

# THE “AEROSPACE EFFECT”

**Businesses and schools across the State of Washington receive an economic benefit from the activities of aerospace businesses.**

When aerospace is strong, companies in other industries can experience an increase in sales resulting in employee retention, investments in worker training, increases in capital equipment spends, and new facility construction, among other advantages.

When aerospace is strong, schools and training facilities reap the benefits of financial and equipment donations, aerospace staff volunteer time, and industry-led curricula.

Below are a few examples of how businesses in unrelated sectors benefit from a thriving aerospace industry.

## **Jalisco's Restaurant**

South Park, Seattle, WA

### **Timeline:**

**1992** Restaurant Founded by Julia Ramos and her husband

**1992 – 2010** Aerospace machinist customers helped grow business

**2010—2014** South Park Bridge Closure--Lean Years, near bankruptcy. (Several businesses in the area closed.)

**2014** New South Park Bridge opened. Aerospace machinists begin coming back. Jalisco's staves off closure.

From 2010 until June 2014, the old South Park Bridge in Seattle was demolished, effectively shutting off access from the north side of the bridge to the local merchants in the South Park neighborhood for four years.

Those were lean years for the many retail establishments that had come to rely on a strong aerospace customer base—from Machinists, Inc., Boeing, and other manufacturers—who filled their tables and aisles before the closure.

The bridge opening in 2014 has brought renewed life and energy to the area, including to Jalisco's Restaurant.

Aerospace machinists have once again become regular customers at Jalisco's, providing an economic resurgence to the family friendly restaurant and other businesses in the South Park area. During the lean years, Jalisco's owners, Julia Ramos and her husband, worked seven days a week—sometimes without pay—to make ends meet at the restaurant and keep it open. Once the new bridge opened, aerospace machinists in the area helped revitalize the community through their patronage. The hard work and determination of Jalisco's owners has paid off in customers who “feel like family.”

### ***Customers appreciate Jalisco's Family Friendly Feel***

*As a family owned machine shop with a high concentration of aerospace customers needing welding, sandblasting and painting in the South Park/Georgetown area, our workers love to eat at local places such as Jalisco's, which is a great Mexican restaurant. We've been going to Jalisco's for probably 20 years, but the bridge closure was difficult on them. We are happy to be back and supporting Jalisco's and other local businesses.*

Hugh La Bossier, president  
Machinists, Inc.

To learn more about Jalisco's family friendly restaurant in South Park and how they are thriving after the bridge closure, watch the video at [afa-wa.com/aerospace-in-washington](http://afa-wa.com/aerospace-in-washington).



**Bridge Construction in 2014** - Photo by Joe Mabel, CC BY-SA 3.0, <https://commons.wikimedia.org/w/index.php?curid=32825583>

## Auburn Chevrolet

**Location:** Auburn, WA

**Founded:** 1938

**What they offer:**

- Retail Sales
- Fleet Sales
- Service

*Sales forecasts set by the Chevrolet manufacturer have been exceeded due to Boeing employees seeking new automobiles when they receive their bonuses.*

Auburn Chevrolet has been serving the Auburn community since 1938 in retail sales and fleet sales and services. Andy Phillips, Auburn Chevrolet BDC sales manager, says every spring he is amazed at the increase in traffic from Boeing employees seeking new cars and trucks when they receive their bonus checks.

It's an illustration of the power of Boeing employees' spending in their local communities. "We see a significant increase in sales and service retention that continues to grow," said Phillips.

Auburn Chevrolet also provides maintenance services to Boeing's fleet of trucks, a line of business that has helped the auto dealer retain and grow jobs.

To learn more about Auburn Chevrolet and how sales requests increase during the months when Boeing hands out bonuses, watch the video at [afa-wa.com/aerospace-in-washington](http://afa-wa.com/aerospace-in-washington).

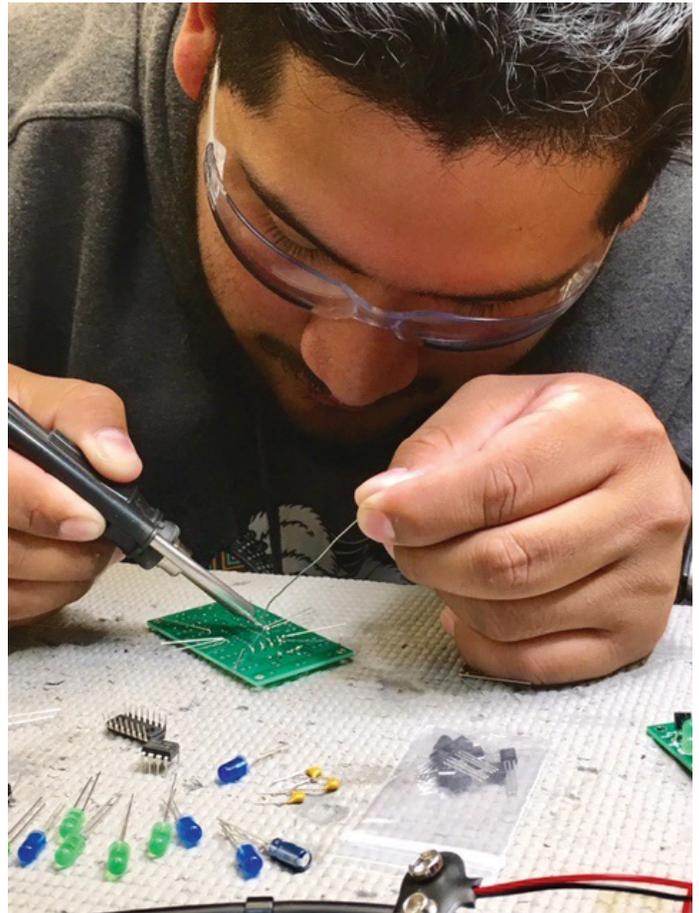
## Education and Training

### WATR

In 2017, the Boeing Company partnered with Edmonds Community College by providing tools and materials in support of WATR Center programs.

