



# Annual Report **2022**

As the business trade association for the Pacific Northwest defense and security industries, our mission is to bring more contracts to the PNW and support a strong and connected supply chain.



## One of the most productive years in our history

Expanded partnerships, new members, and more than 50 shows and events

This past year has been one of the most productive in our seventeen-year history, highlighted by expanded partnerships, new members, and more than 50 shows and events all with the goal to connect businesses with new opportunities in the defense and security industries.

In 2022, we led delegations to participate in focused trade shows in Paris, France and Washington, D.C., and held our first event in Idaho. Through our Advocacy Committee we continued to connect Pacific Northwest businesses with elected officials to communicate legislative needs and impacts.

December closed out the year with record attendance at the Supply Chain Opportunities Conference on December 8, attracting 150 members and non-members who learned how to do business with companies in the the aerospace arena, including Blue Origin and Spaceflight.

As I look toward 2023, I am eager to further expand membership in Idaho and Montana and extend the value we offer our members.

For me, the most important measure of our success is our high rate of membership renewals. Whether you are here for networking, to find new supply chain resources, to interact with government leaders, or simply be better connected to the industrial base, I want to hear from you about how we can deliver more value and help your business thrive.

My email address is below - please contact me directly with your ideas and takeaways.



*Denise Ryser*

**Denise Ryser**

Executive Director  
Pacific Northwest Defense Coalition  
[denise@pndc.us](mailto:denise@pndc.us)

# Events and Trade Shows

2022 was a banner year for events, training, and special programs. Every month we held at least one Cybersecurity Webinar, Pints and Professionals or Coffee and Conversation event. We also conducted a three-day ITAR/EAR Conference, a two-day Navigating Federal Government Contracts Seminar, as well as webinars on timely topics such as the conflict in Ukraine and Congressional Roundtables. Here are some highlights from the year.

## Number of Events by Type

Our events connect members with buyers, facilitate networking with peers and suppliers, educate on important industry topics, and enable advocacy with government policy makers.

<b>9</b> Business Development	<b>17</b> Training	<b>10</b> Networking	<b>2</b> Advocacy	<b>11</b> Partner Events
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### Annual NW Aerospace & Defense Conference with PNAA

This defense conference brought together Original Equipment Manufacturers, primes, supply chain and sub-contractors, executives, general managers, quality control, business development, and other decision makers providing parts, components, assemblies, services, or solutions to both the defense and commercial aerospace marketplace.

### First-Ever Event in Idaho: Supply Chain Opportunities Conference

Our members asked and we answered! In April, we hosted our first Supply Chain Opportunities Conference in Post Falls, Idaho. Nearly 80 attendees joined us to hear top-tier speakers, network, and make connections to support the defense supply chain. More to come!

## Ahead Together: NW Supplier Diversity Summit Sponsored by Boeing

During this one-day event attendees heard directly from Boeing, Tier 1 suppliers, and government contractors about supply chain opportunities for small and diverse businesses in the aerospace industry. This event was a new partnership between the Aerospace Futures Alliance, the Northwest Minority Supplier Development Council, and the Pacific Northwest Defense Coalition.

## Three Standout Trade Shows: AUSA, DSEI, and Eurosatory

We grew our presence nationally and internationally by offering members shared-booth space at three high profile events so they could extend their outreach and connections with military and security advisors from across the globe. Because these are turn-key exhibits, they give members a low-cost way to expand their reach globally.



AUSA Shared Booth  
Washington, D.C.



Eurosatory Delegation  
Paris, France

## Summer Bash

A PNDC favorite, we enjoyed live music, refreshments, and great company at the Charbonneau Pavilion in Wilsonville, Oregon. We look forward to celebrating again this year on August 17!



**SUMMER BASH!**  
**2022**  
**BOURBON LEMONADE**  
Made with Stafford's Reserve Bourbon  
by: John Stafford, Director of Business  
Development at EarthCruiser  
**EARTHCRIUSER**

**PNDC**  
**SUMMER BASH**  
**2022**  
**OUR SPONSORS**  
STOLLER  
HBC

**STAFFORD'S RESERVE**  
**BOURBON**  
**QUALITY'S LAST BASTION**

## Maritime Defense Conference

We were in Bremerton, Washington for our Maritime Defense Conference in October. KEDA & WAV-C were our generous partners and we were thrilled to bring everyone together to discuss the latest in maritime initiatives and procurement opportunities for Northwest businesses.



## Pacific Northwest Mission Acceleration Center

Since its inception in 2021, we have worked closely with the PNW MAC, supporting each other's goals in many ways. This year, we helped to produce their newsletter, This Month from the MAC, as well as their 2022 Annual Report. We also supplied resources to help them apply for a government grant. They received \$50M to expand the organization nationwide.

