

# Port of Seattle Business Accelerator Program Final Report 2022



Northwest  
Mountain  
Minority Supplier  
Development Council



## Contents

Welcome .....	3
Summary .....	4
Port of Seattle .....	4
Northwest Mountain MSDC .....	4
Port of Seattle Business Accelerator Program .....	5
Program Goals .....	5
The Business Accelerator Program.....	5
Methodology .....	5
1. Outreach: .....	5
2. Recruitment: .....	6
3. Cohort Associate Selection:.....	6
4. Learning and Development Participation:.....	6
5. Program Surveys: .....	6
a. October 27, 2022 Survey .....	6
b. Program Conclusion Survey: .....	7
Program Results .....	7
1. Findings: .....	8
2. Effectiveness: .....	8
3. Efficiency: .....	8
4. Impact: .....	9
Closing .....	9
APPENDIX .....	10
APPENDIX A: Outreach and Email Analytics .....	10
APPENDIX B: Cohort Associates by Gender & Ethnicity .....	12
APPENDIX C: List of Cohort Associates .....	13
APPENDIX D: Programming and Schedule.....	15
APPENDIX E: Community Supporters &Contributors.....	18
APPENDIX F: Cohort Associates Regional Economic Impact.....	19
APPENDIX G: Deliverables.....	20

## Welcome

This report shares the Port of Seattle's inclusive efforts of Minority and Women Business Enterprises (MWBEs) as key contributors to the engine driving the local economy. This is the second year the Port of Seattle Business Accelerator (Accelerator) hosted a program facilitating a learning and development experience. Accelerator Associates in the 2022 Cohort, learned from buyers and professionals, with a carefully sculpted educational curriculum. They developed through opportunity explorations, and meeting with various professionals, mentors, and trainers who helped facilitate growth through contracting. Upon program completion, by leveraging their learnings, developing relationships, and understanding short- and long-term Port opportunities, one hundred percent of the MWBE Cohort Associates are positioned to grow their business.

"I am honored to have been included in the Business Accelerator program. I have learned valuable insight and connected with industry experts I could never have met without this program. I am grateful for the experience and the connections. I have no doubt my business will grow as a result of the investment this program has made in my DBE, OMWBE firm."

**-Lisa Keohokalole Schauer**, *Point North Consulting, Inc.*



---

## Summary

The Port of Seattle (Port) is a public agency whose mission is, “to create jobs by advancing trade and commerce, promoting industrial growth, and stimulating economic development.” The Accelerator’s purpose is to, “select and engage businesses in the environmental, travel, and airport-related industries (especially those owned by women and people of color) to assist the Port with its mission to respect the environmental lands in and around the Seattle-Tacoma International Airport and support sustainability while committing to the economic vitality of the Puget Sound Region.”

Century Agenda Strategy-3 supports this purpose by committing, “to increase dollars spent with women and minority-owned businesses (WMBE) firms on construction, consulting, goods and services to 15% and triple the number of WMBE firms doing business with the port by 2022.” Strengthened by High-Performance Organization, Strategy-1 focuses on operational excellence, organizational alignment, and a people centric organization to, “Increase Customer Satisfaction.”

The intersection between the Accelerator, Century Agenda, and High-Performance Organization demonstrates the intentional focus to promote equitable opportunities for WMBEs and other diverse businesses. This intersection of strategies actively strengthens the development of tools to ensure WMBEs, and other diverse entities participate and succeed in Port contracting. The Port, in partnership with the Northwest Mountain Minority Supplier Development Council (Council), designed a plan to provide 13 WMBE Businesses useful tools to increase the probability of contracting with the Port, thereby improving their probability for growth and sustainability.

## Port of Seattle

The Port of Seattle is a public municipal corporation that owns and manages the region’s largest airport, Seattle-Tacoma International Airport. It is a leading container port (since 2015 operated jointly with the Port of Tacoma’s maritime operations in the Northwest Seaport Alliance), a Fisherman’s Terminal, a home to the North Pacific fishing fleet, and spans four marinas, cruise-ship berths, and other facilities. The Port was created by King County voters in 1911 to develop and operate public harbor facilities on the Seattle waterfront, then dominated by private railroads. It prepared Seattle for the huge increase in Pacific trade that accompanied World War I, helped the area weather the Great Depression, undertook the task of building and managing Sea-Tac Airport, and made Seattle one of the first West Coast ports to invest in containerized shipping, thus revolutionizing and vastly expanding international trade. Currently, the Port works to address some of the region’s more intractable environmental problems.

## Northwest Mountain MSDC

The National Minority Supplier Development Council (NMSDC) was established in 1973 as a result of Executive Order #11625 signed by Richard Nixon, on October 13, 1971. The Executive Order prescribed additional arrangements for developing and coordinating a national program for minority business enterprises. An affiliate of the NMSDC, the Northwest Mountain Minority Supplier Development Council (Northwest Mountain MSDC) was founded on October 20, 1978, by the Boeing Company.



