



# GLOBALWA

## **Assessing the Global State**

How Washington is Leading  
in Global Development

September 2017

# GLOBALWA

## GLOBAL WASHINGTON

**Who:** A network of nonprofits, businesses, foundations and academic institutions in Washington state working to improve lives in developing countries

**What:** We connect, promote and strengthen our members, increasing their impact and strengthening a vibrant, innovative, multi-stakeholder network

**Why:** To create a more equitable, healthy and prosperous world

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# By the Numbers

2015

## ABOUT GLOBALWA

Global Washington supports the global development community in Washington state that is working to create a healthier and more equitable world.

### FOUNDATION MEMBER ORGANIZATIONS



**1,200**

Jobs in Foundation member organizations



**\$5.59 Billion**

Foundation member organization spending, *international activities*



**\$4.85 billion**

Foundation member grants given, *international activities*

### NON-PROFIT MEMBER ORGANIZATIONS



**9,430**

Jobs in Non-profit member organizations



**\$2.93 billion**

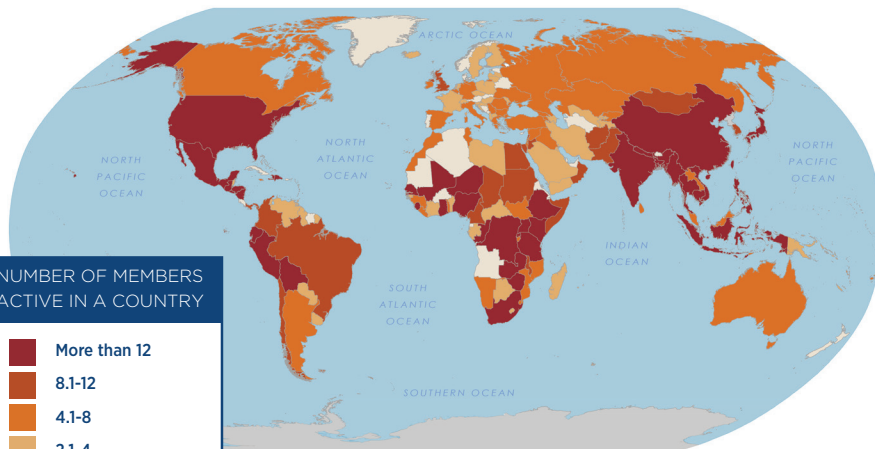
Non-profit member organization spending, *international activities*



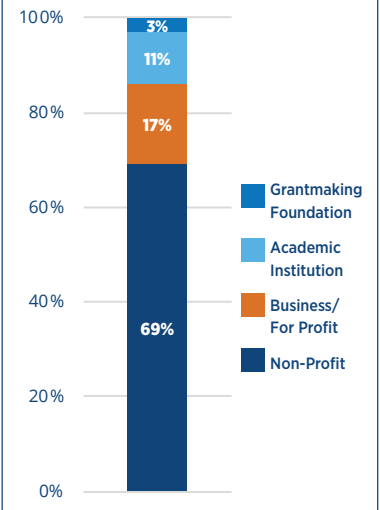
**\$2.54 billion**

Non-profit member grants received, *international activities*

### WHERE GLOBALWA MEMBERS WORK WORLDWIDE



### MEMBERS BY TYPE



GLOBALWA

Sources: Global Washington, 2017; Foundation Center, 2017; National Center for Charitable Statistics, 2017; Bill & Melinda Gates Foundation, 2017; Community Attributes Inc., 2017.

## OVERVIEW

Washington is a global state. Its international ties through trade, business and culture have nurtured the presence of globally-focused organizations and companies. These entities make up the state's global development cluster. Global development aims to reduce poverty in developing countries, and promote stable economic, social, political and environmental systems. Global development organizations may have vastly different missions, but share the goal to improve lives in developing countries.

The non-profit portion of the Global Development cluster in Washington grew from 220 tax-exempt organizations in 1995, to 615 organizations today, an annual growth rate of 5 percent.

The Foundation Center and Council on Foundations' 2017 report *International Giving by U.S. Community Foundations* found that grants awarded by U.S. community foundations to international work doubled between 2011 and 2014, and 85 percent of foundations included in the study made grants for international work in 2014.

Founded in 2008, Global Washington's membership of more than 150 nonprofits, foundations, academic institutions and businesses together unite to elevate the sector.

As these organizations help reduce poverty around the world, they also contribute to the local economy. GlobalWA's non-profit and foundation members directly supported more than 10,000 jobs in Washington in 2015, with a combined total of \$8.5 billion in expenditures on international activities (see infographic on page 1).

## INTRODUCTION

### Background and Purpose

Global Washington (GlobalWA) launched in December 2008 after conversations between stakeholders from the University of Washington, the Seattle International Foundation and Washington State University. The aim was to improve communication and coordination among entities all working in the global development realm. These three organizations then became the founding partners of GlobalWA, with additional leadership from other nonprofits and companies such as Boeing, Microsoft, the Bill & Melinda Gates Foundation, Laird Norton Company, Trade Development Alliance, World Affairs Council, Starbucks, Pacific Northwest National Laboratory, Philanthropy Northwest and PATH.

As of January 2017, the GlobalWA membership included more than 150 nonprofits, businesses, foundations and academic institutions throughout the state, all working to improve lives in developing countries. The organization works by leveraging resources, increasing visibility, sharing best practices, convening stakeholders, and catalyzing partnerships.

This study illustrates the impact and reach of Washington's global development sector. The report profiles GlobalWA

members and their activities, and illustrates their linkages that keep the sector thriving. The data and perspectives included in this report will inform GlobalWA's ongoing efforts to support member organizations, garner interest in international needs, and strengthen the ecosystem for global development.

### Methods

This report makes use of membership data provided by Global Washington, as well as data from annual reports and public sources. Data gathered through interviews and an online survey of members contributed additional context on the global development sector. All economic data presented in this study has been adjusted to account for inflation and is expressed in real terms, 2015 dollars.

### The Global Development Cluster & Global Washington

A nonprofit association based in Seattle, GlobalWA has three overarching roles that tie together Washington's global development cluster: convening, strengthening and promoting its members.

Global Washington's members can be grouped into four categories: nonprofits, grant-making foundations, businesses, and academic institutions. Among its funders are the Bill & Melinda Gates Foundation, Seattle International Foundation, Microsoft, and JPMorgan Chase & Co.

GlobalWA was founded, in part, to be a platform for partnerships. Throughout the year, GlobalWA hosts events to connect its members and others in the global development community. In addition, GlobalWA holds an annual conference that attracts locals and organizations outside of Washington state. In 2016, the annual conference attracted nearly 400 individuals.

### Global Development Cluster

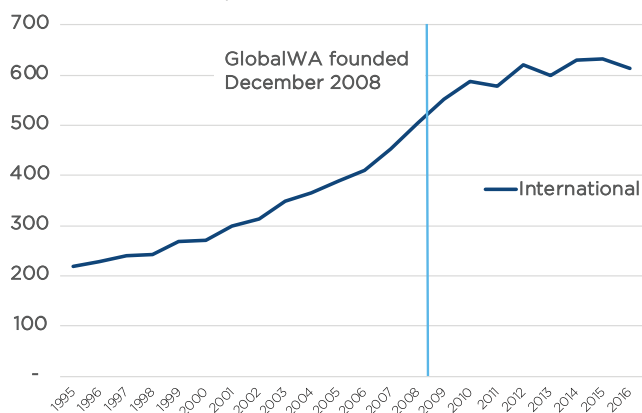
The global development sector which GlobalWA aims to promote a wide range of activities. In general, global development aims to reduce poverty in developing countries, and promote more stable and equitable economic, social, political, health and environmental systems. Organizations dedicated to global development may have vastly different missions, but are still united in a shared overarching goal to improve lives in developing countries.

Washington state is home to a large group of organizations involved in global development work. This includes large nonprofits such as World Vision and PATH as well as many other, much smaller organizations. These nonprofits work in communities throughout the world, conducting research and providing essential services throughout the world. The Bill & Melinda Gates Foundation, plus other corporate and family foundations, fund programs globally and help define strategic objectives in global development across Washington. In addition, academic

institutions like the University of Washington and for-profit businesses such as Microsoft contribute to the growing cluster.

The number of Washington nonprofits that perform international work has steadily increased since 1995 (Exhibit 1). According to the National Center for Charitable Statistics in 1995 there were a total of 220 tax-exempt organizations focused on international work—this includes charities, private foundations and nonprofits. As of 2016, there were approximately 615 internationally-focused tax-exempt organizations in Washington, between 1995 and 2016 international tax-exempt organizations grew at a compound annual growth rate of five percent.

**Exhibit 1.** Number of Washington State International Nonprofits, 1995-2016



Sources: National Center for Charitable Statistics 2017

The State of Washington recognizes different groups and subsets of the global development cluster as drivers of the state-wide economy. The State Department of Commerce recognizes the Life Sciences and Global Health sector for its economic contributions. According to a 2015 study from the Washington Global Health Alliance, there were 168 global health organizations in the state as of 2013. This includes nonprofits, biotech companies, research institutions and philanthropies. The study estimated the sector included 12,620 global health jobs statewide. A subset of the global health organizations included within the global health sector also crossover into the global development cluster.

