 languages are spoken.
- Over 50 percent of the Federal Way population is under 34 years of age.
- Future home to a satellite campus of the University of Washington.
- Available assistance with finding specific labor skills.



Globally Aware and Focused

- Sister City with Donghae City, South Korea.
- Sister City with Hachinohe, Japan.
- Cultural exchange with Shantou City, China.
- Current location of international oriented business and organizations such as Cogent, World Vision, Valmet and the Korean Broadcasting System in Washington.
- Active relationships with nearly 40 foreign consulates.

Receptive Government

- Stable and open government.
- Foreign investment is welcomed.
- Available professional staff from the City of Federal Way to assist.

Focus on Business Opportunities

Federal Way by all accounts is a wonderful location for companies involved in maritime and air freight logistics and support services. It is well situated for businesses such as importers/exporters, freight forwarders, customs brokers, translator and interpreter services, offices for shippers, cruise ship lines and airline offices.



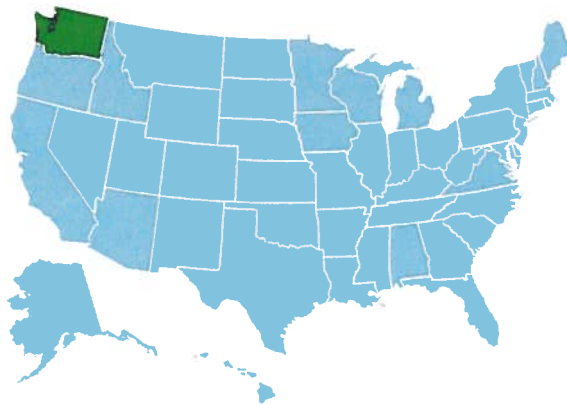
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International Relations Why Washington?

Location

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- Washington is the 18th largest state in the U.S.
- Washington is the 13th most populous with over 7 million.
- Over 60 percent of the population lives in the Seattle-Tacoma-Bellevue Metropolitan Statistical Area.



Impacts from International Relations

- Washington is the home of more than 60 colleges and universities, many of which offer degrees in international relations and foreign languages and have international overseas study programs.
- Washington has foreign government offices to aid in the improvement of relations and trade.
- Washington has a receptive environment for foreign exchange in arts, culture, education, and global knowledge.
- Washington has a variety of both business and cultural affair councils representing countries from across the globe.



Shares International Border with Canada

Receptive Government to Foreign Exchange & Investment

Nearly 40 Foreign Consulates Serving the State



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International Relations Why Washington?

Educational Institutes

More than 60 universities and colleges serve the State. The following provide multiple international relations and language programs:

- Pacific Lutheran University
- Seattle Pacific University
- Seattle University
- University of Puget Sound
- University of Washington
- Washington State University
- Western Washington University
- Central Washington University
- Eastern Washington University
- Gonzaga University
- Whitman University
- Whitworth University



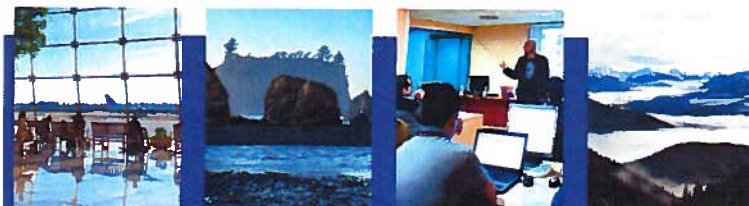
University of Washington —Photo Joe Mabel

Foundations and Research Organizations with an International Focus in Washington

- Agros International
- Bill and Melinda Gates Foundation
- Global Partnerships
- J.R.S. Biodiversity Foundation
- International Youth Foundation
- Landesa
- National Bureau of Asian Research
- PATH
- Seattle International Foundation
- VillageReach



Gates Foundation



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International Relations Why Washington?



Receptive Government

- Stable and Open Government.
- Foreign Investment and Cultural Exchanges are welcomed.
- Foreign Nation's Cultural Exchange Associations present.
- Nearly 40 Foreign Consulate Offices located in the state.