The Northwest Mountain MSDC is a nonprofit organization certifying, developing, and connecting Minority Business Enterprises (MBEs) with major corporations and public agencies. Operating under the four core pillars of: Certify, Develop, Connect, and Advocate, their mission is to, “Foster an Environment that Creates Opportunity and Builds Economic Value.” The organization provides certification, membership, and subscription services to the Northwest Mountain MSDC region (Alaska, Idaho, Montana, Oregon, Utah, Washington, and Wyoming). The Northwest Mountain MSDC’s mission aims to create wealth three generations deep, abolishing generational poverty for our communities of color.

## Port of Seattle Business Accelerator Program

The Port of Seattle and the Northwest Mountain MSDC (the Council) have partnered together since 1990. The 33-year partnership strengthens their ability to develop and execute the Accelerator Program. This historic partnership has enabled the Port and the Council to leverage 44-years of experience developing (providing specialized technical assistance) Minority Business Enterprises’ competencies (Competency = Qualifications + Capabilities + Capacity + Contracts) into transferable skills for the Private and Public sector. Through the program, it is the Associates’ intent to become more effective, efficient, inclusive, aligned to the Century Agenda.

## Program Goals

1. Equal opportunity for all Businesses to participate in contracting.
2. Expand efforts to increase WMBE participation in Port Contracts.
3. Implement Business Accelerator Program.
4. Develop and Deliver Course Curriculum.
5. Program Delivery, Monitoring, Reporting, and Evaluation.



## The Business Accelerator Program

The Business Accelerator Program is intended to engage businesses in the environmental, travel, and airport-related industries (especially those owned by women and people of color) to assist the Port with its mission to, “respect environmental lands in and around the Seattle-Tacoma International Airport (SEA) and support sustainability while committing to the economic vitality of the Puget Sound region.”

## Methodology

The Council used MS Project Manager to track the program. The approach was comprised of five discreet efforts: 1. Outreach 2. Recruitment 3. Cohort Associate Selection 4. Learning and Development Participation 5. Program Surveys.

- 1. Outreach:** The Council used 43 Email and Social Media campaigns totaling 15,006 impressions (number of times content is displayed, no matter if it was clicked or not) and 3,816 clicks to reach the target audience (maritime, construction, energy, or airport services industry within the Puget Sound Region and South Seattle). In addition to email and social media campaigns, the Council launched a live phone call center to engage potential Cohort Associates. The intent behind this approach was then handed off to our team to understand

potential contracting opportunities with the Port.

Furthermore, the Council sent out direct mailings to Council certified MBEs. The Council actively attempted to recruit WMBEs from Burien, Des Moines, Federal Way, Normandy Park, SeaTac, and Tukwila (South King County). One of the recruited WMBE businesses, (Bubbers, LLC., and Pacific Rim Environmental, Inc.,) came from the from distressed zones (see Appendix A).

**2.Recruitment:** Outreach efforts coincided with the application process. The Accelerator application process went live on June 28, 2022, and closed on August 8, 2022. Outreach efforts netted close to 4,000 contacts. Of these 4,000 contacts of which, 56 individual companies applied for a slot in the Accelerator (see Appendix B).

**3.Cohort Associate Selection:** The applicants' information was reorganized for the Reviewer Team:

- Brenda Nnambi, Diversity and Small Business Development Manager | Sound Transit
- Emily Ho, Engagement and Training Program Manager, Diversity in Contracting | Port of Seattle
- Sandy Hanks, Manager, Business Relations and Economic Development | King County
- Steve Larson, Senior MEP Design Phase Manager, Seattle Operating Group | Mortenson
- Fernando Martinez, President and CEO | Northwest Mountain Minority Supplier Development Council

The Reviewer Team was provided with a formatted score sheet to review the applicants. Applicants were grouped into lots of 15 based on the pre-established qualifications, and, quality of the application response. The Reviewer Team invested significant time and effort closely reviewing all applicants before selecting the 13 companies to be invited to participate in the 2022 Port of Seattle Business Accelerator Program (see Appendix C).

**4. Learning and Development Participation:** Over the years, the Council has developed Technical Assistance curriculum to support both Private and Public sector WMBE development. This experience has created market knowledge enabling the Council to deliver relevant learning and development material that is both foundational and relevant to current market needs. Understanding the various curriculums needed by WMBEs, relative to their size and years in business, resulted in the development of a tailored 33-hour, 10-week curriculum. The Cohort Associates identified additional information they sought to learn and the Accelerator accommodated their learning requests (see Appendix D).

## 5. Program Surveys:

### a. October 27, 2022 Survey -

As the Accelerator Program entered the second half, the Council conducted a survey designed to measure program satisfaction. At the conclusion of the seven weeks of development sessions the Council conducted a satisfaction survey. With a 30.77% response rate, 95% of the Cohort Associates responded "Very Satisfied" with the programming.

Notable feedback as follows for use in the second half of the program:

- Cohort Associates enjoyed sessions that were relevant to their line of business, such as legal and banking,
- Cohort Associates enjoyed sessions that were going to create business opportunities,
- Cohort Associates' consensus was that they liked the program, enjoyed the panel discussions, and would like more in-person sessions,
- Cohort Associates provided valuable insights into what they would like to learn, namely, going deeper into each learning and development session.

