



A Strategic Alliance for Maritime Innovation and a Sustainable Blue Economy

Washington Maritime Blue An Innovation Cluster Organization



Washington Maritime Blue is a non-profit (501c3), 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.



Strategic Focus & Leadership in the Blue Economy

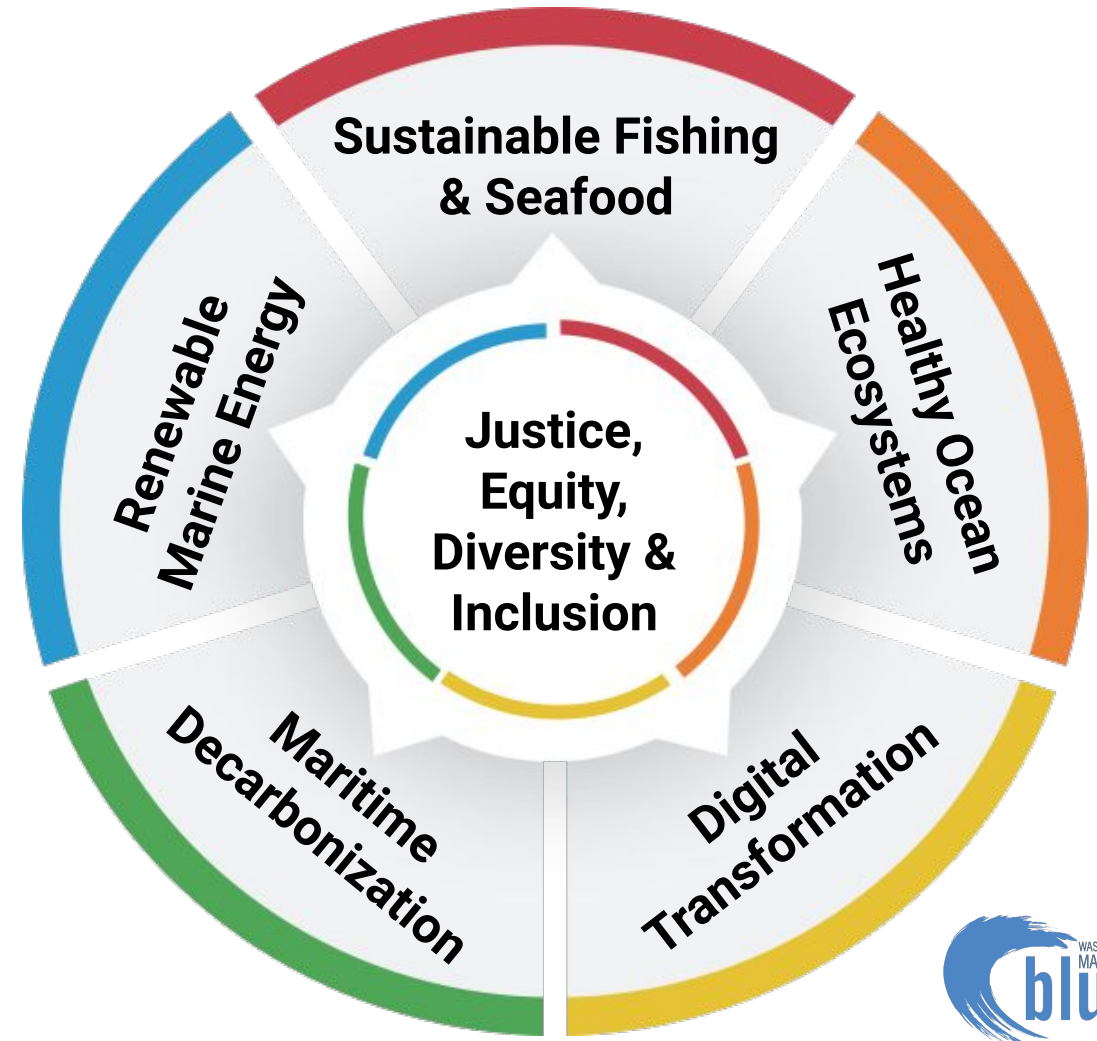


This we KNOW

Ocean based solutions and the Blue Economy are critical for addressing the climate crisis while supporting thriving and equitable communities with significant economic opportunities.

HOW we do it

Ocean/Maritime Innovation Clusters activate and catalyze public/private/philanthropic capacity to accelerate innovation, investment, and community development.



Industry Members



Community Partners



A Strategic Alliance for Maritime Innovation and a Sustainable Blue Economy

Research Institutions



Public Partners





Impactful Programs to Accelerate the Blue Economy



Blue Ventures

Supporting Entrepreneurship and Capital Investment for Ocean-based Solutions



Joint Innovation

Collaborative Initiatives and Project Management for Innovation and Development



Equity Engagement

Career Connected Workforce and Employer Development through an Equity Lens



Quiet Sound

Reducing Impacts on Southern Resident Orcas from Large Vessels



Members come together through **Strategic Initiatives & Joint Innovation Projects (JIPs)** to collaborate and implement key demonstration projects to accelerate Ocean health and the Blue Economy



Collaborations and Strategic Initiatives

The logo for Quiet Sound features the words "QUIET SOUND" in a bold, sans-serif font. "QUIET" is in dark blue and "SOUND" is in orange. A blue wavy line passes behind the text.

A Voluntary Program to Reduce the impacts to Southern Resident Killer Whales from large commercial vessels.

The logo for Washington Maritime Blue Wind features a blue brushstroke graphic on the left. To its right, the words "WASHINGTON MARITIME" are in small blue capital letters above the words "blue Wind" in a larger, bold, blue sans-serif font.

A Collaborative Approach to Equitable Benefits from Floating Offshore Wind Supply Chain Development.

The logo for PNW H2 features the text "PNW H2" in a bold, sans-serif font. The "H2" is white and set within a blue circular shape. To the right of this circle are two overlapping blue circles of varying shades.

Facilitating Port and Maritime Advisory Input for the Pacific Northwest Hydrogen Hub Development.

The logo for Green Shipping Corridors features a green circular graphic on the left containing a stylized map of shipping routes and a ship icon. To its right, the words "Green Shipping Corridors" are written in a green, sans-serif font.

Supporting the Development of Green Shipping Corridors in the Pacific Northwest.



Studies & Analysis

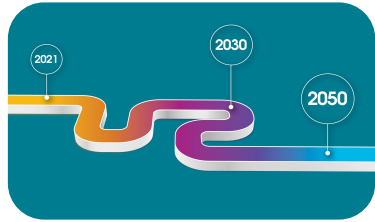
Underway



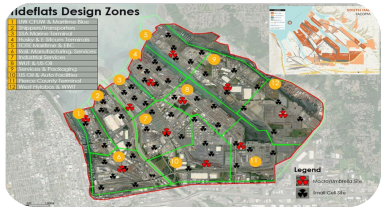
Safety Study for Decarbonization of Fishing



Completed



Sustainable Maritime Fuels Roadmap



Tacoma Tideflats 5G Use Case & Feasibility Study



Maritime Electrification for Utilities





Joint Innovation Projects



Zero-Emission Foil Fast Ferry: from Concept to Demonstration



Tacoma Blue Edge Network & Innovation Lab



Green Hydrogen Shore Power: Formic Acid as a Liquid H2 Carrier





Activating the Regional Supply Chain for Floating Offshore Wind

Mission

Maritime Blue Wind is a nonregulatory coalition to support strategic development and activation of Washington's participation in the West Coast-wide Floating OSW supply chain through a collaborative and community benefits approach.

