Pacific Northwest Economic Region



Global Challenges | Regional Solutions

About PNWER

PNWER is a public-private partnership chartered by the states of Alaska, Idaho, Montana, Oregon, and Washington the western Canadian provinces of Alberta, British Columbia, and Saskatchewan; and Yukon and Northwest Territories.

PNWER is recognized by the federal governments as the model for regional and bi-national cooperation because of its proven success. It is the leading forum where people in the policy world and business world come together to determine solutions to regional challenges

Promoting Greater Regional Collaboration



Bi-National Economic Platform



- $2 billion (USD) in goods and services crosses the Canada-United States border every day.
- Economic watersheds flow North and South across the border
- Canada and the U.S. are each other's largest source of direct investment.
- PNWER works with stakeholders to identify and reduce trade impediments.

Annual Value of PNWER States' Goods & Services Exports to Canada

$13. 8 billion

Washington:	$8.8 billion
Oregon:	$2.7 billion
Idaho:	$1 billion
Montana:	$669 million
Alaska:	$645 million
TOTAL:	$13.8 billion

Source: Business Council of Canada



PNWER President's Initiative 2023 – Developing a Framework for US – Canada Energy Security and Sustainability

A Competitive Advantage for the Region

Food Security & Supply Chain Resilience

- Supply Chain Infrastructure Investments
- US-Canada Strategic Collaboration and Coordination

Energy Security, Reliability, and Sustainability

- Electricity
- Oil & Gas
- Renewables and clean energy technology
- Permit reform

Critical Minerals

- Resource Development
- Supply Chain Infrastructure
- Permit reform
- Clean energy technology
- Battery technology

Competitive Advantage Opportunities

Expand current power and energy production base to leverage our world-class energy resources to empower workers, enhance economic and national security, and reduce global greenhouse gas emissions.

Support infrastructure, resources, investments and incentives to build out the renewable energy manufacturing and electricity sector.

Address permitting reform to ensure all energy, mineral, and infrastructure projects can be built in an efficient, timely, and certain manner.

Realize the specific opportunities for the region to become a domestically secure and globally dependable clean energy superpower. This includes rapidly advancing and supporting the demand for and creation of enabling infrastructure and exports of existing low carbon energy such as wind, geothermal, hydro and LNG

Recognize the opportunities to attract, train and sustain workers to support needed technology and infrastructure development

PNWER Working Groups

Agriculture	• Supply Chain Investments • Ag Technology
Energy and Environment	• Electric vehicles • Oil and Gas Transition Planning
Transportation	• Supply Chain Infrastructure • Transportation Corridors
Infrastructure	• Public Private Partnerships • US-Canada Investments / Permitting Reform
Mining	• Critical Minerals • New mining technology
Innovation	• New technology in our region • Clean energy technology
Water	• Columbia River Treaty • Hydro power and permitting
Economic Development & Workforce	• Workforce and economic development opportunities

Outcomes

1. Develop a repository of information to share best practices between the states, provinces, and territories to achieve success in energy sustainability and security while increasing food production and developing critical mineral production. We need Montana's success stories for this.

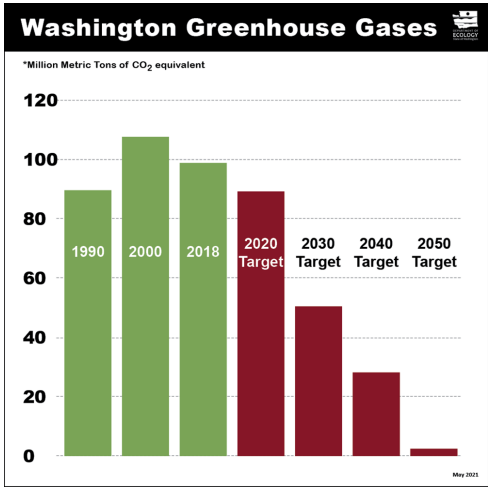
2. Work with the PNWER States, Provinces, and Territories to provide specific data and best practices on how our jurisdictions are planning for a transition toward a secure, sustainable clean energy future. What data can we bring from Montana?