### b. Program Conclusion Survey:

Upon concluding the Accelerator program, a nine-question survey was sent out to gather Program Cohort Associates' level of satisfaction. The results were very encouraging. A 68% response rate netted the following: 100% rating of "Very Satisfied" with the overall Program; and a 97.78% rating of "Very Satisfied" with the learning and development sessions. Notable feedback as follows for use in future programming:

- Cohort Associates thought the timing of the classes were perfect and enjoyed the in-person sessions at the beginning and end of the schedule.
- Cohort Associates' top three learning sessions were: Federal Contracting and Govology; Financial Health; and Marketing Collateral and Capability Statement Development.
- Cohort Associates found the Technology Design, Business Plan Builder, and Strategic Communications sessions the least helpful.
- Cohort Associates expressed gratitude for mentor relationships and have found the connections "helpful and inspiring."

The surveys provided valuable insights into specific needs of individual Associate companies. As mentioned above, future sessions would benefit by diving deeper into certain subject matters. This would lend itself to further developing programming for those companies that are accelerating, opposed to those which are incubating.

## Program Results

The Port of Seattle Business Accelerator Program, supported by the Seattle Port Commission, Executive Leadership, and executed by the Director, Diversity in Contracting office strengthened by the Port of Seattle, resulted in an "extremely useful program." It left the Associates with the appetite for furthering and deepening their learning.

*"The connection with the class has been tremendously helpful and inspiring." (Anonymous, personal communication, January 2023).*

The strength of the Community significantly contributed and added value to the program. Supported by over 50-community business leaders, spending over 150 hours of volunteer time in various capacities (instructors, panelists, mentors, peers) provided significant value to Cohort Associates through support, relationship development, and expertise (see Appendix E).

The Port of Seattle’s 5-year capital improvement plan with a budget of \$5.3 billion is poised to lead regional governmental agencies in building equity – fair treatment, access to opportunities, and advancement for all people, while striving to identify and eliminate barriers that have prevented the full participation of historically oppressed communities. [www.portseattle.org/community/supporting-the-community](http://www.portseattle.org/community/supporting-the-community)

**1. Findings:** Cohort Associates were looking for three relevant qualities in the program: Learning and Development; Relationship Building; and Opportunities. Through the development, design, and delivery of the Accelerator Program, Associates honed their business acumen, built relationships with peers, subject matter experts, and decision-makers. Ultimately, they were exposed to new opportunities. Underlying the Accelerator’s program success was the execution of six specific activities: Outreach, Recruitment, Selection, Programming, Mentoring, and Project Close.

- Outreach to over 4,000 individual businesses netted a pool of 56 Accelerator applicants,
- Application review process netted the Accelerator 13 top rated WMBEs,
- The 10-week learning and development program, meeting twice a week, was designed, developed, and delivered,
- Setting up the Mentor Protégé element was an opportunity, and,
- The 2022 Accelerator graduation event was designed, developed, and delivered.

Although each Associate has their own specific agenda, the program delivered value to everyone. The learning, relationship building, and available opportunities created the foundation of long-term success for all participants.



*“We want to thank the Port of Seattle, the commissioners, Diversity Department and team for this wonderful opportunity to engage with the Port’s Staff. The Port’s team, workshop speakers and cohort members all have shared a wealth of experience. It’s good to gain knowledge to refine our processes and build our network...” (S. Maxwell, personal communication, January 2023).*

**2. Effectiveness:** The short-term and long-term effectiveness of the program is yet to be reviewed. During the program, relationships were built, partnerships were developed, bids were redesigned, and opportunities were exposed to the Associates. In six months, the Council will survey the Associates and measure progress and/or growth. In twelve months, the Council will survey the Associates again and measure progress and/or growth.

**3. Efficiency:** The Accelerator was executed efficiently by design. The Council effectively:

- Executed and delivered every element of the Accelerator,
- Delivered the program within budget, and,
- Facilitated community support in all phases of the program at no additional cost to the Port.

Due to the long-standing partnership between the Port and the Council, the parallel missions to remove barriers and grow our underserved communities, the Council contributed a significant amount of time and resources to ensure the Accelerator accomplished its purpose “to select and engage businesses ... to assist the Port with its mission ...”



**4. Impact:** We begin measuring the Accelerator impact by base-lining the current state. Measuring Cohort Associate performance in twelve months will enable the Council to quantitatively measure both growth for Cohort Associates and the economic effect. Simultaneously, the Council will be looking for a specific qualitative linkage between the Accelerator and Associate growth.

The Cohort Associates, since their inception as businesses, have impacted their communities. More specifically, since the launching of the 2022 Business Accelerator, the Cohort Associates have impacted our local communities by adding an additional: \$26 million; 210 jobs; and over \$10.3 million in wages to our economy. This will all be measured for growth or contraction in the next six and twelve months (see Appendix F).

