

How do members get and stay involved?

Three regular working committees offer members an opportunity to discuss issues, debate topics and undertake activities to promote the interests of member companies.

- **The Trade Policy Committee** works to build consensus on matters affecting the Pacific Northwest trade community. Programs include meeting with government and business leaders, drafting and reviewing trade legislation and sponsoring trade luncheon and breakfast programs.
- **The Transportation and Infrastructure Committee** works on regional and local transportation strategies that affect the region's trade competitiveness. Activities include organizing briefings, conferences and meetings with lawmakers to advocate for federal and regional funding for aviation, rail, marine and road infrastructure projects.
- **The Tax and Fiscal Policy Committee** works to adopt international competitiveness as a key goal of tax policy makers at the national and state government levels. Programs include reviewing national and state tax laws and promoting awareness of tax policy as a trade competitiveness issue.

PNITA Objectives

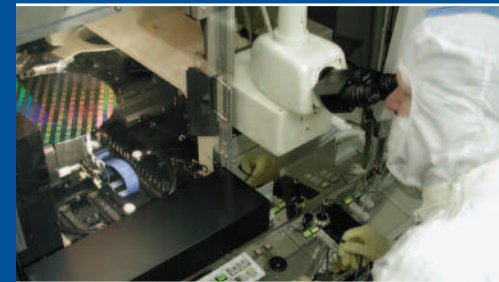
PNITA has three main functions:

- Advocacy
- Member Involvement and Education
- Research and Marketing

PNITA Mission Statement

The **Pacific Northwest International Trade Association (PNITA)** promotes non-partisan support for international trade. PNITA's policies reflect the interests and consensus of its members who are dedicated to supporting global competitiveness under a fair and equitable trading system.

PACIFIC NORTHWEST INTERNATIONAL TRADE ASSOCIATION



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Greater Portland's Chamber of Commerce

200 SW Market St., Suite 1770
Portland, OR 97201 • 503.224.8684
www.portlandalliance.com



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What is PNITA?

The Pacific Northwest International Trade Association (PNITA) is a program of the Portland Business Alliance and all Alliance members can choose to be part of PNITA as a benefit of their membership. Founded in 1982, PNITA promotes international commerce throughout Oregon and Washington. PNITA serves leading corporations and small businesses involved in agriculture and manufacturing export industries and export service sectors.

Advocacy

With nearly two decades of experience building strategic partnerships with federal, state and local government leaders on behalf of its members, PNITA directly impacts trade, tax and transportation policies critical to the region's economic competitiveness. PNITA holds briefings with elected officials on trade competitiveness issues and organizes regular programs, events, briefings and meetings with foreign ministers, consulate representatives and business leaders to build relationships and business ventures. Every year the Portland Business Alliance and PNITA take a delegation of members to Washington, D.C. to meet with legislative and executive branch officials on legislative and regulatory trade issues.

Whether it is bilateral trade agreements, international trade regulations, technology transfer, road infrastructure, rail, marine or aviation issues, PNITA is out in front of the issues advocating for policies that support the growth and vitality of our region's international trade sector.

Member Involvement and Education

PNITA provides timely information and insights on global economic, political and commercial developments. Members are kept up to date on international events that impact business through e-mails; a weekly e-newsletter called *Trade Breeze*; and via the Portland Business Alliance web site at www.portlandalliance.com.

In addition, members are brought together to learn from each other as well as from outside speakers. Regular programs, business seminars, and conferences bring experts together to coordinate strategies on common international trade concerns.

Research and Marketing

PNITA provides members with assistance in troubleshooting trade complaints and gathering research information to help members build their business. By participating in the various events, programs or committees, members can build the number of contacts in the international trade arena. In addition, many opportunities exist to promote member products or services in some of the region's most prominent programs and events.

For more information on PNITA, how you can join, or how you can enhance the benefits of your membership, contact the Portland Business Alliance at 503.224.8684 or visit the web site at www.portlandalliance.com.

Why is PNITA's work important?

In today's global economy international commerce has never been more vital to Oregon and the entire Northwest.

- It is estimated that in Oregon **1 in 4 jobs** and in Washington State **1 in 3 jobs** is linked to international trade. These jobs pay an average of **46 percent** more than the state average.
- More than **40,000** Portland-area jobs with an average annual wage of **\$46,000** are dependent directly on Columbia River maritime commerce.
- Washington State exports nearly **\$40 billion** worth of goods and services to every corner of the world. It ranks **#2** in the U.S. in total value of exports to China.
- Washington State is the **fourth-largest** export state in the country, behind only California, New York and Texas.
- **85 percent** of Oregon wheat is exported, helping bolster rural income and jobs.
- **4,784** Oregon businesses exported goods to **183** foreign destinations last year. **87 percent** of those businesses have fewer than **500** employees.

Clearly, trade is as important to our economic future as it has been to our past and PNITA, through the Portland Business Alliance, is one of the leading voices on trade competitiveness issues throughout Oregon and Washington.



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