



WASHINGTON
MARITIME

blue

**ANNUAL
REPORT**

2020/21

LETTER FROM THE PRESIDENT & CEO

As we strain to peek over, around and through this global health pandemic, economic insecurity and climate crisis, Washington Maritime Blue has anchored its position as a responsive and pragmatic organization. Over our 2020-2021 fiscal year, Maritime Blue has focused on enriching program and project delivery, fostering leadership, and creating the necessary infrastructure to deliver on our mission.

In order to accelerate a sustainable and equitable Blue Economy we have had to invest in our capacity to achieve results. Maritime Blue is committed to be an organization that “gets stuff done.” To do so, means having a diverse crew that is ready to lead. In just the last year we have grown to support 11 phenomenal people who are working in and for their communities. They are each passionate, thoughtful leaders who are committed to support you, our members, partners and stakeholders, to achieve our common mission.

I believe so much in our approach and commitment from our community, that I too decided it was time to come over full-time after having the privilege of working for our Washington State Department of Commerce as Governor Jay Inslee’s Maritime Sector Lead. I was entrusted with the responsibility and opportunity to set this work in motion alongside maritime and ocean industries across the state already leading the way. Now, with commitments at the federal, state, local and private levels, we can operationalize the work, enable a team, and focus on our mission.

And we are not alone; the globe over is committed to a new momentum and a set of goals to address the immense challenges we face. We don't kid ourselves; we know that this work is hard to do. There are difficult relationships to support, risky investments to make, and bold leadership to hold up. But we cannot afford inaction. Maritime Blue is positioned as an enabler, a connector, and an accelerator. We can help de-risk a project, engage multiple partners at early stages of development, and build trust between new and existing relationships.

We do this work with public and corporate partners, building something new that needs a complete value chain to inform and actualize. We do this work with entrepreneurs, ensuring innovation in this space is encouraged and supported. We do this work with communities, supporting educators, employers, and youth furthest away from just access and resilience. We do this work on behalf of our natural habitat, in order to better understand and limit our negative impact.

Whether you are already a founding sponsor, or a curious observer - please join us. There are opportunities to engage on many levels - design, build, invest, learn, mentor, or create something new. We are a place where you can be audacious. We are open to ideas, able to receive feedback, and unabashedly passionate for a growing blue economy, ocean & climate action, resilient & equitable communities.

In Partnership,



Joshua Berger
Founder & President/CEO

BLUE FOUNDERS/VENTURES

INNOVATION ACCELERATOR

In spring 2021, Maritime Blue selected the second wave cohort of companies for the Blue Innovation Accelerator. The second wave comprised 10 startups, chosen from a pool of 116 applicants. The application pool increased 17% from 2020 to 2021 and 22% of applicants represented Washington-based companies. The selected cohort is show below and consists of nine U.S. companies, one Canadian company, and five women founders. Over the 4-month duration of the accelerator, the cohort was guided through learning sessions covering pre-launch, validation, and growth. We designed a curriculum that was applicable to all participants regardless of stage - for some, courses were an opportunity to refresh goals and objectives, and for others, they were entirely new learnings. Sessions were led by industry experts and cohort participants had the opportunity to engage 1:1 with dedicated mentors and the Maritime Blue Innovation Accelerator programming team throughout the journey.



The Washington Maritime Blue Accelerator is an exceptional startup program with a community like no other. We gained access to a network of maritime experts, government agencies, investors, and enterprises. We made lasting memories and experiences, sharing the highs and lows in the second wave cohort.

— Accelerator Founder



HIGHLIGHTS FROM OUR INAUGURAL AND SECOND WAVE COHORT MEMBERS

Silverback Marine secured a new facility and a new project in collaboration with first wave company, **Pure Watercraft**.

Allosense closed their funding round and have elicited DoD SBiR Phase III interest.

MM-Seas launched their product during the program and are now a post-launch/revenue stage company.

Puget Buoy won the Alaska Airlines Innovation Pitch Competition.

Pacific Mobility Group is in discussions to secure funding for their eFleet services.

OpenTug secured their first paying customer during the program.

TACOMA MARITIME INNOVATION INCUBATOR

The Tacoma Maritime Innovation Incubator (TMII) is fulfilling its promise to equitably promote living wage job creation among entrepreneurs in the Greater Tacoma area. We currently have seven companies admitted; of the first three to join, two have living wage job openings and one has doubled its workforce from four to eight. These are jobs with full benefits and salaries almost double the county median wage. Our companies also look like the community we represent. Of the seven companies, four have founder teams entirely made up of people of color, three are founded by women, and each has a team that includes disadvantaged groups. These companies are thriving in Tacoma as diverse companies building their teams the right way. Aquagga, one of our companies which destroys PFAS contaminants from water, won a global award as the best PFAS destruction technology in the world. iHaul, a freight/logistics company in TMII, recently landed a large contract with Port of Seattle to handle all small package shipping between Port owned locations. All of our companies have similar stories of success.