## Closing

The Cohort Associates stated they were, “Very Satisfied” with the program and learning sessions. This is indicative of successfully accomplishing the goals of the program as follows:

1. Equal opportunity for all Businesses to participate in contracting – Engaged and began Relationship Building with Port of Seattle personnel and Port contractors.
2. Expand efforts to increase WMBE participation in Port Contracts – Engaged with Port Contracting Administrators as well as Port contractors.
3. Implement Business Accelerator Program – Developed and Implemented the Port Business Accelerator Program.
4. Develop and Deliver Course Curriculum – Developed and delivered 33-hours of learning over a 10-week period (September 7, 2022, through November 16, 2022).
5. Program Delivery, Monitoring, Reporting, and Evaluation – Program developed, delivered, monitored, evaluated, and reporting is in-process (see Appendix G).

The Council, in partnership with the Port, concluded the program on November 16, 2022, with a graduation ceremony hosted at the Port of Seattle Headquarters facility. Although this was the end of the formal learning and development sessions, monitoring Associate development and growth continues over the next 12-months. In addition to monitoring for growth, the Council has afforded each Associate the opportunity to participate in 2023 Council Learning and Development programming.

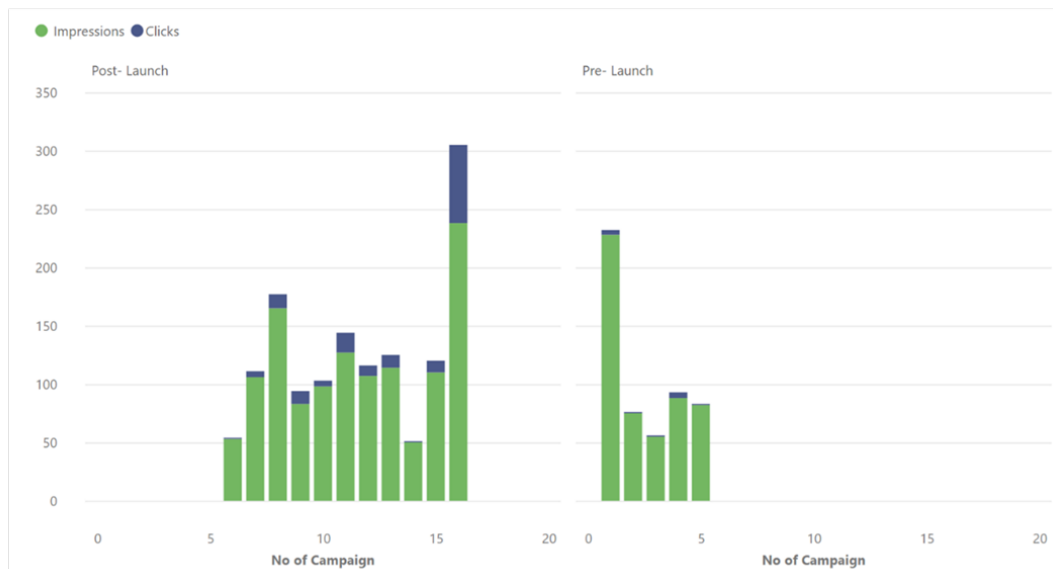
*“The Business Accelerator program has refreshed and updated my knowledge. Sigma is a growing company, the new ideas learned here will help us grow systematically. I’ve met many new people and look forward to working together in the near future. I am very happy to be part of this accelerator program” (V. Ramakrishnan, personal communication, January 2023).*



