



Position Title: Blue Economy Innovation Catalyst

Position Overview: Seeking an independent contractor (individual or company) to fulfill a Blue Economy “Innovation Catalyst” (IC) role and help develop blue economy (BE) tools and technologies in partnership with Oregon State University’s Hatfield Marine Science Center (HMSC). Innovation Catalysts have experience starting or scaling a company and/or have significant experience in the startup ecosystem.

Background: HMSC and Oregon RAIN partnered on a grant to the U.S. Economic Development Administration (EDA) to develop blue economy (BE) tools and technologies to promote a sustainable future contributing to ecological health, thriving communities, and economic growth in the developing Oregon Coast Blue Economy (OCBE) sector. This is a 3-year grant. Read more at:

<https://www.eda.gov/oie/buildtoscale/industry/2020/OR-State-University.htm>

Regional Focus: Oregon’s coastline, with an emphasis on the following cities in year 1 (North to South): Nehalem, Garibaldi, Tillamook, Lincoln City, Newport, Toledo, Alsea, Florence, and Reedsport. Oregon coastal cities have the potential to expand in years 2 and 3.

Location: This is a remote position and work will be performed in the communities named under Regional Focus. Time will be spent inside the new Innovation Lab (iLab) at the HMSC in Newport.

Travel: 50%

Description: Are you an entrepreneur or company that is passionate about marine technologies and enjoys talking with others about ways to build and improve the marine innovation ecosystem?

Do you enjoy starting or building new things, being a part of something important, and making an impact in your community? Do you get excited about the idea of helping marine entrepreneurs and innovators pursue their dreams? Have you ever been called a “connector” because you enjoy referring people to resources to help them advance and grow? Are you someone who can easily and diplomatically collaborate with multiple ecosystem partners and elevate a region’s entrepreneurial spirit?

If you can answer yes to these questions, Oregon RAIN wants to meet with you! Oregon RAIN is seeking an Innovation Catalyst to catalyze entrepreneurial efforts along the Oregon Coast and elevate the whole ecosystem.



Responsibilities: Fulfill contracts Oregon RAIN has with HMSC and the EDA, including:

Support Blue Economy Innovators & Entrepreneurs:

- Identify and connect startups to needed resources: people (mentors/employees), programs (accelerators/workshops), physical assets (equipment, labs, office space), and funding (investment capital, grants, loans)
- Support and accelerate the commercialization of BE-related marine tools and technologies (e.g., deep-sea acoustic technologies and platforms, ocean energy, environmental sensors, and acoustic control systems), especially those coming out of the HMSC iLab
- Improve the competitiveness of relevant startups and companies by closely collaborating with the HMSC
- Develop, lead, host, and grow programs to support entrepreneurs and innovators in the BE sector
- Travel along the Oregon Coast to meet with entrepreneurs, innovators, and community partners

Blue Economy Ecosystem-Building:

- Be actively involved in the Oregon Coast's BE Sector and serve as a champion for Oregon's marine innovation economy
- Build a strong ecosystem of BE stakeholders to enable sustainability by partnering closely with entrepreneurship & innovation ecosystem partners: (e.g., city and county leaders, economic development organizations, Business Oregon, the Small Business Development Centers, Chambers of Commerce, etc.)
- Work with regional partners and Oregon RAIN to identify, prioritize, and develop strategies around key regional entrepreneurial needs specific to the BE sector.
- Increase connectivity and collaboration between existing blue technology innovation hubs for private, government, and research stakeholders by leveraging Oregon State University (OSU)'s network of innovation laboratories (e.g., marine tech, autonomous vehicles, ocean energy, environmental sensors, robotics, design thinking, and engineering), and Oregon RAIN's entrepreneurial ecosystem partners to enhance the overall innovation capacity and resiliency of the Oregon Coast
- Work closely with partners to continue building a regional mentor network
- Develop and update a map of the entrepreneurial assets in the region specific to the BE sector, determine the gaps, make recommendations for closing those gaps, and collaborate with regional partners to help fill gaps
- Enlist community members to serve as champions of the marine innovation ecosystem



Capital Activation:

- Assist in activating and elevating pools of capital to advance the region's ecosystem
- Identify and educate potential angel investors and refer them to regional and statewide funds (in partnership with the Executive Director)
- Assist with fundraising (with Executive Director & Development Director)

Marketing, Communications & Reporting

- In partnership with the HMSC develop marketing, communications, and public relations campaigns to promote entrepreneurial activities in the region
- Communicate regularly with Oregon RAIN's Executive Director and other Oregon RAIN contractors to continue building the BE entrepreneurial ecosystem on Oregon's Coast
- Communicate with elected officials in the region about the economic impact of Oregon RAIN and HMSC's activities in the region, including bringing regional entrepreneurs, innovators, and partners to meetings to elevate messaging
- Responsible for tracking and reporting key metrics in partnership with the HMSC
- Attend City Council, County Commissioner, and other public meetings to provide program updates
- Record and promote BE coastal region's successes, stories, and entrepreneurial culture through appropriate platforms (video, LinkedIn, FB, Twitter, etc.)

Qualifications:

- Able to work remotely as an independent contractor
- Entrepreneurial background and network
- Familiar with marine technologies and terminology (or related science fields)
- Extreme bias toward action
- An excellent mentor and motivator
- Ability to confidently deliver workshops on topics related to early stage entrepreneurship and innovation
- Strong communication, facilitation, organizational, and interpersonal skills
- Experience running online meetings and workshops
- Self-starting with ability to innovate and adapt
- Strong leadership qualities
- Able to build bridges and turn difficult conversations into win-win outcomes
- An understanding of startup nomenclature and what it takes to start and grow a business in Oregon



- Ability to coach entrepreneurs and make introductions to the right resources
- Individual will have a demonstrable commitment to diversity, equity, and inclusion
- Self motivated and able to work collaboratively with individuals from various backgrounds
- Experience with Google Docs, Zoom, Slack, MailChimp, SurveyMonkey, Canva, and project management tools is a plus

Estimated Start Date: Week of January 4, 2021

Compensation: \$5,000 - \$6,000 per month (contractor, not employee)

To Apply: Please provide a proposal explaining your ability to fulfill the requirements of this position. Include recent relevant experience and 3 references (*name, role, email, phone, and nature of your working relationship with them*). Send with the subject "Blue Economy Innovation Catalyst" to: Caroline Cummings, Oregon RAIN's Executive Director | caroline@oregonrain.org

All responses due by November 16, 2020

About Oregon RAIN: Oregon RAIN (Regional Accelerator & Innovation Network) is 501(c)3 non-profit organization that is run by experienced entrepreneurs and angel investors and exists to reduce barriers to entrepreneurship and innovation. Since 2015, Oregon RAIN has been invited to serve 23 cities across 5 counties in Oregon to help them build entrepreneurial ecosystems and innovation economies.

Oregon RAIN's mission is to partner with communities to catalyze entrepreneurial ecosystems, connect entrepreneurs to resources (including overlooked entrepreneurs), and contribute to the creation of prosperous economies.

Oregon RAIN's vision: communities support, value, and celebrate entrepreneurs; regional leaders recognize entrepreneurs are a primary creator of net new jobs; small and rural communities in Oregon have thriving economies; and a culture of possibilities is embraced.

Visit www.oregonrain.org to learn more.