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](http://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.
Our Programs Have Impact!

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, 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
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

Week 9: In-Person Reception/Meet & Greet
Week 10: Business Development Event
Week 11: Working with the US Government
Week 12: Showcase @ Pacific Marine Expo (Seattle, WA)

*subject to change
# Example, Weekly Program

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<thead>
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<td>Weekly Standup</td>
<td>Program: Culture of US Business Development</td>
<td>CEO Roundtable</td>
<td>Investor Office Hours</td>
<td>Mentor Office Hours</td>
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**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.