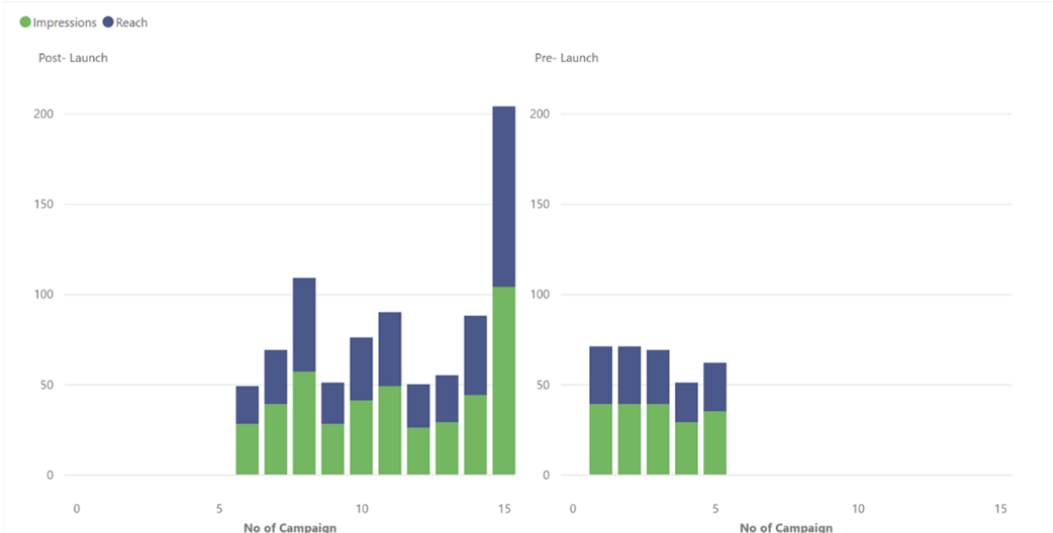
## Appendix

### Appendix A: Outreach and Email Analytics

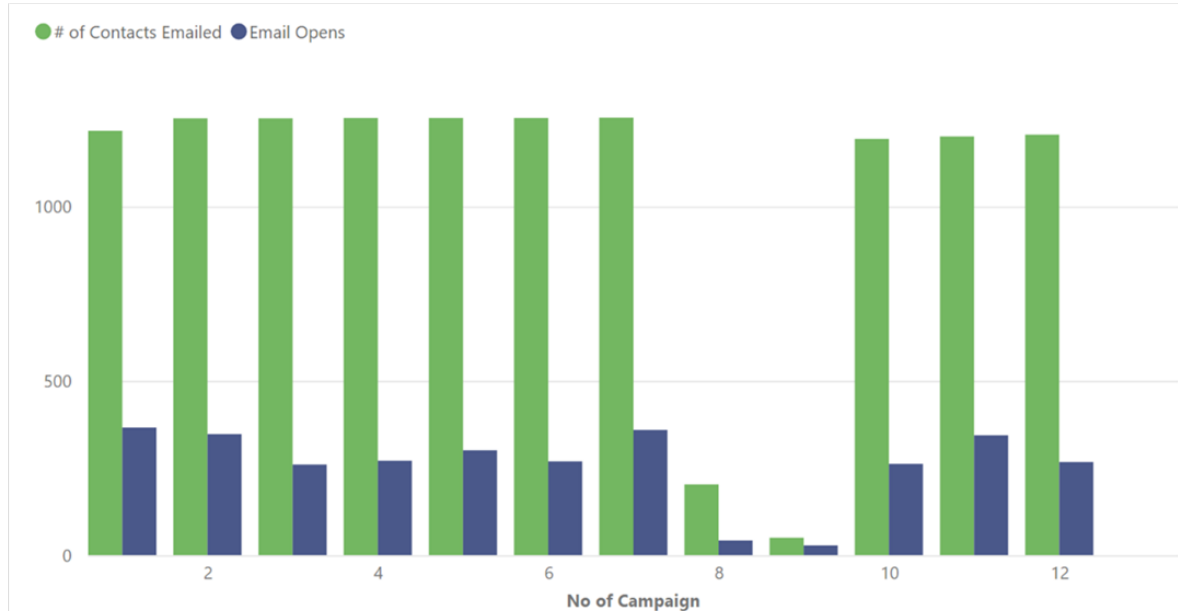
#### LINKEDIN ANALYTICS



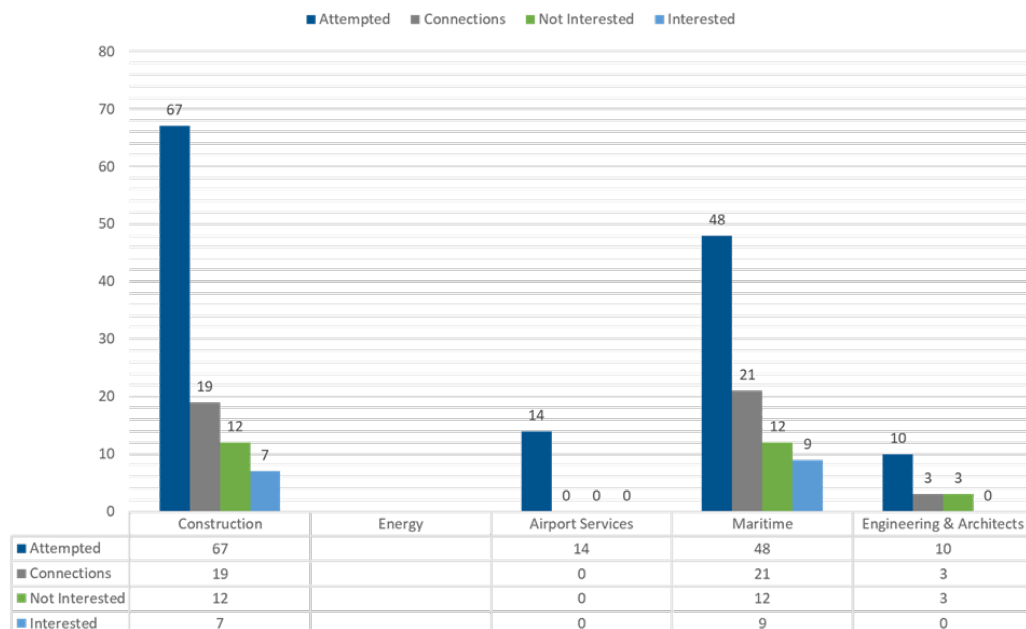
#### FACEBOOK ANALYTICS



## EMAIL OUTREACH ANALYTICS



## CALL CENTER RESULTS BY INDUSTRY



## Appendix B: Cohort Associates by Gender & Ethnicity

### COHORT ASSOCIATES BY GENDER

Total Applicants

**56**

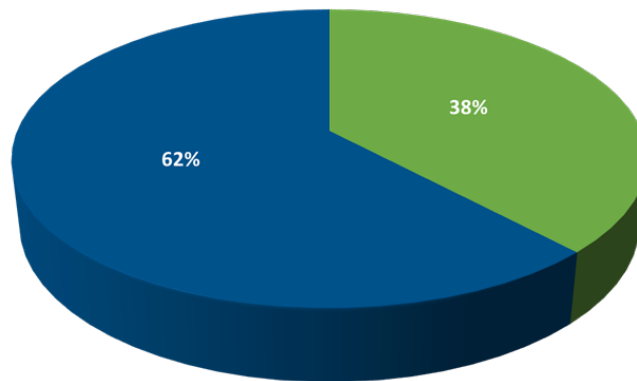
Selected Applicants

**13**

Avg Training Hours

**33**

■ Female ■ Male



Revenue

**\$14.37M**

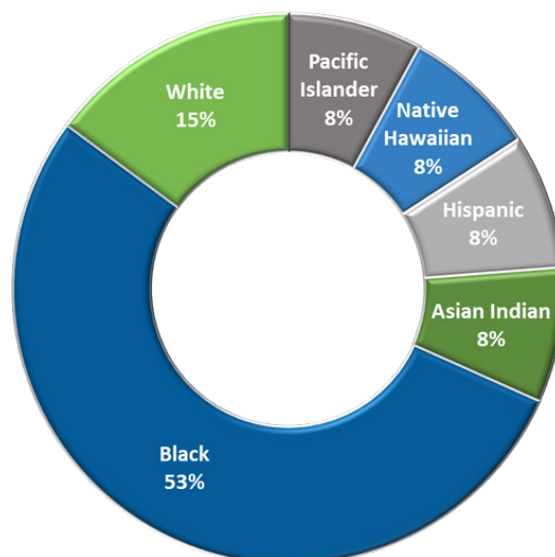
Calls Per Day

**35.75**

Cost Per Call to  
Interest Conversion

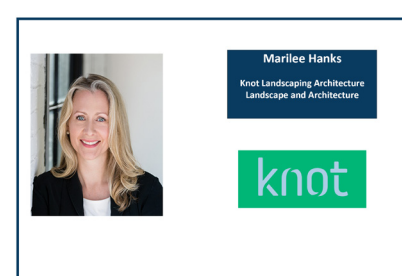
