

Maritime Blue/Port of Seattle Partnership

Advancing Washington State's Maritime Industry



Maritime Innovation Initiative Progress

- Update Business Plan
- Form advisory group
- Commission authorization for Ship Supply building design work
- Develop MOU with WA State
- Develop virtual incubator and accelerator

“The challenging times in all port related markets, like logistics, oil and gas, and maritime, require that we have a window on new technologies. [The] PortXL [Maritime Accelerator] helped us identify these trends, bringing new business models to our markets and challenging conventional businesses.”

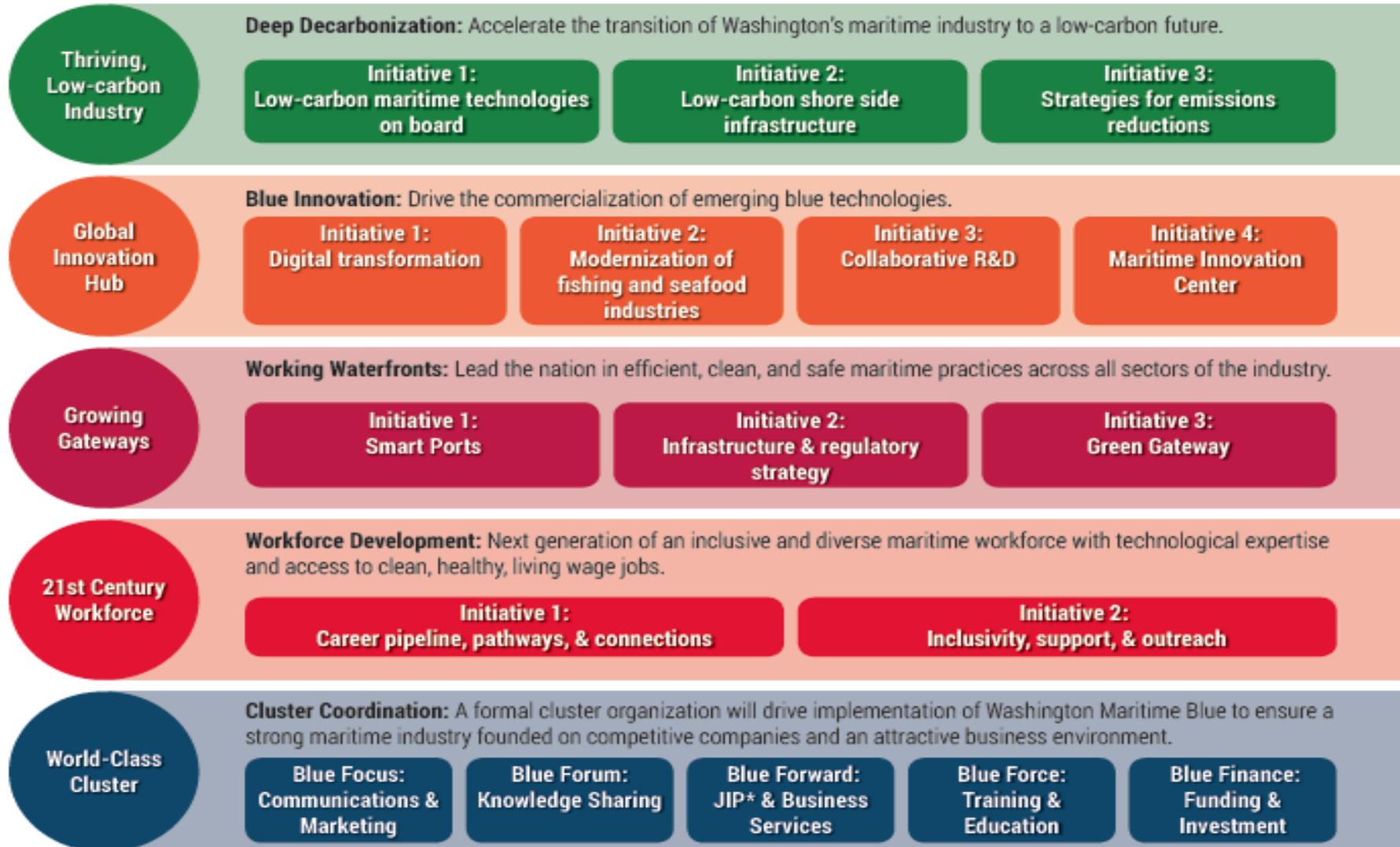
Paul Smits
CFO, Port of Rotterdam



Formalizing Alliance to Advance Maritime Blue Strategy

- Seeking Commission authorization for Executive Director to execute the Maritime Blue Partnership Memorandum of Understanding between Washington Maritime Blue, a Washington 501 c6 nonprofit organization, and the Port of Seattle
- Memorandum identifies areas of cooperative interest and has POS and Maritime Blue establish annual priorities and specific work plans

Maritime Blue Strategy: Pathways and Initiatives