Nonprofits focused on global development have had a strong presence in the state—and the Greater Seattle region, more specifically—for several decades. For instance, Landesa, a nonprofit dedicated to land rights issues in developing countries, was founded in Seattle in 1981 by a professor at the University of Washington. World Concern, a Christian global relief and development organization, was established in Seattle in 1955.

Long-standing education programs from major universities have fostered the state's focus on global development. At the University of Washington, for instance the Evans School Policy Analysis & Research Group provides analysis and strategy support for global health and development initiatives. UW's Henry M. Jackson School of International Studies also offers

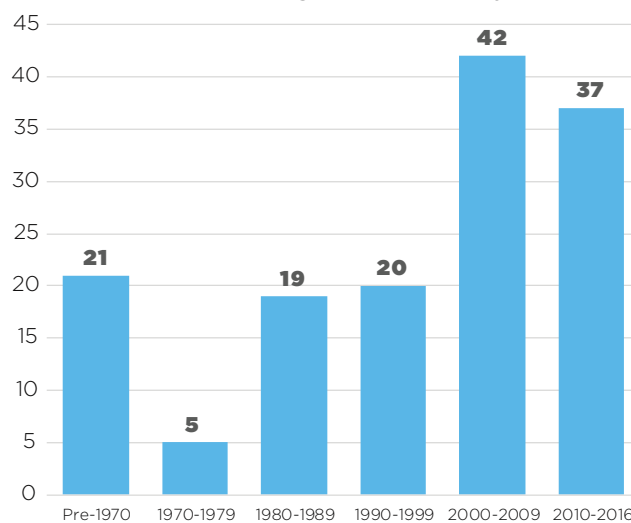
a renowned Masters in International Studies and a recent addition of a Masters in Applied International Studies. Washington State University has the Paul G. Allen School for Global Animal Health for the study and prevention of emerging diseases that affect both animals and humans.

## GlobalWA

As of December 2016, the GlobalWA membership included 159 nonprofits, businesses, foundations and academic institutions throughout the state, all working to improve lives in developing countries.

The majority of GlobalWA members established their organization in Washington after 1980. Prior to 1980, 26 member organizations were founded, while since 1980, 151 member organizations filed to operate in the state (Exhibit 2). Between 2000 and 2009, 42 GlobalWA members filed to operate in Washington. From 2010 to 2016, 37 GlobalWA member organizations have filed in Washington.

**Exhibit 2.** Global Washington Members by Start Dates

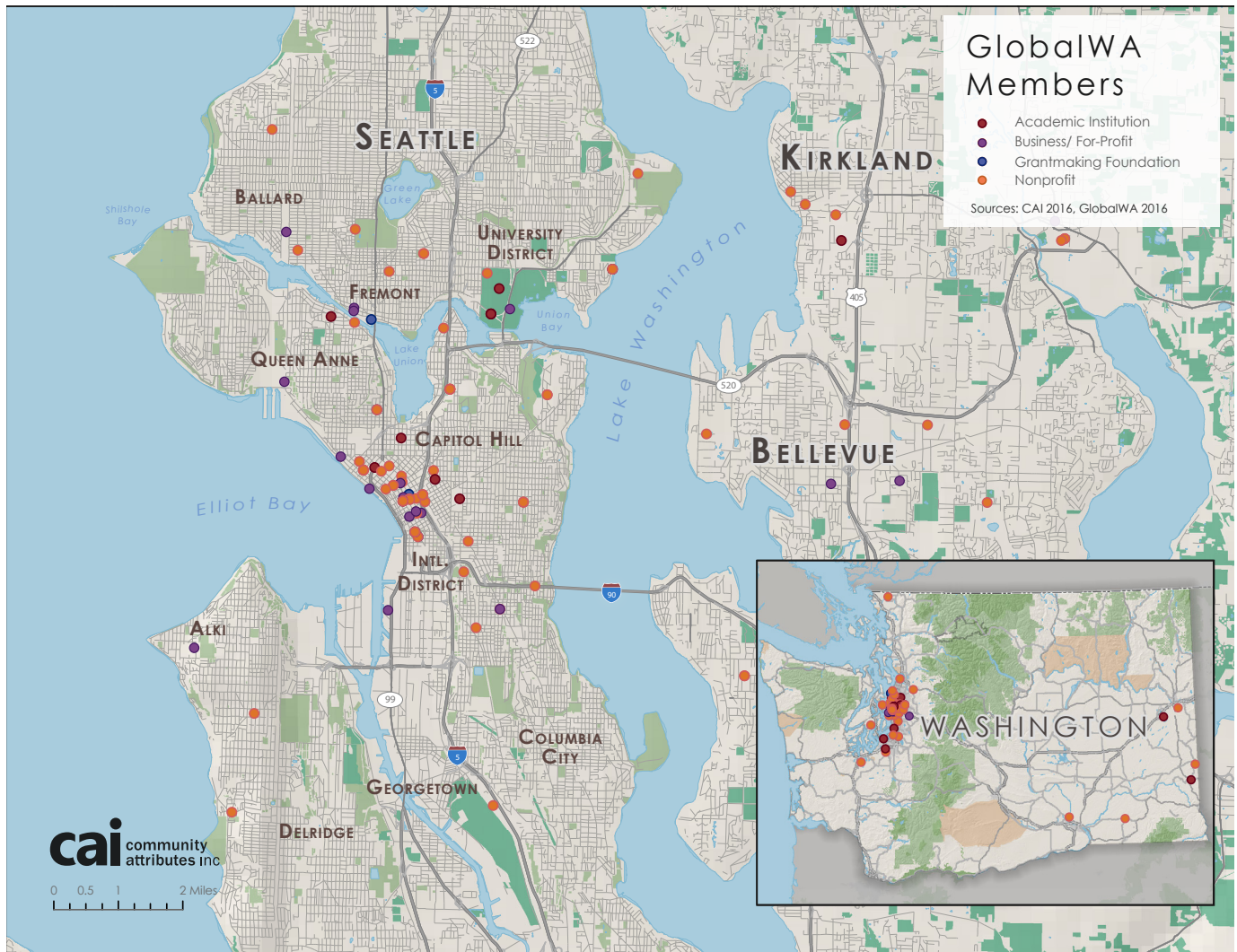


Source: Washington State Secretary of State Digital Archives, 2017; Global Washington, 2017; Community Attributes Inc, 2017.

Note: This data represents 144 of the 159 total GlobalWA members, as of December 2016.

GlobalWA members are distributed statewide, but concentrated in the Greater Seattle region (Exhibit 3, page 4). The area is attractive to GlobalWA members because of its innovative strengths across multiple sectors. Malaria No More, which is focused on limiting the spread of and mortality caused by malaria, moved its headquarters from New York City to Seattle in 2016 because of the myriad of healthcare assets and grantmaking foundations dedicated to global health initiatives. NetHope, a nonprofit focused on improving how global development organizations utilize technology and data, recently put down roots in Seattle because of the area's robust information and communications technology sector. Members are also attracted to the funding landscape in the region, which includes the Bill & Melinda Gates Foundation and the Seattle International Foundation.

**Exhibit 3.** Global Washington Member Locations by Zip Code, Washington State, 2017

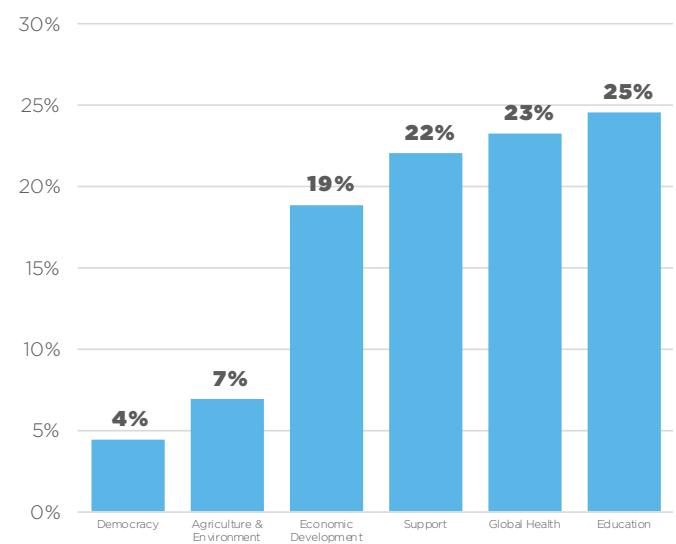


Source: Global Washington, 2017; Community Attributes Inc, 2017.

### Activities

GlobalWA groups members by their primary focus of work, which include Agriculture and Food Security; Democracy, Human Rights and Good Governance; Economic Development; Education; Environment / Conservation; Global Health; and Support for Direct Services. Education is the largest category, with 39 members. This group includes organizations such as Mission Africa, Schools for Salone, Rwanda Girls Initiative, and Ashesi University. Thirty-seven members work in Global Health. Support for Direct Services includes those that provide essential services for organizations working on global development programs. (Exhibit 4)

**Exhibit 4.** Global Washington Members by Activity



Source: Global Washington, 2017; Community Attributes Inc, 2017.

The following examples illustrate member activities in each of the seven categories.

#### EDUCATION

**Sahar for Education** is dedicated to improving girls' access to education in Afghanistan. War and government instability drastically limited school capacity and availability. A key factor in improving access to schools is increasing safety. Girls still suffer from bomb threats, acid attacks and other forms of violence to prevent them from receiving an education. Sahar's initiatives build schools, train teachers and improve digital literacy, and partner with the community in order to help create an environment that ensures safe access to education for elementary through high school-aged girls.

