



Congressional Office of
 Congressman Rick Larsen

IMPACT ON DISTRICT 2

*Impact range 2017-2021

WHO WE'VE WORKED WITH

- > ABW Technologies, Inc.
- > Arrow Machining Co Inc
- > Aspen Power Catamarans LLC
- > AutoDeriva
- > Bayview Composites, LLC
- > Blue Seal Inc.
- > Bolid Riley Provisions
- > Bridgeways
- > Cannon Aircraft Interiors
- > Carso's Pasta Company, Inc.
- > Cascade Coffee
- > Commercial Aircraft Interiors
- > Component Products Corp
- > Comptex, Inc.
- > Darbonnier Tactical Supply DTS LLC
- > EK Projects, LLC
- > Electroimpact
- > Emerald City Cabinet Company, LLC
- > Exotic Tool Welding
- > Fairhaven Mill
- > Fidalgo Coffee Roasters
- > Fluke Corporation
- > Fofcee SPC
- > GLDN, Inc.
- > Harmony Fields LLC
- > Harmony Fresh Seafoods
- > Industrial Neotex of America, Inc
- > Infinity Fabrraction, Inc.
- > Island Machine, Inc.
- > Jamco America Inc
- > King Machine, LLC
- > Kongsberg Underwater Technologies LLC
- > Legend Brands
- > LKQ Corporation - Bellingham
- > LMI Aerospace - Everett
- > Mid-Mountain Materials
- > Mira Technology
- > MTorres America
- > Neptune Marine
- > Northway Products
- > Northwest Wildfoods Co., Inc
- > Omnitec Design, Inc.
- > Perellion, Inc.
- > Proctor Products Co, Inc.
- > PYI, Inc.
- > Qualitel Corporation
- > Rader Farms - Bellingham
- > Safran Cabins - Heath Tecna Inc (dba Zodiac Airline Cabin Interiors)
- > Scratch and Peck Feeds
- > Sea-Lect Plastics Corp.
- > Silfab Solar
- > Skagit Powder Coating
- > Skagit Valley Malting
- > Skagit's Best Salsa
- > SOG Specialty Knives & Tools
- > Steel Fab Inc
- > Sugiyu U.S.A., Inc.
- > Synrad, Inc
- > T Bailey, Inc.
- > The ASKO Group
- > The Bread Farm
- > Thermal Pipe Shields
- > Trulife Engineered Solutions
- > Tucker House
- > Umbra Cuscinetti, Inc.
- > Vaupell Industrial Plastics
- > Work Opportunities



\$167.5 MILLION
 increased sales/revenue



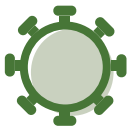
1,388 JOBS
 created and retained



\$34 MILLION
 new client investments



\$13.4 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
– 5 reside in District 2

“*The advice and direction we received on making changes to keep our staff safe and healthy has been invaluable. As a result, we have not had any cases of COVID, and the safety measures have helped us retain staff.*”

– General Manager, Radar Farms

We received help from Impact Washington on designing and implementing a program to mitigate the risks of COVID. As such the project didn't directly impact sales or investments. However, it gave us the confidence to keep our business open during the pandemic which was a huge help.

– Quality Manager, Component Products, Corp.

It's been a very difficult past 12 months due to COVID related impacts. Further employee skills training will be done soon using Impact Washington.”

– General Manager, LMI Aerospace



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
- 5 reside in District 2.

“We're still in the early phases of developing our cybersecurity program and have not progressed far enough to see many benefits. We're having a hard time defining scope and have a lot of specific or difficult questions.”

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

Online CMMC Compliance Training. In total 258 individuals representing 83 companies signed up to take one or both courses- 30 reside in District 2.

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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