Objectives

- Convene the Cluster of activity, stakeholders, and partners
- Identify and map WA's full value and supply chain available to support floating offshore wind along the West Coast of US
- Understand the economic, community, and workforce development opportunity for our region through focused convenings/workshops
- Develop a strategy for and activate WA's participation in the West Coast OSW Supply Chain through inclusive workshops, studies, and convenings to ensure it's done in a way that is: **Equitable, Sustainable, & Profitable**



Tacoma Blue Edge Network

Maritime Manufacturing & Port Operations





Supporting **entrepreneurs and startups** in maritime, ocean, and related sectors building the Blue Economy





Our Blue Ventures Programs

Our growing innovation programs work to support founders and startups at every stage of their journey.





Best In Class Mentor Based Programming

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.

1-1 sessions with matched professionals and leaders in your field and market.

Full access to the Maritime Blue Cluster of Industry, Research, Public Agencies and Community Organizations.

Our Programs have **IMPACT**

56 Startups Engaged since Jan 2020

Wins and Deals

- \$400M + in 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.

Demographics

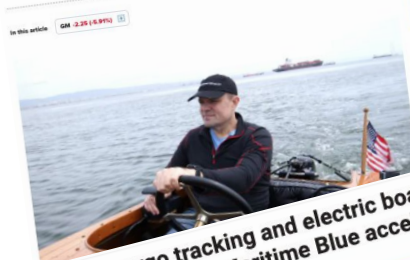
Local - 65% PNW // 35% other
Gender - 70% male // 30% female or NB
Race/Ethnicity - 64% white // 36% BIPOC
Identify as Underrepresented - 46%

GM takes a stake in electric boating start-up Pure Watercraft

Published Mon, Nov 22 2021 11:39 AM EST | Updated Mon, Nov 22 2021 12:04 PM EST

by Lara Kolodny

- KEY POINTS**
- General Motors acquired a 25% stake in Pure Watercraft, a Seattle start-up that makes fully electric outboard motors for boats of all kinds.
 - GM is under pressure to deliver on its promises of going "all in on electrification."
 - With their investment, GM will become a supplier to Pure Watercraft and co-developer of fully electric boating products.



Uber, Virgin Galactic Founders Invest in Advanced Tech Startup Allosense



Consider supporting our work. Every dollar supports our mission to report on San Antonio's startup community. Thank you!

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Startups San Antonio

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Email: _____

Name: _____

Subscribe

Help snacks, cargo tracking and electric boat engine startups part of Maritime Blue accelerator

BY LISA STYLER on January 5, 2022 at 3:07 pm

Share 20 Tweet 0 Email



The 10 companies participating in Maritime Blue's third accelerator (Maritime Blue image) Maritime Blue, a Washington state public-private coalition promoting marine-related technologies, has announced the 10 startups participating in its 2022 accelerator. Seven are from Washington or Oregon.

The cohort includes four female founders and two teams led by people of color, which supports a deliberate effort by the accelerator to bring diversity into the historically white and male dominated marine sector.

"We are very eager to help drive momentum for this eclectic group of startups, each delivering unique value into our region's blue economy ecosystem, from help to global supply chain solutions," said Joshua Berger, founder and CEO of Washington Maritime Blue.

This is the third year of the Maritime Blue Innovation Accelerator. The mentoring program runs for four months, culminating in a startup showcase in May.

Past participants include Discovery Health, a company remote healthcare services for workers on marine vessels that has grown to employ more than 200 people, Silverback Marine, a Seattle boat building and design company that won a grant from Pure Watercraft to build an all-electric vessel for the Port of Lopez.

The Port of Seattle and the Washington Department of Commerce are supporters of the program.

The Maritime Executive

INTELLECTUAL CAPITAL FOR LEADERS

ERMA FIRST Acquires World's Smallest Ballast Water Treatment System



Illustration courtesy oneTANK
PUBLISHED JUL 26, 2021 7:43 PM BY GLOSTEN

Global ballast water equipment manufacturer ERMA FIRST is bringing the world's smallest and easiest to install ballast water treatment system to the international market through its acquisition of US firm oneTANK LLC.

oneTANK, a subsidiary of naval architecture and marine engineering firm GLOSTEN, has developed a small scale innovative, low-cost, IMO Revised G8 Code and





H O M E O S T A S I S



Blue Innovation Fund

Raising an early-stage investment fund to build on the world-class cluster and programs that exist here in Washington and the Greater NW.



Clean Oceans & Climate Solutions



Maritime Transformation



Sustainable Fisheries

2024–2027 Deployment Period
Sourcing innovation globally / Accelerating in Seattle



Brock Mansfield
Managing Partner
Blue Innovation Fund



Jean-Noel Poirier
Managing Partner
Blue Innovation Fund





Fostering an
equitable and diverse
21st century workforce
through career
connected learning and
employer driven
engagement



The Carrick Bend Knot

Its purpose is to connect two lines of different type and size. It's particularly appropriate for very heavy rope or cable that is too large and stiff to be easily formed into other common bends. It will not jam even after carrying a significant load.



Equity Focused Workforce and Employer Engagement Programs

Youth Maritime Collaborative (YMC):

A collaboration of youth serving, and public-private entities identifying pathways, sharing best practices, and collective engagement through career awareness and experiential events.

Youth Maritime Accelerator Project:

Summer-long, youth focused, paid internship program. 8 weeks with cohort learning modules and wrap around services including DEI training and support for employers.

Maritime Blue Career Launch Program:

3-Month, full time paid internship program with wrap around services, employer, commitments, and DEI training and support for employers.





Impact

We champion diversity, equity and inclusion through continuous operational and interpersonal mindset change and recognizing the important intersection of environment, sustainability and racial equity.

