

Congressional Office of  
 Congressman Dan Newhouse

# IMPACT ON DISTRICT 4

\*Impact range 2017-2021



## WHO WE'VE WORKED WITH

- › A.S.A.P. Metal Fabricators
- › Adventurer RV (AMLRV)
- › Airfield Estates Winery
- › Airport Ranches, Inc.
- › Allan Brothers Fruit
- › Basic American Foods
- › Bluewater Industries
- › Bogert International
- › Cannon Machine Products, Inc.
- › Chukar Cherry Company
- › Columbia Basin Ice LLC
- › Coyote Canyon Winery LLC
- › Cub Crafters
- › Daniel Cabinets
- › Freedom Weeder
- › FruitSmart, Inc.
- › GAA Custom Electronics LLC
- › Great Harvest Bread Co
- › GueroyMaria
- › H.R. Spinner Corporation
- › Haley Manufacturing, Inc.
- › Jensen Farms Inc
- › John I. Haas, Inc.
- › Johnson Foods, Inc.
- › Killian Korn
- › Lamb Weston BSW LLC
- › Liberty Bottle Company
- › McClarin Plastics
- › MOHR Test and Measurement LLC
- › Mustang Signs
- › Oregon Potato Company
- › Pace International, LLC
- › Paradisos del Sol
- › Pasco Processing, LLC
- › Portco – Toppenish
- › Rosemount Specialty Products, LLC
- › Sign Fraction Care Int
- › Sleeping Dog Wines
- › Tanjuli Winery
- › Tree Top - Selah - Corporate Office
- › Twin City Foods, Inc.
- › UC Sign Company
- › Underwood Fruit and Warehouse Company, LLC
- › Weston Mountain Onions
- › Yakima Bait Co.
- › Yakima Chief
- › Yakima Valley Hops



**\$168.2 MILLION**  
 increased sales/revenue



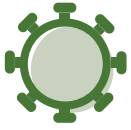
**870 JOBS**  
 created and retained



**\$74.2 MILLION**  
 new client investments



**\$19.1 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.



*My work with Impact Washington was regarding preparing us to navigate Washington State workplace guidelines for COVID19. I feel the questions were very well aligned with the services received. I came away much more aware of our responsibilities as an employer and we have received no citations from the state so that is a win. Thanks Impact Washington."*

– Managing Member, Airfield Estates Winery

*Great training. We had a lot of positive feedback from our participants. Skill level and understanding of the topic was greatly improved."*

– Corporate Quality Assurance Manager,  
Twin City Foods, Inc.



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

**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:**

Deloit R. Wolfe Jr. President & Center Director | [dwolfe@impactwashington.org](mailto:dwolfe@impactwashington.org) | 425.681.6798