3. Work with the PNWER States, Provinces, and Territories, First Nations and Tribes to identify priority opportunities for environmentally sound, critical mineral development and related permit reform. What are Montana's issues and challenges here?

4. Develop clear recommendations to both Washington, DC and Ottawa to develop a transition plan working with states, provinces, and territories on how best to move toward the goal of a secure and sustainable energy and food security future for our two great nations.

Transportation & Energy - Jobs in Transition

- Reaching Washington State's Net-Zero Emission targets by 2050 will require significant state and federal investment in infrastructure and technologies - it will also require investment in developing and cultivating a well-prepared workforce to build, maintain, and service zero emission vehicles and infrastructure
- New Jobs
  - EV Manufacturing
  - Battery Manufacturing
  - Hydrogen Fuel Cell Installation & Maintenance
  - EV Charging Station Installation & Maintenance
- Evolving Occupations Requiring Reskilling
  - Vehicle Maintenance Workers
  - Dealership Sales Staff
  - Administrative Staff to Help Navigate Federal & State Incentives



- How can Washington State ensure that these new and evolving jobs are family-wage, and prioritize equitable access to historically marginalized and disadvantaged communities?

US DOE to spend $8B on Hydrogen Hub Proposals

- Hydrogen fuel cell vehicles are an important component of reaching net-zero emissions by 2050
  - While battery technology is improving, hydrogen fuel cell vehicles are well-suited for long-haul trucking and other difficult-to-decarbonize sectors
- Washington State Department of Commerce + Oregon State Department of Energy Chair the Pacific Northwest Hydrogen Association (PNWH2)
  - Submitted concept paper to DOE in 2022 & were invited to submit full application
  - This is a regionally-focused proposal to create a hydrogen hub for the PNW
  - Focus will be on Hydrogen Production, Distribution, Storage, and Technology Development
  - A key component of this proposal is demonstrating how the project will benefit and build up rural, tribal, and historically underserved communities as per the Justice40 initiative
- Proposals Due: April 27, 2023
- Governor's Capital Budget includes $20 million in state match should the full application be successful

Washington State Department of Commerce



News Release

JAN. 5, 2023

Pacific Northwest Hydrogen Association receives positive review on US Dept. of Energy Hydrogen Hub proposal

Joint Washington-Oregon regional concept paper one of 33 out of 79 proposals to receive encouragement to proceed toward potential billion-dollar federal funding award

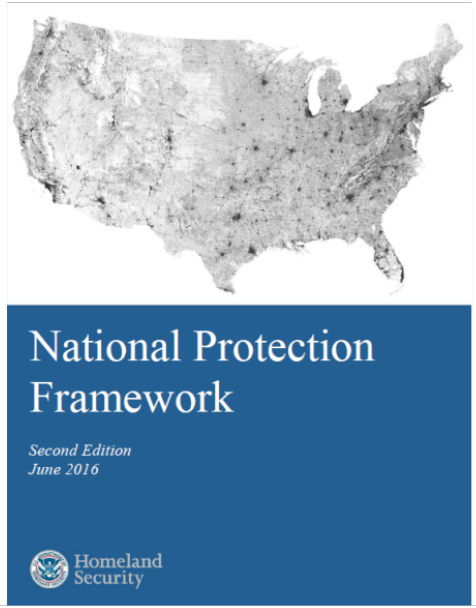
SEATTLE, WA — Backed by a letter of encouragement from the US Department of Energy (DOE), the Pacific Northwest Hydrogen Association (PNWH2) will submit a full application for funding to construct a regional clean hydrogen hub in the Pacific Northwest. PNWH2's concept paper is one of 33 concept papers given the greenlight to proceed from among 79 submitted to DOE late last year. In the Dec. 27 letter of encouragement, DOE said it expects to review and select six to 10 of the full applications for federal funding estimated at around $1 billion per hub.