2020-2023

Total Interns Served: **72**

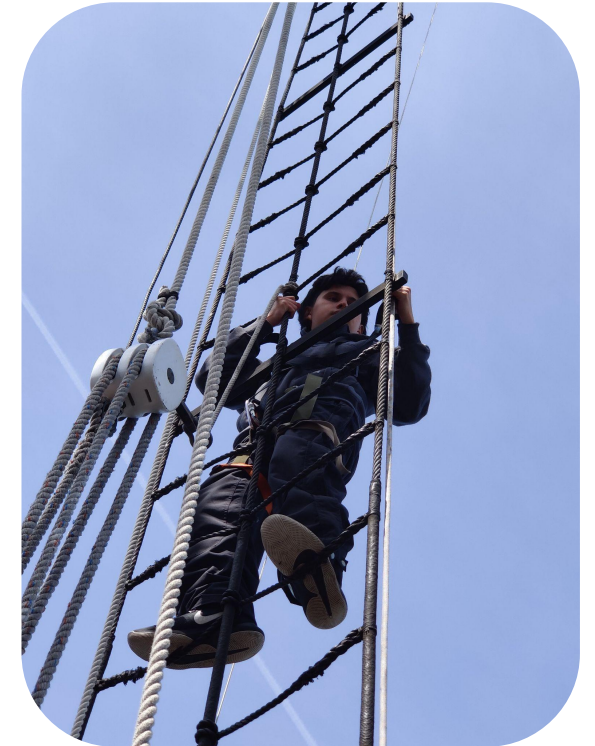
Total Stipends Delivered: **\$145,000**

Total Career Awareness Events: **34**

Total Youth Served: **358**

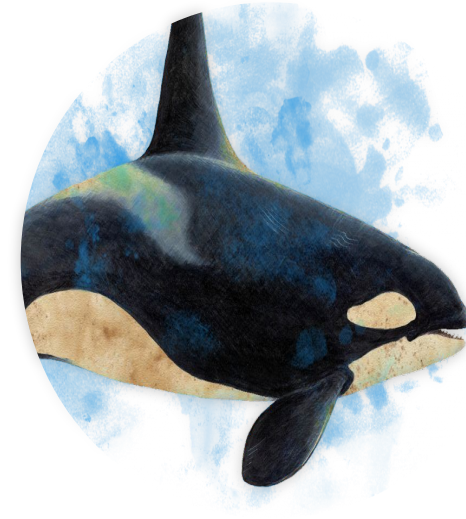
Total Employer DEI Training: **31**

Race/Ethnicity Demographics of Youth Served:
African-American 23.3%, Hispanic/Latino 42.1%, Asian 28.5%, Caucasian 6.1%





QUIET SOUND



A collaborative, non-regulatory program to **reduce the impacts to Southern Resident Killer Whales** from large commercial vessels

QUIET SOUND

A collaborative, non-regulatory program tasked with understanding and mitigating the acoustic and physical impacts from large commercial vessels on the critically endangered Southern Resident killer whales in Washington waters.

With thanks to our 2023 funders:



Quiet Sound Leadership Committee Members



Parameters of the 23-24 slowdown

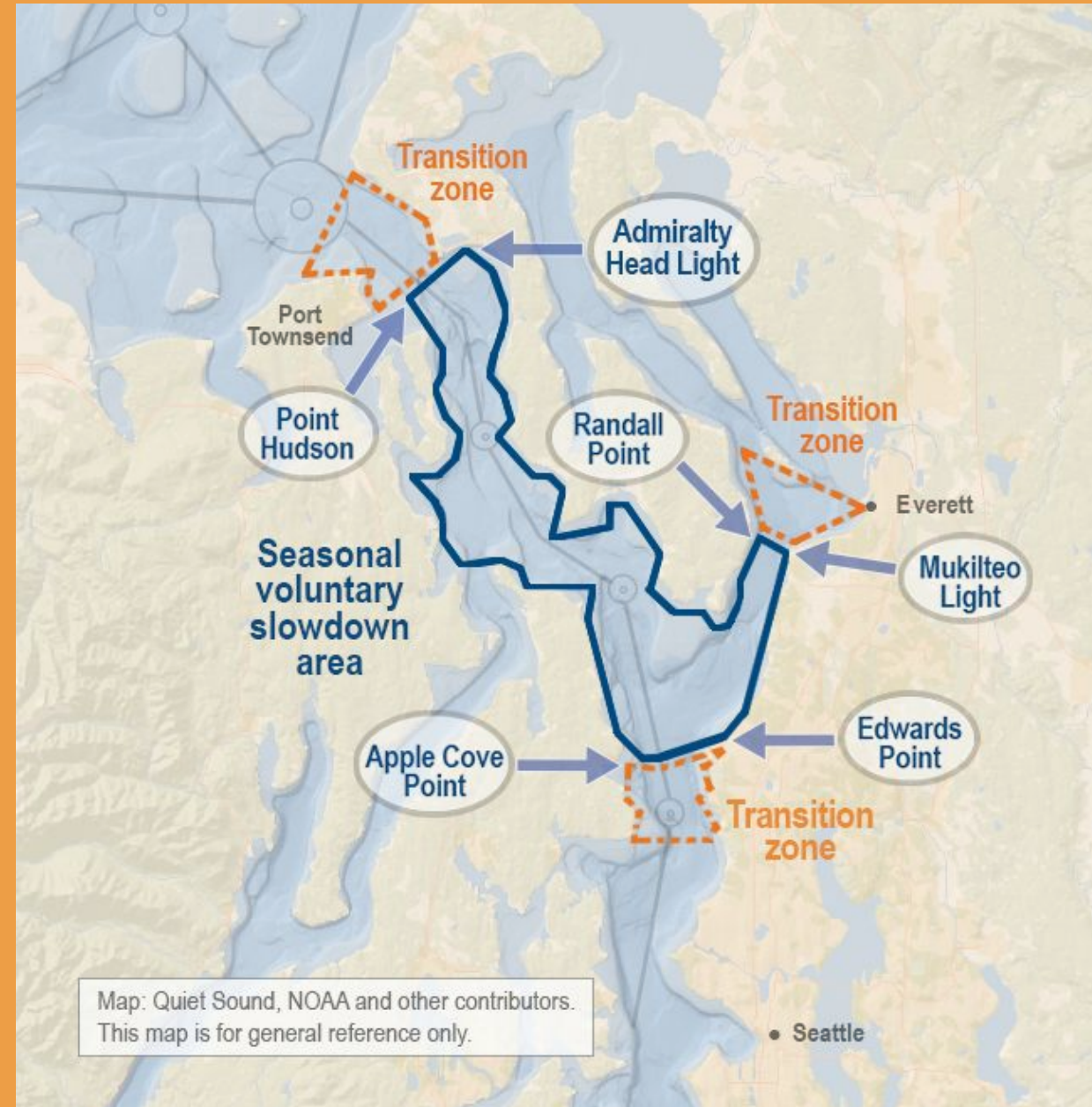
Dates: October 12, 2023-January 12, 2024

The voluntary vessel slowdown began once SRKW were observed in the slowdown area on or after Oct 1, 2023. This slowdown has a fixed end date.

