

MARITIME INNOVATION

Port of Seattle Maritime Innovation Center

The Port of Seattle is interested in developing a business incubator at Fishermen's Terminal that can support and drive innovation within the maritime sector. As the Port redevelops Fishermen's Terminal it wants to restore its Seattle Ship Supply building and turn it into a facility that can support entrepreneurs and established companies.

The innovation center would support next generation inventions that drive the competitiveness of Washington State's **Blue Economy**. The facility would bring together leaders from education, industry, and government to address both challenges and opportunities within the cluster. The facility would support classes, technical assistance, and research and development that ultimately helps the industry innovate and sustain its competitive advantage.

The Port is now completing a feasibility study and strategic planning effort that will underpin the start-up and ongoing operations of the maritime innovation center. The Port plans to renovate the Ship Supply building in 2018 so the facility will be ready for operations by Q2 2019.

SHIP SUPPLY BUILDING - FUTURE MARITIME INNOVATION CENTER



OCEANS OF OPPORTUNITY

The ocean will increasingly play a major role in our daily lives. When we think about the “Big 5” issues for life – water, food, medicine, energy and “real estate” – we are really thinking about the ocean.

The global “Ocean Economy” is valued on a conservative basis by the Organization for Economic Cooperation and Development (OECD) at \$1.5 trillion (2010) and growing to \$3.0 trillion by 2030, with much of the growth coming from innovative maritime technologies and services.



97% of Earth's water is in the ocean



98% of habitable Earth is underwater



80% of people live near shore



9.5 billion people on this planet will require protein from the ocean



Infinite clean tidal, wave and wind energy

MARITIME CLUSTER DEVELOPMENT GROWING INTERNATIONALLY

Cities and Ports around the world are working to stimulate maritime innovation. The Port of Los Angeles is developing AltaSea, a 35 acre innovation campus designed to incubate and sustain ocean-related business and create jobs.

RDM Rotterdam is a former shipyard that is now home to a range of exciting private-sector, education and research initiatives.

Iceland's Ocean House is working with its fishing industry to utilize 100% of the byproducts of traditional codfish processing.

These initiatives and others like the Brooklyn Navy Yard and the SEA-Lab in Toulon are facilitating industry modernization, attracting new energy and encouraging investment.



RDM Rotterdam (Netherlands) www.rdmrotterdam.nl



AltaSea (Los Angeles) altasea.org



Brooklyn Navy Yard (New York) brooklynnavyyard.org



STAKEHOLDER INPUT AND COMMUNITY ENGAGEMENT CRITICAL TO SUCCESS

The Port has retained the Maritime Alliance to complete a feasibility study and strategic plan for the Ship Supply Innovation Center. Getting broad input and developing an effective support network are essential towards starting and successfully operating this incubator. The Port has introduced the consulting team to a variety of industry, education, and government leaders already with additional outreach planned over the next few months.

WHAT THE PORT HAS HEARD SO FAR ABOUT THE INNOVATION CENTER

The Port and the WA Dept. of Commerce hosted a workshop on October 17th with a variety of stakeholders to identify the major strengths, weaknesses, and trends of Puget Sound's maritime sector, as well as gather input to form a vision for the center.

Strengths

- Strong culture of innovation and sustainability; an "innovation ecosystem"
- Vibrant maritime industry with strong legacy and history
- Developed/diverse supply chain
- Access to diverse end customers in maritime:
 - Fishing/farming
 - Port
 - Alaska
 - Navy/NOAA

Weaknesses

- Lack of investment sources for maritime
- Lack of broad public awareness of maritime
- Long established industry; slow pace of maritime innovation; resistance to change
- Workforce development: lack of workers to fill maritime jobs; lack of coordinated training programs
- Lack of coordinated access to testing facilities, linkages, and partners; needs are diverse
- Distance from DC; lack of awareness among policymakers

Trends

- Electrification of vessels
- Autonomous systems development
- Big data and how may it be turned into useful information
- Climate change
- Dealing with an increasing regulatory environment with application of technology
- Changes in consumer behavior (particularly in purchasing seafood)
- Alternative uses of the ocean



Puget Sound Maritime Sector Workshop



AN EMERGING VISION

By the end of the multi-hour workshop which brought together individuals and representatives from the Applied Physics Lab at University of Washington, NOAA, fish processing industry associations, state and local economic development, entrepreneurs, and venture capital, a vision began to emerge from statements like:

- *"A fisherman walks into the Center with a problem; this leads to a new innovation/solution" "A place where problems are voiced; a forum and a connection point between research, industry, capital, and government"*
- *"Attracting businesses and people from outside Puget Sound"*
- *"Sustainable funding model; membership/sponsorship system"*
- *"Involvement with education across the spectrum (K-12 and Postsecondary)"*
- *"Global center of expertise"*
- *"A center which offers: Apprenticeship and mentoring opportunities; Special events connecting maritime interests; and Resources for maritime businesses (ex: 3-D printer, machinist's shop)"*

WE WANT YOUR INPUT

Over the next two months the Maritime Alliance will continue its outreach efforts to ensure the Port gets broad input surrounding its Maritime innovation center. If you would like to learn more about this initiative, participate in a stakeholder survey, or receive periodic project updates please contact Bill Ellis at 206-787-5405 or ellis.w@portseattle.org.

Questions

- What are key areas of focus and opportunity for a Port sponsored Maritime Innovation Center?
- Which partners or stakeholders are particularly important to the success and sustainability of the Innovation Center?
- How can the Center support maritime innovation across Washington state, especially in our rural maritime communities?
- What types of training or workforce development are particularly important to emerging maritime companies?
- How can the Port spur innovation in the maritime sectors and increase Puget Sound's comparative advantages as a leader in the Blue Economy?



For more information contact

William Ellis

Economic Development Manager

Ellis.W@portseattle.org | 206.787.5405

Stay up to date with your port:

www.portseattle.org/subscribe



Port of Seattle

Port of Seattle

P.O. Box 1209

Seattle, WA 98111



11/2017