#### GLOBAL HEALTH

**Splash** focuses on the global water crisis and inequality, motivated by the fact that tourists have access to potable water in regions where the citizens do not. Splash harnesses the technology, supply chains and standards of international hotels and restaurants and makes the same water quality available for impoverished children. The organization also provides hygiene education and sustainable sanitation solutions to ensure the longevity of clean water access.

#### SUPPORT FOR DIRECT SERVICES PROGRAMS

**Camber Collective** is a dedicated team of consultants who specialize in maximizing the effectiveness and funding of philanthropic organizations. The firm has offices in San Francisco and Seattle, and boasts expertise in business, development, market research and nonprofit leadership. The Bill & Melinda Gates Foundation, GroupHealth, Swedish and PATH have all been clients of Camber Collective.

#### ECONOMIC DEVELOPMENT

**Upaya Social Ventures** works with entrepreneurs in India to develop new dignified avenues of employment for the poorest individuals. Currently, Upaya's 12 entrepreneurs are employing more than 4,100 women and men. In 2017, the organization has plans to launch an accelerator program which will propel 8-10 carefully selected early-stage entrepreneurs to participate in a series of workshops. An Investor Showcase will occur after workshop completion where entrepreneurs will have an opportunity to pitch their ideas to impact investors and other potential partners.

#### DEMOCRACY, HUMAN RIGHTS AND GOOD GOVERNANCE

The **World Justice Project**, founded in 2006 by William H. Neukom, operates on the belief that an effective rule of law reduces corruption, poverty and disease, and protects people from injustices. The organization engages citizens in communities worldwide to advance the rule of law, stimulate policy reforms, and develop local programs. The World Justice Program has been active in Southeast Asia to promote government accountability.

#### AGRICULTURE, ENVIRONMENT AND FOOD SECURITY

**Literacy Bridge**, a Washington-based non-profit works to improve literacy skills for the world's most underserved communities, including smallholder farmers. To accomplish this goal Literacy Bridge designed the Talking Book, an inexpensive audio computer. Through the Talking Book, Literacy Bridge uses technology to provide access to information and simultaneously provides the opportunity to increase literacy skills for those who need it most.

#### Membership Structure

Of GlobalWA's more than 150 members, two-thirds are non-profit organizations. Businesses, foundations and academic intuitions make up the remaining third, with businesses at 17 percent of total membership.

#### NONPROFITS

GlobalWA's nonprofit affiliates are the largest membership category with 109 organizations working in 201 countries and territories worldwide. This category excludes grant-making foundations that are nonprofits, and includes organizations such as World Vision, Landesa, Splash and Global Partnerships. The majority of these nonprofit members are small organizations—87 percent have fewer than 100 U.S. employees, and 84 percent have 80 or fewer U.S. employees. The large nonprofit members include International Rescue Committee, with more than 1,400 U.S. employees, CRISTA Ministries/World Concern with almost 1,400 U.S. employees and World Vision, with 1,400 employees in the U.S. On average, a GlobalWA nonprofit member has 87 employees. Overall, in 2015 GlobalWA nonprofit members supported more than 9,000 jobs in the U.S.

GlobalWA's nonprofit members work across a wide range of activities. Organizations with Global Health as their primary activity represents the largest subset of GlobalWA members in terms of employment, supporting more than 3,700 jobs in the U.S. in 2015. Economic Development and Democracy, Human Rights & Good Governance as the primary activity are also major subsets of GlobalWA's nonprofit member employment. (Exhibit 5, page 6)

**Exhibit 5. Nonprofit Member Jobs by Primary Activity Classification, 2011–2015**

	2011	2012	2013	2014	2015
Global Health	3,600	3,580	3,620	3,690	3,730
Economic Development	2,160	2,180	2,090	2,100	2,190
Democracy, Human Rights, & Good Governance	1,550	1,300	1,840	1,510	1,550
Education	1,050	1,150	1,170	1,180	1,170
Agriculture/Food Security	240	230	230	260	250
Support for Direct Service Programs	420	440	420	420	430
Environment	110	110	100	100	110
<b>Total</b>	<b>9,130</b>	<b>8,990</b>	<b>9,470</b>	<b>9,260</b>	<b>9,430</b>

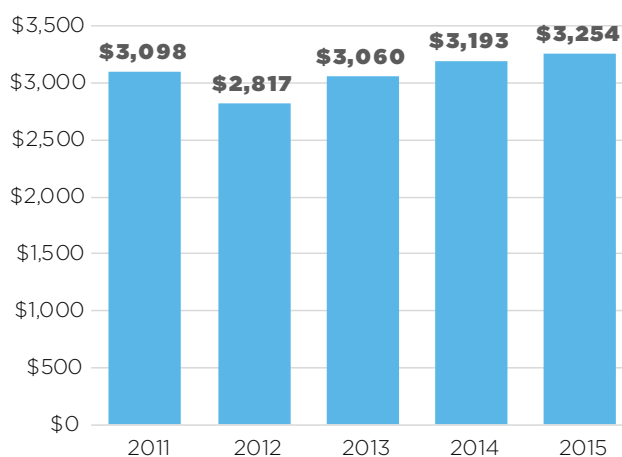
Source: Global Washington, 2017; Foundation Center, 2017; National Center for Charitable Statics, 2017; Community Attributes Inc., 2017.

These nonprofit members are doing work that’s lauded worldwide. The NGO Advisor, which ranks top Non-Governmental Organizations (NGOs) from around the world, continues to list GlobalWA members in the top 20. In 2015, several GlobalWA members were included in the top 20: Mercy Corps, Oxfam, and Landesa (NGO Advisor, 2017). This ranking is based on criteria broadly grouped into three categories: impact, innovation and governance. The ranking takes into consideration how the NGO transforms lives, how it has overcome obstacles, and how it has applied its mission to its employers and stakeholders.

Nonprofit members of GlobalWA reported an estimated \$3.3 billion in expenses in 2015. These expenses are funded through grants, fundraising and other sources of income. On average between 2011 and 2015 nonprofit members reported \$3.1 billion in expenses annually, although this fluctuates by year. (Exhibit 6)

Although the subset of members listing Global Health as their primary activity employs the most people, the subset of members with Economic Development as their primary activity reports the most spending, more than \$1.4 billion annually between 2011 and 2015 (Exhibit 7, page 7). Among the largest organizations are World Vision, U.S. Fund for UNICEF, International Rescue Committee, and Mercy Corps.

**Exhibit 6. Nonprofit Member Expenses, 2011–2015, Millions of 2015 Dollars**



Source: Global Washington, 2017; Foundation Center, 2017; National Center for Charitable Statics, 2017; Federal Reserve Economic Data, 2017; Community Attributes Inc., 2017.



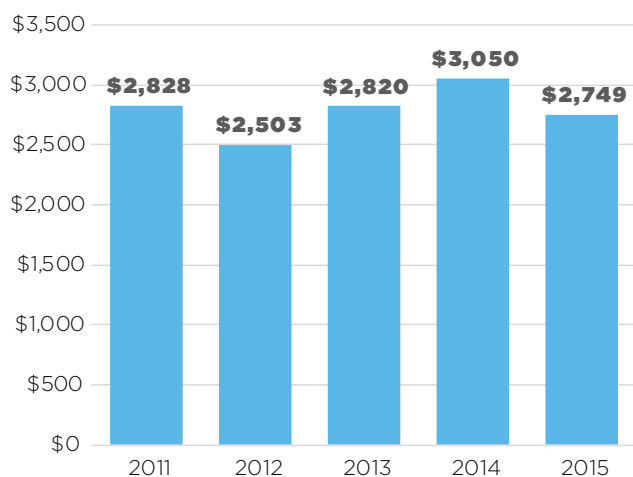
**Exhibit 7. Nonprofit Member Expenses by Primary Activity Classification, 2011–2015, Millions of 2015 Dollars**

	2011	2012	2013	2014	2015
Economic Development	1,579.2	1,426.2	1,462.6	1,389.9	1,423.6
Global Health	858.3	768.8	869.7	973.2	1,095.2
Democracy, Human Rights, & Good Governance	421.9	424.7	480.4	569.9	473.3
Education	99.5	99.6	108.0	116.5	112.7
Support for Direct Service Programs	38.8	38.5	39.0	41.9	47.9
Agriculture/Food Security	94.4	53.7	94.7	97.5	95.8
Environment	5.3	5.3	5.5	4.4	5.1
<b>Total</b>	<b>3,097.5</b>	<b>2,816.8</b>	<b>3,060.0</b>	<b>3,193.2</b>	<b>3,253.7</b>

Source: Global Washington, 2017; Foundation Center, 2017; National Center for Charitable Statics, 2017; Federal Reserve Economic Data, 2017; Community Attributes Inc., 2017.

Reported contributions and grants comprise the majority of total revenue among GlobalWA nonprofit members. Between 2011 and 2015 nonprofit members have reported an average of \$2.8 billion in contributions and grants annually. Although the total fluctuates between years, between 2014 and 2015 there was a decrease in total fundraising from \$3.1 billion to \$2.7 billion. (Exhibit 8)

**Exhibit 8. Nonprofit Member Contributions and Grants, 2011–2015, Millions of 2015 Dollars**



Source: Global Washington, 2017; Foundation Center, 2017; National Center for Charitable Statics, 2017; Federal Reserve Economic Data, 2017; Community Attributes Inc., 2017.