WATR offers five certificates for entry-level employment in the aerospace industry: composites, aerospace assembly, electrical assembly, tooling, and quality assurance. Each Certificate of Completion is completed in 12 weeks of training.

WATR is a self-support program. Without this support of Boeing donations, a value of approximately \$100,000 per year, WATR would have to dramatically increase the cost to the students.



The training curriculum was written with assistance from subject matter experts and WATR's advisory board members of industry suppliers. Boeing and suppliers, including Electroimpact, Exotic Metals, AMI Metals, Orion, and Skills Inc., provide this critical service, which keeps the program relevant to the needs of the industry.

### Everett Community College

In 2017, EvCC received \$900,804 in equipment, materials, and donations for its aerospace and advanced manufacturing programs. The EvCC Foundation received \$25,000 in scholarships and program support from aerospace companies, \$5,000 in dozens of individual donations from people who work at local aerospace companies, and \$25,000 from a KeyBank Foundation grant to support aerospace programs. The Foundation also received \$84,000 from Boeing, including a Center of Excellence grant of \$60,000.

These donations and scholarships supported students across many programs, including manufacturing pre-employment, aviation maintenance, avionics, precision machining, mechatronics, composites, welding, and engineering technology.

“EvCC is deeply appreciative of the generosity of our employer partners. Their support has been critical to our programs in keeping them current, supplied with materials and consumables, and supported for growth to meet the needs of suppliers and Boeing,” John Bonner, vice president, EvCC.

According to Bonner, scholarships are particularly important. They help students who are unable to enroll or stay in the programs due to financial challenges. By supporting student scholarships, EvCC employer partners are helping grow and diversify the aerospace and manufacturing pipeline and making a huge difference in the lives of student recipients.

Employers have also contributed their time and expertise to serve on EvCC advisory committees to guide program direction, keeping them current on industry changes, supporting grant efforts, and providing industry tours and presentations.

## Washington State University

In 2017, Boeing invested \$830,000 with WSU, which included \$250,000 for equipment in WSU’s new Everett building, funding for research projects (primarily around development of carbon fiber composite infused permeable pavement), and scholarships.

In addition, Boeing funded 18 individual endowments over the past several years that support professorships, student projects, and scholarships.

In the summer of 2018, Boeing will employ about 20 engineering and business students.

Washington State University counts Boeing as its most significant corporate partner.

## Aerospace in Spokane County

Outside of the Puget Sound region, Spokane County has the next largest presence of aerospace suppliers in Washington state. This is a fast-growing industry, doubling in size between 2007 and 2014, now with more than 12,000 employees representing local small companies to regional headquarters of global aerospace giants –International Aerospace Coatings, UT Aerospace Systems, Triumph Composites, and Kaiser Aluminum

# Only 12 weeks to a career!

Aerospace Certificate of Completion programs:  
Assembly Mechanic | Composites  
Electrical Assembly | Tooling  
Quality Assurance

More than 1,800 graduates now working in Aerospace and Manufacturing



Learn more: [washingtonaerospace.com](http://washingtonaerospace.com) | 425.640.1840  
3008 100th St. SW, Everett, WA 98204  
Tours every Monday at Noon



EDMONDS COMMUNITY COLLEGE  
WASHINGTON AEROSPACE  
TRAINING & RESEARCH CENTER

to smaller companies like Hydrfab, Altek, Multifab and Absolute Aviation.

Companies in the Spokane region provide more than \$200 million in aerospace components to Boeing each year.

Competition is fierce in aerospace—and even fiercer in economic development. Every day we are competing with national and global locations for new and expanded facilities. As a border county, we are also competing with Idaho—a state that is vocally and visibly focused on growing their own aerospace industry. They are making investments in education, and local developers are building industrial and business parks adjacent to the state line. In addition, their legislature recently implemented a Tax Reimbursement Incentive which allows for reimbursement of various taxes (up to 30 percent) over the first eight years of a project.

One company has relocated out of Washington and several others are contemplating relocation. For some of these companies the value proposition is heavily

weighted in Idaho's favor. We are doing all that we can to retain these companies; however, the corporate bottom line is driving these decisions.

The decision made in 2013 to extend the aerospace incentives was a good decision. It has led to increased economic prosperity for many aerospace companies located in Eastern Washington that use the savings from the incentives to invest in their businesses, workers and local economies. 



**Robin Toth, VP**, Business Development, Greater Spokane Incorporated  
Robin Toth has been with Greater Spokane Incorporated since January 2005. Her primary responsibilities are to manage recruitment, retention and expansion activities, government contracting, international trade and entrepreneurship, as well as to help drive growth in regional industry clusters such as aerospace, clean technology and health sciences.

# Your Getaway Starts Here

▶ Daily flights from Seattle to the San Juans & Victoria, scenic flight tours & whale watching tours



## Seattle Scenic Flight Tours



## Whale Watching Tours



## Volcano Tours from Boeing Field



# KENMORE AIR™

KenmoreAir.com • 866.435.9524