Globally Aware and Focused

- Washington has 132 Sister and Friendship Cities representing over 40 nations.

Australia

France

Kenya

Philippines

Cambodia

Germany

South Korea

Poland

Cameroon

Ghana

Latvia

Republic of Georgia

Canada

Hungary

Mexico

Russia

Chile

Iceland

Mongolia

Scotland

China

Indonesia

Morocco

South Africa

Croatia

Ireland

Netherlands

Taiwan

Cuba

Israel

New Zealand

Uganda

Czech Republic

Italy

Norway

Uzbekistan

Finland

Japan

Peru

Vietnam



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International Relations Why Washington?



**Major Center for Foundations
and Research Organizations
with an International Focus**

Foreign Governments with Offices

- Nearly 40 Foreign Consulates Serving Washington.

Austria

Belgium

Bolivia

Cambodia

Canada*

Croatia

Cyprus

Denmark

Estonia

Ethiopia

Finland

France

Germany

Hungary

Iceland

Ireland

Italy

Jamaica

Japan*

South Korea*

Kyrgyzstan

Latvia

Lithuania

Luxemburg

Malta

Mexico*

New Zealand

Norway

Peru*

Russia*

Seychelles

Spain

Sweden

Switzerland

**Taipei Economic and
Cultural Office**

United Kingdom

Uzbekistan

**Full Service Consulates.*



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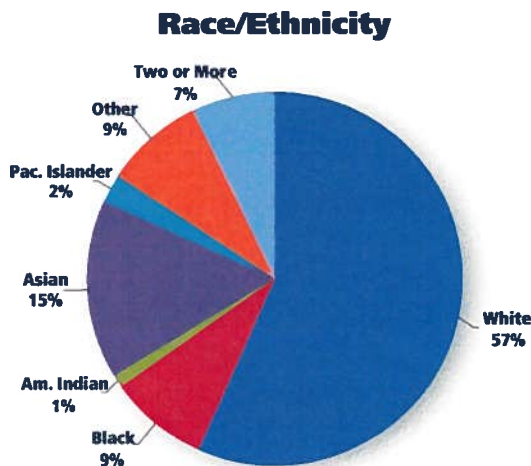
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- It is the ninth (9th) largest city in Washington.
- It is located 20 minutes south of Sea-Tac International Airport.
- It is 30 minutes equidistance from the marine facilities of the Ports of Seattle and Tacoma.
- It is located along the most significant highway that runs north and south along the west coast of the United States, (Interstate 5) linking the Pacific Coast Ports.
- It is located at the interchange of Interstate 5 and State Route 18 which connects to Interstate 90 that runs east and west across the United States.



Ethnically Diverse

- Federal Way has a very ethnically diverse population.



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- Current location to international oriented business and organizations such as Cogent, World Vision, Valmet and the Korean Broadcasting System in Washington.
- Active relationships with nearly 40 foreign consulates in Washington State.
- Home to Honorary Consulate of Seychelles.
- Home to the Pacific Bonsai Museum.
- Home to DESNA Cup, the largest Russian and Eastern European cultural festival in Washington.



Receptive Government

- Stable and open government.
- Foreign investment and cultural exchange is welcomed.
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Skilled and Available Labor Force

- Federal Way is a community where employers can find a population where over 100 languages are spoken.
- Over 50 percent of the Federal Way population is under 34 years of age.
- Future home to a satellite campus of the University of Washington.
- Available assistance with finding specific labor skills.

Available and Affordable Quality Office Space

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Infrastructure

- Excellent streets and city infrastructure.
- Robust telecom service supported by CenturyLink and Comcast. Cogent Communications provides a Tier 1 ISP facility allowing for more efficient communication services across the globe.
- Low cost energy available through Puget Sound Energy.

Focus on Opportunities

- Federal Way by all accounts is a wonderful location for both foreign and domestic organizations involved in international relations.
- It is well situated for organizations involved in international education, programs, research, cultural affairs, government agencies (domestic and foreign), along with translator and interpreter services.



Former Weyerhaeuser Headquarters



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