

Congressional Office of  
 Congresswoman Jaime Herrera Beutler

# IMPACT ON DISTRICT 3

\*Impact range 2017-2021



## WHO WE'VE WORKED WITH

- > A&J Custom Cabinets
- > Adrift Distillers, Inc.
- > Allstar Magnetics
- > American Paper Converting
- > Analog Devices Inc
- > Bake Works Inc
- > Blokable
- > Bolthouse Farms, Inc
- > Boss Products LLC
- > Carbon Consultants LLC dba Zepher Inc.
- > Church and Dwight
- > CID Bio-Science, Inc
- > Columbia Nutritional, LLC
- > Columbia River Carbonates
- > Columbia Vista Corporation
- > ControlTek, Inc.
- > Cowlitz Container
- > Custom Interface
- > Elkhart Plastics, Inc. (EPI)
- > Emerald Kalama Chemical LLC, a company of the LANXESS group
- > Ershigs - Ridgefield
- > F.H. Sullivan Company Inc.
- > Farwest Steel
- > Fire Lion Global LLC
- > Firestone Pacific Foods
- > Great Western Malting
- > Harmony Soapworks
- > IND, LLC
- > Innovative Composite Engineering
- > Kagwerks
- > Karcher North America, Inc.
- > Killa Bites, LLC
- > Kinetics, Inc.
- > Last US Bag
- > Loron, Inc.
- > Neil Jones Food Company
- > nLIGHT, Inc.
- > North Pacific Paper Company, LLC
- > Northwest Motor Service
- > Onboard Systems International
- > Portco Packaging Paper Facility - Woodland
- > Protech Composites
- > Randco Tanks and Equipment
- > Raw Chemistry LLC
- > Red Dog Fabrication, LLC
- > RS Machine Inc.
- > Ryonet Corp.
- > S & R Sheet Metal, Inc.
- > Sagetech Avonics, Inc.
- > SATECH, Inc. (SmartCells®)
- > Silicon Forest Electronics
- > Smak Plastics
- > Steelscape, Inc.
- > SunModo
- > Swanson Bark & Wood Products, Inc.
- > Tennmax America
- > Tiger Stop
- > US Digital
- > Zepher Inc.
- > Zev Technologies



**\$154.9 MILLION**  
 increased sales/revenue



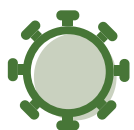
**2,415 JOBS**  
 created and retained



**\$55.5 MILLION**  
 new client investments



**\$20.4 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  
– 6 reside in District 3.



*Impact Washington helped us complete a COVID-19 facilities plan but the direct implementation of such a plan didn't help us meet our strategic goals just the tactical goals imposed by the State of WA. A SWOT analysis was performed as a subsequent phase to help us address our more long-term process improvement and cost reduction goals but was never implemented due to grant availability and scheduling conflicts."*

– Head Distiller, Adrift Distillers, Inc.

*Impact Washington is a wonder resource."*

– President, Last US Bag



## 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 3.

*"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- 5 reside in District 3.

**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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