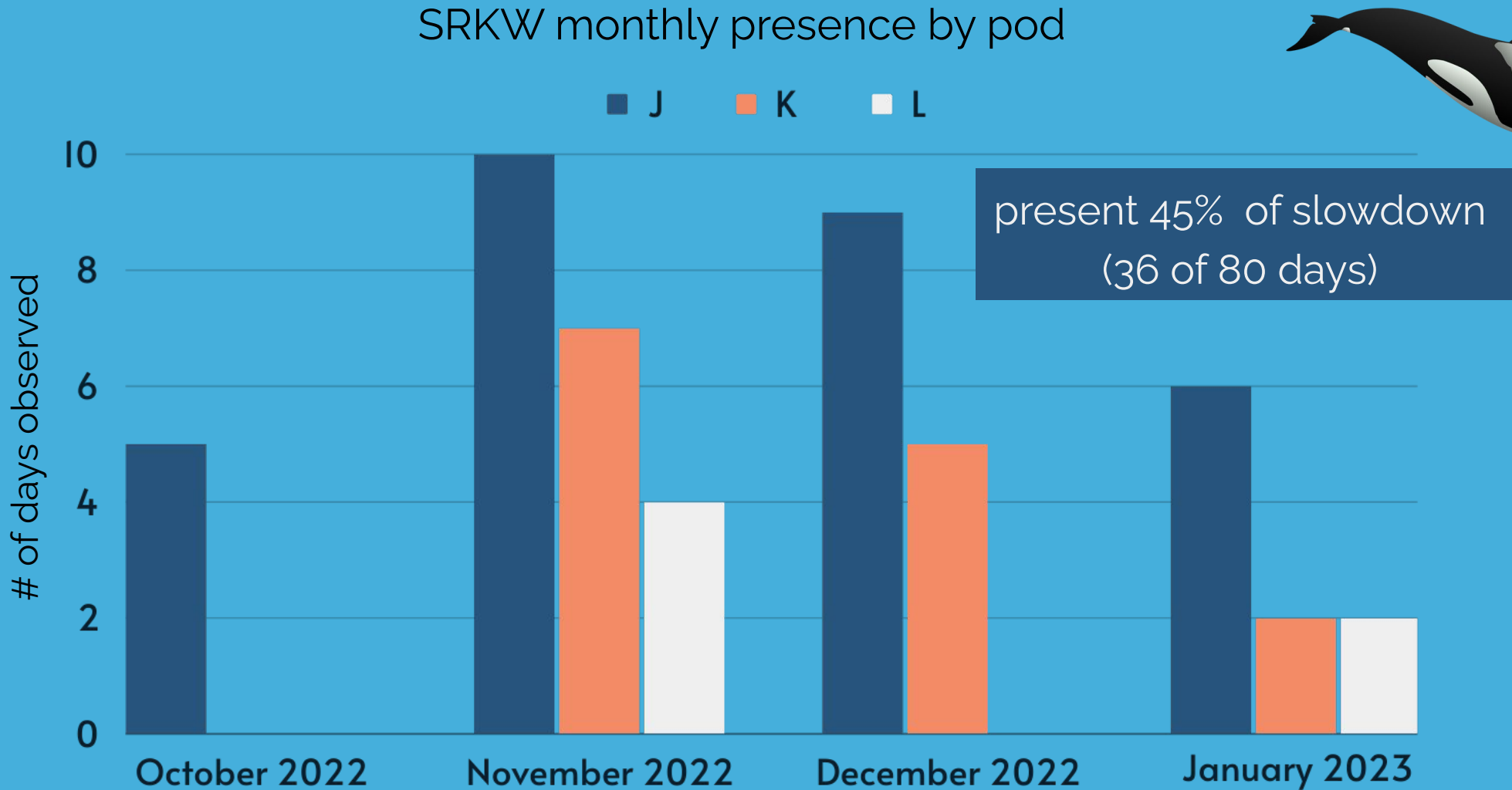
When safe and feasible to do so, transit at or below:

- **14.5 knots** – speed through water or less for **vehicle carriers, cruise ships, and container vessels**
- **11.0 knots** – speed through water or less for **bulkers and tankers**

Turn off ultrasonic antifouling devices in SRKW critical habitat.

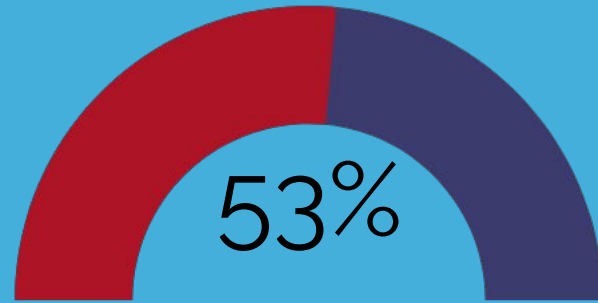


2022-23 Orca Presence During Slowdown

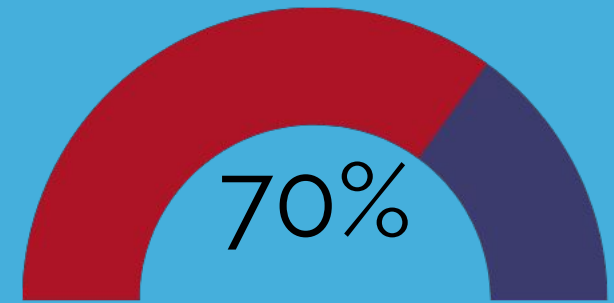


The Impacts of Vessel Participation: Seasons 1 & 2

Season 1, 2022-23
Weeks 1-12



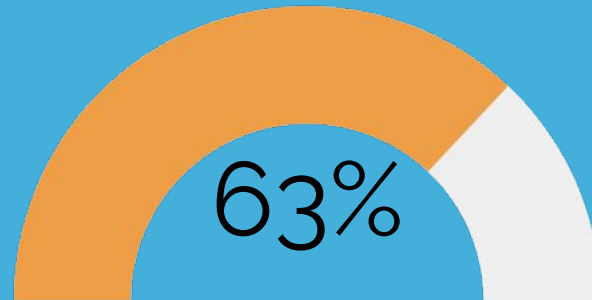
fully met speed targets



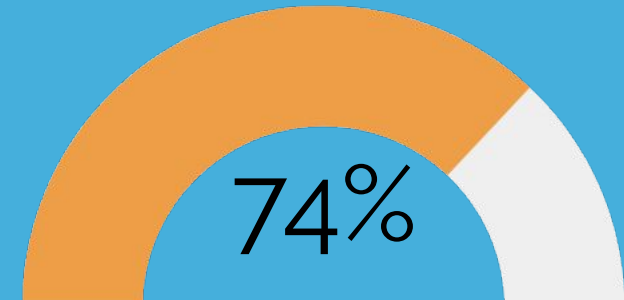
reduced speed

Median broadband sound levels were reduced by 2.8 decibels, a **45%** reduction in sound intensity

Season 2, 2023-24
Weeks 1-6
(halfway point)



fully met speed targets



reduced speed

Hydrophone is in the water now collecting sound data that we'll use to calc. noise benefits in 2024.