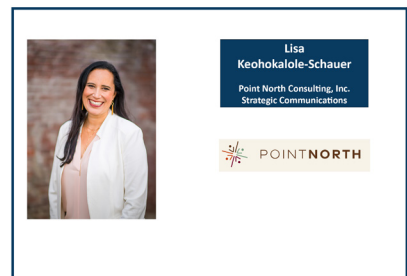
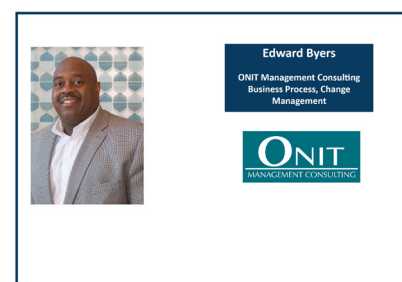
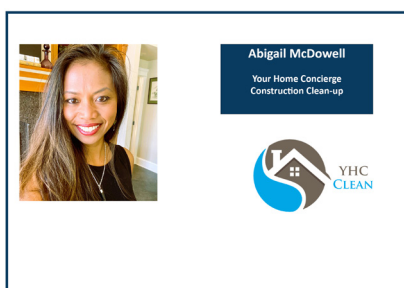
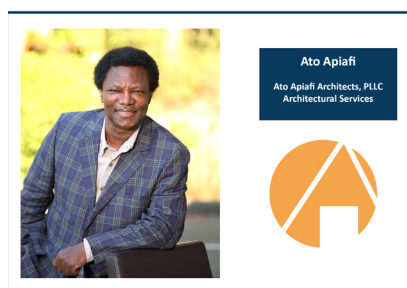
**\$70**

### COHORT ASSOCIATES BY ETHNICITY



## Appendix C: List of Cohort Associates

2022 Port of Seattle Business Accelerator Cohort Associates			
1	Ato Apiafi Architects, PLLC	8	Bratton Construction, LLC.
2	Onit Management Consulting	9	Molina's Construction Company
3	Apex Electrical Group, LLC	10	Your Home Concierge
4	Knot Landscape Architecture	11	Three Guys Construction, LLC.
5	Bubbers, LLC	12	Sigma Consultants Group, Inc.
6	PointNorth Consulting, Inc.	13	OpConnect, Inc.
7	Pacific Rim Environmental, Inc.		







