



WASHINGTON  
MARITIME

blue

ANNUAL REPORT - 2019/20

---

# Reflections

## Letter from the Founder

---



---

**Joshua Berger**  
Board Chairman

It is so often the case that during these times of “crisis” we are forced to recognize the cracks in the walls of institutions, processes, policies, and our own behavior. It is yet another chance to recognize, and act, on both our privilege and our responsibility to be part of the change. Change based on the values of sustainability, resilience, health and equity. Change that starts now.

The first six months of 2020 has made clear that the work we need to do to address economic recovery, racial and social injustice in our communities and our climate crisis will require rapid change, yet is absolutely possible.

More than possible, this work has already been laid out in our state’s economic strategy and begun with this cluster organization. Over just this first year, Maritime Blue has driven capital investments toward a clean energy future, has convened partnerships to accelerate innovation and entrepreneurship and is consciously building trust with communities necessary to develop an equitable and just twenty-first century workforce.

With a broad and invested membership and partnership base, Maritime Blue has become a national and global model for how to develop an innovation ecosystem. We now have four Joint Innovation Projects that bring the vision of future partnerships into the present.



These maritime partnerships are models for collaborations that rise above industry competition in order to fulfill a values-driven mission.

With an innovation accelerator, Maritime Blue has supported diverse entrepreneurs that are finding innovative solutions for the Blue Economy. The startups that were selected for the first cohort of the first Maritime Blue Innovation Accelerator drew extraordinary interest from investors and funders and showcased that innovation in Washington's maritime sector is at hand.

In the year ahead we will continue to be part of a national and global shift toward the blue economy. Toward utilizing the ocean as the nexus to combat the climate crisis and equity. Toward implementing change, now.



Joshua Berger, Founder and Chair,  
Washington Maritime Blue

*The work of this past year would not have been possible without the efforts of our contracted team member. Thank you, Jennifer States.*



Jennifer States  
DNV-GL

#### Industry Members



#### Organizational Partners



#### A Strategic Alliance for Maritime Innovation and Sustainability

A partnership to implement Washington State's Strategy for the Blue Economy - a thriving maritime economy, a healthy ocean & marine environment, equitable & resilient communities.

#### Research Institutions



#### Public Partners



# MARITIME BLUE SCOPE OF WORK

Innovation drives performance. In our first year, Maritime Blue aligned the vision of industry, ports, public agencies, research institutions and non-profit organizations to make our region a hub of blue innovation.

## **BLUE FOCUS**

Public outreach, global connections and a marketing campaign to support profitability, visibility, and opportunities across the Blue Economy, including market research and studies.

## **BLUE FORUM**

Networking and strengthening of the knowledge base: Host events, workshops, and public forums on key topics and critical discussions utilizing member expertise and outside thought leaders.

## **BLUE FORWARD**

Platform for collaborative R&D, Joint Industry Projects (JIP), business development and teaming for grant opportunities to implement demonstration projects and drive early stage TRL to commercialization.

## **BLUE FORCE**

Enable an equitable and diverse workforce of the future through coordination, funding, and public forums for industry-driven, career connected learning opportunities.

## **BLUE FINANCE**

Conduit for public and private funding opportunities for a diverse and varied financing approach to the Blue Economy, including fund pipeline development and establishing common impact metrics.

## **BLUE FACILITY**

Entrepreneurship and start-up incubation, acceleration, mentorship, co-working, and public meeting spaces as a hub to the many spokes of maritime communities across the state, including the development of a Maritime Innovation Center.



# INNOVATION ACCELERATOR

Accelerating Blue Innovation in partnership with WeWork Labs and the Port of Seattle. Our first cohort of startups were accepted to a 4-month Maritime Blue Innovation Accelerator varying in technology, sector, and stage of development.



## Wins and Deal

**11** startups chosen from 200+ applications

- 9 from US, 7 from WA State, 5 from King County
- 3 women founders, 3 POC founders/co-founders

- **1** Angel investment
- **2** Series A equity rounds being negotiated
- **6** major customer contracts signed; 4 being negotiated

ecoSPEARS



oneTANK from Glosten

EQULL



PUREWATERCRAFT

FREEBOARD



# YOUTH MARITIME COLLABORATIVE

Growing a Blue Force in partnership with service providers, educational institutions, and employers to make maritime an accessible option for low-income youth and youth of color, Maritime Blue has grown the Youth Maritime Collaborative.