#### ACADEMIC INSTITUTIONS

GlobalWA's 18 academic institution members contribute to global development work through programs such as women and girls' empowerment, entrepreneurial support and international exchanges. These institutions are global in nature due to international students, research projects and faculty.

## LANDESA

The organization traces its roots to a 1967 article from University of Washington professor Roy Prosterman. "Land Reform in Latin America: How to Have a Revolution Without a Revolution," published by Washington Law Review, outlined democratic and market-friendly land reform as a tool to help reduce poverty and foster more equitable societies. He later tested his theory in the context of the Vietnam War through a "land to the tiller" program that gave land rights to one million tenant farmers. As a result of the program, rice production increased 30 percent and Viet Cong recruitment dropped 80 percent. When the Rural Development Institute formed in 1981 it was the world's first non-governmental organization designed specifically for partnering with governments to extend land rights to those in poverty.

Now called Landesa, the organization operates in more than 50 countries worldwide and its policy reforms have assisted 120 million women and men. These reforms help to alleviate poverty, reduce hunger and reduce conflict in the regions Landesa serves.

Through partnerships with progressive governments and civil society organizations, Landesa works to develop pro-poor and gender equality laws in order to strengthen land rights for the poorest people. Landesa has a particular focus in countries where women do not have access to land ownership. The nonprofit has a holistic approach to this goal that begins in childhood—positioning young girls to realize land rights as women by reducing vulnerabilities like child marriage and lack of education. In China, Landesa's research and recommendations helped to persuade the government to ratify land tenure statutes for rural farmers. Lacking land tenure is the most fundamental cause of rural poverty, and Landesa's guidance has ensured secure land tenure for 86 million farming families and counting.

The nonprofit's success has earned it recognition from the Bill & Melinda Gates Foundation, which contributes more than \$1 million annually to Landesa's initiatives.

## UNIVERSITY OF WASHINGTON BY THE NUMBERS

**7,300** students (2014)

**16%** of student body is international (2014)

Study abroad programs in **82** countries

**670** Department of Global Health projects in **130** countries

The University of Washington has a robust international student community—7,300 students were from other countries in 2014, representing about 16 percent of total UW enrollment. The majority of these international students—53 percent—were from China. Other nationalities included Korea, India, Taiwan and Indonesia.

The University of Washington has strong education relationships with several Asian nations, including China, Korea, Japan

and most recently, Taiwan, through investments in the East Asia Resource Center. The Center is part of the Jackson School of International Studies and brings the expertise of university and college faculty to U.S. K-12 educators, primarily those located in the Pacific Northwest. The Ellison Center for Russian, East European and Central Asian Studies within UW's School of International Studies is a federally-funded National Resource Center and active GlobalWA member. The Ellison Center hosts numerous public events, conferences, and discussions by policymakers and leading scholars from Russia, Eastern Europe and Central Asia.

The University of Washington's new Global Innovation Exchange (GIX) is a global partnership between UW and Tsinghua University, a leading research university in Beijing, and corporations that aim to develop thought leaders in innovation. Microsoft is the founding industry partner, providing \$40 million in early funding as well as committing to GIX's long-term success. Many other thought leaders and universities are expected to join the partnership in the near future. Through GIX, UW students can earn technology degrees and study at Tsinghua University.

The University of Washington's Department of Global Health has more than 670 projects in almost 130 countries. The department has provided educational opportunities for almost 6,200 people through online courses. Additionally, students within the Department of Global Health are from all over the globe, 22 percent are from outside the U.S., with strong representation from Asia and Africa.

Washington State University's Paul G. Allen School for Global Animal Health works to ensure disease control at the animal-human interface. The school uses cultural relevancies specific to particular countries coupled with scientific and political advancements to improve disease intervention and preventative healthcare delivery for both humans and animals worldwide. Researchers and international partners are currently working to eliminate rabies in and around the Serengeti National Park. Rabies is among the deadliest zoonotic diseases, killing more than 59,000 individuals each year. The school's vaccination program has eliminated human incidences of rabies in areas in and around the park where project strategies have been implemented.

Eastern Washington University's Office of Global Initiatives, is focused on the internationalization of EWU's campus. The office encourages faculty to initiate partnerships with global colleagues and facilitates two-way exchange of students and faculty members from partner programs. It also oversees the Sino-American 1+2+1 Program, which is based on providing credit and degree recognition between Chinese and American institutions, strengthening Washington's existing relationship with China.

The Seattle University international student program currently supports 865 students representing 51 countries around the

world. Highline College, located in Des Moines, has a much smaller student body, but still maintains a strong international student program. In 2015, the college hosted 400 international students, hailing from 30 different countries.

#### FOUNDATIONS

GlobalWA also has grantmaking foundation members such as the Bill & Melinda Gates Foundation, Pangea Giving, SE Asia Foundation, Seattle International Foundation and the Seattle Foundation, and the Mona Foundation. The global impact of these members is widespread; collectively, they operate or issue grants to organizations working in more than 50 countries. Some of these foundations are regional—the SE Asian Foundation works to foster entrepreneurship, educate women and girls and eliminate child poverty in Indonesia and Thailand.

GlobalWA's five grantmaking foundation members represented an estimated 1,200 jobs in 2015, as well as \$4.8 billion in revenues and \$6.4 billion in expenses. (Exhibit 9)

**Exhibit 9.** *GlobalWA Foundation Members, 2011 and 2015, Millions of 2015 Dollars*

	2011	2015
Jobs	900	1,200
Revenue	4,216.8	4,780.4
Expenses	5,281.7	6,380.5
International	4,628.3	5,589.4
Grants Given	4,659.3	5,525.1

*Source: Global Washington, 2017; Foundation Center, 2017; National Center for Charitable Statics, 2017; Federal Reserve Economic Data, 2017; Community Attributes Inc., 2017.*

The Bill & Melinda Gates Foundation is the largest provider of philanthropic dollars in the world. Since its inception, the foundation issued \$36.7 billion in total grant payments through the fourth quarter of 2015. The foundation has a wide geographic reach, supporting grantees in all fifty states and more than 100 countries. The majority of these grantee dollars go to global health and development initiatives, with national work accounting for the smallest percentage of support. In 2015 the foundation granted \$327 million to organizations based in King, Pierce and Snohomish Counties, working across the globe. According to the Bill & Melinda Gates Foundation Economic Impact Study, 41 percent of these grants are used by organizations for work outside of the region. Among the organizations receiving funds include PATH, PATH Vaccine Solutions, the University of Washington and IHME. Global development and global health program area grants represent 64 percent of grants given to regional organizations. PATH alone has received more than \$719 million between 2011 and 2015.

The Seattle International Foundation is a well-respected grant-making foundation that issued nearly \$2 million between 2009 and 2015 to 55 Washington organizations working globally. In 2016, SIF pivoted its focus to aiding populations in Central America. Funded programs work to alleviate poverty and promote equality, improve local laws and policies, and increase US funding to this region. The Seattle International Foundation was funded as a supporting organization to the Seattle Foundation. The Seattle Foundation supports a wide array of philanthropic causes, and is one of the largest grantmaking entities in the state. According to the Seattle Foundation, in 2016 approximately \$105 million in gifts were made to the foundation and its partners, of these approximately \$85 million was given in grants, representing 7,500 individual grants. According to the Foundation Center and the Center on Foundations 12 percent of Seattle Foundation grants by dollar amount and by the share of grants given are targeted to international work between 2010 and 2014. The Seattle Foundation also presents the annual GiveBIG event. In 2016, according to the foundation, this campaign engaged more than 45,000 donors and raised \$22 million in a single day.

Pangea Giving focuses on supporting grassroots efforts dedicated to economic development by improving access to nutrition, education, health and prosperity in partner communities. Pangea Giving has a unique structure which allows the communities in need to be directly involved in all aspects of the grant-writing process. This ensures the aid provided is ideally-suited to address the complexity of issues experienced by individual communities.

The SE Asia Foundation began by serving Indonesia and later expanded to projects in Thailand. The inception of the foundation can be traced to a vacation the founders took to Bali in 2005. They were introduced to a local orphanage and were moved to sponsor two young girls. When they returned the following year to visit the girls, they became more informed about the needs of the orphanage and the surrounding community. It was evident that a key component of eliminating poverty hinged on educating girls, and the SE Asian Foundation was formed to address this need.

The Mona Foundation was founded in 1999 to make life better for all children, by supporting grassroots educational initiatives to educate all children and particularly increase opportunity for girls and women. The foundation was formed with the belief that “the key to alleviating global poverty and achieving sustained community transformation lies in universal education and gender equality.” The Mona Foundation works in 18 countries, has supported 35 educational initiatives since it was founded, and impacts 246,000 students, teachers and parents annually. This foundation develops long-term relationships with local organizations and provides multi-year funding for these organizations. Examples of schools helped include many schools in Haiti, which are expanding educational opportunities for some of the country’s rural communities. Another example

is the Barli Institute in India, recognized by UNESCO as one of the top education projects in a developing country. The Barli Institute educates women from rural communities in India to become leaders and change agents within their communities. The Institute has graduated 7,800 girls from more than 780 villages.