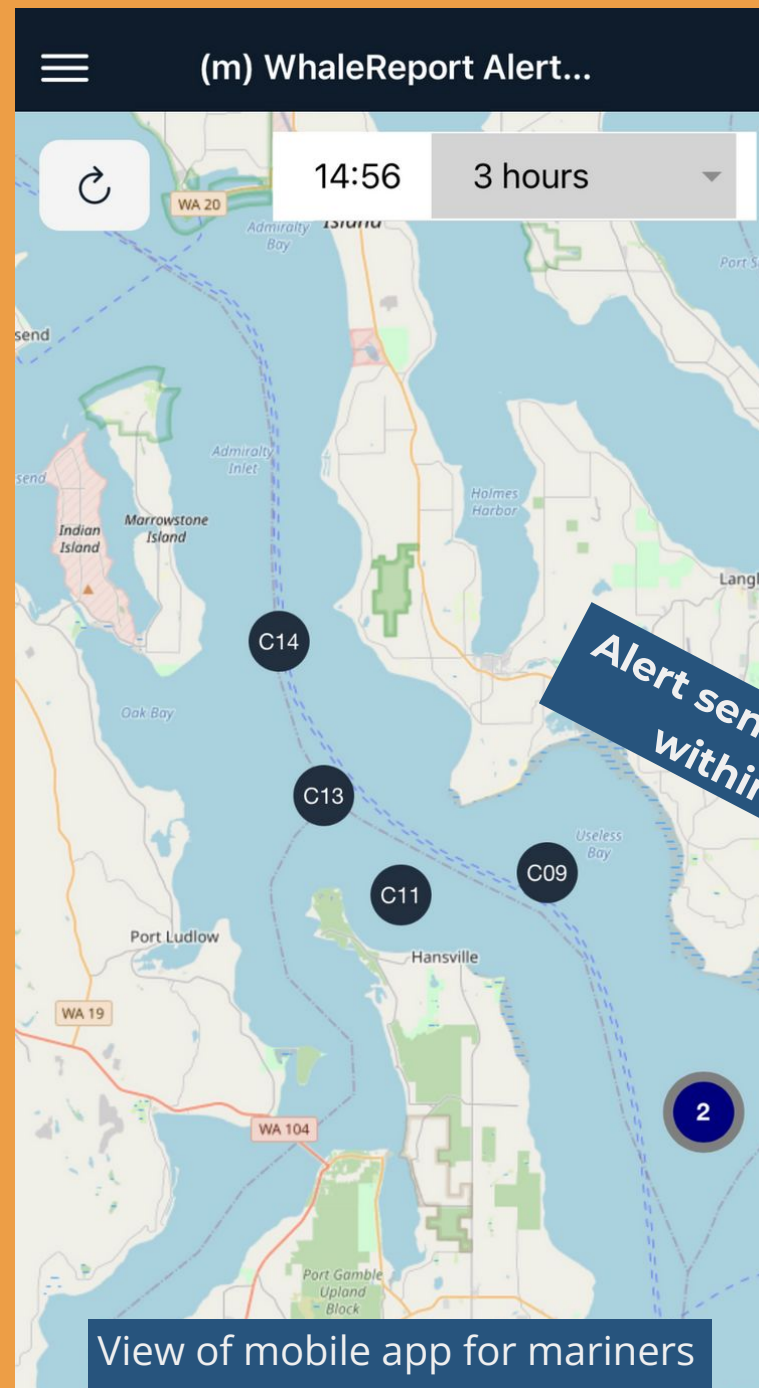
Further Develop the WhaleReport Alert System

2023 Milestones:

- API completed
- Local sightings network data added to WRAS to provide mariners with real-time, location specific information

Project partners:

