



ANNUAL REPORT

2021/22

LETTER FROM THE PRESIDENT & CEO

The world continues to prove to us that, “change is the only constant.” This year has taught us great lessons on finding patience and predictability in a dynamic world. Finding order in the chaos. Building trust and meaningful relationships that connect us around shared goals. Our mission of implementation, collaboration, and equity has never felt so clear. This vision and the work of Maritime Blue is #LeadingFromTheFront.

I have always said that the role of an innovation cluster organization is to help buy-back, reduce, or manage the risks associated with accelerating innovation. For the past five years now, we have done this work for our members and partners - from honing the message of our startups, to supporting the growth of our corporate industry members, and including the important work of building trust with local communities that open pathways into the new, blue economy for youth.

This work can only be done if we have the appropriate systems and infrastructure in place. Much like the maintenance onboard a vessel as it carries out its mission, we need to be prepared, flexible, well trained, and aware of changing conditions. Success, therefore, is the voyage itself.

For this I am so incredibly humbled and proud of the vessel and crew we have built here at Maritime Blue. Alongside our members and partners, our team has been deeply engaged in current and planned projects, initiatives, new coalitions, startup programming, and youth & employer engagement. All the while our organization is growing and putting the tools and infrastructure in place to lead these impactful projects and programs.

We invite you to participate and learn more about how to engage with this work: Gain access to thought leadership and the latest updates and opportunities in your sector; connect to global industry leaders, mentors, and funders; provide your expertise towards a joint innovation and development project; engage in dialogue to increase workplace diversity, equity and inclusion, and/or; support an intern seeking to chart a course into our sector.

We have work to do together. Now is the time to invest in the growing Blue Economy and we are here to support your goals, de-risk your investment, and connect you to global resources. It's time for #CollaborACTION!

In Partnership,



Joshua Berger
Founder & President/CEO

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BLUE VENTURES

As we look back over the past year and the work we have done for Maritime Blue entrepreneurial programming, we have seen tremendous growth for both the companies and the organizations that support them. Whether it is helping Silverback Marine find a new HQ in Tacoma, WA or connecting Sea Potential with resources that have helped them gain new customers to enable them to change the employment landscape of the maritime industry, the entrepreneurial programs at Maritime Blue continue to evolve and find new ways to have a positive impact.

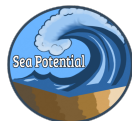
MARITIME BLUE INNOVATION ACCELERATOR

We continue to see a lot of interest in our accelerator program. We are seeing more and more companies that are interested in learning how Maritime Blue can help take them to the next level.



As the world began to open in Spring 2022, our Third Wave cohort had more flexibility in programming. We were able to offer a mostly remote experience, but on occasion bring the founders together in Seattle for some face time. This was an incredible opportunity for founders to collaborate organically, learn more about each other, and figure out ways they could help each other grow. It also presented challenges as many companies were able to travel to see customers or attend conferences.

Our Third Wave accelerator companies comprised three female founder teams with three teams having founders of color. Four of the companies were headquartered in Washington state with three other companies being headquartered in the Pacific Northwest region. Two companies were based out of California and one company was based in Singapore. We saw a small drop in applications this year compared to last year, but are working to resolve that issue with the next year's cohort by outsourcing some of the work to recruit companies to the accelerator.



Blue Dot Kitchen

HIGHLIGHTS FROM OUR THIRD WAVE COHORT MEMBERS

Photon Marine closed a number of key partners as well as their funding round

Sea Potential was able to acquire new businesses through the connections made during the program

Blue Dot Kitchen began production and acquired a number of new customers including a pilot test at Lumen Field in Seattle

Algeon Materials won a number of awards and pitch competitions during the program and continue to grow

Carbon Orca successfully launched their first product at the showcase

TACOMA MARITIME INNOVATION INCUBATOR

The Tacoma Maritime Innovation Incubator (TMII) successfully graduated two companies from its initial cohort: Aquagga and Sea Potential. Aquagga has moved to a permanent home in Tacoma, won \$400,000 from the Small Business and Innovation Research Fund (SBIR) Phase II, and has tripled its number of employees.



