

MEMORANDUM OF UNDERSTANDING

FOR COOPERATION BETWEEN THE PORT OF SEATTLE AND THE WASHINGTON MARITIME BLUE CLUSTER ORGANIZATION FOR IMPLEMENTATION OF WASHINGTON STATE'S STRATEGY FOR THE BLUE ECONOMY AND DEVELOPMENT OF A MARITIME INNOVATION CENTER

This Memorandum of Understanding ("MOU") is entered into on this ____ day of _____, 2019, by the PORT OF SEATTLE, a port district and Washington municipal corporation ("Port"), and WASHINGTON MARITIME BLUE, a Washington nonprofit organization ("Maritime Blue"), (collectively the "Parties").

Port of Seattle:

Founded in 1911, the Port of Seattle is a special-purpose municipal corporation serving the citizens of King County; its mission is to create good jobs here and across the state by advancing trade and commerce, promoting manufacturing and maritime growth, and stimulating economic development.

The Port of Seattle's vision is to add 100,000 jobs through economic growth led by the Port, for a total of 300,000 Port-related jobs in the region, while reducing our environmental footprint. They are committed to creating opportunity for all, stewarding their environment responsibly, partnering with surrounding communities, promoting social responsibility, conducting themselves transparently and holding themselves accountable.

The Port of Seattle is a leader in moving people and cargo across the country and around the world. With facilities and property ranging in scope from a half-acre park to one of the largest airports and container terminals on the West Coast, they maximize the public assets in their portfolio with an eye toward best uses and environmental sustainability.

Washington Maritime Blue:

Washington Maritime Blue is a 501 C(6) nonprofit organization that works to support acceleration of technology innovation for a sustainable and competitive Washington maritime industry. Washington Maritime Blue is a strategic alliance for maritime innovation and sustainability, and works as an independent cluster organization to implement Washington State's Strategy for the Blue Economy delivered by Governor Jay Inslee's Maritime Innovation Advisory Council. As a partnership between industry, public sector, research & training institutions and community organizations the organization's mission is to create a world-class, thriving, and sustainable maritime industry through knowledge sharing, collaborative R&D, commercialization, business and workforce development.

Washington State's Strategy for the Blue Economy (Maritime Blue Strategy) contains the vision that Washington state will be home to a world-class, thriving, and sustainable maritime industry by 2050. The strategy describes five goals and the associated pathways to achieve this vision. Maritime Blue is the cluster organization that is charged to lead implementation of Washington State's long-term strategic plan as a partnership with business, government, research and training institutions, Ports, labor

organizations, economic and workforce development, and community-based organizations. Their mission is to lead the country in maritime clean tech innovation and best management practices that will support a strong maritime economy with increasing living-wage jobs, a healthy environment and resilient communities.

Whereas, the Ocean economy is projected by the Organization for Economic Cooperation and Development (OECD) to double in value to \$3 trillion by 2030 and provide maritime regions around the world significant economic development opportunities.

Whereas, Washington's maritime economy supports 69,500 jobs, \$4.7 billion in wages and \$21.4 billion in business revenue.

Whereas, Washington State's maritime economy is uniquely poised to assert itself as a global leader in innovation and sustainability while fostering a growing economy in an increasingly competitive national and international marketplace.

Whereas, the Port of Seattle supports quality jobs here and across the state by advancing trade and commerce, promoting manufacturing and maritime growth, and stimulating economic development.

Whereas, the Port of Seattle is making pivotal investments to sustain Seattle's working waterfront and enjoys strong deep partnership with other public and private maritime organizations

Whereas, the Port of Seattle actively supports the growth of cruise, logistics, fishing and other maritime lines of business.

Whereas, The Port strives to be the greenest port in North America and has set ambitious environmental and greenhouse gas reduction goals.

Whereas, the region's maritime industries would benefit from novel technologies, promising ventures, investment capital, energized entrepreneurs, and some positive disruption.

Whereas, the region could benefit from exploring opportunities in areas such as maritime security, digitalization, renewable energy, vessel electrification, and new ship/vessel design.

Whereas, Washington State's Strategy for the Blue Economy is a bold new plan to position Washington state as the national leader in maritime clean technology and innovation that will support a strong maritime economy with increasing living-wage jobs, a healthy environment and resilient communities.

Whereas, Washington State's Strategy for the Blue Economy identifies initiatives and policies that are vital to the Port of Seattle's maritime operations and interests.

Whereas, both signatories place emphasis on fostering an environment of innovation as a key factor for economic growth and recognize and value the potential benefits of collaborative activities described in Washington State’s Strategy for the Blue Economy, such as developing a Maritime Innovation Center.

In consideration of mutual promises and covenants contained herein, the Parties hereby stipulate the following:

1. AREAS OF COOPERATION:

The Maritime Blue Strategy goals and initiatives identified below represent areas of alignment with the Port’s objectives:

Maritime Blue Goal - Growing Gateways & Working Waterfronts

To maintain its working waterfronts and lead the nation in efficient, clean and safe maritime practices across all sectors of the industry, the Maritime Blue strategy identifies key initiative areas that align with the Port’s objectives.

Initiative: Smart Ports

Establish thought leadership for how the industry can leverage technologies for improved efficiencies and safe and sustainable operations while growing and securing jobs.

Initiative: Infrastructure and Regulatory Reform

Help create an innovative, predictable and efficient regulatory structure that sustains long term maritime infrastructure and enhances company competitiveness.

Initiative: Blue Gateway

Build on Washington’s brand as a Blue Gateway and advance triple bottom line outcomes.