PNWH$_2$

PNWER Center for Regional Disaster Resilience

CRDR
Center for Regional Disaster Resilience

PNWER formed the Center 2001 with the goal of improving the Pacific Northwest's ability to withstand, recover and to protect its critical infrastructures from all-hazards disasters.



PNWER is referenced in the National Protection Framework as the model for bringing the public and private sectors together to address critical infrastructure protection issues. – June 2016

2022 CRDR ACTIVITIES

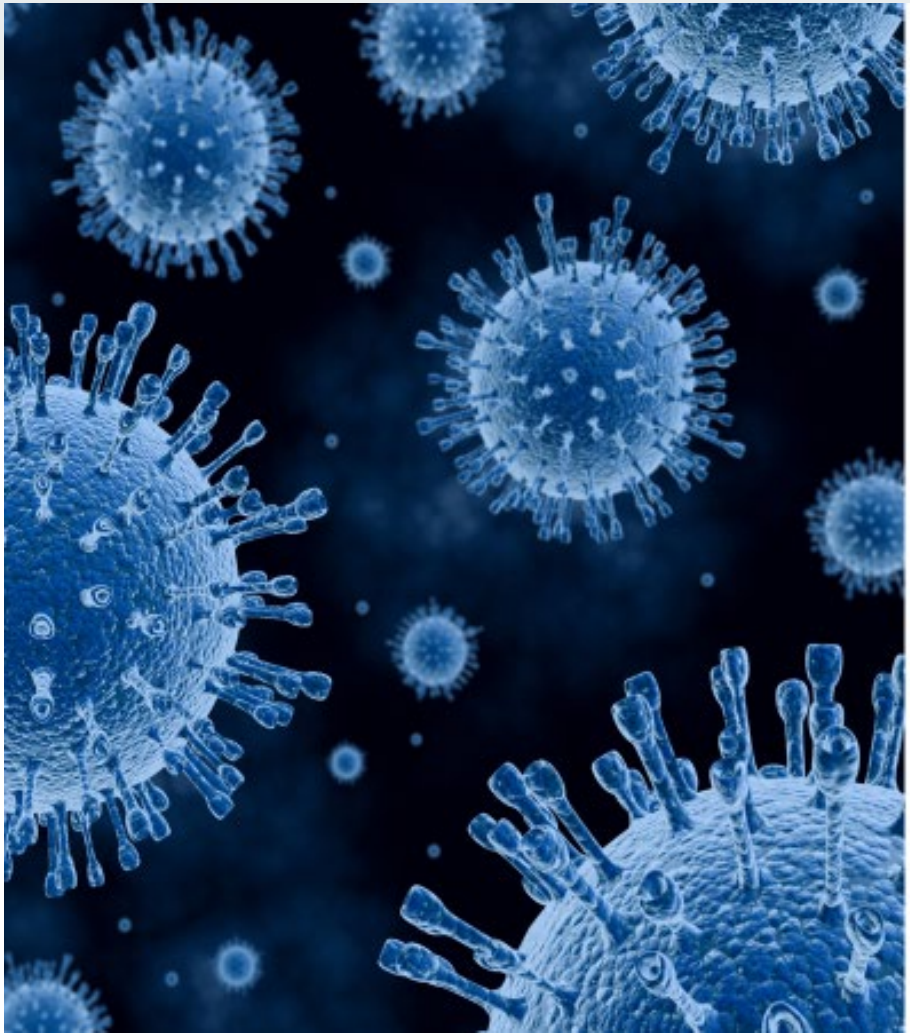
CRDR
Center for Regional Disaster Resilience

- 30+ workshops, summits, webinars, and exercises

- 500+ participants from the northwest and across the U.S. and Canada

-Cybersecurity
-Maritime Resilience Planning
-Emergency Fuel Planning
-Pandemic Resilience
-Critical Infrastructure Planning
-Information Sharing