Sea Potential completed both the accelerator and incubator programs, conducted several youth programs such as Seaside Stories, Rippling Effects, and Get Into It. They also received a grant from Youth Outside.

The Incubator will graduate the remainder of initial cohort companies, Efleet/Pacific Mobility Group, CoopaSims Transportation and Logistics (formerly known as iHaul Delivery), and KnowGap, later in 2022. In addition to graduating three remaining companies, TMII will be admitting the second cohort in late summer 2022.

Throughout the fiscal year, TMII has hosted several events at the Center for Urban Waters, including visits from both the Finnish and French Delegations, a youth visit/career exploration with iUrban Teen, and a joint happy hour with StartUp 253. TMII has also established a partnership with StartUp 253 to help promote entrepreneurship and bring jobs to Tacoma. TMII was a recipient of a Give In Kind Sponsorship from Tractionspace.



EQUITY ENGAGEMENT

EXPANDED MARITIME COLLAB (EMC)

This year, the EMC provided a series of quarterly six-week after school programs to high school juniors and seniors from Seattle Public Schools and Highline Public Schools. The EMC's cohort primarily came from Evergreen Goodwill's Youth Maritime Program (YMP), and had additional enrollment from El Centro de la Raza and other community-based organizations. Program partners included the Center for Wooden Boats, Sea Potential, Sound Experience, Seattle Skills Center, Evergreen Goodwill and Highline Public Schools. A total of 53 youth were served, all of whom were new to maritime and from underrepresented communities.

HIGHLIGHTS FROM THE EMC

@ Center for Wooden Boats

>> trained youth to fill small holes in a wooden boat, steam and bend wood, build and sand ores and paint the hull

>> trained youth to sail 20' rowboats and gave students experience to take helm of larger and more traditional sailboats

@ Sound Experience w/ Seattle Skills Center and Highline Public Schools

>> provided 2 week long spring break program on Schooner Adventuress. Students mastered safety protocols, gained exposure to deckhand work, and earned a Sea Time Certificate of 40 hours toward time needed for licensure

@ Sea Potential

>> hosted Sea Potential Aquabilities which included moving, herding, and feeding and assisting injured sea lions. The program sparked a connection to aquatic eco-systems and students gained an increased understanding and interest in pursuing a career in marine sciences

YOUTH MARITIME COLLABORATIVE (YMC)



The YMC continues to hold monthly meetings, which are regularly attended by 20-25 stakeholders. The YMC attended and supported college and career fairs with the Highline

School District and virtual career fair hosted by the Seattle Propeller Club, Washington Maritime Blue, Port of Seattle, and the City of Seattle Economic Development Department.

YOUTH MARITIME ACCELERATOR PROJECT (YMAP)



YMAP hosted a cohort of 13 interns ages 18-24, including one peer interpreter and two junior interns. The 8-week paid summer internship program consisted of 13 BIPOC youth from the South King County area. These inspiring youth made massive leaps inside the world of maritime with job training in the morning and interning with their maritime employer in the afternoon. YMAP also provided Friday experiential learning events that included 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. Twenty-five

percent of our cohort received extended employment opportunities with their maritime employer.

EQUITY TRAINING

As part of our commitment to advocating for DEI principles and practices across the maritime industry, Maritime Blue continues to provide equity training for maritime employers who host summer interns and to various other YMC stakeholders, including youth-serving maritime organizations. Maritime Blue has partnered with Evergreen Goodwill to conduct 2-day equity training which provides tools and resources to create positive and welcoming workplaces and learning environments for youth from diverse and underrepresented backgrounds.

Total number of equity trainings provided: 22

JOINT INNOVATION PROJECTS

Highlights from the projects team include leading Washington's Build Back Blue coalition for EDA's Build Back Better Regional Challenge award, accelerating technology demonstrations and innovation through JIPs, and bringing on a full time Project Manager. Our ongoing projects are outlined below.

JIP: ZERO-EMISSION FOILING FAST FERRY

We concluded the feasibility phase and began to draft the final business plan summarizing the Route Evaluation, Vessel Design, Shore Side Infrastructure, Permitting and Regulatory Requirements, Project Risk Assessments, Economic and Environmental Impacts tasks. We supported Kitsap Transit's application for a RAISE grant which would include full construction of the vessel and shoreside charging infrastructure for the world's first Fast Foil Ferry.