## BUSINESSES

Twenty-seven for-profit entities are GlobalWA members, and that number is expected to grow. Businesses are playing an increasing role in GlobalWA because of the numerous advantages related to global connectedness. Linking global development with economic expansion not only contributes to commitments for global corporate social responsibility, but simultaneously has the potential to increase trade partnerships. This positively impacts branding opportunities, and subsequently, supply chain resiliency. Additionally, GlobalWA can advise companies of potential employee engagement opportunities with international nonprofits, providing increased employee satisfaction and attracting prospective employees.

For-profit members range in size from large Washington employment anchors, like Microsoft and Alaska Airlines, to smaller companies, such as Theo Chocolate and Mountain Safety Research, which manufactures low-cost products that improve access to basic needs in rural areas. All 27 businesses have locations in Washington, and 24 are headquartered in the state.

Many of these businesses have for-profit status while pursuing social and economic change. Seattle-based PotaVida develops hardware and software that enable data-driven decisions in the realms of aid and disaster relief. Its Smart Solar Purifier disinfects water using sunlight in addition to recording its own usage. This data is captured and transmitted from mobile phones and then sent to PotaVida’s cloud analytics platform. This allows aid workers to monitor supply and demand of key resources and respond accordingly.

Microsoft has been involved in philanthropic efforts globally throughout its history as a corporation. In 2015, Microsoft broadened this commitment with the formation of Microsoft Philanthropies. The vision of Microsoft Philanthropies is to strategically invest both dollars and technologies in partnerships to increase access to technology, increase digital inclusion and using technology to address societal challenges, among other things. In its first year, Microsoft Philanthropies committed one billion to cloud services for nonprofits and research, and donated \$465 million to 71,000 organizations.

The Tableau Foundation follows a localized model of giving by identifying the greatest needs in the communities in which their offices are located. The rapid growth of the company has been complemented by increased dedication to their global communities. In addition to the global headquarters located in Seattle’s Fremont neighborhood, Tableau opened offices in the UK, Germany, France, Singapore, Japan, Australia and China. The Tableau Foundation is also a participant in the U.N.’s Sustainable

Development Goals, funding programs that work toward these goals through their Mission Grants. These Mission Grants promote the use of data to reach the SDGs by 2030, including grants to PATH to eradicate malaria in Zambia and grants to NetHope for global disaster relief.

A number of GlobalWA business members are Social Purpose Corporations (SPCs), which is a for-profit entity that incorporates social or environmental objectives in decision making instead of relying only on profit-maximizing goals. MovingWorlds is a social impact business that addresses the global talent gap by connecting people who want to volunteer their proficiencies with social impact organizations worldwide through an online platform. Similarly, Waldron sources leadership for foundations, nonprofits, NGOs and impact investors.

### Worldwide Coverage

GlobalWA categorizes its members based on regions, or service areas, where they operate. Central America, Sub-Saharan Africa and Asia have the highest concentrations of GlobalWA members. The cluster of organizations in the center of Exhibit 10 work in nearly all global regions. This includes organizations like U.S. Fund for UNICEF and the Bill & Melinda Gates Foundation that work in a broad cross section of countries. The organizations around the outside of Exhibit 10 focus their work primarily on one or two regions. For example, Etta Projects works solely in South America.

### UNICEF

UNICEF advocates for child rights and welfare in 190 countries worldwide. Its initiatives are widespread, ranging from addressing nutritional deficiencies to combatting HIV/AIDS to ensuring gender equality and access to education.

Some UNICEF initiatives are localized in one country to address the needs of a specific population. In Cambodia, UNICEF is using mobile technology to increase the number of children registered at birth. Approximately one-quarter of children under the age of five do not have a valid birth certificate because supplies of paper certificates frequently run out and there is no governmental system in place to request them. Children lacking official papers are vulnerable to trafficking and exploitation. By implementing a pilot cloud-based system in conjunction with Cambodia's General Department of Identification, the initiative ensures communities will be able to register babies as soon as possible.

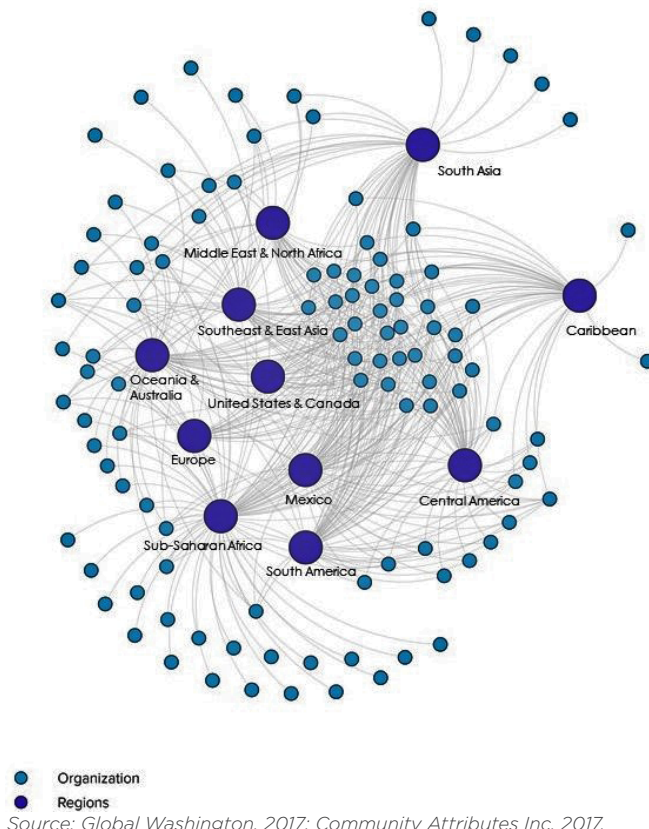
Other UNICEF projects span multiple locales in order to target more widespread issues. One such project is to combat female genital mutilation (FGM), a deeply painful and shameful practice. The highest concentrations of FGM victims live in three countries: Gambia, Mauritania and Indonesia. More than half of girls under the age of 11 have undergone the practice in the aforementioned nations. UNICEF, in partnership with the United Nations Population Fund, spearheads the largest global program towards the elimination of FGM by working with governments, communities and religious leaders to end the practice. To date, five countries have passed national legislation criminalizing the practice.

### MICROSOFT & MERCY CORPS

Microsoft has been working with and donating to Mercy Corps for many years. In 2002 Mercy Corps and Microsoft together developed a tracking system, the Food and Commodity Tracking System (FACTS), to help humanitarian aid agencies deliver supplies to communities throughout the world. In 2016, Microsoft partnered with Mercy Corps again to develop a program to provide training, counseling and psychological support to youth refugees. This, with other investments and initiatives are part of Microsoft Philanthropy's commitment to "empowering displaced people." Mercy Corps partnerships with corporate partners like Microsoft are essential to their humanitarian aid efforts, including their refugee crisis response. Together with Microsoft's partnership, Mercy Corps provides refugees with opportunities to heal from the trauma of their displacement through counseling and therapy programs. Microsoft's commitment to its partnership with Mercy Corp is to provide counseling and psychological support services to 10,000 refugees and migrants.

Microsoft has also provided funding to Mercy Corps and International Rescue Committee to help provide information and resources to refugees through the Refugee.Info app. Refugee.Info is a website and an app that provides refugees with information about conditions in locations throughout Europe. This information is provided in English, Arabic and Farsi. Through the app refugees can learn about their legal rights and procedures in different locations. This website is just one example of investments in technology that Microsoft makes with its partners to help empower refugees.

**Exhibit 10.** Global Washington Members Service Areas, by Region



GlobalWA members work worldwide, with high concentrations in China, India, Mexico and countries in central and eastern Africa (See infographic on page 1). Many GlobalWA members that provide support services to global development nonprofits operate only in the U.S. These organizations work exclusively in the U.S. to support and strengthen overseas development efforts.

### Building Connections

A core mission of Global Washington is to bring its members together to initiate dialogue and partnerships within the global development community. Member-to-member connections strengthen the sector as a whole and promote knowledge sharing. GlobalWA aims to serve as the link between members to forge partnerships. Through its events and annual conference, GlobalWA brings its members and non-members together.

According to a 2015 survey of GlobalWA members, more than 80 percent of respondents said they had made a connection through GlobalWA that enhanced their work in some way. Members listed GlobalWA's Annual Conference, Global Give-Big, and personalized referrals and connections as the most useful offerings for their organization.

These connections allow for an exchange of ideas, help expand networks, unite high-level leaders, and create a peer-to-peer network to enhance programs. Members have used GlobalWA events to find potential board members, donors, partners for projects, and press contacts.

VillageReach, for instance, has made valuable connections through GlobalWA events, finding synergy with other members such as PricewaterhouseCoopers (PwC), Tableau Foundation and PATH. The Seattle Foundation has also made important connections through both Global Washington and Global Partnerships. According to the Foundation Center and the Center on Foundations, the Seattle Foundation works with "Global Washington, Global Partnerships and others to help donors identify and swiftly transfer funds to organizations working across specific issue areas, populations, development strategies, or geographies."

### Philanthropy Landscape

GlobalWA members have benefited from Washington's robust philanthropic sector. The statewide philanthropy cluster is anchored by the nation's largest, private foundation, the Bill & Melinda Gates Foundation in Seattle. Other grant-making institutions, such as the Seattle Foundation, Casey Family Programs and the Paul G. Allen Family Foundation, round out the sector.