- Orca Network
- Ocean Wise
- Conservation



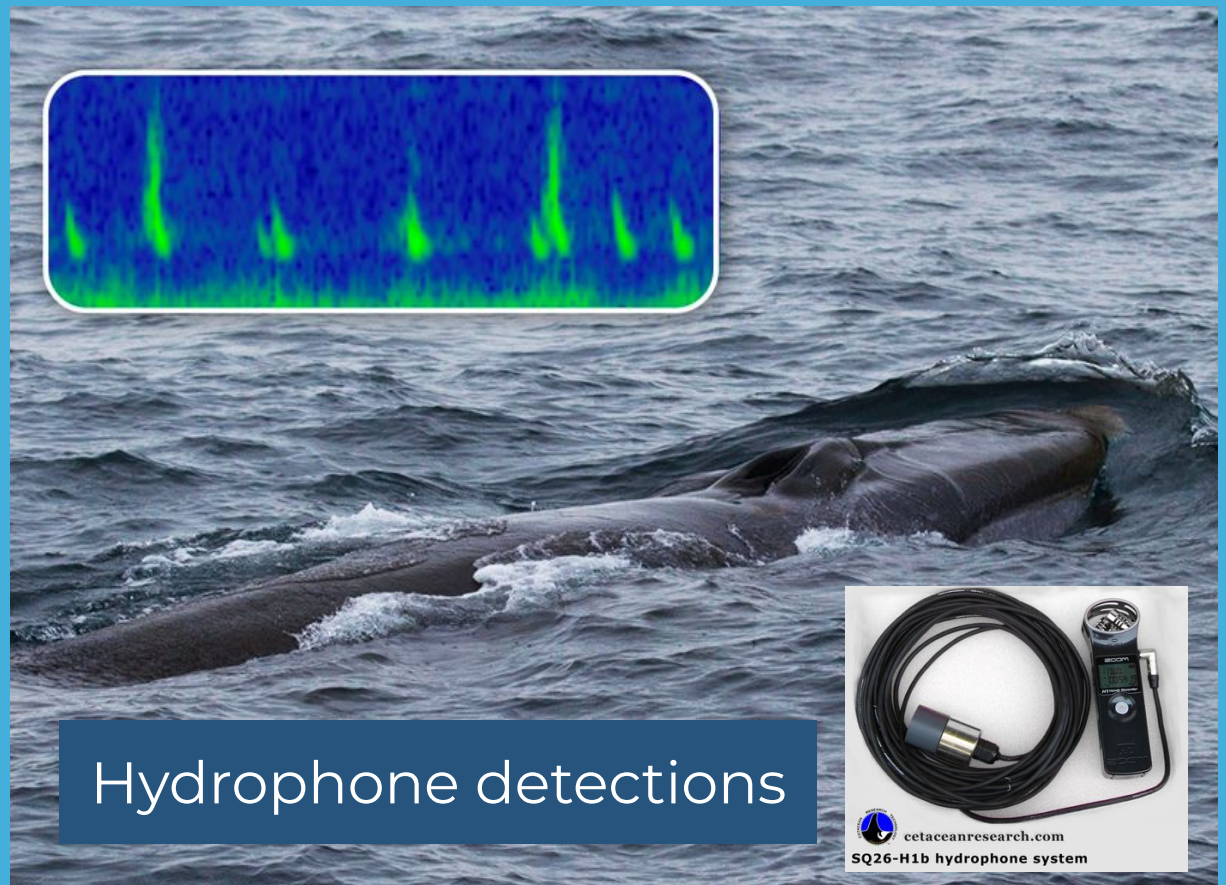
Alert sent to mariners
within 10 nm



■ What's upcoming for WRAS



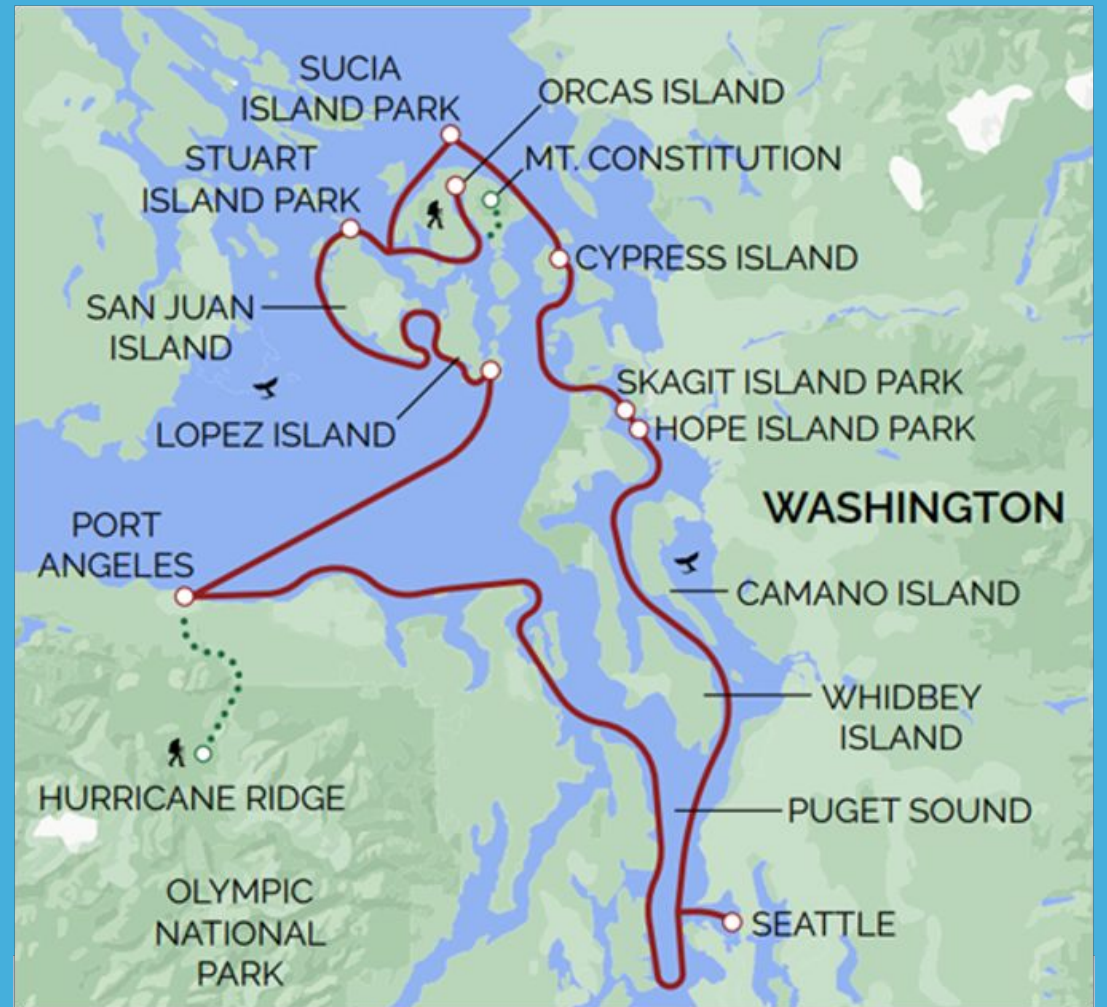
Alerts to navigational instruments



Hydrophone detections

Support Maritime Innovation - Whale Sensing Challenge

- UnCruise Adventures won challenge to develop autonomous, ship-mounted whale sensing system, funded by the federal government
- 2023 sea trials tested infrared camera and video analytics to detect whales within 1 nautical mile
- Next steps - integrate whale detection to navigational software to alert the crew





Part of a Global Enterprise for the Blue Economy

AOC
ALASKA OCEAN CLUSTER

ICELAND OCEAN CLUSTER

Norwegian Centres of Expertise
NCE Maritime CleanTech

Katapult Ocean

WASHINGTON MARITIME
blue
CANADA'S OCEAN SUPERCLUSTER

SOA

COVE
centre for ocean ventures & entrepreneurship

SeaAhead
BlueTech Innovation

POLE MER
MÉDITERRANÉE

FORUM OCEANO
Associação da Economia do Mar

PORTXL
AMIC
ATHENS MARITIME INNOVATION CENTER

AltaSea
AT THE PORT OF LOS ANGELES

BRAID THEORY

MIST
MARITIME INNOVATION SUPERCLUSTER

NYMIC
NEW YORK MARITIME INNOVATION CENTER
At SUNY Maritime College

OCEAN EXCHANGE

THE DOCK

Bluetech
ACCELERATOR
CREATING A NEW

NaMICPA

OCEAN INNOVATION CONSORTIUM

HATCH
Aquaculture Accelerator

TMA BlueTech
Promoting BlueTech & Blue Jobs

Seaphia

Brazilian Blue Initiative

Bluetech
ACCELERATOR

techstars

EASTERN PACIFIC SHIPPING
ACCELERATOR

PIER71

UN SUSTAINABLE DEVELOPMENT GOALS

OECD

UN GLOBAL COMPACT
United Nations Global Compact

NELSON MANDALA
MARITIME CLUSTER

GLOBAL MARITIME FORUM

BLUE ECONOMY
COOPERATIVE RESEARCH CENTRE

WORLD OCEAN COUNCIL



We seek to co-create a workplace culture and community that aligns with the values of the Blue Economy: diversity, equity, inclusion, and health.



Rachel Aronson
Director, Quiet Sound



Joshua Berger
President/CEO



Robert Brown III
Program Manager,
Equity Engagement



Cassidy Fisher
Director,
Joint Innovation



Veasna Hoy
Director,
Equity Engagement



LeAsia Johnson
Manager, Youth Programs



Karina Martija-Harris
Manager, Tacoma
Maritime Incubator



Caitlin O'Morchoe
Sr. Manager, Quiet Sound



Jean-Noel Poirier
Executive in Residence



Daniel Pulse
CFO (Interim)



Camille Smith
Contract & Finance Manager



Devon Thorsell
VP of Operations



Sara Adams
Graduate Fellow

Funding Partners

Committed to a diverse funding model, Maritime Blue works with a broad set of funders and manages multiple contracts with federal, state, and local entities as well as private funders from both the corporate and philanthropic sectors.





Board Leadership

Founded in October 2018, Maritime Blue has taken significant steps towards organizational sustainability by diversifying revenue, increasing operational capacity and Board leadership.

President/CEO Joshua Berger, Maritime Blue
Chair Simon Geerlofs, PNNL

W Joe Allen, Jamestown S'klallam EDA
Ann Avary, NW Center of Excellence for Marine
Caitlin Hardy, Kongsberg Maritime
Jason Jordan, NW Seaport Alliance
Cosmo King, ioCurrents
Nico De Golia, Microsoft / Center for Blue Economy

Vice-Chair Eleanor Kirtley, Green Marine
Treasurer Pat Beard, City of Tacoma

Stephanie Jones-Stebbins, Port of Seattle
Vesa Koivumaa, Wärtsilä
Sen. Liz Lovelett, WA State Legislature (ex-officio)
Patty Rubstello, Washington State Ferries
Chris Rye, TOTE Maritime



A Strategic Alliance for Maritime Innovation and a Sustainable Blue Economy

www.maritimeblue.org

#WaMaritimeBlue, #BuildBackBlue





**A Strategic Alliance for Maritime
Innovation and a Sustainable Blue Economy**

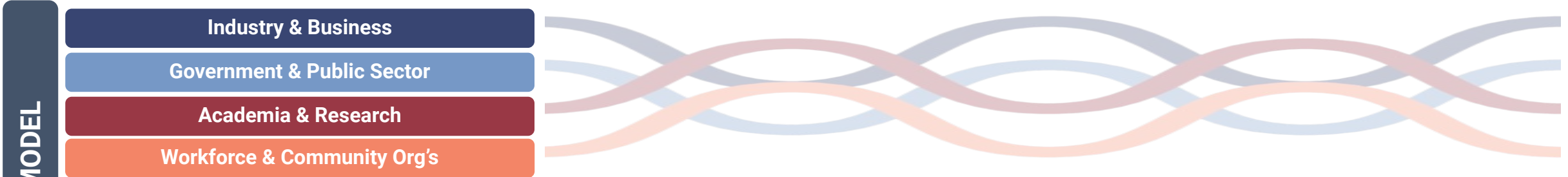
APPENDIX



Our Joint Innovation Cluster Model

OPPORTUNITY: Ocean-Based Climate Solutions can provide 21% of the emission reductions required by 2050 to prevent global temperature rise of 1.5°C and are essential to addressing the climate crisis, growing the blue economy, and supporting equitable communities.