The Port and the Maritime Blue cluster organization will strive to work cooperatively to advance the initiatives above. As an example, the Port of Seattle plans to make investments in sustainable maritime infrastructure that supports its key lines of business. Another example involves the Maritime Blue organization working to advance data sharing and digital platforms for increased efficiency, safety and health throughout the gateway.

Maritime Blue Goal – Global Innovation Hub

To drive the commercialization of emerging blue technologies in Washington through strategic partnerships and achieve the pathway of “Blue Innovation”, the Maritime Blue strategy identifies key initiative areas that align with the Port’s objectives.

Initiative: Modernization of Fishing, Seafood and Ocean Innovation Demonstration Projects

Support and enable innovation in modernization of the fishing and seafood industry through modernized vessels, use of optimization technologies, sustainable technologies and gear, and other sustainable ocean resource utilization.

Initiative: Maritime Innovation Center

Develop a Maritime Innovation Center to support and help advance promising maritime entrepreneurs and innovators. Leverage partnerships and resources to advance new technologies and proven solutions from around the world.

The Port and the Maritime Blue Cluster organization are already working together to advance the initiatives above. The Port, for example, is supporting the fishing industry's modernization efforts by adding moorage for larger vessels. Maritime Blue is advancing innovation by completing a comprehensive study of venture funding that could be tapped to support early stage maritime companies. Both the Port and Maritime Blue are also cooperatively working to develop a new pilot maritime accelerator program.

Maritime Blue Goal – Thriving, Low Carbon Industry

To achieve deep decarbonization, the Maritime Blue strategy identifies key initiative areas that align with both Maritime Blue and the Port's objectives:

Initiative: Low-carbon shore side infrastructure

Deploy low carbon energy and alternative fuel infrastructure utilizing innovative technologies for generation, storage and energy efficiency.

Initiative: Strategies for emissions reductions

Implement strategies to accelerate the uptake of low carbon technology to reduce emissions for ships and shore side.

The Port and the Maritime Blue Cluster organization will strive to work cooperatively to advance clean energy shore side infrastructure and reduce ship and shore side emissions. The Port has been a world leader developing low-carbon infrastructure like cold ironing and is currently leading the Seattle Waterfront Clean Energy Strategic Plan to decarbonize the Seattle Harbor. Maritime Blue is also convening public and private partners to advance greenhouse gas emission reduction strategies and technologies across the region and will support stakeholder engagement and technology solutions.

Maritime Blue Goal - 21st Century Workforce

To ensure the Maritime industry develops a diverse talented workforce for the future, the

Maritime Blue strategy identifies key initiatives that align with the cluster organization and the Port's priorities:

Initiative: Career pipeline, pathways, and connections

Ensure current & future maritime workforce pipeline with skill demand forecasting, mapping career pathways, and connecting learning strategies with career opportunities.

Initiative: Inclusivity, support, and outreach

Increase outreach and engagement to create broader, more equitable and more inclusive opportunities for participation in the maritime workforce.

The Port will help lead development of an inclusive and diverse maritime workforce with technological expertise and access to clean, healthy, quality jobs:

The Port and the Maritime Blue Cluster organization will strive to work cooperatively to address the maritime industry's workforce needs. The Port supported the development of the Youth Maritime Collaborative, a partnership between youth serving maritime organizations. The Collaborative offered career orientation and maritime experience to approximately 600 students last year. The Maritime Blue organization now convenes the Youth Maritime Collaborative partners and recently developed a new strategic plan for maritime career connected learning. Given the depth of workforce issues facing the maritime industry, it may take additional collaboration between Maritime Blue, the Port of Seattle, and others to develop and advance tailored training and workforce development initiatives.

Maritime Blue Goal – World-Class Cluster Organization

To facilitate implementation of Washington State's Strategy for the Blue Economy, the cluster organization (Maritime Blue) is advancing regional and statewide efforts. This organization's work aligns with Port projects and priorities in several areas:

Washington Maritime Blue Initiative: Blue Forums

Sponsor networking opportunities and workshops to develop new technology and knowledge sharing across member expertise while serving as a platform for cross sector collaboration.

Washington Maritime Blue Initiative: Blue Forward

Provide a platform for collaborative R&D projects, Joint Industry Projects (JIP), teaming for grant opportunities, and business development to drive solutions and commercialization of new technology.

Washington Maritime Blue Initiative: Blue Finance

Serve as a conduit for public and private funding opportunities and work to support a privately capitalized innovation fund.

The Port and the Maritime Blue cluster organization will benefit from working together to advance short and long term strategies. As an example, the Port will benefit from the cluster's work to develop funding for maritime ventures. In turn, the cluster organization will benefit from the Port's development of a maritime innovation center.

2. SUPPORT AND COORDINATION:

To further implementation of Maritime Blue initiatives, the Port and the Maritime Blue cluster organization will jointly develop annual workplans, as needed, that outline and formalize each organization's roles and responsibilities towards implementing Maritime Blue projects and initiatives. This work plan should identify joint goals, metrics, outcomes and funding needed to successfully support maritime accelerator initiatives, workforce training programs and a host of other Maritime Blue initiatives.

3. DURATION OF AGREEMENT

This Memorandum of Understanding will cover a five-year period from the date the agreement is executed.

IN WITNESS WHEREOF, each of the Parties has executed this MOU by having its authorized representative affix his/her name in the appropriate space below:

WASHINGTON MARITIME BLUE

PORT OF SEATTLE

By: _____ Date _____

By: _____ Date _____