



Congressional Office of
 Congresswoman Pramila Jayapal

IMPACT ON DISTRICT 7

*Impact range 2017-2021

WHO WE'VE WORKED WITH

- › Adhesa Plate
- › Ballard Machine Works
- › Bodypoint Inc.
- › Botanical Colors
- › Carsoe
- › Cascade Designs Inc
- › Cougar Mountain Baking Company
- › Crescent Down Works
- › Crystalyn Kae
- › Deschampsia
- › DCG One
- › Feathered Friends
- › Franz Bakery
- › Boyd Corporation (formally GM Nameplate, Inc.)
- › HeartBeet Organic Superfoods
- › Honest Biscuit
- › Lagana Foods
- › Lantern Brewing LLC
- › Live Long and Plant
- › Mantec Services Inc.
- › Markey Machinery Co. Inc.
- › MarninSaylor
- › MER Equipment
- › Micro Current Technology, Inc.
- › Modelwerks, Inc.
- › Molly Ray Fragrance
- › Morning Glory Chai
- › Mr B's Mead LLC dba Mr B's Meadery
- › National Sign
- › Part Works, Inc., The
- › Pioneer Human Services
- › Pot Pie Factory, Inc.
- › Prarie Underground
- › Rainy Pass Repair, Inc.
- › Rebellious Foods
- › Salumi Cured Meats
- › Satsuma Designs, LLC
- › Seeking Kombucha
- › Sister Sage Herbs
- › Skills, Inc.
- › Sri Bella Foods
- › Starbucks Coffee Company
- › Strong Running Inc, DBA Spiral Arts
- › Swift Industries
- › TAM Industries (TAM Skylights)
- › The Fi™ Company - Seattle
- › Tom Bihn, Inc.
- › Trident Seafoods Corporation – Seattle
- › Vigor Marine, LLC
- › Veterans Northwest Construction, LLC
- › ZIVA Mediterranean Foods



\$22.7 MILLION
 increased sales/revenue



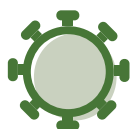
341 JOBS
 created and retained



\$5.4 MILLION
 new client investments



\$9.6 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
– 8 reside in District 7.



Impact Washington has made a huge impact on my business over the past year. When I look back, I feel that the resources and tools that I was introduced to with Impact Washington made a stronger brand product and market presence for Molly Ray Parfums.”

– Owner, Molly Ray Parfums

I consider the Impact Washington people as partners in our business. They are extremely knowledgeable about manufacturing processes and were instrumental in helping with our ISO certification for our medical division. They have done several Kaizen events with us and know our people and processes very well. They led the effort of establishing our ISO protocols and processes which was key to us selling product in Europe. Everyone I deal with at Impact Washington is flexible knowledgeable results-driven and above curious about our business and how we can do it better. When WA State shut down businesses due to COVID Impact Washington virtually assessed our facility and reviewed our reopening plans to insure we were following the guidelines put out by the state to reopen our facility and that our processes and procedures kept our workforce healthy. I would highly recommend them to any company.”

– VP of Human Resources, Cascade Designs, 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
- 3 reside in District 7.
- **Self-Paced E-Learning:**
Online CMMC Compliance Training. In total 258 individuals representing 83 companies signed up to take one or both courses- 7 reside in District 7.

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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