CHALLENGE: Our foremost climate challenges sit at the intersection of the Blue-Green Economies, on, in, or near the ocean. Extensive collaboration is required to identify the technology solutions required, perform the R&D to achieve them, and connect this technology from the research community to the industry that will deploy and commercialize them while connecting to the communities that will harness them.

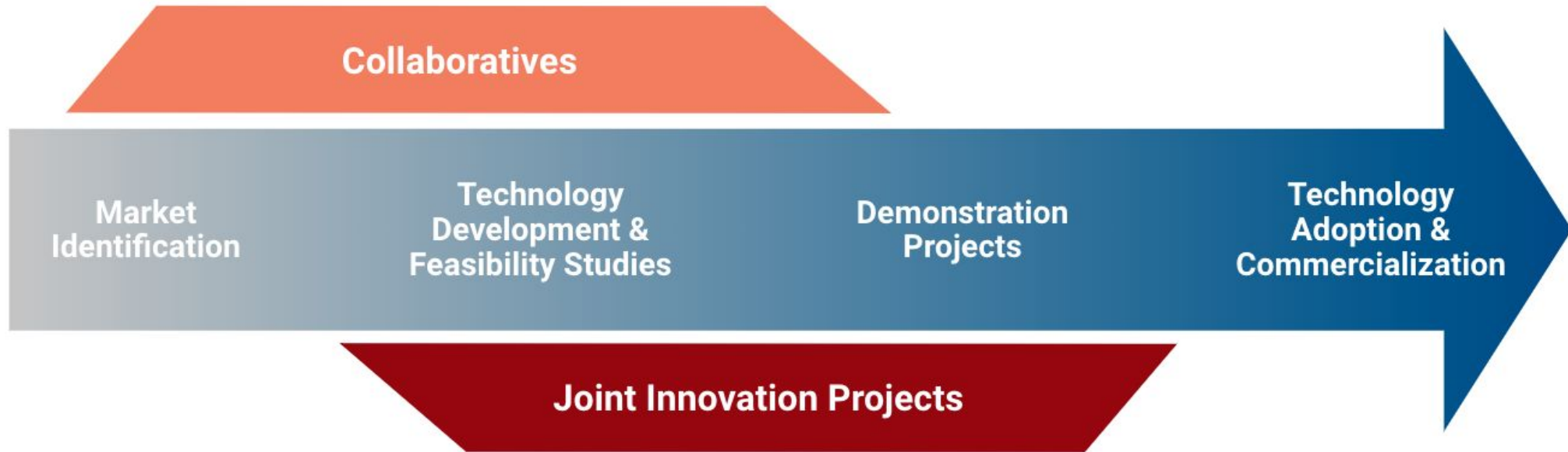


CLUSTER MODEL

Washington Maritime Blue seeks to leverage our innovation cluster – a proven, nationally-leading process for accelerating development and up-scaling ocean-based climate solutions to full commercialization through collaboration. We build upon our existing relationships across public, private, and philanthropic institutions. Programs are targeted to facilitate collaborative joint innovation, address equitable workforce development, and build an entrepreneurship ecosystem for technological innovation for decarbonization, digitalization, and sustainable ocean development, all through an equity lens.



Why does it work?



- Collaborative partnerships with Public/Private/Philanthropic sectors
- Parallel paths of scope, reaching across full value and supply chains
- Place-based work accessing local, regional and global partners
- Hybrid funding models to layer capacity and capital/investment

Tacoma Tideflats 5G Network Feasibility Study



Supporting
Partners



Tacoma Blue Edge Network

Maritime Manufacturing & Port Operations



Tacoma Blue Edge Network

Entire Site



Propagation Plan



Equipment Location



Customers

- 1 Invoicing to Commerce – July 19th
- 2 Construction – Sept 22nd – Oct 30th
- 3 Turn up – November 5th



Tacoma Blue Edge Network

Use cases developed from interviews with the 5 customers and the Port feasibility study



Native 5G Connected Hi-res Cameras

1. Security in hard to reach places
2. Truck and Trailer Identification Touch Points



Ship-to-Shore Private Connectivity

1. Boats in Commencement Bay, at the docks, and sea trials
2. Satellite to P5G when in port with SD-WAN to each enterprise



Connected Workers

1. Industrial tablets and handheld devices like phones and scanners
2. Fixed Wi-Fi in hard-to-reach places



Connected Vehicles

1. Roaming Wi-Fi with Private to Public 5G roaming (ex. Trucks)



IoT Sensors

1. 5G and LoRa WAN environmental monitoring sensors (ex. Water)

Tacoma Blue Edge Network

Technology & Startup Innovation Partners - Open Port Innovation Lab / Incubator





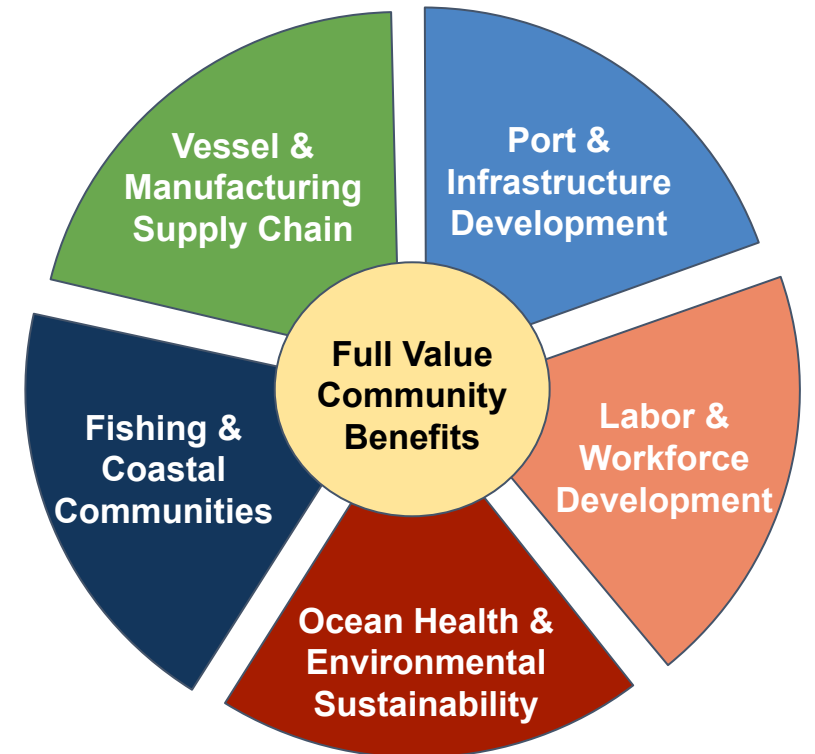
Activating the Regional Supply Chain for Floating Offshore Wind

Mission

Maritime Blue Wind is a nonregulatory coalition to support strategic development and activation of Washington's participation in the West Coast-wide Floating OSW supply chain through a collaborative and community benefits approach.