Image courtesy of Glosten.

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

This project is actively pursuing funding through the EDA BBB Phase 2 grant application. In the interim, the team meets regularly to understand the West Coast OSW landscape and activity, while working to further refine the project scope of this proposed study to understand the sustainable, equitable, and profitable pathways for capturing supply chain and port infrastructure opportunities from future West Coast offshore wind.

EARLY COVID-19 DETECTION FOR MARITIME AND FISHERIES

Providing a platform that allows the fishing and maritime sector to return to work safely. Since 2019, this program has continued to operate successfully, and has launched several webpages and a bi-weekly newsletter that provides access to regularly released information and guidance for maritime employers on COVID-19.

JIP: TACOMA TIDEFLATS 5G

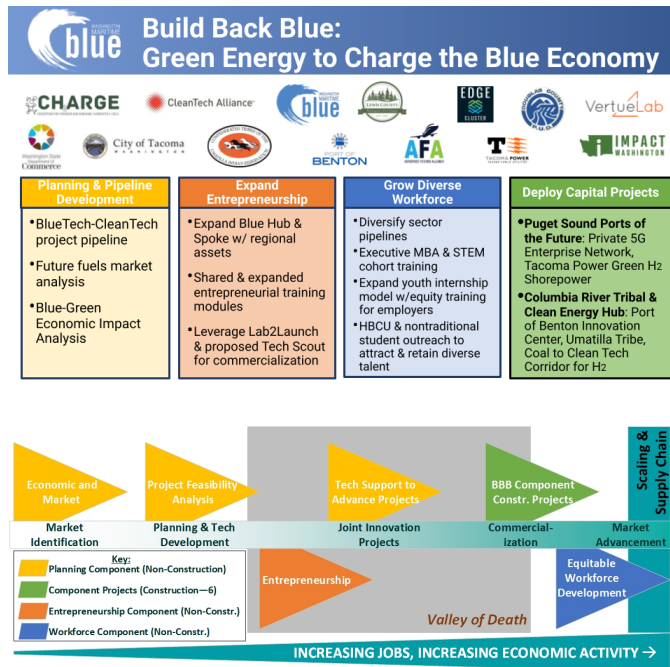
The Tacoma Tideflats area can launch itself as an early adopter of private 5G networks and edge computing technology and set itself as a trailblazer on the path to innovation and sustainability. This project has completed its initial scope of a use-case and feasibility. The team is now pursuing funding through EDA BBB Phase 2 to install the first phase of the network to test a subset of key use cases that benefit a broader group.

JIP: GREEN HYDROGEN FOR TACOMA MARITIME

This project received funding (\$1.5M) from the WA Department of Commerce Clean Energy Fund to demonstrate formic acid as a liquid hydrogen carrier by developing green portable energy generators and fuels for refrigerated cargo containers at the Port of Tacoma. The project team is pursuing additional funding through EDA BBB Phase 2 funding to scale up the technology demonstration for mobile shoreside fueling.

STRATEGIC INITIATIVES

BUILD BACK BLUE



Maritime Blue led the Phase 1 application for Washington state and was awarded \$500,000 in funding to develop projects and manage the coalition through the Phase 2 proposal in March. Projects submitted for funding include: Tacoma Green Hydrogen and Tacoma Tideflats 5G JIPs and programs for workforce, entrepreneurship, and project pipeline development and studies, including offshore wind cost benefit analysis. Final decisions from EDA are expected in late summer 2022.

MARITIME DECARBONIZATION INITIATIVES

Maritime Blue is part of the Pacific Northwest Green Corridor announcement where we signed on as a First Mover. Green Corridors will initially focus on WA/BC/AK zero emission cruise pathways. We are engaging in collaborative efforts to support the PNW Hydrogen (PNWH₂) Association in going after the multi billion dollar DOE Hydrogen Hub opportunity. Jennifer States was invited to serve on the Advisory Committee for PNWH₂ Association.