According to Foundation Center data, Washington state was home to more than 700 family foundations in 2014. Giving from all foundations (corporate, family, community, independent and operating) in the state came to \$4.1 billion in 2014. That ranks Washington third of all 50 states in terms of dollars granted by foundations in 2014, largely due to the Bill & Melinda Gates Foundation's activities. Washington also placed third of all 50 states in grant dollars per capita in the same year, with \$584.55 dollars per person (Exhibit 11).

Delaware had the highest per capita grant dollar allocation at almost \$769; Washington DC was a close second at nearly \$747 per capita (Exhibit 11). The disproportionate amount of foundation dollars compared to relatively small populations bolstered the per capita contributions of Delaware and DC. Washington out-granted New York on a per capita basis due to the latter state's large population base. Nebraska, New Jersey and Rhode Island also represented significant grant dollars per capita.

**Exhibit 11.** Foundation Grant Dollars per Capita by State, 2014

State	Total Grant Dollars	Population	Grant Dollars Per Capita
Delaware	\$719,485,256	935,968	\$768.71
District of Columbia	\$492,710,069	659,836	\$746.72
Washington	\$4,128,776,082	7,063,166	\$584.55
New York	\$10,716,118,775	19,748,858	\$542.62
Nebraska	\$925,343,412	1,882,980	\$491.42
New Jersey	\$3,860,632,549	8,938,844	\$431.89
Rhode Island	\$368,920,527	1,054,907	\$349.72

Source: GlobalWA, 2017; Foundation Center, 2017; Community Attributes Inc., 2017.

### MISSION AFRICA

Ndudi Chuku and her husband Ikoro founded Mission Africa in 2006, with the mission to "empower children and families in the remote villages of Africa by providing support in three core areas: education, healthcare and poverty alleviation." Today, Mission Africa has shipped more than ten containers filled with supplies to Africa, held medical clinics that provided more than 4,000 pairs of eyeglasses, raised awareness and sustained lives through clinics that provide information in HIV/AIDS, purchased land with the goal of building a hospital in the Imo State of Nigeria and more. Both Ndudi and Ikoro Chuku hail from Nigeria and have committed themselves through their organization to help provide support to communities in Nigeria, Kenya, Tanzania and Uganda.

After founding Mission Africa, Ndudi Chuku worked as a Program Assistant for the Bill & Melinda Gates Foundation. Through her work with the Bill & Melinda Gates Foundation, Ms. Chuku built partnerships and relationship which have served to support her work with Mission Africa. According to the Bill & Melinda Gates Foundation Economic Impact Study, Mission Africa is a major recipient of foundation employee donations. The foundation is also a strong partner for Mission Africa, among other regional organizations including GE Healthcare, the African Light Foundation, Virginia Medical Center and others. Through the strong partnerships that Mission Africa has built, the organization continues to support communities in Africa with educational supplies and scholarships, healthcare supplies and services, and small business training and counseling services. The organization also has the goal to build schools, health clinics, and hospitals.

## International Philanthropy

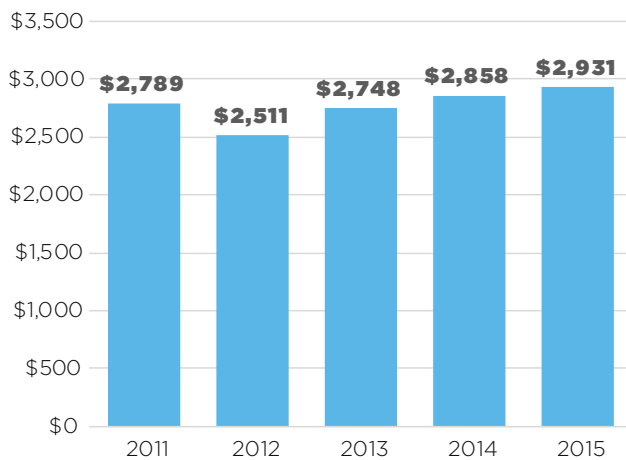
Grants from foundations statewide, and donations from residents have helped fund global development work carried out by GlobalWA members. Philanthropy that goes toward international causes has had an immense impact on local organizations, and has helped countless communities and individuals in some of the most poverty-stricken areas of the world. Global development is an important focus area for Washington's philanthropic organizations, exemplified by the strategic priorities of the Bill & Melinda Gates Foundation and Seattle Foundation.

Between 2014 and 2016 the Seattle Foundation granted an average of \$84 million per year. Of these grants the Seattle Foundation estimates that nine percent is dedicated to global giving and international causes. According to the Seattle Foundation their overall grantmaking is increasing while the share that is dedicated to international work is remaining stable. Furthermore, this share of giving is almost double what they have seen in other community foundations of similar size.

From 2011 to 2015, GlobalWA's nonprofit members spent an estimated \$13.8 billion on international programs and causes to carry out their work. Each year almost \$2.8 billion funds global development work of GlobalWA's nonprofit members. (Exhibit 12)

### Exhibit 12. Nonprofit Member Expenditures on International Activities, 2011-2015

Source: Global Washington, 2017; Foundation Center, 2017; National



Center for Charitable Stats, 2017; Federal Reserve Economic Data, 2017; Community Attributes Inc., 2017.

Of the 109 GlobalWA members that are nonprofits, 77 use their funding for work exclusively outside the U.S. These organizations received \$2.1 billion in grants and contributions in 2015 and spent approximately \$2.5 billion on international programs and work. Together, these 77 nonprofits represent almost 5,200 employees.

There are 56 GlobalWA nonprofit members funded by the Seattle International Foundation and the Bill & Melinda Gates Foundation. SIF provided grants to 43 members and 24 members are funded by the Bill & Melinda Gates Foundation. There

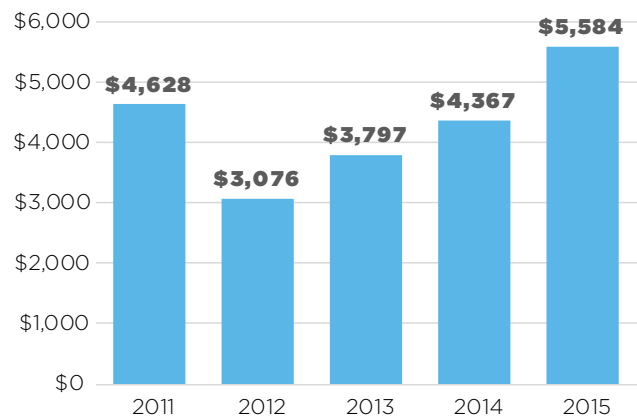
is some overlap between grantees of SIF and the Bill & Melinda Gates Foundation, with nine nonprofit members receiving grants from both.

The Bill & Melinda Gates Foundation is a significant supporter of GlobalWA nonprofit members, issuing grants to 24 members in 2015. Global programs are at the root of the foundation's strategy to prioritize development and healthcare solutions in developing nations. In 2015, \$2.1 billion in funding was directed to global development initiatives, \$1.2 billion was dedicated to global health strategies and \$240 million supported global policy and advocacy projects.

Between 2009 and 2015, the Seattle International Foundation executed 11 grantmaking rounds under its Global Program, providing a total of 150 grants valued at \$1.9 million to 55 Washington state nonprofits and organizations working in the global sphere. In 2015, the Seattle International Foundation issued 90 grants, with specific emphasis on the Central American and Caribbean regions. Of these, 40 percent were issued to GlobalWA nonprofit members in 2015.

Funding relationships between GlobalWA members demonstrates another avenue through which a connected global development cluster is a strong global development cluster. GlobalWA grantmaking foundations have devoted and estimated \$21.5 billion to international philanthropy between 2011 and 2015. (Exhibit 13)

### Exhibit 13. Grantmaking Foundation Members Expenditures on International Activities, 2011-2015



Source: Global Washington, 2017; Foundation Center, 2017; National Center for Charitable Stats, 2017; Federal Reserve Economic Data, 2017; Community Attributes Inc., 2017.

## ETTA PROJECTS

Etta Projects has been a grant recipient from the Seattle International Foundation for each year between 2011 and 2015. The nonprofit works to improve Bolivian communities' access to clean drinking water by forming partnerships with individual villages and local governments. Each system is tailored to the needs of specific communities and residents are responsible for contributing to their own domestic connection.

In addition to Etta Projects' commitment to potable water, the organization also focuses on sanitation and health. Roughly 20 percent of Bolivians lack access to sanitary toilets; Etta Projects provides educational programming to improve hygiene habits and implements dry-ecological composting latrines. These practices reduce water-related ailments, such as intestinal parasites and diarrhea. Furthermore, Etta Projects offers training to village women to become certified Health Promoters. Women learn to perform CPR, suture wounds, administer antibiotics, assist during childbirth and serve as healthcare resources in their communities.

Other global development hubs throughout the nation include Washington DC, New York City, the Bay Area and Chicago, among others. The distinct funding sources in each city play a large role in the makeup of global development organizations that locate there. In Washington DC, the U.S. government is a major funder, similar to the United Nations in New York City. For Seattle, the absence of a major public sector funder has played a role in fostering an entrepreneurial approach for global development work.

## WASHINGTON STATE'S INTERNATIONAL TIES

Washington state has a rich history of connectedness to the international community. For hundreds of years, Washington has benefited from its position in the Pacific Rim and trade relationships with Asia. In fact, 40 percent of jobs throughout the statewide economy are tied to trade.

