



What is it?

The *Make it in Washington* initiative is a federal investment in small and mid-sized manufacturers. The goal is to increase manufacturing capacity, strengthen supply chains, and attract investment and new opportunities for manufacturers in selected counties in Washington State. *Make it in Washington* is one of ten initiatives awarded under the federal Make it in America Challenge.

Components of the *Make it in Washington* initiative includes:

- **Asset Mapping:** Identifies manufacturers in targeted counties and their capabilities, supply chain, and sales channels for the purpose of creating connections to new business opportunities
- **Professional Business Assessment:** Provides a snapshot of your business and identifies opportunities for improvement and growth within your organization
- **Professional Business Consulting:** Companies that participate in the assessment have the opportunity to qualify for grant-funded business consulting services
- **Advanced Education:** Scholarships for key employees to receive advanced manufacturing education

Who can participate?

Manufacturers in the following counties are eligible for grant services:

- | | | | |
|------------|----------------|----------------|---------------|
| • Adams | • Franklin | • Lewis | • Wahkiakum |
| • Asotin | • Ferry | • Mason | • Walla Walla |
| • Benton | • Garfield | • Okanogan | • Whitman |
| • Chelan | • Grant | • Pacific | • Yakima |
| • Clallam | • Grays Harbor | • Pend Oreille | |
| • Clark | • Island | • Skagit | |
| • Columbia | • Jefferson | • Skamania | |
| • Cowlitz | • Kittitas | • Stevens | |
| • Douglas | • Klickitat | • Thurston | |

How Does it Work?

Asset Mapping Questionnaire: ALL manufacturers in the targeted counties are eligible to be included in the asset map and will have the opportunity to fill out a brief asset map questionnaire, which should take no more than 10-15 minutes. This questionnaire will help us assure that the asset map includes complete and accurate information about your business and your capabilities.

Professional Business Assessment: 100-150 manufacturers in the identified counties will have the opportunity to participate in a professional business assessment (a \$1,000 value covered by the grant) that will provide you with a snapshot of your business and will identify opportunities for improvement and growth. The assessment process takes about 2 hours with a company's leadership team. All manufacturers participating in the assessment will have the opportunity to meet with an Impact Washington account executive to help determine next steps and develop an implementation plan.

Professional Business Consulting: Some companies who participate in the assessment will qualify for grant-funded consulting to address areas of improvement and growth identified in the assessment.

Advanced Education: Scholarships are available for online, college-level training for key employees, equipping them with high-level skills to effectively manage projects, people and technology. There are a limited number of scholarships available.

Connections to New Business Opportunities: The asset map will be publicly available at the end of the grant period, and will be used to match manufacturers in the targeted counties with potential new business opportunities.

How do I get started?

Contact Jessica Ingle at (425) 438.1146 or by email at jingle@impactwashington.org to receive your asset mapping questionnaire and to set up an appointment for your business assessment.

To inquire and sign up for scholarships, contact the following people:

Washington State University ETM program: Alaina McCully – mccully@wsu.edu

Highline College and Shoreline Community College programs: Meg Ryan, PhD – mryan@highline.edu
(253) 222-4575

Project sponsor: Washington State Workforce Training & Education Coordinating Board. Mike Brennan, Grant Manager: mike.brennan@wtb.wa.gov; (360)709.4616