

Maritime Blue/Port of Seattle Partnership

Advancing Washington State's Maritime Industry



Advancing Maritime Innovation

- Seeking authorization for to execute contract with Maritime Blue to advance maritime economic development initiatives
- Seeking competitive waiver for \$200,000 one-year contract



Maritime Innovation Initiative Progress

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

“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



Advancing Maritime Blue Partnership

Agreement will support:

1. Developing and piloting a maritime accelerator program that will nurture promising maritime companies and entrepreneurs;
2. Developing financing networks and programs for small and emerging maritime companies;
3. Advance development of the Port's maritime innovation center
 - Provide administrative support for the maritime innovation center advisory committee
4. Supporting forums, projects and strategies to reduce maritime greenhouse gas emissions; and
5. Advancing and advocating for maritime workforce development

“Virtual Accelerator”

Maritime Blue would select a contractor to develop and pilot the accelerator program:

- Market program extensively
- Create candidate selection process, entrepreneurial education and coaching process, and related Capstone event at end of program
- Operate the pilot accelerator including provision of space (virtual accelerator)
- Provide evaluative report at end of initiative including lessons learned and suggested refinements for the future



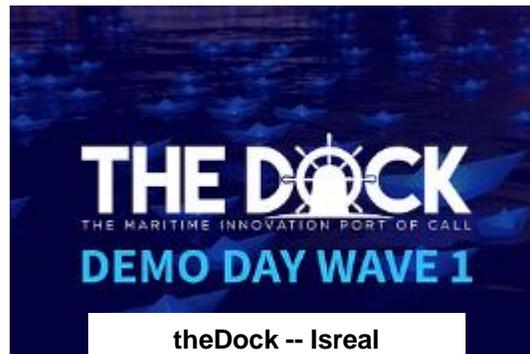
New York Maritime Innovation Center Hackathon

The region's first Maritime Accelerator

- Virtual Accelerator program based on visits with local accelerators and international maritime accelerators
 - Retain firm that can develop and implement pilot accelerator
 - Recruit 8-10 promising maritime ventures with growth potential
 - Companies would go through 3-month intensive coaching process
 - Companies would be paired with appropriate mentors
 - Companies would pitch to investors/stakeholders at Capstone event



Port XL - Rotterdam



theDock -- Isreal



Katapult Ocean -- Oslo

Benefits to Incubator/Accelerator Companies

- Reduced barriers to entry
- Networking and mentoring
- Increased visibility and stature
- Exposure to investors and funders
- Increased company valuation



SURF Incubator in Seattle helps early stage high-tech companies

Improve Access to Capital for Maritime Companies

Maritime Blue will support maritime innovation by improving access to capital for early stage maritime companies:

- Maritime Blue (MB) is already completing a comprehensive analysis of funding environment for maritime industry
- MB wants to use study to drive development of maritime venture fund and increase deal flow
- It will also use maritime accelerator to showcase maritime investment opportunities

next street

“At VC funds and accelerators, maritime industry isn’t that big. [The solution is] to map who’s doing what and create a hierarchy of needs and prioritize techs where there are multiple uses and needs”

Maritime robotics researcher

Initial Findings: Maritime Finance Landscape Analysis

- **Very few equity providers are focused on maritime** – they are either not knowledgeable or interested because of government regulations and concerns about scaling and exit potential
- In the U.S., the maritime enterprises that are successful in raising equity investments are typically those with **broader tech applications**, as there is a robust tech investment ecosystem that investors understand.
 - Local maritime investment possibilities appear to be non-core maritime industry segments (which tend to be more technology-focused) and some aspects of water transportation and shipping;
- There is a particular need for **early-stage capital**, especially in core maritime
- **Government initiatives** can help catalyze small business development
- **Foundations and grant capital** can play a critical role in de-risking investment
- Building **strategic “capital stacks”** important
- Importance of **technical assistance** alongside capital

Reducing Maritime Greenhouse Gas Emissions

Maritime Blue will work collaboratively with the Port and other stakeholders to reduce greenhouse gas emissions:

- NW Ports Clean Air Strategy Update
- Seattle Harbor electrification planning
- Industry engagement and Demonstration Project management
 - Digital solutions for efficiency
 - Technology standardization
 - Infrastructure improvements



Maritime Workforce Development

Maritime Blue will partner with the Port, workforce development agencies and other stakeholders to address challenges and opportunities facing the maritime industry:

- Support the growth and sustainability of the Youth Maritime Collaborative for an inclusive and diverse pipeline aligned with CCW.
- Convene forums with maritime employers to identify current and future workforce demands
- Help develop specific training programs and initiatives

