



A program of **Washington Maritime Blue** - a strategic alliance formed to accelerate innovation and sustainability in support of an inclusive blue economy. Maritime Blue works to create a world-class, thriving, equitable and sustainable maritime and ocean industry through knowledge sharing, joint innovation, entrepreneurship, commercialization, business and workforce development.

www.maritimeblue.org



Started from a conversation with Port of Seattle Commissioner, Sam Cho, the One Ocean Innovation Accelerator is a **first-of-its-kind program focused on growth-stage maritime and ocean industry** international startups with the purpose of expanding into the US market.

The **12 week course** connects founders with **resources, mentors, investors**, and more, providing a “soft landing” for international startups in maritime and ocean sectors to **gain access to demonstration projects, pilots, and early sales.**

All the while, the founders will access programming designed to **increase their operational skill set, grow their network**, and position themselves to be the innovative leaders for the region.



Our Growing Blue Economy

Blue Economy contributes \$373 billion towards US gross domestic product

\$44 billion driver to WA's economy

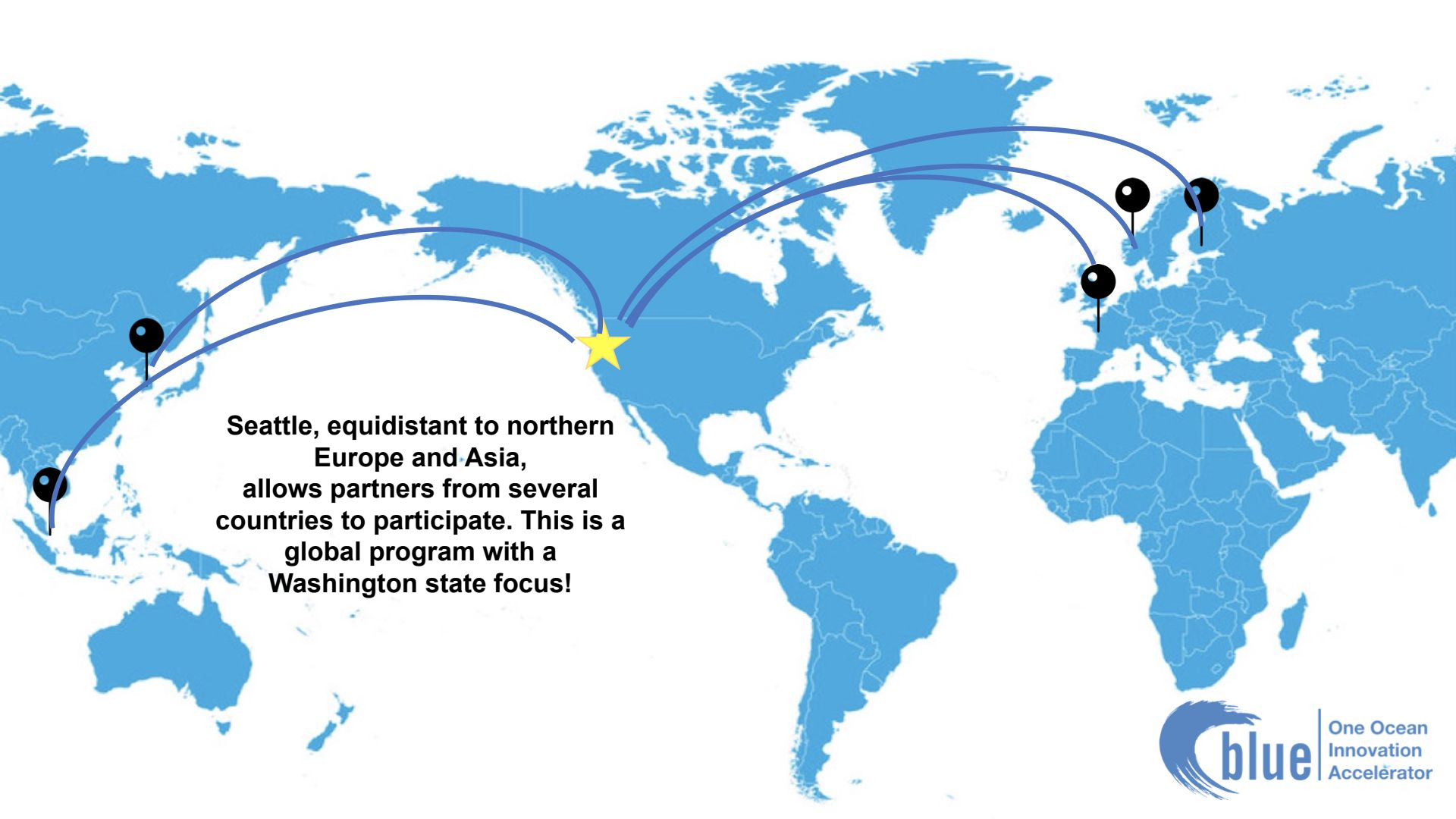
Relationships across sectors including; aerospace, ag, tech, life sciences, more

Significant investments in maritime, ocean, and clean tech in WA state.

Fastest growing US state for innovation, technology and capital investment



Key sectors include Maritime Decarbonization, Port and Shipping Logistics, Maritime/Ocean Digitalization/IoT, Marine Renewable Energy, Sustainable Fishing & Seafood, Advanced Manufacturing, and more...



**Seattle, equidistant to northern
Europe and Asia,
allows partners from several
countries to participate. This is a
global program with a
Washington state focus!**

Access to over 135 members

Washington Maritime Blue

A world-class cluster organization made up of members, partners, and stakeholders from industry, research institutions, government and community partners.

We work to accelerate innovation for a sustainable and equitable blue economy through knowledge sharing, joint innovation, entrepreneurship, commercialization, business and workforce development.