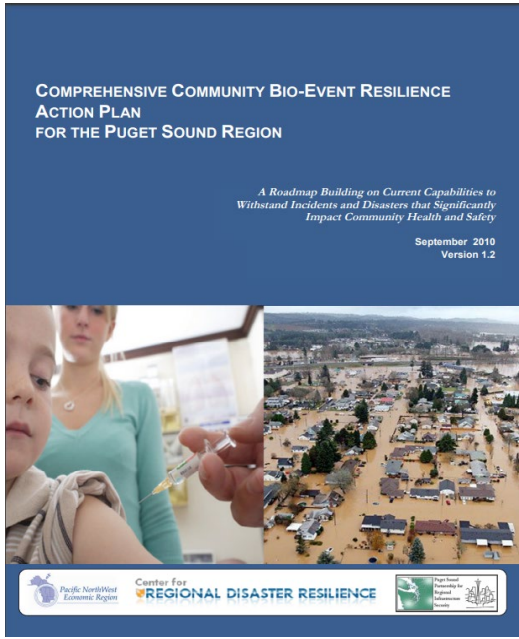
Pacific NorthWest Economic Region

Pandemic Resilience Roadmap

Funded by the US Economic Development Administration

History of the Project

- Comprehensive Community Bio-Event Resilience Action Plan for the Puget Sound Region
  - Sept. 2010
  - Following the H1N1 influenza pandemic and SARS outbreak, public officials and local leaders expressed interest in developing a plan to improve capabilities to prepare for, respond to, and recovery rapidly from events and disasters with limited impacts to health and safety. PNWER and the CRDR completed a DHS-funded project to develop a template for responding to a 'bio-event' that communities nation-wide could customize to improve their bio-event resilience.
- March & April 2020
  - Began hosting regular calls with PNWER jurisdiction legislators sharing best practices and coordinating resources
- July 2020
  - Began hosting public-facing calls sharing out pandemic response and recovery best practices from across the U.S. and Canada through COVID-19 Recovery Call Series



Advisory Committee Members

- Advisory Committee:
  - Onora Lien, Northwest Healthcare Response Network
  - Zach Carstensen, SalesForce
  - Laurie Trautman, Border Policy Research Institute, WWU
  - Dan Kirschner, Northwest Gas Association
  - Ann Lesperance, Pacific Northwest National Laboratory
  - John Charleston, Bartell Drugs
  - Curry Mayer, City of Seattle Emergency Management
  - Kurt Hardin , Thurston County Public Health & Emergency Management
  - Heather Kelly, City of Kirkland Emergency Management
  - Terrie Battuello, City of Marysville
  - Janice Connolly, Swedish Medical Center
  - Amy Gillespie, Pierce County Emergency Management
  - Louis Cooper, Port of Tacoma
  - Suzanne Dale Estey, Washington Economic Development Association
  - Nicole Errett, University of Washington

Assembling the Roadmap

- Input from regional stakeholders from Washington, Oregon, Idaho, Montana, Alaska & British Columbia, Alberta, Saskatchewan, Yukon and Northwest Territories
- 41 survey respondents from key sectors of the Economy
- 30+ one-on-one interviews
- 24 COVID-19 Recovery Calls attended by hundreds of stakeholders
    - COVID Test and Vaccine Verification
    - Workplace Mental Health Resilience
    - Contact Tracing and Exposure Notifications Apps
    - Downtown Association's Response to the Pandemic
    - Transportation & Warehousing Response to the Pandemic
    - Transitioning to Digital Services in the Pandemic
    - Construction & COVID: A 2022 Update on BC's Model for Collaboration and Continuity
    - Wastewater & Disease Monitoring
    - Spotlighting Utilities During the Pandemic
- Feedback & input from Advisory Committee Members
- Economic data analysis & in-depth research
- Roadmap completed by April

Congregate
SOLUTIONS ACCELERATOR

Congregate connects technology **startups** with **mentors and experts** to create **pilot projects** to address industry's toughest challenges.



Congregate is a *challenge-based* accelerator

While most accelerators focus on helping companies find product-market fit, the Congregate model identifies the industry needs from relevant stakeholders, and connects them to potential customers for pilot projects.