QUIET SOUND

Since its launch in June 2021, Quiet Sound has made significant headway toward its overall goal – to better understand and reduce the effects of acoustic and physical disturbances from large commercial vessels on the endangered Southern Resident Killer Whales in Washington waters.

In 2022, the Southern Resident Killer Whales welcomed a new baby in J pod and a new baby in K pod, and yet we also know that two other J pod pregnancies were lost. We

welcome these new young whales as signs of hope while also recognizing that the whales continue to struggle with lack of food, toxins in the water, and vessel impacts.

This motivates our effort to build on our first year progress and make a real difference in the water for these iconic whales and other cetaceans in Washington waters. In the last year, Maritime Blue convened federal, state, local, tribal governments, industry and conservation groups from across Washington to form Quiet Sound's collaborative Leadership Committee.

Find out more about Quiet Sound's first year, current projects and partnerships by visiting our website, www.quietsound.org. You'll learn about our work on:

- the Whale Report Alert System, which provides commercial mariners with geographically specific alerts when a whale is spotted nearby
- voluntary vessel operational measures to reduce underwater noise near whales
- underwater noise research
- promoting whale sensing capacity



BLUE HUB

The Blue Hub is home to Maritime Blue and several member and partner companies. It houses our Innovation Accelerator and is a resource for Maritime Blue members. The board room, meeting rooms, and space for small events are available to members and sponsors.

This year we hosted Governor Jay Inslee along with the Ports of Seattle and Tacoma, PNPL, WA Commerce, ILWU, and the 5G Open Innovation Lab to discuss goals of the Build Back Blue Coalition. Other delegations to the Blue Hub and the Center for Urban Waters in Tacoma included the Norwegian Ambassador to the US, the



Finnish Ambassador to the US, the Finnish Minister of Transportation and Innovation, as well as a delegation from the Pays de la Loire region of France.

OUR TEAM



JOSHUA BERGER
President/CEO



JENNIFER STATES
VP of Projects & Strategy



DEVON EMILY THORSELL
VP of Operations



RACHEL ARONSON
Program Director, Quiet Sound



JOSH CARTER
Program Director, Blue Ventures



VEASNA HOY
Program Director, Equity Engagement



ROBERT BROWN
Program Manager, Equity Engagement



CASSIDY FISHER
Project Manager, JIPs



KARINA MARTIJA-HARRIS
Tacoma Community Manager



ANGEL MENCHACA
Operations Manager



CAITLIN O'MORCHOE
Program Manager, Quiet Sound



LEASIA JOHNSON
Youth Programs Manager

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Patty Rubstello | Washington State Ferries

Chris Rye | TOTE Maritime

Andy Stewart | Cruise

Commissioner Fred Felleman, ex officio | Port of Seattle

Senator Liz Lovelett, ex officio | Washington State Senate, District 40

OUR FINANCES

Fiscal Year — July 1 to June 30

FY 2021-22

Revenue	
Membership/Sponsorship	\$125,250
Federal Grants	\$731,888
State Grants	\$350,885
Local Contracts	\$504,002
Philanthropic Grants	\$415,700
Rental Income	\$76,978
Revenue Total	\$2,204,702
Expenses	
Program Expenses	\$136,248
Technology	\$30,720
Payroll Expenses	\$1,270,173
Professional Services	\$474,799
Travel	\$40,208
Business Expenses	\$34,870
Facilities	\$179,381
Expense Total	\$2,166,400
Net Income	\$38,303

FY 2022-23

Projected Revenue	
Membership/Sponsorship	\$390,000
Federal Grants	\$632,650
State Grants	\$670,218
Local Contracts	\$600,333
Rental Income	\$73,524
Events	\$25,000
Philanthropic Support	\$740,000
Revenue Total	\$3,131,725
Planned Expenses	
Program Expenses	\$434,330
Technology	\$36,950
Payroll Expenses	\$1,605,624
Professional Services	\$704,865
Travel	\$72,000
Business Expenses	\$47,897
Facilities	\$160,240
Expense Total	\$3,061,906
Net Income	\$69,820

OUR MEMBERS

INDUSTRY MEMBERS



RESEARCH INSTITUTIONS



PUBLIC AGENCIES, TRIBES, AND MUNICIPALITIES



COMMUNITY PARTNERS