---



---

**Veasna Hoy**  
Youth Maritime  
Collaborative Director

- Delivered YMC 2020 operational plan, budget and fundraising milestones
- Delivered a resource database for maritime youth workforce development
- Secured 10 private sector employers for Launch 206 summer internship program for 18 Seattle Public School CTE students
- Designed and implemented Equity Training for 10 maritime employers in partnership with Seattle Goodwill



---

# JOINT INNOVATION PROJECTS

Moving Blue Forward with Joint Innovation Projects that harness the collective strength of our cluster, address local needs and take advantage of diverse funding for collective benefit.

---

---

## **COVID-19 Early Detection for Fisheries and Maritime**

---

A partnership with the Institute for Health Metrics and Evaluation and Discovery Health MD will build, implement and scale an early detection system to prevent the spread of COVID-19 in high risk workforce.

---

## **Zero Emission Fast Foil Ferry**

---

Development of an innovative Hydrofoil craft offer a safe, reliable & cost-effective option, while reducing the environmental impact on air & water quality as well as marine life.

---

## **Zero-Carbon Maritime Hydrogen Ecosystem**

---

In partnership with the Port of Tacoma, PNNL and OCO Inc., build a port-based hydrogen solution utilizing Formic Acid for lower cost and safer storage and movement to scale a maritime hydrogen ecosystem.

---

## **Zero Emission Pilot Boat**

---

A feasibility study for Puget Sound Pilots that aims to create a boat to eliminate the GHG emissions, ocean discharges, reduce the underwater noise while exploring current, proven and innovative technology.





# ANNUAL FINANCIALS

# MEDIA MENTIONS

## Revenue

|                      |                  |
|----------------------|------------------|
| Event Registrations  | \$12,126         |
| Membership Income    | \$27,600         |
| Sponsorship          | \$100,000        |
| State Contract       | \$330,000        |
| Local Contracts      | \$238,300        |
| <b>Revenue Total</b> | <b>\$708,026</b> |

## Expense

|                       |                  |
|-----------------------|------------------|
| Event Expenses        | \$35,440         |
| Due and Fees          | \$1,418          |
| Operations            | \$5,134          |
| Professional Services | \$97,304         |
| Travel                | \$28,749         |
| Outside Services      | \$452,000        |
| Sponsorship Support   | \$6,000          |
| Other                 | \$505            |
| <b>Expense Total</b>  | <b>\$626,551</b> |
| <b>Net Income</b>     | <b>\$81,475</b>  |

*Financial report occurring between  
January 1, 2019 and June 30, 2019.*





# Board of Directors



**Joshua Berger**  
Board Chair  
WA State Department of  
Commerce



**Eleanor Kirtley**  
Vice Chair  
Green Marine



**Lauren Offenbacher**  
Vice Chair  
SSA Marine



**Deloit Wolfe**  
Treasurer  
Impact Washington



**Simon Geerlofs**  
Secretary  
PNNL



**Ann Avary**  
COE for Marine



**Kurt Beckett**  
NW Seaport Alliance



**Comm. Fred Felleman**  
Port of Seattle



**Kyle Johnson**  
Jamestown S'Klallam Tribe



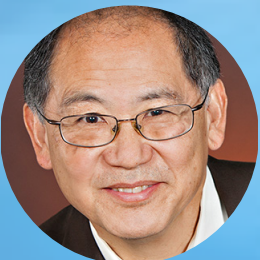
**Cosmo King**  
IO Currents



**Vesa Koivumaa**  
Wartsila



**Dennis McLerran**  
Cascadia Law Group



**Robert Miyamoto**  
UW-APL



**BG Nabors-Glass**  
Seattle Goodwill



**Amy Scarton**  
WA State Ferries



**Rep. Gael Tarleton**  
WA State Legislature