



A Strategic Alliance for Maritime Innovation
and a Sustainable Blue Economy

July 2025

Maritime Blue

1900 W Nickerson St, Suite 301, Seattle, WA 98119

Request for Proposals (RFP)

Blue Ventures Executive In Residence Pool

Maritime Blue is seeking competitive proposals from qualified individuals or firms to serve as part of a pool of eligible Executives in Residence (EIRs) for our Blue Ventures programs.

PROJECT OVERVIEW

Maritime Blue

Maritime Blue is a strategic alliance propelling the Pacific Northwest toward global leadership in ocean-based innovation. We foster collaboration among industry, government, academia, communities, and investors to create sustainable maritime and ocean industries. We empower our region to thrive in the Blue Economy by accelerating innovation and entrepreneurship, centering equity, addressing climate change, restoring marine ecosystems, and building a diverse workforce. Strategic focus areas include maritime decarbonization, renewable ocean energy, sustainable fisheries and seafood, healthy ocean ecosystems, and digital solutions.

Blue Ventures

The Maritime [Blue Ventures](#) program supports entrepreneurs and startups in maritime, ocean, and related sectors underpinning the Blue Economy through incubation, acceleration, mentorship, coworking, and public meeting spaces as a hub to the many spokes of maritime/ocean communities across the region, state, and globe. The Blue Ventures team currently operates two incubators and two accelerator programs that include coaching, education programming, mentoring, networking events, and access to Maritime Blue's cluster membership for technical assistance and business development.

- **Maritime Blue Innovation Accelerator** - 4-month intensive, cohort-based mentorship program for companies building venture-scale technology.
- **Seattle and Tacoma Regional Incubators** - 12-month "place-based" programs, dedicated to founders interested in building a significant part of their company in Seattle, Tacoma, or the broader Pacific Northwest. Stage agnostic, but most frequently very early stage.
- **One Ocean International Accelerator** - A 4-month individualized program for growth-stage international startups seeking a soft landing in the U.S. This is not a cohort-based program but rather a custom-curated experience. These startups are typically post-product in their

home country.

EIRs will:

- Work with the Blue Ventures team to implement curated support programs for entrepreneurs in the Blue Economy, including program prep, stakeholder engagement, and regular meetings with the Blue Ventures team.
- Serve as **primary mentors** and strategic guides to participant companies.
- Help startups navigate U.S. market dynamics and build relationships.
- Support startups seeking appropriate funding and investment strategies and connections.
- Support engagement between startups and Maritime Blue's Innovation Cluster members, partners, and stakeholders.

Successful applicants will be added to Maritime Blue's approved vendor list. Applicants will remain on the preferred vendor list for a period of three years, or until they request to be removed. Companies entering Maritime Blue's Incubator and Accelerator programs will be matched with approved EIRs by staff based on fit, interest, and availability of the parties. After being matched with a participating company, approved EIR will have the option to accept or decline the engagement. EIRs will be contracted separately for each company or program with which they are matched. No compensation is guaranteed to successful applicants through this RFP. Neither the submission of a proposal in response to this RFP by a potential EIR, nor acceptance of a proposal by Maritime Blue, constitutes an obligation to enter into a contract.

PROPOSAL SUBMISSION DETAILS

- **Deadline:** August 12, 2025 at 5:00 PM PT (late proposals will not be considered)
- **Submission Address:** ventures@maritimeblue.org
- **For questions prior to August 12th, 2025, contact:**
Brian Hoffman
Director, Blue Ventures
brian@maritimeblue.org

PROPOSAL REQUIREMENTS

1. Executive Summary

Brief overview of your proposal, including relevant experience.

2. Professional Background

Your maritime, ocean, and adjacent sector experience, including leadership, mentorship, or commercialization roles.

3. Approach to Mentorship

Describe how you'd support a startup during their experience. Include frameworks, cadence, and engagement style.

4. Network & Deal-Making

Outline your ability to make strategic introductions to customers, partners, or investors. Highlight strong sectors.

5. Compensation Expectations

Please include a typical hourly fee. Each contract will be negotiated individually based on the needs of each program and/or company.

6. References

Three references who can speak to your work with startups or in the maritime/ocean space.

7. Compliance Statement

Confirm your ability to comply with all applicable regulations and to contract with a WA-based nonprofit.

Please send in PDF format, no more than three pages.

SELECTION CRITERIA

- ☐ Alignment with Maritime Blue's mission and approach
- ☐ Maritime, ocean, and adjacent industry experience
- ☐ Mentorship and engagement style
- ☐ Existing networks
- ☐ Preference for EIRs in the Seattle/PNW area
(programs are typically both remote and in person)

EVALUATION & TIMELINE

- Proposals reviewed by the Blue Ventures team
- Finalists may be contacted for interviews
- Decisions by **August 30, 2025**
- Onboarding to begin in **September 2025**

EIRs will be contracted on a **per-company or per-program basis**.

TERMS AND CONDITIONS

- Part-time, contract-based role
- Maritime Blue may engage EIRs on a rolling basis
- We reserve the right to reject any or all proposals or reopen the RFP at our discretion

Thank you for your interest in supporting innovation through Maritime Blue Ventures' programs.

For questions, please contact: brian@maritimeblue.org