The Greater Seattle region is known for its bevy of corporations in the area, with strong international ties. Boeing, Microsoft, Starbucks and now Amazon have shaped Seattle's identity as a global city. The region's connection to the international community is seen through hundreds of organizations and corporations based locally, yet focused globally.

## Corporate Involvement in Global Development

For several reasons, businesses benefit from a world with less poverty and more stable and reliable systems. Private enterprises often help improve the standard of living both because it's the right thing to do, and because it has potential to grow new markets. In the local global development hub, this can take shape through partnerships between companies with global connections and nonprofits with in-county and content area expertise.

And beyond the business case for supporting global development, Washington state companies exhibit a long history of giving back for reasons other than profits. More recently, that notion has come to be called Corporate Social Responsibility, which is the idea that enterprises have responsibilities to society beyond making profits for shareholders. Commonly, CSR serves as a means for employee attraction and retention, as employees seek to align themselves with companies that do good.

The following examples illustrate Washington state companies' involvement in global development.

### Microsoft and World Vision Deploy Tech Tools for Workforce Development in Pakistan

The mission of Microsoft is to empower every person and organization on the planet to achieve more. Microsoft Philanthropy operates on this charge and deploys technology as a means to improve lives. One of the company's largest philanthropic programs, Microsoft YouthSpark, is a global initiative to increase access for all youth to learn computer science as a way to further educational, employment and entrepreneurial goals.

YouthSpark began three years ago, and has since touched 300 million youth around the world. The program works in partnership with governments, nonprofits and other businesses worldwide.

World Vision of Federal Way, WA, and Microsoft have teamed up to deploy Rozgar.Work, a YouthSpark initiative that fosters youth workforce development in Pakistan. World Vision deployed the employment portal website, rozgar.work, in 2016. The site is supported by Microsoft Azure Cloud platform and provides online training courses, skills assessments, mentoring tools and job postings for internships and full-time positions with local employers in Pakistan.

### Tableau and PATH Visualize Making Malaria History

In 2015 PATH and Tableau teamed up to create the Visualize No Malaria campaign, which enables countries to use data to track diseases and tackle outbreaks more effectively. Additionally, the project helps district and facility health teams implement effective prevention and treatment plans at the community level. Visualize No Malaria's first application is in Zambia, a country whose leaders have adopted a historic national strategy to eliminate malaria. If this project is successful, the model could be scaled globally.

### Costco & TechnoServe Empower Cashew Farmers in Mozambique

Costco's involvement in supporting cashew farmers stems from the retailer's desire to successfully and sustainably bring its product to market. Representatives at Costco realized its cashew supply chain would be best served if cashew farmers were better informed and equipped.

Traditionally, cashew farmers in Mozambique sold their harvest all at once to a single buyer working for a factory or warehouse. Typically, there was a disconnect between the farmer and the end-markets, which prevented the farmers from maximizing profits on their crops. Through a three-year project funded by the U.S. Department of Agriculture, a nonprofit called TechnoServe equipped cashew farmers with training on pre- and post-harvesting techniques, recordkeeping of chemical treatments, and cashew nut storage. TechnoServe also provided a SMS message platform that links cashew farmers to potential buyers.

For Costco, which sources cashews from farmers in Mozambique, the role of TechnoServe enables a more reliable and resilient supply chain. By empowering farmers to get their product to market, Costco benefits from more predictable processes.

The Bill & Melinda Gates Foundation has also pledged funding to this cause. In 2009, the foundation gave \$25 million to the German development organization, GTZ, to lead the project in conjunction with TechnoServe, the African Cashew Alliance, and FairMatch Support. Additional financial support came from corporations such as Costco and Kraft Foods. In 2012, the foundations provided an additional \$8.5 million.

### **The Grameen Foundation and JPMorgan Chase Unite Top Talent with Global Social Enterprises**

The Grameen Foundation, which helps the world's poorest people access financial services and technology solutions, developed Bankers without Borders to reach more individuals and expand its support to organizations worldwide. JPMorgan Chase funded the initiative early on, and today also serves as a strategic partner along with MasterCard and Google.

The initiative collaborates with Fortune 500 companies to tap private sector talent to help social enterprises scale their operations. Bankers without Borders is a global volunteer corps ready to deploy expertise in everything from banking and finance to human resources and marketing. Launched in 2008, Bankers without Borders now includes nearly 20,000 business professionals, students and academics from 170 different countries who make up a global volunteer corps. Since it began, the initiative has consulted on 1,100 projects for 178 pro-poor organizations in 39 countries, helping them increase their organizational capacity and transferring skills and knowledge to their staff.

### **Role of Trade in our Economy**

Washington's economy is global in nature and its international trade relations are vital to the health of the economic climate statewide. Trade in Washington is broken into three components: aerospace exports, non-aerospace exports, and imports. Aerospace exports are separated from all other exports due to the significance of the aerospace industry to Washington's

economy. China is Washington's largest trade partner with a combined value of imports and exports totaling \$27.6 billion in 2016 (Exhibit 14, page 15). Of this total, aerospace exports accounted for \$8.8 billion. Canada and Japan are the second and third largest markets at \$19.8 and \$13.1 billion, respectively. Canadian imports to Washington exceed those from China by approximately \$1.3 billion. Japan also imports significantly more Washington aerospace products than Canada—\$3.4 billion compared to \$914 million. (Exhibit 14)

For two top trading partners, the United Kingdom and the United Arab Emirates, aerospace products encompassed almost all of their exports. Almost 76 percent of Washington exports to the U.K. are aerospace products and 92 percent of the United Arab Emirates export market is also made up of aerospace commodities. (Exhibit 14)

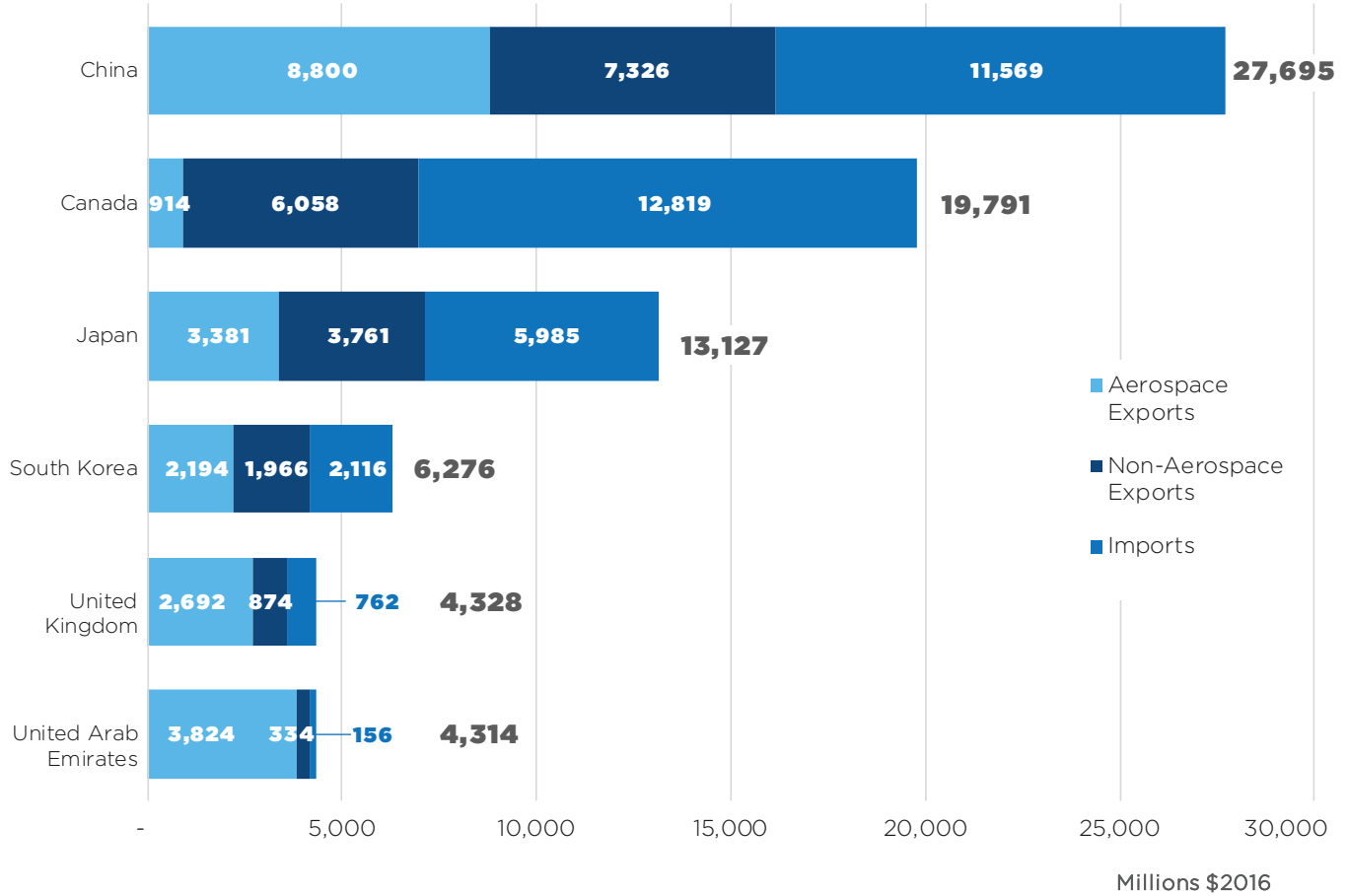
In general, countries with more than 20 active GlobalWA nonprofit members had weak trade relationships with Washington, the majority valued at below \$200 million in 2016. There were four major exceptions: China, Mexico, India and the Philippines. This is likely because while these nations are global manufacturing powerhouses and have enjoyed immense economic growth in recent years, income inequality still plagues their respective populations.