Building Resilience in the Tourism and Hospitality Industry in Washington State

- Tourism and Hospitality Sector hardest hit
- PNWER selected for a nationally competitive U.S. Commerce EDA grant Program - SPRINT
- Building resilience for the hardest hit industry

By the numbers

$940K in US federal funding

16 Companies

~50% minority or female founders

~$50,000 in paid pilot projects

10+ Pilot projects (to date)

$750K+ VC Investment

2 Accelerator Admissions

1 Major Industry Award
(Microsoft Partner of the Year)

Founders and innovators also benefit from Congregate

> *Congregate made more customer introductions than any other accelerator. We are soon going to launch pilot programs with three big clients and can't thank them enough!*



Shilpi Gupta, CEO

edizeven
START FRESH & REHIRE

3+ Pilot Program Agreements

~$50K In New Business

WHA State-wide Pilot Program
Edizeven will work with 25-30 WA hospitality companies across the state to pilot a permanent partnership.

MANTIS XR
Bespokely
2D
NOVABY
SOTECH HEALTH
LUBN
altoura
iCrypto
ClubHealth
LocalBuzz
radious
Your home office, away from home.
edizeven
START FRESH & REHIRE
Motis
City Guyd
Simply
kick back

Industry Partnership is the core of the Congregate model

Learning and interacting with local emerging business leaders has allowed our organization to explore new opportunities that can positively impact our facility and guest experience.

Kameron Durham
Managing Director – Event Services
SEATTLE SEAHAWKS

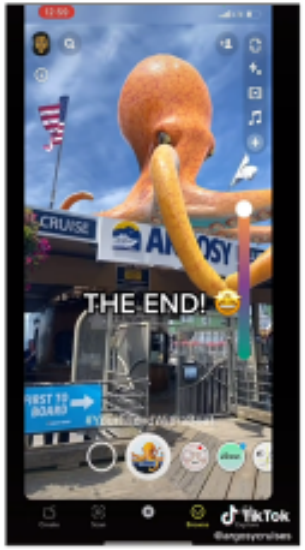


Next Steps for the Congregate Program

- Continue to explore partnerships and funding opportunities for the continuation of the program.
- PNWER is committed to 3 years of data tracking from cohort companies
- PNWER could explore additional cohorts for specific regions if state or provincial funding becomes available.

Congregate alumni are making waves in travel, tourism and hospitality in the PNW

NOVABY



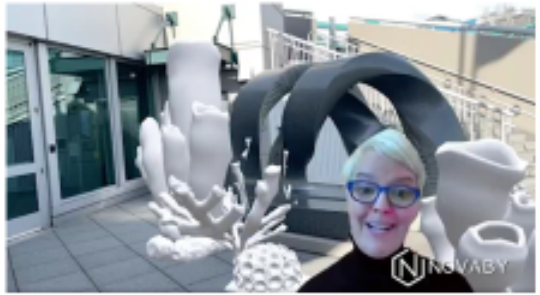
ARGOSY CRUISES

Novaby partnered with Argosy Cruises to drive in-person traffic to their dockside experience with a giant AR Kraken!

NOVABY The Art of Technology NORTHWEST EVENT SHOW



Cohort One company Novaby provided an immersive AR experience for in-person attendees at the NW Event Show in March 2022.



10+ Pilot projects completed or proposed using augmented reality to drive sales and destination visitation

MANTIS XR

SEATTLE SEAHAWKS



Mantis XR is working with the Seattle Seahawks to offer remote, 3D shopping experience to Seahawks fans and exclusive access to locker room experiences right from their phones.

32ND PNWER ANNUAL SUMMIT

JULY 16-20, 2023 | BOISE, IDAHO

pnwer.org/2023-summit

WHY SHOULD YOU ATTEND?

The PNWER Annual Summit provides the opportunity to:

- Learn about key economic issues facing the region
- Collaborate and establish partnerships with Canadian & U.S. public & private sector leaders
- Strengthen regional networks and cooperation
- Advocate for regional policies and cross-jurisdictional initiatives



10 Provinces, States, & Territories

20+ Sessions & Networking Breaks

125+ Speakers from Canada & the U.S.

500+ Legislators, Business Leaders, & Decision Makers