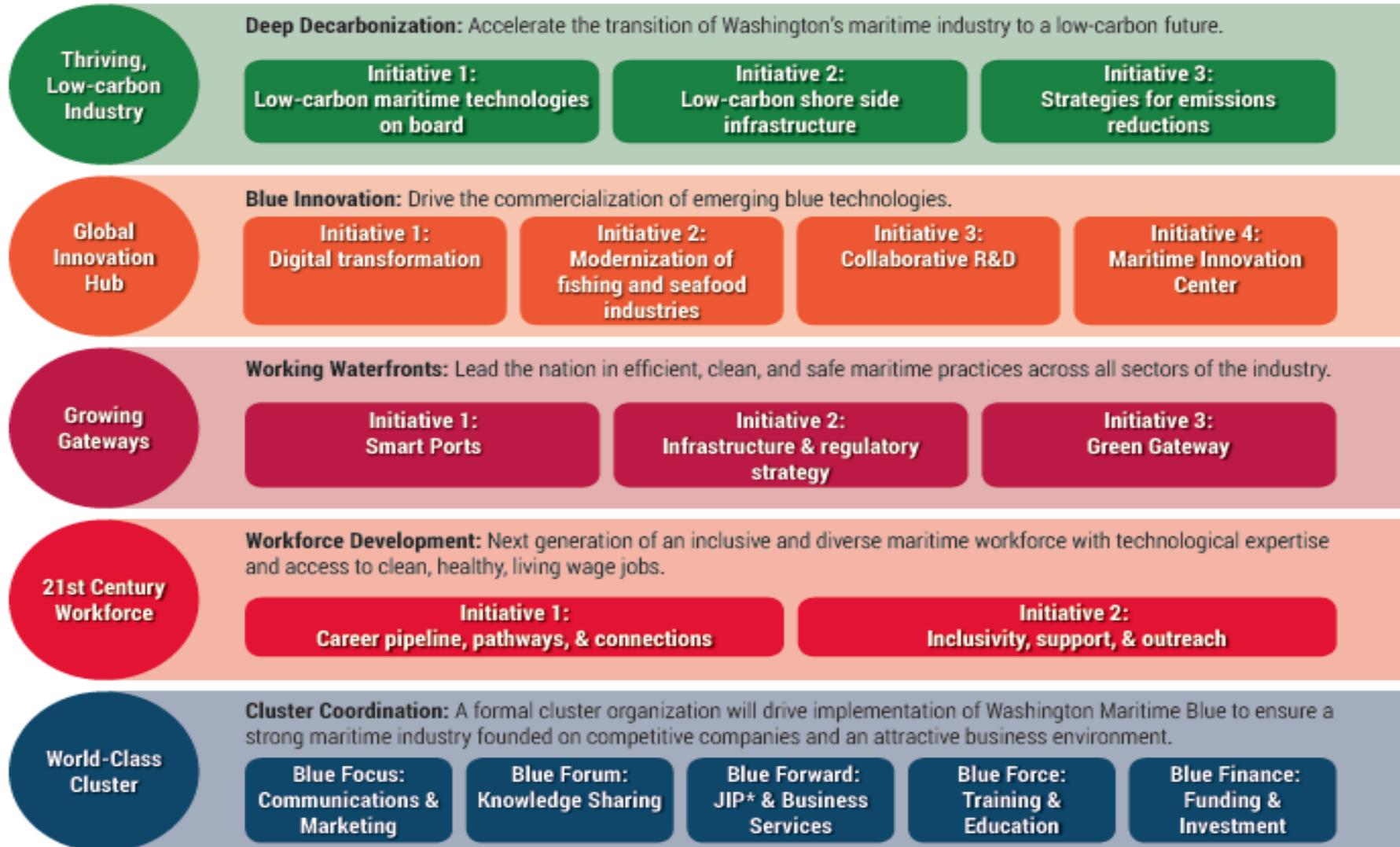


Appendix

Maritime Innovation Center Advisory Committee

- Joshua Berger, WA Dept. of Commerce
- Andy Stewart, UW Applied Physics Lab
- Stephanie Harrington, UW College of Fisheries/Environment
- Amy Sahlin, UW Burke School of Entrepreneurship
- Mike White, Pacific NW Laboratories (PNNL)
- Angela Becker-Dippmann, PNNL
- Christian Meinig, NOAA
- Cosmo King, I/O Currents
- Berit Eriksson, Sailor's Union
- Larry Brown, WA State Labor Council
- Will Ayers, Elliot Bay Design Group
- Ed Paulsen, Bering Sea Crabber
- John Lockwood, Systems Integrated
- Brock Mansfield, Salmon Fund
- Elizabeth Scallon, WeWorks Innovation Lab
- Lara Petursdottir, Pacific NW Ocean Cluster
- Rocque Deherara, City of Seattle
- Kristian Alcaide, Pingle
- Jennifer States, DNVGL
- Fred Felleman, Port of Seattle Commissioner
- Sandy Kilroy, Port of Seattle
- David McFadden, Port of Seattle
- Kenny Lyles, Port of Seattle

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'

