

NW Trade Adjustment Assistance for Firms

Aerospace Suppliers | A Financial Resource for Your Business



Serving Alaska, Idaho, Oregon, Washington

Trade Adjustment Assistance

- TAA for COMPANIES (linked to “Trade Act”)
- 11 Regional TAA centers – NWTAAAC is one
- Under the U.S. Department of Commerce
- Funded by the Economic Development Administration

- Up to \$75,000 per Company
- Matching funds for outside expertise

Outcomes:

- Re-energized BD strategies
- Improved ability to compete
- Jobs growth
- Improved efficiencies
- Strong productivity growth



Trade Adjustment Assistance

Effective Help for U.S. Companies Facing Import Competition

TAAF serves:

- Tradeable sectors Including:
 - Aerospace
 - Other Mfg. Environments
 - Agriculture
 - Some service industries
- Small companies
 - Average:
\$15M, 64 employees
 - Smallest:
\$500K, 1 employee
 - Largest:
\$200M, 250 employees



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Case study: NW Metal Parts Manufacturer

- 41% drop in sales
- 50% drop in employment

Recovery strategy:

- Differentiate through advanced skills and quality systems certification

Results:

- 187% increase in sales
- 57% increase in jobs
- 83% increase in productivity



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Case study: Aerospace Supplier

- Used \$30,000 matching funds program for smaller firms ($75\% \times \$30,000 = \$22,000$) for outside expertise to achieve AS 9100 Certification



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Case study: Electronics Manufacturer

- Sales down 17%
- Competition from China and Taiwan

Recovery Strategy:

- Focus on quality, rapid delivery, entry into aerospace industry and lean practices. Lean practice training provided by Impact Washington.



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Case study: Electronics Manufacturer, Continued

Results:

- Sales up - 95%
- Jobs up – 17%
- Productivity up – 66%
- Company expansion



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Eligibility

- Decline of at least 5% in Employment
- Decline of at least 5% in revenue
- Must be at least partially due to import competition



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Trying Harder?

“Profound knowledge comes from *outside* of the organization.”

Dr. W. Edwards Deming



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Outside expertise includes:

- Marketing and Branding
- Internet/social media presence
- Expansion Capabilities
- New Products/same market
- Improvement in operations
- Stabilization
- Market Expansion



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53 Client Firm Review

- Statistics prior to entry:
 - 19% loss of sales
 - 11% loss of employment
 - 8% loss of productivity



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53 Client Firm Review, Continued

- Statistics after 3.9 years:
 - 29% improvement in sales
 - 8% growth in employment
 - 20% improvement in productivity



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Washington state's unemployment rate was a record 15.4%, and the state's economy lost 527,000 jobs in April, according to the state Employment Security Department (ESD). May 20, 2020



NW Trade Adjustment Assistance Center

Trade Adjustment Assistance

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