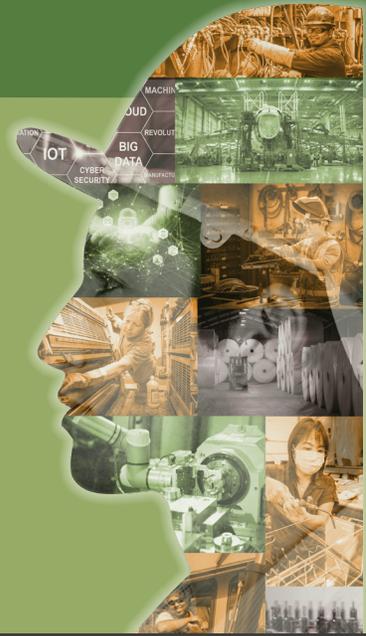




Congressional Office of  
Congresswoman Marilyn Strickland

# IMPACT ON DISTRICT 10

\*Impact range 2017-2021



## WHO WE'VE WORKED WITH

- › Advanced Technology Construction
- › Ames International
- › Award Metal NorWesCo
- › Belmont Cabinets
- › Bite Me Inc.
- › Brodie Enterprises, Inc.
- › Callisons, Inc.
- › Cutting Edge Meat Processors, LLC
- › DKS, LLC
- › Finely Finished, LLC dba Bliss Kiss
- › Founder's Choice, Inc.
- › Getting Personal Imprinting, LLC dba Tacoma Trophy
- › GlobalTech Plastics LLC
- › Grigg Farms
- › K9ine Bubbles
- › KurtisFactor LLC DBA MFG Precision
- › Majestic Soap Studio
- › Mantel Technologies
- › Northwest Door
- › Olykraut
- › Origin Distribution
- › PNJ Machining
- › Quality Stamping & Machining
- › Reeds Sweet Wine
- › Ritual Energy
- › SEKISUI - Sumner
- › Shining Ocean, Inc.
- › Sound Sleep Products, Inc.
- › Specialty Wood Manufacturing
- › T & C Concepts
- › Windfall Lumber
- › Woodland Trade



**\$22.6 MILLION**  
increased sales/revenue



**303 JOBS**  
created and retained



**\$7.5 MILLION**  
new client investments



**\$2.1 MILLION**  
cost savings



## 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 nearly 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 all areas of **Workforce Development, Operational Excellence, Growth and Innovation.**

In 2021 we conducted 52 Business Evaluations  
– 2 reside in District 10.



*COVID has been with us for the past 12 months. The business has been in a tailspin for most of that time and we've been trying to stay afloat. Impact Washington has taught this group so much, and we used all the tools that we learned, but no one expected COVID to come and steal what we have worked for. I am grateful to Impact Washington, but at present, it's difficult to articulate the loss and the winnings for this year has been impacted with so much stress and worry."*

– President, Bite Me Inc.

*Impact Washington is a critical partner for small and medium-size organizations. Their expertise has given small and medium-size companies a competitive advantage that will benefit long-term growth."*

– General Manager, Cutting Edge Meat Processors, LLC



## 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 - 4 reside in District 10.
- **Self-Paced E-Learning:**  
Online CMMC Compliance Training. In total 258 individuals representing 83 companies signed up to take one or both courses- 3 reside in District 10.

**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



## 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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