

Congressional Office of
 Congressman Adam Smith

IMPACT ON DISTRICT 9

*Impact range 2017-2021



WHO WE'VE WORKED WITH

- › A&M Precision Measuring Services
- › Aero-Plastics Inc. (API)
- › AeroGo, Inc.
- › Alber Seafoods, Inc.
- › Artisan Premades (Molly's Grown to Eat)
- › Baker Manufacturing
- › Basta Boatlifts
- › Belle Epicurean, LLC
- › Berry Global
- › Cadence Aerospace - Tacoma
- › Cascade Gasket & Mfg. Co., Inc.
- › Celebrity Gourmet Ventures - Celebrity Cake Studio
- › Classic Accessories
- › Communtea Kombucha
- › Concrete Technology Corporation
- › Custom Hydraulic & Machine Inc.
- › Darwin's Natural Pet Products
- › DKR Fashion LLC
- › Exotic Metals Forming, a Division of Parker Aerospace
- › GrassRoots Industries
- › Healing Renaissance, LLC
- › HEATCON Composite Systems
- › HySecurity Gate
- › Innovative Solutions
- › La Belle France dba French Girl
- › Lighthouse for the Blind
- › Manini's
- › Medosweet Farms
- › Motive Power Marine
- › Northwest Automatics, Inc.
- › Out of the Box Manufacturing
- › PABCO Roofing Product
- › Pacific Propeller International
- › PBS Supply
- › Skookum Aerospace
- › QA Group
- › SafeWorks, LLC
- › Seattle Artisan Foods, LLC
- › Sound Building Supply, Inc.
- › Sound Spring Inc
- › SEKISUI - Renton
- › Steel Toe Studios
- › Sterlitech Corporation
- › Sukie's Candle Co
- › T & A Supply
- › Taylor Farms NW
- › Technical Tooling
- › Tri-Tec Manufacturing LLC.
- › Ultrasonic Cutting/Composite Applications
- › Western Integrated Technologies
- › Xplore, Inc.



\$109.9 MILLION
 increased sales/revenue



925 JOBS
 created and retained



\$16.2 MILLION
 new client investments



\$15.2 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 9.



The analysis and feedback I received from Impact Washington had a huge impact on the way I think about my business broadly and how I make day to day decisions. I would love to participate in more business coaching assessments skill building like this. As an example, a few years ago, I hired a business coach and worked with her for about 6 months and the cost was \$7,500. The actual real skills and guidance I received from Miguel in just the first meeting was vastly more useful and actionable than the majority of what I learned from the previous coach experience. I got great specific ways to measure my company's success and weaknesses. I was able to shift the way I manage my inventory and think about how to create a more streamlined process in my shipping. It was really helpful, and I am very grateful."

– Business Owner, Steel Toe Studios



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 9.

"As a company leader with minimal experience in cybersecurity, we would not be well on our way to CMMC understanding and compliance had Impact Washington not provided assistance. We would have been at high risk of losing our government business, which would have had a catastrophic effect on our company. Thank you, Impact Washington!"

"We are thankful the grant allowed us to continue the journey towards level 3 certification. Thank you! Moving forward we will need to devote even more time for Cybersecurity Vendor research/implementation and document preparation all of which will have to be budgeted."

- **Self-Paced E-Learning:**
Online CMMC Compliance Training. In total 258 individuals representing 83 companies signed up to take one or both courses- 15 reside in District 9.

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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