*Joint Industry Projects (JIP)

What Does a Cluster Organization do?

General cluster development

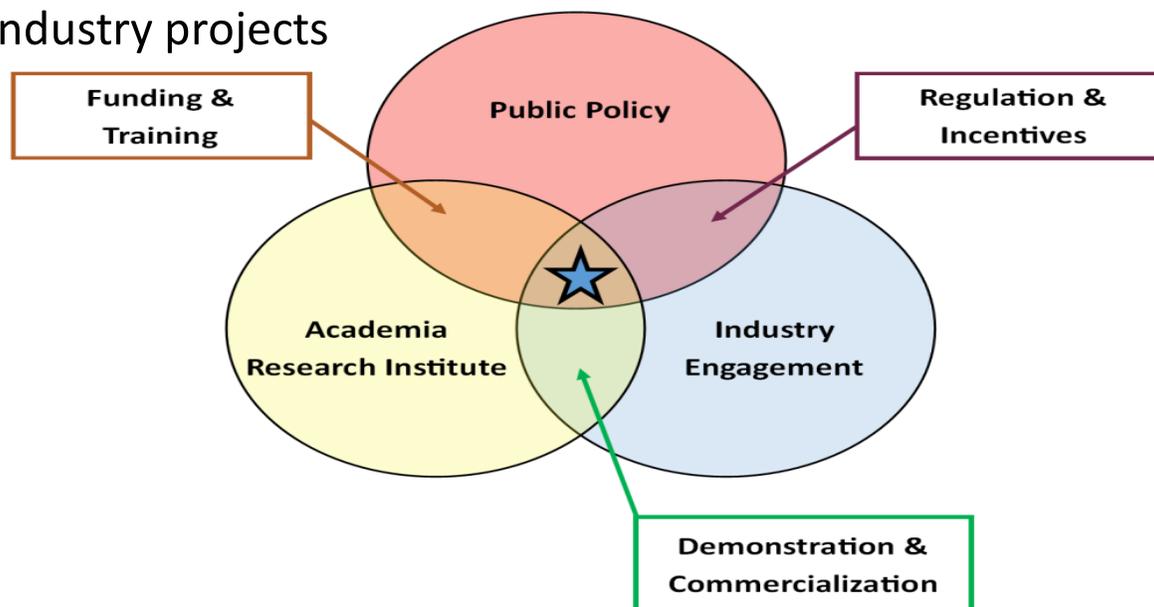
- Networking activities
- Facilitate collaboration
- Strengthen the knowledge base
- Improve practices and efficiency
- Attract investors and talent
- Communications and marketing
- Drive commercialization
- Connect to education and training
- Advocacy and awareness

Innovation collaboration

- Set research priorities
- Facilitate funding / financing
- Accelerate tech development
- Joint industry projects

Knowledge collaboration

- R&D and education initiatives
- Build international relationships
- Direct Advisory services'



Memorandum of Understanding Details

- Will underpin the specific collaboration needed to advance the Maritime Blue plan.
- As part of the MOU, the Port and Maritime Blue will establish annual work plans
- These plans will include goals, metrics, outcomes and funding needed to successfully support maritime accelerator initiatives, workforce training programs and a host of other Maritime Blue initiatives
 - Pending contract between Port and Maritime Blue will further delineate priorities, resources and desired outcomes