Mentor-based Programming



Best In Class

Group programming on topics such as financial models, tax incentives, SEO optimization, market analysis, etc...

Office hours with service firms, insurance, legal, HR, and investors.

One on One sessions with matched professionals and leaders in your field and market.

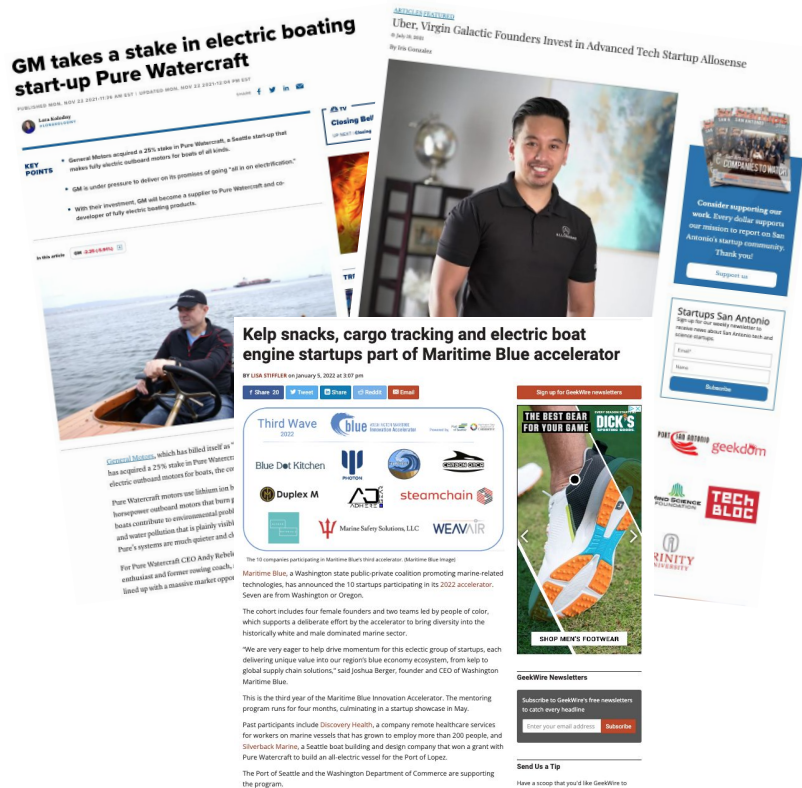
35 Startups Engaged since Jan 2020

Wins and Deals

- \$300M + in Private Capital Investments
- 3 Exits (1 pending)
- Several Demos & Customer Acquisitions
- Over %500 increase in revenue
- At least 400 jobs created

Cluster Engagement

Startups receive year-long membership with Maritime Blue and continue engagement with Cluster partners and the sector.



Run By A World-Class Team



Joshua Berger
President/CEO



Karina Martija-Harris
Program Manager



Josh Carter
Director, Blue Ventures

**With Key
Support from,**



U.S. Small Business
Administration



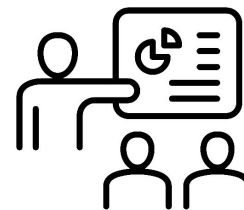
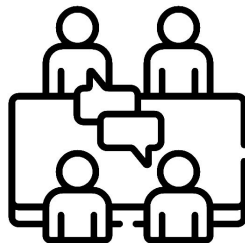
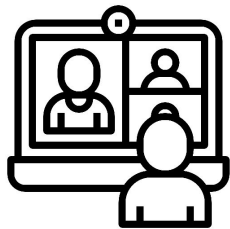
Washington State
Department of
Commerce



And others...

Program Duration

12 Weeks Total Program Commitment



8 Weeks Online

Programming
Matchmaking
Market Analysis

4 Weeks In-Person

1:1 Mentoring
Demonstrations
Ecosystem Building

Showcase/Demo Day

Investor Connections
Industry Showcase
Market Entry

Draft Program Outline*



Virtual

Week 1: Introductions, Business Operations Skills

Week 2: Mentor Introductions, Begin Weekly Calls w/ Commerce

Week 3: Mentor and Partner Online Meet & Greet, Marketing Skills

Week 4: Business Growth Focus

Week 5: Culture, Working with Employees in the United States

Week 6: Finance and Investors

Week 7: Investor Office Hours

Week 8: Partnerships



In Seattle

Week 9: In-Person Reception/Meet & Greet

Week 10: Business Development Event

Week 11: Working with the US Government

Week 12: Paid Pilots, Demonstration Projects and Early Sales

*subject to change

Maritime Blue @ SXSW



In March 2023 - Maritime Blue will be organizing and hosting an event at the SXSW Conference showcasing Maritime Blue startups and the opportunities across maritime and the Blue Economy. It is one of the largest gatherings of startups and investors in the US for each of our associated startups to be showcased. We cannot overstate this incredible opportunity!



The SXSW Conference provides an opportunity for global professionals at every level to participate, network, and advance their careers. Explore 25 Tracks of programming across a variety of formats including Keynotes, Featured Speakers, panels, workshops, podcasts, and more.

www.sxsw.com & house.capitalfactory.com

Example, Weekly Program

Monday	Tuesday	Wednesday	Thursday	Friday
Weekly Standup	Program: Culture of US Business Development	CEO Roundtable	Investor Office Hours	Mentor Office Hours

Weekly Standup: 1-on-1 meetings with program staff to discuss goals and challenges for the week ahead.

Programming: Learning module and discussion with industry and business development leaders.

CEO Roundtable: A group seminar with all CEO's to discuss common issues and topic areas.

Office Hours: A time to meet and ask questions to various investors and mentors including VC, impact, and corporate investors. Also, legal, HR, marketing, tax incentive, and other business service experts.



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