



Congressional Office of
 Congressman Derek Kilmer

IMPACT ON DISTRICT 6

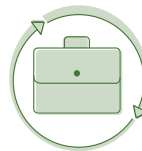
*Impact range 2017-2021

WHO WE'VE WORKED WITH

- > ACI Boats
- > Alder Wood Bistro
- > Applied Technical Systems, Inc. (ATS)
- > Bio Clear Matrix
- > Bluebeard Coffee Roasters
- > BRIX Marine (formerly Armstrong Marine USA)
- > Castohn
- > Cole Graphic Solutions, Inc.
- > Composite Recycling Technology Center (CRTC)
- > Crabtree Brands - chocMo
- > Dungeness Valley Creamery
- > Enclume Design Products, Inc.
- > FibroCorp
- > General Plastics Manufacturing Co.
- > Green Air Supply Inc.
- > Greysam Industrial Services, Inc.
- > Grounds For Change, Inc.
- > Heritage Distilling Company, Inc.
- > Hermann Brothers Logging & Construction
- > High Tide Seafoods Inc
- > Hoodspout Winery, Inc.
- > Integrity Metal Works
- > Jamestown S'Klallam Tribe
- > JHR Manufacturing LLC dba Sagra Inc.
- > Kelsey Wolcott dba Agate Leather
- > KVL T Mead, LLC
- > LeRoy Jewelers and The Art Shop
- > Lifeline Pet Nutrition
- > McFarland Cascade Holdings
- > McKinley Paper Company
- > Northwest Retention Systems
- > Ocean Gold Seafoods
- > Ocean Protein LLC
- > Organic Teas United, LLC
- > Pacific EV Solutions, LLC
- > Pacific Netting Products, Inc.
- > Platypus Marine
- > Plumb Signs
- > Port Townsend Foundry
- > Queets
- > Quinault Pride Seafood
- > Rainier Woodworking
- > Riverdance Soapworks LLC
- > S and J Food Distributors LLC
- > Sage Manufacturing
- > Skookum Contract Services
- > Tahoma Spice Company
- > TMF, Inc.
- > Tool Gauge
- > Toray Composite Materials America, Inc.
- > Vaughan Co, Inc.
- > West Satsop CNC
- > Windsparrow Studio



\$79.6 MILLION
 increased sales/revenue



998 JOBS
 created and retained



\$91.2 MILLION
 new client investments



\$4.5 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 6.

“COVID greatly affected our retail sales. We were grateful for Impact Washington during this year+ of turmoil. The COVID operations audit allowed us to feel confident in our prevention procedures and keep our doors open. The funding granted for job standardization training allowed us to utilize a period of down time to overhaul our employee training. Funding for OSHA certification and forklift safety training also came at a time of slower production. We were able to utilize downtime to further employee skills and the grant allowed for additional training we would not have been able to fund ourselves at this time!”

– Chief Compliance Officer, Heritage Distilling Company, Inc.

Thank you so much! COVID altered the time frame for implementing much of the ideas received but all was valuable and will be beneficial to my business!”

– Owner, Windsparrow Studio

Impact Washington has been a great resource for us. Their ability to structure and pinpoint training for our business has been part of our continued success. Experts that Impact Washington selected were best in their industry and very good in designing the training to meet our needs”.

– General Manager, S and J Food Distributors, 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
– 5 reside in District 6.
- **Self-Paced E-Learning:**
Online CMMC Compliance Training. In total 258 individuals representing 83 companies signed up to take one or both courses- 6 reside in District 6.

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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