## Program Certificate of Achievement



# Certificate of Achievement

## Port of Seattle Business Accelerator Program

September 7th – November 16th, 2022

### 2022 Port Accelerator Cohort Associate

*has successfully completed 33 hours of classroom instruction in the  
development and growth of his Small and Diverse Business.*

Mian Rice  
Director of Diversity  
In Contracting

Ryan Calkins  
Position 1 | Commissioner  
Port of Seattle

Fernando Martinez  
President and CEO  
Northwest Mountain MSDC

## Appendix D: Programming and Schedule

Programming & Schedule				
	Day & Date	Program	Facilitator   Presenter	Team Proctor
Week 1	Monday, September 12, 2022	Business Plan Builder	Ricardo Ibarra, Creative Director   The TRIO Group	Fernando Martinez
	Wednesday, September 14, 2022	Business Plan Builder	Ricardo Ibarra, Creative Director   The TRIO Group	Fernando Martinez
Week 2	Monday, September 19, 2022	Strategic Communications 1	Shawn Channell, Principal   Just Launch Communications	Karla Malacon
	Wednesday, September 21, 2022	Regional Contracting Forum	Public Agency Business Conference and Networking Event	Fernando Martinez Huda Al-Musawi
	Thursday, September 29, 2022	Strategic Communications 2	Shawn Channell, Principal   Just Launch Communications	Karla Malacon
Week 3	Monday, September 26, 2022	Financial Health 1	Rocky Fong & Sheila Winston   JP Morgan Chase	Mark Sinclair
	Wednesday, September 28, 2022	Financial Health 2	Rocky Fong & Sheila Winston   JP Morgan Chase	Mark Sinclair
Week 4	Monday, October 3, 2022	Infrastructure Panel 1: Accounting, Legal, and Banking Relationships	Ryan Beatty, CPA   Shahzad Q. Qadri, Attorney-at-Law   Taj Benford, Small Business Manager SCU	Grayson Martin



	Wednesday, October 5, 2022	Infrastructure Panel 2: Operational, Human Resources, Construction	Richard Haines, Microsoft   Ramina Dekhoda-Steele, Attorney-at-Law   Wong Fleming, P.S.	Grayson Martin
<b>Programming &amp; Schedule</b>				
	<b>Day &amp; Date</b>	<b>Program</b>		
Week 5	Monday, October 10, 2022	Technology Design 1: Leveraging Technology to Increase Efficiency	Shelley Gaddie, Principal ProjectCorps, Inc.   Elizabeth Angel, Howard S. Wright	Mayuri Gupta
	Wednesday, October 12, 2022	Technology Design 2: Leveraging Technology to Increase Efficiency	Khang Tran, Principal, Humanus Labs, LLC   Josh Canady, Microsoft Corporation	Mayuri Gupta
Week 6	Monday, October 17, 2022	General Contractor Panel	Kate Kleymann, McKinstry   Paul Snorsky, Howard S. Wright	Huda Al-Musawi
	Wednesday, October 19, 2022	Port of Seattle Panel	Mian Rice, Director of Diversity in Contracting, Emily Ho, Engagement and Training Program Manager Diversity in Contracting, Kyle Dilbert, Sr. Procurement Manager & Contracts   Port of Seattle	Huda Al-Musawi
Week 7	Monday, October 24, 2022	Marketing Collateral and Capability Statement Design 1	Ricardo Ibarra, Creative Director   The TRIO Group	Jeffery Bartley
	Wednesday, October 26, 2022	Marketing Collateral and Capability Statement Design 2	Ricardo Ibarra, Creative Director   The TRIO Group	Jeffery Bartley
	Individually Scheduled	Cohort Associate 2 Minute Video Recording	Ricardo Ibarra, Creative Director   The TRIO Group	Cohort Associates

Week 8	Monday, October 31, 2022	Web-Based Learning Center	Carroll Bernard & Amber Stevens   Govology	Grayson
	Wednesday, November 2, 2022	Web-Based Learning Center	Carroll Bernard & Amber Stevens   Govology	Mark Sinclair
	Individually Scheduled	Cohort Associate 2 Minute Video Recording	Ricardo Ibarra, Creative Director   The TRIO Group	Cohort Associates
<b>Programming &amp; Schedule</b>				
	<b>Day &amp; Date</b>	<b>Program</b>		
Week 9	Monday, November 7, 2022	Port of Seattle Panel	Vicky Leung-Ramos, Contracts Administrator II (Service Agreements)   Kyle Dilbert, Sr. Manager Construction Contracting   Josephine Wilson, Contracting Admin. III (Service Agreements)	Mark Sinclair
	Wednesday, November 9, 2022	Professional Communications	Lisa Keohokalole-Schauer Principle at PointNorth Consulting, Inc.	Mark Sinclair
Week 10	Monday, November 14, 2022	Employee Retention, Profit Benchmarking	David Molina, Molina's Construction   Fernando Martinez, Northwest Mountain MSDC	Fernando Martinez
	Wednesday, November 16, 2022	Cohort Graduation	All	<b>All - Live at the Port</b>

