



LAND IN THE UNITED STATES

SEATTLE, WASHINGTON

Seattle is the most populous city in the state of Washington and one of the most affluent urban centres in the US. Seattle is a major port of entry and gateway to Asia and Alaska.



3.9M

2017 POPULATION
12% growth since 2010



\$41,600

PER CAPITA INCOME
per annum in 2016, USD



42%

of people aged 25+
HAVE COMPLETED A BACHELOR'S DEGREE

Key industries

- > Aerospace & defence
- > Maritime & logistics
- > Clean technology
- > IT & communications
- > Life sciences & healthcare
- > Agriculture

Starbucks, Amazon, Microsoft and Tableau are among Seattle's most successful homegrown companies. Other major companies with regional headquarters or R&D facilities include Boeing, Costco and Expedia.

Australians in Seattle can seek business assistance from **Austrade's San Francisco office** and connect with the **Australia New Zealand America Society** in Seattle which provides an online meeting place and hosts events.

ECONOMIC DEVELOPMENT CENTRES

- > **Seattle Chamber of Commerce** represents 2,200 businesses
- > **Economic Development Council of Seattle & King County** public-private partnership providing free consulting services
- > **Seattle Economic Development Commission** helping local government partner with businesses and institutions
- > **Seattle Gov Office of Economic Development** supports strategic industry sectors, entrepreneurs and workforce development
- > **Washington State Department of Commerce**

TAXES + INCENTIVES



0%

INDIVIDUAL INCOME TAX



0%

CORPORATE INCOME TAX



6.5%

SALES TAX



1.1% AVERAGE

PROPERTY TAX

Top incentive programs

- > **Department of Revenue Washington State** industry specific tax incentives: deferrals, reduced rates, exemptions and credits

ACCELERATORS + INCUBATORS

According to 2017 Kauffman Index of Startup Activity, the Seattle metro area ranked 20th in the US for Growth Entrepreneurship (a measure of scalability) and 24th for Startup Activity.

- > **Techstars** global accelerator network with over 150 mentors in Seattle and **Alexa Accelerator**, focussed on voice-powered tech
- > **Microsoft ScaleUp** series A; sales, marketing, technical support
- > **Fledge** global network; moving prototype to growth stage
- > **Accelerator LSP** labs, equipment and capital for biotech startups
- > **SURF Incubator** incubation?, mentorship and workspace

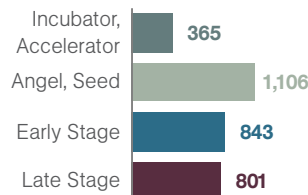
INVESTOR LANDSCAPE

Seattle is the sixth largest venture ecosystem in the US.

Rank	Metro region	VC funds invested since 2010, USD	# VC rounds since 2010	Exit value since 2010, USD
1	SAN FRANCISCO	\$165 billion	13,102	\$123 billion
6	SEATTLE	\$13.4 billion	2,350	\$7.1 billion

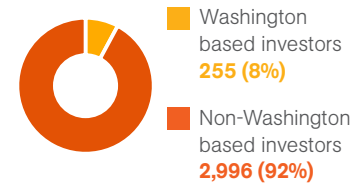
VC DEAL STAGE

Seattle company deals since 2010



INVESTOR LOCATION

Seattle company deals since 2010



Top local investors

- > **Keiretsu Forum Seattle Chapter** community of angel investors, VC, corporate and institutional investors
- > **Madrone Venture Group** focus on early stage tech companies
- > **M12** Microsoft investment group; cyber, AI, drones, 3D printing
- > **9Mile Labs** partners with accelerators to invest in resident startups
- > **Hemisphere Ventures** early stage; software, biotech, robotics,

UNIVERSITY ENTREPRENEUR PROGRAMS

- > **CoMotion** University of Washington (UW) innovation hub
- > **Buerk Center for Entrepreneurship** (UW, Foster School of Business) business plan competition; connection to entrepreneurs

References: Census Bureau (2010), Bureau of Economic Analysis, American Community Survey (2012-16), WA Department of Revenue, PitchBook Data Inc. (2018), Kauffman Index (2017).

Notes: PitchBook venture ecosystem analysis conducted for the period January 2010 - July 2018. Top investors and incubators selected based upon recent activity.

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