

## WHO WE ARE

Impact Washington is a statewide nonprofit organization that delivers Value Driven Solutions. We are a team of consultants, educators, and advocates who focus on small and mid-sized U.S. enterprises, and with access to public and private resources, we help them excel in every facet of manufacturing.

We have worked with 1,500 enterprises throughout the state, and with a 20+ year record, our team has a deep understanding of the opportunities and challenges that are unique to Washington State manufacturing.

## WHY WE EXIST

To support a healthy and vibrant manufacturing community in every corner of Washington State. A vibrant local community generates economic activity and raises living standards in the State and across the nation.



**\$927.5 MILLION**  
 increased sales/revenue

**\$333.6 MILLION**  
 new investments



**8,649 JOBS**  
 created/retained

**\$104.4 MILLION**  
 cost savings



\*Impact range 2017-2021

We invite you to engage with us:



#washingtonmfg #madeinwa

### Our Approach Makes Us Different

Impact Washington doesn't leave a to-do list for clients to navigate alone. We work in partnership with manufacturers to achieve impactful results. Our objective is not to implement these methodologies to clients or for clients but instead in collaboration with them, so manufacturers develop their in-house expertise, and improvements are sustainable. Our success is measured by our client's accomplishments.

### NIST MEP

Impact Washington is an affiliate of the National Institute of Standards and Technology's Manufacturing Extension Program (NIST MEP). The MEP Network helps create/retain thousands of high wage jobs in the United States each year. In 2021, MEP centers created or retained more than 125,746 jobs.

For every \$1,193 of federal investment, MEP helps to create or retain one manufacturing job. By creating jobs and improving manufacturing practices, MEP helps economic growth at all levels. In 2021, MEP clients reported \$3.9 billion in new sales, directly attributed to their work with MEP.

For every \$1.00 federal investment, the MEP network generates \$26.20 in new sales growth and \$34.50 in new client investments. MEP helps small manufacturers be more competitive by providing hands-on support to encourage innovation, create products, and train workers.





## BOUNCING BACK FROM COVID-19

The global pandemic continues to disrupt manufacturing and supply chains, and businesses struggle to cope with COVID-19 and its implications. In 2021 Impact Washington increased staff count to ensure all regions and business types were being served. We fully leaned into our position as a trusted manufacturing advisory.

Our client engagement process has evolved to include a no-cost Business Evaluation for every potential or current client. This simple but powerful first step systematically helps manufacturers identify their strengths, weaknesses, and root causes of their most pressing challenges in critical areas of **Workforce Development**, **Operational Excellence**, **Growth and Innovation**.

In 2021 we conducted 52 Business Evaluations.



## CYBERSECURITY CMMC READINESS/DFARS, NIST 800 Grant Report – District Highlights

In early 2020, Impact Washington (IW) commenced a cybersecurity grant project funded by the Department of Defense Office of Local Defense Community Cooperation (DoD OLDCC) through the Washington State Department of Commerce Office of Economic Development and Competitiveness with the broad intent of strengthening Washington State cybersecurity posture in the defense supply chain.

### Work Design Under the Grant was Broken into Two Elements:

#### CYBER RESILIENCY:

Assist members of the Washington State defense supply chain to assess their current cybersecurity maturity level, help advance them toward compliance with DoD cybersecurity requirements (more recently including CMMC) and prepare them to maintain a resilient cybersecurity posture. We focused on two programs:

- **One-On-One & Cohort Guided Support:**

Align Washington State defense supply chain members with expert technical assistance to create a draft System Security Plan (SSP) and a Plan of Action and Milestones (POAM) to assess their current level of cybersecurity maturity and advance towards compliance. Giving a company-specific picture of gaps and ongoing staff time and budget to maintain the cybersecurity program. The grant covered up to 80% of the costs to help companies prepare for the emerging requirements. We worked with 36 companies.

- **Self-Paced E-Learning:**

Online CMMC Compliance Training. In total 258 individuals representing 83 companies signed up to take one or both courses.

#### CYBER INDEPENDENCE:

Outreach, education, and guidance on best practices, risk mitigation options, and DoD cybersecurity compliance requirements. Numerous webinars, blogs, and emails were created and made available to the defense industrial base.

#### Ongoing Forums

We continue to offer monthly cybersecurity forums in partnership with the Pacific Northwest Defense Coalition (PNDC) to continue checking in and answering endless questions. The Forums are at no cost and held online, making them available to all nationwide manufacturers.



## WORKFORCE DEVELOPMENT:

Impact Washington continues to participate in Washington's Job Skills Program (JSP), which develops the skills of new or existing workers, retains and grows living wage jobs, and helps companies improve their competitiveness to strengthen Washington's economy. We serve as facilitators in JSP Programs between the manufacturer, college, and training consultant. The Job Skills Program funds half of the training cost; partner employers provide cash, an in-kind contribution, or a combination to fund the other half.

### For questions and more information, please contact:

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