## Appendix E: Community Supporters and Contributors

<b>Amber Stevens</b> - Govology	<b>Ramina Dehkhoda - Steele</b> - Wong Fleming, P.S.
<b>Amelia Ransom</b> - Smartsheet	<b>Reggie Brown</b> - Entrepreneur
<b>Angela Battle</b> - Sellen Construction	<b>Ricardo Ibarra</b> - TRIO Group Northwest
<b>Brenda Nnambi</b> - Sound Transit	<b>Rich Whealan</b> - Miller Hull
<b>Carroll Bernard</b> - Govology	<b>Richard Haines</b> - Microsoft Corporation
<b>Danny Keim</b> - Mortenson Construction	<b>Robert Misel</b> - Miller Hull
<b>Dave McFadden*</b> - Port of Seattle	<b>Rocky Fong</b> - JP Morgan Chase
<b>David L. Hutt</b> - Hensel Phelps	<b>Ryan Beatty</b> - Branch Richards & Co.
<b>David Molina</b> - Molina's Construction	<b>Ryan Calkins*</b> - Port of Seattle
<b>Elizabeth Angel</b> - Howard S. Wright a Balfour Beatty Co.	<b>Sandy Hanks</b> - King County
<b>Emily Ho*</b> - Port of Seattle	<b>Sarah Carlson</b> - Sellen Consttuction
<b>Grayson Martin</b> - Northwest Mountain MSDC	<b>Shahzad Q. Qadri</b> - Wong Fleming, P.S.
<b>Herman Lanier</b> - Lanier's Fine Candies	<b>Shawn Channel</b> - Just Launch Media, LLC
<b>Huda Al-musawi</b> - Northwest Mountain MSDC	<b>Sheila Winston</b> - JP Morgan Chase
<b>Jason W. Jones</b> - Hensel Phelps	<b>Shelley Gaddie</b> - ProjectCorps, Inc.
<b>Jeff Quint</b> - TRIO Group Northwest	<b>Stephanie Alba</b> - Mortenson Construction
<b>Jeffery Bartley</b> - Northwest Mountain MSDC	<b>Steve Larson</b> - Mortenson Construction
<b>Jonathan Ohta</b> - Port of Seattle	<b>Taj Benford</b> - Seattle Credit Union
<b>Josephine Wilson</b> - Port of Seattle	<b>Terrance Blakely</b> - McKinstry
<b>Josh Canady</b> - Microsoft Corporation	<b>Vicky Leung Ramos</b> - Port of Seattle
<b>Karla Malacon</b> - Northwest Mountain MSDC	<b>Vikas Tomar</b> - Seattle Samosa, LLC
<b>Kate Kleyman</b> - McKinstry	<b>Mark Sinclair</b> - Northwest Mountain MSDC
<b>Kate Westerlund</b> - Hensel Phelps	<b>Matt Breed</b> - Port of Seattle
<b>Khang Tran</b> - Humanus Labs, LLC	<b>Mian Rice*</b> - Port of Seattle
<b>Kyle Dilbert</b> - Port of Seattle	<b>Michael Huynh</b> - Macadons
<b>Lisa Keohokalole-Schauer</b> - PointNorth, Inc.	<b>Nelson Reyneri</b> - Point B
	<b>Paul Snorsky</b> - Howard S. Wright a Balfour Beatty Co.

### Port Executives\*



## Appendix F: Cohort Associates Regional Economic Impact

Accelerator Cohort Aggregate Impact				
Current State	13 Cohort Associates	Aggregate Revenues \$14,370,000	143 Jobs Created	
Current Economic Effect		Adds \$26,010,00 to the Regional Economy	210 Additional Jobs Created	\$10,348,000 Additional Wages Generated

Chart depicts current Cohort Associates current financial and employment state in aggregate. Plus, it discloses the economic, employment, and wage effects the Cohort Associate companies have upon the economy. The Council used the WA State Input-Output Model to establish the economic effect noted in the above table.

## Appendix G: Deliverables

Deliverables			Deliverables		
1A	A plan for the accelerator program including overall timelines and key milestones which includes launch of Accelerator Program.	✓	6A	A list of partners that includes the criteria used to identify said partners, and the strategy to secure each partner.	✓
2A	Report detailing marketing/outreach plan strategy.	✓	7A	Weekly report per training highlighting past topics and questions.	✓
2B	Progress report highlighting implementation of marketing/outreach plan.	✓	7B	Training assessment survey, post every training module.	✓
2C	Final summary report on accelerator program to include summary of marketing and publicity generated before, during, and after the program.	✓	8A	Status reports delivered on participants.	✓
3A	List of recommended applicant selections with application evaluation summaries supporting each proposed selection, submitted to Port Staff for approval.	✓	9A	List of public and private prime businesses who may partner with selected cohorts.	✓
4A	List of panelists for cohort selection.	✓	9B	Copies of links to the one-to-two-minute highlight videos per business for their company's website and Port's website.	✓
4B	Process map detailing the proposed application process for the Business Accelerator Program submitted to Port staff for approval.	✓	10A	Individual evaluation report for each business.	✓
4C	List of companies selected for the program.	✓	10B	Overall assessment of Accelerator Program	✓
5A	An email detailing recommended location setting for each program/cohort meeting.	✓			



## Contact Us

**Email:** [info@nwmmsdc.org](mailto:info@nwmmsdc.org)

**Web:** [www.nwmmsdc.org](http://www.nwmmsdc.org)

**Phone:** (253) 243-6959

**Address:** 545 Andover Park  
West Building 1, Suite 109 Tukwila,  
WA 98188



# Port of Seattle Business Accelerator Program Final Report 2022

