NW Trade Adjustment Assistance for Firms

Aerospace Suppliers | A Financial Resource for Your Business

Serving Alaska, Idaho, Oregon, Washington
NW Trade Adjustment Assistance Center

Trade Adjustment Assistance

- TAA for COMPANIES (linked to “Trade Act”)
- 11 Regional TAA centers – NWTAAC 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
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*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% X $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
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
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