BLUE FORCE

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 (YMC).

The 2021 Youth Maritime Accelerator Project (YMAP) consisted of 12 BIPOC youth from the South King County area. These inspiring young people made massive leaps in the world of maritime in just 8 weeks. The YMAP program consists of in classroom learning time with YMC facilitators, experiential field trips throughout the maritime sector, and an internship with a local maritime organization. With hands-on learning on the Schooner Adventuress and aboard the Charles N. Curtis powerboat, to kayaking throughout Tacoma's Commencement Bay, interns were given a first-hand perspective of many pathways the maritime industry has to offer. The YMC collaborates with other youth workforce development programs. At the 2021 YMC Summer BBQ, we brought together several cohorts of motivated youth including YMAP, Seattle Skills Center and Seattle Goodwill's Youth Maritime Program.

Together, we had a blast collaborating, networking and team building. At the BBQ, YMC partners got to share about upcoming programs they are offering for the expanded cohort model. The expanded cohort model will offer maritime programs throughout the 2021-22 academic year. The purpose of the program is to create a system where students can be aware of, interested and involved in the maritime sector as well as further prepare them for 2022 summer internships offered within the collaborative. The expanded cohort model is a partnership with Seattle Goodwill, Sound Experience, the Center for Wooden Boats, the Seattle Skills Center, and NOAA.

The 2021 YMAP program heightened participants' interested in pursuing maritime careers. Their maritime vocabulary has blossomed and most importantly, their sense of belonging in the maritime sector has grown.

The YMC is a collaborative of public and private partners. Program partners, internship hosts, and experiential field trip sites make YMAP possible. Our 2021 partners are listed below.



BLUE FORWARD

JOINT INNOVATION PROJECTS

Blue Forward accelerates new technologies through collaborative Joint Innovation Projects (JIPs) and strategic engagements. In the last year we initiated several new JIPs, secured funding to provide JIP coordination, as well as funding for partners to drive the projects, and spun off several JIPs into fully funded programs.



JIP: ZERO-EMISSION FOILING FAST FERRY

The JIP team was formed just as the COVID-19 pandemic began, but we were able to secure US DOT FTA funding and in-kind partner support for Phase 1 feasibility, which will advance this electric hydrofoiling carbon fiber ferry from concept to preliminary design and build the business model for a Phase 2 demonstration vessel.

JIP: GREEN HYDROGEN FOR TACOMA MARITIME

We stood up the JIP team for a proposal that demonstrated the feasibility of formic acid as a liquid hydrogen carrier for a mobile fuel cell for shore power using green energy from Tacoma Power. The team has responded to funding opportunities and continues to advance the technology and concept. Full demonstration project funding is being sought.

JIP: COST BENEFIT ANALYSIS OF WEST COAST OFFSHORE WIND FOR THE BLUE ECONOMY

Initiating the JIP team and seeking funding to understand the pathways for capturing supply chain and port infrastructure opportunities from future West Coast off shore wind, while thoughtfully engaging our coastal communities and considering potential environmental impacts. This JIP is just getting underway.

EARLY COVID-19 DETECTION FOR MARITIME AND FISHERIES

Initially designed as a JIP with the Maritime Innovation Accelerator start-up Discovery Health MD, this project has now spun off as a funded program through CARES ACT funding with collaboration from the Institute of Health Metrics and Evaluation (IHME). Discovery Health MD now employs over 300 people across the state.

Our zero emissions hydrofoiling ferry project has benefited immensely from the collective skills, resources, and political know-how of the organizations composing our Washington Maritime Blue Joint Innovation Project.

— Matthew Lankowki, Glosten

STRATEGIC ENGAGEMENTS FOR BROADER COLLABORATIONS

We have been sharing our JIP model nationally and internationally, with several new clusters and collaborations crediting us for paving the way. We are actively participating in the new Blue Sky Maritime Coalition for decarbonization of North American waterborne transportation as a Founding Member, Board Member, and by providing JIP leadership.

QUIET SOUND

Quiet Sound is now an independent program of Washington Maritime Blue after reaching its funding goals through a collaborative effort by multiple partners and stakeholders. The work to support recommendation #22 from the Orca Task Force has continued with significant development on the Quiet Sound Program. The Quiet Sound Planning Team completed an official proposal for a program to mitigate the impact from large commercial vessels on Southern Resident Killer Whales and submitted a request for funding to the Washington State Legislature. The Legislature approved the funding, and the Quiet Sound Planning Team and Maritime Blue started the search for the Quiet Sound Program Director, who was hired in August 2021. Maritime Blue engaged in contracting negotiations with Floyd|Snider for Kate Snider to assist the



Planning Team in solidifying the governance structure for Quiet Sound and to help launch the program. The Quiet Sound Planning Team met throughout the year to support general logistics and continued work on the Whale Report Alert System (WRAS).

