Washington Public Ports Association

Developing a State Trade Strategy

Eric ffitch, Executive Director
Washington Public Ports Association
Senate Business, Financial Services & Trade Committee
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Timeline and Early Efforts

- March 2023 - Ports and with cabinet leads discuss competitiveness
- 2023 and 2024 sessions- Some progress with partners
- 2025 session – Some cuts to key programs, tax discussions
- Continuing evolution of national and international picture

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Spring 2025 Convening

April ’25, before session ends – WPPA gathers key supply chain partners for initial discussion

April, May, and June internal meetings: Problem Statement, Goal, Values, Priority Initiatives

July in Wenatchee: Importer; Exporter; The Northwest Seaport Alliance

September and October: Extended partner outreach - Chambers, businesses labor groups, shippers

Fall 2025: Key legislators (you!); cabinet leads; more partners!

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Vision, Objective, Values

Vision: To make Washington state the most competitive gateway on the West Coast for International Trade

Objective: Sustain, grow, and attract trade-related business and trade-driven jobs across the economy, including in import-based business and in agriculture and manufacturing, as measured by increased cargo volumes through Washington state ports

Values:

- Quality jobs: workers in trade-related sectors earn a fair wage and can support families and communities
- Safe working environments for all workers in trade-related sectors
- Affordable economy: cost of living aligns with incomes and job types that are achievable for all
- Value the industries that built Washington
- Value all freight modes as critical elements while promoting best utilization of individual modes
- Sustainability: efficient movement of goods in and through Washington will reduce the environmental impacts of trade

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Near-term priorities

Address costs and operating hurdles that cause import- and export-based businesses to leave Washington

- Incentives for warehousing and manufacturing
- Tax relief for “trade-exposed small businesses”

Address supply chain challenges that present tangible hurdles to trade competitiveness

- Capital investment in freight facilities
- Truck parking

Do no harm – resist policy proposals that increase the cost of moving goods across our supply chain

- Do not revisit proposed increase to “stevedoring” tax
- Continued exploration of meaningful permitting reform
- Land use policy that promotes and protects industrially-zoned lands that serve ports and the supply chain

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Extended state policy partnership?

- *Inland logistics hub?:* Conversations underway in Central WA
- *Land use policy:* recent upzones of industrial land in Seattle threaten the efficient operation of port facilities, will others follow?
- *Workforce: d*o we have enough workers in the supply chain? How can we train the next generation?
- *Foreign trade zones:* and other tools to promote in-state manufacturing
- *Business recruitment:* from site selector to site readiness, what can be improved?
- *Other:*
  - Energy, yes it comes up in this context!
  - Business, marketing, and Legislative Champions!

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Want to get involved?

The partner conversations continue!

Eric ffitch effitch@Washingtonports.org