Purpose

Maritime Blue Wind aims to channel its expertise in the development and execution of research, strategies, and management of projects to better understand the opportunities for community, industry, and workforce development within the activation of Washington's engagement in a West Coast floating offshore wind supply chain. At each step, Blue Wind works to create mechanisms to convene relevant parties around ensuring that this development is **equitable, sustainable, and profitable.**





Activating the Regional Supply Chain for Floating Offshore Wind

Objectives

- Convene the Cluster of activity, stakeholders, and partners
- Identify and map WA's full value and supply chain available to support floating offshore wind along the West Coast of US
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Framework

Leadership Committee

WA Commerce
 Blue Green Alliance
 Climate Solutions
 Renewable NW
 Port of Seattle
 Washington Maritime Blue
 Washington Public Ports Association
 Oceantic (frmly BNOW)
 WA State Labor Council
 ILWU & IBU
 Building and Metal Trades
 Machinists
Research Advisors
 Pacific Northwest National Lab
 UW-Pacific Marine Energy Center

Working Groups/Subcommittees



Community Engagement



Workforce Development



Supply Chain Mapping



West Coast Collaboration



Ports & Final Assembly



Vessel Needs &
Construction



Economic Cost Benefit
Analysis

Pacific Northwest Hydrogen Association



A circular, cooperative approach to hydrogen research and commercialization.

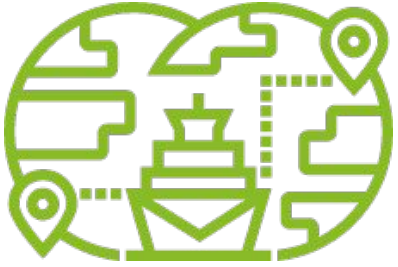
About

The Pacific Northwest Regional Hydrogen Hub is a collective of representatives from the private, government, academic, research and philanthropic communities. Our goal is to create a hydrogen center of excellence to develop and bring to market new solutions that can help us meet the nation's clean energy goals. PNWH2 is focused on the full lifecycle of hydrogen's potential, from research to operationalization with a keen eye on social equity and environmental justice as guiding principles.

Maritime Blue's Role

Washington Maritime Blue works as part of the PNWH2 Advisory Board and Working Committees to connect the Port and Maritime Community into the development of a DOE Hydrogen Hub proposal including feedback on supply chain, project development, and community benefit plans including DEI Workforce Development and the startup innovation ecosystem.

visit: www.pnwh2.com/



Pacific Northwest Green Shipping Corridor

Working with relevant stakeholders to explore and study feasibility and demonstration

Pacific Northwest to Alaska Green Corridor (PNW2AK)

A collaborative effort led by ports, industry, governments, and de-carbonization subject matter experts to explore a maritime green corridor aimed at accelerating the deployment of zero GHG emission ships and operations between Alaska, British Columbia, and Washington.

- Explore the feasibility, define the scope and application of the green corridor concept
- Enhance and support the emission-reduction efforts already underway
- Define governance structures, terms, and frameworks

PNW Gateway to Busan, Korea

A pre-feasibility study to explore potential green shipping corridor between the PNW Gateway and Busan, Korea as part of the US Department of Energy's Mission Innovation program.

In 2021, twenty-four countries, including the United States and Canada, signed the Clydebank Declaration and in doing so, committed to support the establishment of at least six green corridors by 2025 while aiming to scale up activity in future years.

Zero Emission Fast Foil Ferry Joint Innovation Project

CHALLENGE

Increasing need to improve mobility options while reducing emissions from traditional forms of transportation to achieve environmental justice for disproportionately impacted near-shore communities. Vision is to relaunch the Puget Sound “Mosquito” fleet & reduce vehicle traffic.

SCOPE OF WORK

Design and Demonstration of a zero-emission, clean transit concept for high-speed hydrofoil craft using lightweight carbon fiber hull construction. Accompanying impact analysis studies for development of business model.

BENEFITS

More efficient vessel, reduced emissions, improved commuter & transit options, quieting & strike avoidance to reduce marine mammal impacts, platform for WA manufacturing, innovation & economic development.



- Partners -



CHALLENGE

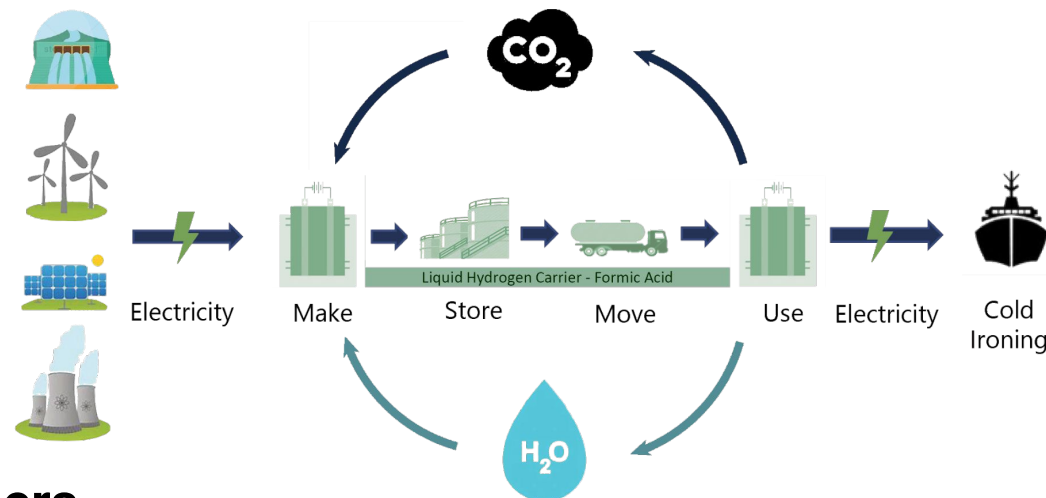
Alternative fuels and energy are needed to reduce emissions from transportation and port operations. Hydrogen shows great promise, if it can be generated at scale in our region from renewable energy, as well as stored and transported in a safe manner.

SCOPE OF WORK

- Demonstrate the concept of Formic Acid as a liquid hydrogen carrier
- Provide mobile shorepower solution for multimodal port applications
- Generate H₂ for fueling and electrical charging, enabling on-demand energy for cold-ironing services to berthed vessels

BENEFITS

Provides scalable local production and use for Hydrogen in ports that can be generated cost effectively and stored easily in the form of Formic Acid, Potential to show ports, utilities, and maritime end-users what can be achieved when H₂ is used at scale. Reduction of local CO₂ emissions through utilization of capture CO₂ and change in fuel by end-users.



- Partners -



CHALLENGE

Ports are unable to take advantage of emerging technology because the lack of infrastructure for networking, computing, and connectivity. We lack actionable data on solving our largest problems surrounding port and industrial areas

SCOPE OF WORK

Design and Install Pilot Network

- Install 5G and EDGE computing Network
- Access to Maritime Employers, Univ., & Utility
- Specific Use Case Planning
- Establish pipeline of relevant startups for demonstrations and early sales

BENEFITS

Tacoma would instantly become the most tech advanced regions in North America. We could more easily recruit companies to base here, knowing this infrastructure existed to prove their concepts, and we could become a global leader in new technology in the maritime sector.



- Partners -

