

LEVERAGING DEFENSE & SECURITY MARKETS TREND REPORT



Business Oregon & the Pacific Northwest Defense Coalition (PNDC) announce the release of a report to help regional businesses grow in lucrative defense and security markets. This comprehensive report offers topline information to quickly track opportunities for established businesses and innovators to grow sales, both in direct government sales and in the defense supply chain.

“Oregon, and the Pacific Northwest as a whole, is underrepresented in contracting with defense agencies both in the U.S. and internationally. There are opportunities in traditional areas such as aerospace, maritime and tactical gear. Yet the Department of Defense (DoD) buys every kind of product and service. The DoD is also one of the largest federal funders of Research and Development funding, including in areas such as clean energy, medical, and unmanned innovation.” Amanda Welker, Trade and Recruitment Manager, Business Oregon

With funding from the U.S. Economic Development Administration (EDA), this report was commissioned to provide an overview of the market, information, and resources on how to sell to the government, as well as a list of specific opportunities for industries that are strong in the region.

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SECTION ONE: INTRODUCTION

SECTION TWO: STATE OF THE MARKET

SECTION THREE: BECOMING PROCUREMENT-READY

SECTION FOUR: GROWTH OPPORTUNITIES FOR PACIFIC NORTHWEST COMPANIES

- Aerospace
- Unmanned
- Outdoor Gear
- Clean Energy
- Semiconductor
- Maritime
- Land Vehicles

SECTION SIX: CONCLUSION

Access the report at: <https://bit.ly/3nP2XFn>

“This is not just an overview of government contracting, the report highlights specific opportunities to connect with those that are buying or funding in your market segment.” Stated Kate Kanapeaux, PNDC. “This report is all about business growth opportunities.”

Pacific Northwest companies interested in expanding their sales in the defense and security industry can also reach out to PNDC at membership@pndc.us to find out more about:

- Participating and funding for Pacific Northwest shared booths at defense tradeshows:
 - Eurosatory | June 13-17, 2022 | Paris, France
 - Association of the U.S. Army (AUSA) Annual Meeting & Exposition | Oct 10-12, 2022 | Washington D.C.
- Introductions to Department of Defense innovation funding programs through the Pacific Northwest Mission Acceleration Center (PNW MAC).
- Resources to assist in necessary registrations and market research for direct defense sales and sales within the supply chain.
- Programs that connect buyers and sellers, provide needed training, and market intelligence to support defense and security sales.

Business Oregon

Business Oregon helps Oregon business locate, grow, export and expand. The state agency provides: 1) business loans with lottery dollars; 2) technical assistance; and 3) industry support. Export financing and grants, available through our agency or regional partners, may be used for a wide range of export-related initiatives. For more information go to: www.biz.oregon.gov

Pacific Northwest Defense Coalition (PNDC)

PNDC is the Membership Trade Association for Pacific Northwest Defense & Security Industry Businesses. PNDC's mission includes bringing more defense and security contracts to the Pacific Northwest and supporting a strong and connected supply chain for these industries. By doing this, PNDC helps create, grow, and diversify business development opportunities for a wide range of Pacific Northwest companies. PNDC member companies range from large Fortune 100 companies to small machine shops that support the supply chain in maritime, tactical equipment, aerospace, unmanned systems, advanced manufacturing, information technology, homeland security, space exploration, and more. www.pn dc.us

U.S. Economic Development Administration

The mission of the U.S. Economic Development Administration (EDA) is to lead the federal economic development agenda by promoting competitiveness and preparing the nation's regions for growth and success in the worldwide economy. An agency within the U.S. Department of Commerce, EDA makes investments in economically distressed communities in order to create jobs for U.S. workers, promote American innovation, and accelerate long-term sustainable economic growth. www.eda.gov

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