A 2016 study from Peking University found that the richest one percent of Chinese households own a third of the country's wealth, while the poorest 25 percent of Chinese households own just one percent of the nation's total wealth. Similarly, a 2016 Oxfam analysis found that the richest one percent of Indian households own 58 percent of the country's total wealth. Economic divides and poverty's subsequent impacts on education, health, and economic development thus beget the need for humanitarian intervention.

Kenya, India and Uganda have the largest concentration of GlobalWA member global development operations with 38, 35 and 34 such organizations working in each country, respectively (Exhibit 15, page 15). Kenya's export and import relationship with the state is valued at \$17.4 million and Uganda's is worth \$2.6 million. It is likely that there isn't a stronger import and export relationship for Kenya or Uganda due to economic distress in these nations.

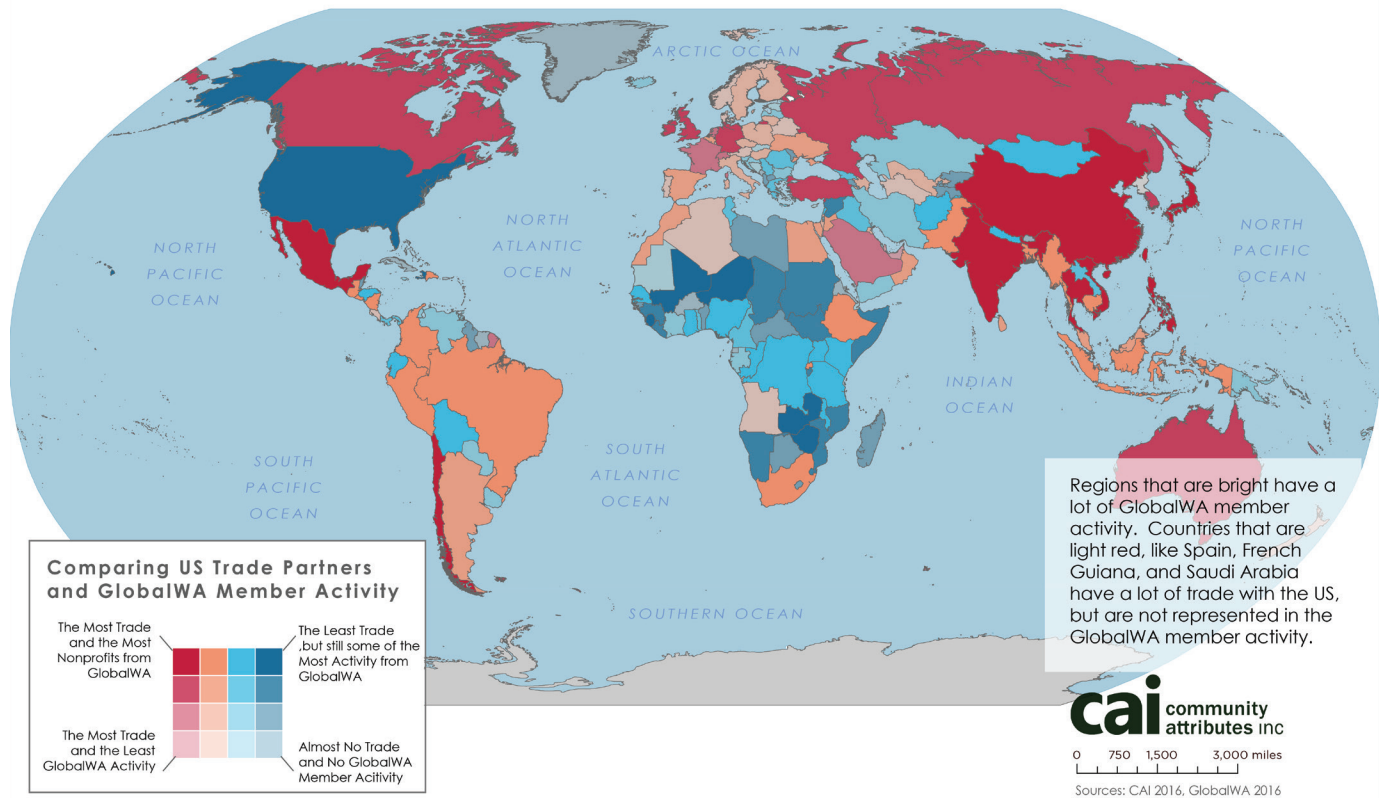


**Exhibit 14.** Washington's Top Trade Partners by Total Market Value, 2016



Sources: U.S. Census Bureau, 2016; Community Attributes Inc., 2017.

**Exhibit 15.** Global Washington Nonprofit Activity and Trade Relationships by Country, 2016



Sources: Global Washington, 2017; U.S. Census Bureau, 2016; Community Attributes Inc., 2017.

In addition to export relationships with global economies, many Washington-based companies have strong ties to other countries through international office locations and talent imports.

## Global Citizenship

Historically, Seattle has been a sanctuary city, providing a safe haven for a multitude of people from a wide range of demographics and circumstances. This mindset contributes to community values for global stewardship and propels a desire to disperse local innovation to regions in the greatest need. This value structure, coupled with the economic success of the region, amplifies global development contributions. Philanthropy stakeholders report a strong sense of global citizenship in the Greater Seattle region, which is bolstered by a significant international population.

The Seattle region is a hub for attracting international talent. In 2016, there were nearly 6,300 H-1B Visa-holders employed at 800 separate companies in the City of Seattle. Amazon is by far the largest employer of this group in Seattle: the company had 2,600 visa-holders on staff in 2016, accounting for 41 percent of all Seattle H-1B visa-holders in that year. The firm employed 1,740 and 2,010 visa-holders in 2014 and 2015, respectively (US Department of Labor, 2017).

Microsoft is also a significant employer of H-1B visa-holders. In 2016, the company employed 3,120 individuals in this group, representing 51 percent of all H-1B employment in Redmond. The two aforementioned firms dwarf H-1B visa-holder employment at other regional anchor employers like the University of Washington (188 individuals); Starbucks (88 individuals); Nordstrom (72 individuals); Swedish Health Services (15 individuals); Alaska Airlines (11 individuals) and Costco (11 individuals) (US Department of Labor, 2017).

Overall, this group represents a growing segment of the Seattle population. There were 5,500 such individuals at 750 companies in 2015 and 4,900 visa-holders at 705 Seattle firms in 2014. H-1B Visa-holders are high income-earners—the median salary of this group was approximately \$105,000 annually in 2016 compared to \$99,000 in 2015 and \$94,000 in 2014 (US Department of Labor, 2017). These high incomes are largely due to concentrated employment in the information and communication technology sector, which offers above-average wages to employees.

Immigrants are also a key component of Washington's economy. One in five residents in the Puget Sound region were foreign-born in 2015. Between 2006 and 2010, \$2.4 billion in net business income was generated by immigrant-owned businesses, accounting for 13 percent of total statewide net business income during the same time period (Office of Immigration and Regulatory Affairs, 2015).

China is the top source nation of immigrants in the Puget Sound region with 2,252 individuals in 2015. India, the Philippines, Vietnam and Mexico are also significant contributors of immigrants to the Greater Seattle area, collectively representing nearly 5,600 residents in 2015 (Department of Homeland Security, 2015).

Statewide, the foreign-born population totaled 980,000 people in 2015, approximately 14 percent of Washington's residency. Individuals who originated from Asian nations compose the largest portion of foreign-born residents at 42 percent. Latin American-born and European-born are the second and third largest fractions, correspondingly, accounting for 31 and 15 percent of the foreign-born population. The State's non-white residents represent roughly 28 percent of Washington's total population (US Census Bureau, 2016).

## CONCLUSIONS

Washington state is home to a robust cluster of organizations contributing to global development. While their activities and missions are varied, they are united by the shared goal to save and improve lives. GlobalWA as a membership organization helps legitimize the presence of this sector, unites its members and fosters collaboration amongst them.

Washington is a “global” state. It has a rich history of international connectedness, whether through private businesses or nonprofits. This trend was established early on through companies like Boeing, and organizations like PATH—both of which have an established presence today. In the past decade, the number of Washington organizations involved in global development has increased. This increase in activity gave way to GlobalWA, which has perpetuated the cluster's growth. While there was a slight decrease in overall revenue among GlobalWA nonprofit members in 2015, there has been an uptick in global development organizations moving to the state.

The state attracts global development organizations through its prized education institutions and philanthropic sector. The University of Washington, Washington State University and the Seattle International Foundation came together to launch GlobalWA because those entities recognized their crossover in international activities and connections. This remains true today, as many global development organizations benefit from the globally-focused universities and foundations.



Community Attributes Inc. tells data-rich stories about communities that are important to decision makers.

This report was prepared for GlobalWA by Community Attributes Inc.

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GLOBALWA