BLUE HUB

Washington Maritime Blue has launched the Maritime Blue Hub at the Port of Seattle's Fishermen's Terminal in anticipation of the groundbreaking of the Maritime Innovation Center (expected completion Q4 2023). The Blue Hub houses several Maritime Blue member organizations including Discovery Health MD, Green Marine, Corvus Energy, and s2s Public Relations.

The 6,000-square-foot space has several meeting rooms available for tenant use, as well as a collaboration space, and hot desk zone. We plan to host our 2022 accelerator cohort at the Hub as well as events for members and partners throughout the year.

If you are interested in becoming a tenant at the Blue Hub, please reach out to info@maritimeblue.org.



OUR TEAM



JOSHUA BERGER
President & CEO



JENNIFER STATES
VP of Projects and Strategy



DEVON EMILY THORSELL
Director of Operations



RACHEL ARONSON
Program Director, Quiet Sound



JOSH CARTER
Program Director, Innovation Accelerator



VEASNA HOY
Program Director, Youth Maritime Collaborative



ROBERT BROWN III
Coordinator, Youth Maritime Collaborative



JOCELYN DANIELS
Coordinator, Youth Maritime Collaborative



KARINA MARTIJA-HARRIS
Coordinator, Community and Events



CAITLIN O'MORCHOE
Graduate Fellow, Quiet Sound

OUR BOARD OF DIRECTORS



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CHRIS GREEN
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JASON JORDAN
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COSMO KING
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VESA KOIVUMAA
Wärtsila



DENNIS MCLERRAN
Puget Sound Partnership Leadership Council



BOB MIYAMOTO
UW, Applied Physics Lab



BG NABORS GLASS
Seattle Goodwill



PATTY RUBSTELLO
Washington State Ferries



ANDY STEWART
Amazon



COMMISSIONER FRED FELLEMAN
Port of Seattle; *ex officio*



SENATOR LIZ LOVELETT
Washington State Senate, District 40; *ex officio*

OUR FINANCES

Fiscal Year — July 1 to June 30

FY 2021

Revenue	
Membership/Sponsorship	\$85,750.00
Federal Grants	\$107,636.00
State Grants	\$285,000.00
Local Contracts	\$363,559.00
Other Income	\$3,405.00
Revenue Total	\$845,350.00

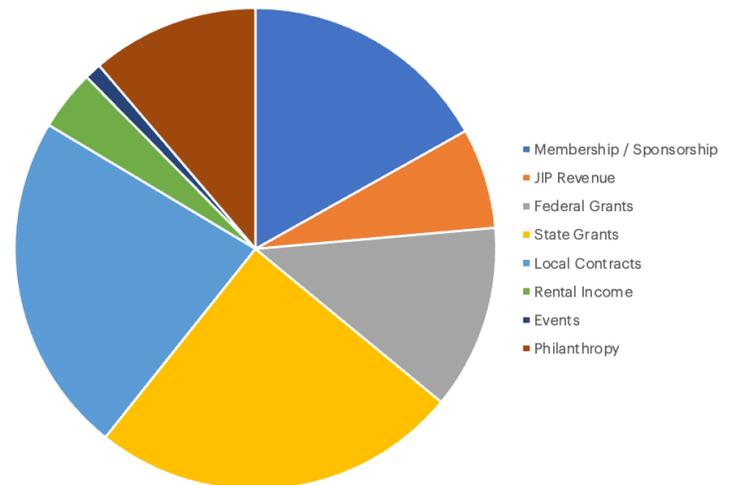
Expenses	
Event Expenses	\$14,627.00
Dues and Fees	\$1,099.00
Operations	\$56,282.00
Payroll Expenses	\$310,823.00
Professional Services	\$203,924.00
Travel	\$2,236.00
Outside Services	\$127,961.00
Sponsorship Support	\$11,029.00
Other	\$21,017.00
Expense Total	\$748,998.00

Net Income \$96,352.00

FY 2022

Projected Revenue	
Membership/Sponsorship	\$375,000.00
Joint Innovation Projects	\$150,000.00
Federal Grants	\$275,000.00
State Grants	\$550,000.00
Local Contracts	\$509,000.00
Rental Income	\$90,000.00
Events	\$25,000.00
Philanthropic Support	\$250,000.00

Revenue Total \$2,224,000



OUR MEMBERS

INDUSTRY MEMBERS



RESEARCH INSTITUTIONS



PUBLIC AGENCIES, TRIBES, AND MUNICIPALITIES



ASSOCIATIONS, COMMUNITY & NONPROFIT ORGANIZATIONS

