A Strategic Alliance for Maritime Innovation & Sustainability
A Cluster Organization charged to implement the Washington Maritime Blue Strategy as a partnership between Public Entities, Private Industry, and Research & Training Institutions.
Formal and organized Ocean/Maritime Clusters have emerged as organizational entities that enhance competitiveness and collaboration.
The Cluster’s Scope of Work

Blue Focus: A Marketing and Communications Campaign
Blue Forum: Networking and Knowledge Sharing
Blue Forward: R&D, Joint Industry Projects, Business Services
Blue Force: Industry Focused Workforce Development
Blue Finance: Public and Private Funding, Access to Capital
Blue Facility: Maritime Innovation Center as a State-wide Hub
## 2019 Annual Membership/Sponsorship Options

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Catalytic Sponsorship</th>
<th>Impact Sponsorship</th>
<th>Sustaining Sponsorship</th>
<th>Corporate Membership*</th>
<th>Organizational Partnership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual membership fees (Calendar year)</td>
<td>$10,000 +</td>
<td>$5,000</td>
<td>$2,500</td>
<td>$250 - $1,500</td>
<td>In-kind</td>
</tr>
<tr>
<td>Membership for all employees</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>Limited</td>
</tr>
<tr>
<td>Invitation to VIP only events</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>Limited</td>
</tr>
<tr>
<td>Website logo recognition</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>Limited</td>
<td>Limited</td>
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<tr>
<td>Highlighted in marketing and e-news</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Features, Executive Q&amp;As, and Stories</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Blue Summit priority (Coming Soon)</td>
<td>X</td>
<td>X</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
</tr>
<tr>
<td>Forum sponsor recognition / topic choice</td>
<td>All</td>
<td>2</td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Participate in trade shows and delegations (Preference)</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Business Development Services</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>n/a</td>
</tr>
<tr>
<td>Access to grants &amp; Joint Industry Projects</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Access to incubation/accelerator mentorship</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Access to co-working space (coming soon)</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Committee participation opportunities</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Board of Directors seat</td>
<td>X</td>
<td>X</td>
<td>Eligible for nomination</td>
<td>Eligible for nomination</td>
<td>Eligible for nomination</td>
</tr>
</tbody>
</table>
## 2019 Events

<table>
<thead>
<tr>
<th>Month</th>
<th>Events</th>
</tr>
</thead>
</table>
| **January** | Roll-out  
Maritime Day in Olympia (WMF)  
Incoming Norwegian Cluster |
| **February** | Launch Landscape Assessment  
Oceanology Americas |
| **March** | Blue Facility –  
Innovation Center Committee  
World Ocean Summit |
| **April** | Blue Forward –  
Joint Industry Project workshop |
| **May** | Blue Forum – Maritime IoT  
Youth Maritime Events  
Incoming Norwegian Clusters |
| **June** | Nor-Shipping + Trade Mission  
SEA 20 Summit |
| **July** | Blue Forum – Innovation BBQ  
Demonstration Days  
Review Strategy |
| **August** | Youth Internships |
| **September** | Virtual Incubator Opens  
POET/PMEC Conference |
| **October** | Blue Forum - TBD  
SNAME Convention  
Our Ocean Conference |
| **November** | Blue Tech Week  
MTS - Oceans Conference |
| **December** | Annual Meeting |

**Ongoing Projects**

- Business Services and Consultation
- Youth Maritime Collaborative
- Joint Industry Project Planning
- Blue Marketing Campaign
- Blue Fund Development and Assessment
- B2B Introductions

* Tentative, subject to change and additions
Founding Member, Partner and Sponsorship Drive

- Launch in January 2019
- Start-up operational dollars secured
- Room to grow and offer further services
  Events, Trade Missions, Incubator/Accelerator, Rural Outreach, Workforce Programming

**Founding Industry Members receive reduced Annual Fee for first 5 years.** Initial funding has been secured for a portion of the planned programming, events and services.

**Founding Organizational Partners** are public agencies, research institutions, associations and community organizations willing to partner with other Members and Partners in exchange for active participation.

We are seeking **Founding Sponsors and Funding Opportunities** to offer further programming and opportunities.