## Supply Chain Opportunities Conference | Opportunities & Innovations in Space

We closed out the year with record-breaking attendance at our second annual space-themed Supply Chain Opportunities Conference. Attendees heard from Maj. Juan Mayssonet, United States Space Force, Chief, National Security Space Launch, Quality Engineering Branch, Alliance Velocity, LLC, Spaceflight Inc., NASA Jet Propulsion Laboratory, Blue Origin, and Tethers Unlimited, Inc.




# Sustaining Members

PNDC Sustaining Members are companies that aren't typically in the government supply chain, but seek to work with PNDC Member companies. They provide support, expertise, and leadership to the PNDC community.

## Platinum

# Buchalter

## Gold

## Silver

## Key Partners

# PNDC Members

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2001 Machining (Your Complete Manufacturing Source)  
Acumen Executive and Talent Search  
Aerospace Joint Apprenticeship Committee (AJAC)  
Aerovel Corporation  
Altek  
Altitude Aerospace  
Ameristar Solar, LLC  
AMSC (American Superconductor Corporation)  
Apex Anodizing  
AR Modular  
Ascentron, Inc.  
Asko Processing Inc.  
Axiom Electronics, LLC  
B.E. Meyers & Co.  
Banner Bank  
Benchmade Knife Company  
Brake Systems, Inc  
Buchalter  
Cascade Architectural  
Cascade Designs - Government Sales  
Cascade Engineering Technologies  
Center of Excellence for Aerospace & Advanced Manufacturing  
Chi-Chack LLC  
Chinook Enterprises  
Clackamas Community College  
Clint Hatfield Trucking LLC  
Colby Instruments  
Columbia Bank  
Community Colleges of Spokane - Corporate & Continuing Education  
ComplianceForge  
Composite Approach  
Convergence Networks  
CORTAC Group  
Custom Interface  
Cyberstreams  
Danner/LaCrosse Footwear  
designPORT  
DH Sutherland  
DK Machining LLC  
DTS LLC  
EarthCruiser  
ECS Composites  
Electroimpact  
Element

Engineering Design Team (EDT)  
Evergreen Fire and Security  
Exotic Tool Welding  
Flex Force Enterprises  
FNI, INC  
FUCHS Lubricants Co.  
Fusion EMS  
Gladiator Technologies  
Glenair NW Quartic  
Greysam Industrial Services  
GroVtec Machining  
HBG Consulting  
Heliladder of Blue Moon Designs  
High Impact Technology  
Hobart Machined Products, Inc.  
HTGRC LLC  
Hyssos Tech  
ID Integration  
Impact Washington  
Industrial Automation  
Industrial Craters & Packers  
Insitu  
inTech Consulting  
Integrated Surveillance & Defense (ISD)  
Interconn Technical Sales  
ISCO Manufacturing Solutions  
Jemco Components & Fabrication, Inc.  
Jentay Group, LLC  
Kairos Consulting Northwest  
KAMIND IT INC.  
Kane Environmental, Inc.  
KB John LLC  
Kittyhawk Products  
Kongsberg Underwater Technology, LLC  
Last US Bag Company  
Leatherman Tool Group Inc.  
Leupold & Stevens, Inc.  
LGS Solutions, Inc  
Lightspeed Aviation  
LKD Aerospace  
LocalFresh  
Lucosky Brookman, LLC  
Machine Sciences Corporation  
MaRCTech2, Inc.  
Marine Lumber  
Metaltest Test Labs, INC  
Miles Fiberglass & Composites  
Modern Business Transportation

Morpac Industries  
Moss Adams LLP  
National Precision Bearing  
Near Space Corporation  
Newell Corporation  
Northwest Machine Works, Inc.  
Northwest Tech Bridge  
Northwest UAV  
Norton Strategic Consulting  
NW ETCH  
Oles Morrison Rinker & Baker LLP  
OMEP  
OptiMIM  
OptiNav  
Opus Interactive  
Orbital UAV USA LLC  
Oregon Applied Research  
Oregon Institute of Technology (Oregon Tech)  
Out of the Box Manufacturing  
Overwatch Imaging  
Pacific Office Solutions  
Parisi Technologies  
Peak IT Security & Solutions  
PMT Shielding Solutions  
Precise Flight  
Proctor Products Co, Inc  
Profile Laser  
ProShop  
Ran-Tech Engineering & Aerospace  
Red Arrow Logistics  
Renaissance Strategic Advisors  
Rift Systems  
S&K Global Solutions  
Schwabe, Williamson & Wyatt  
Sherpa Design  
Shine Micro Inc.  
Ship Interior Systems  
SightLine Applications  
SIGMADESIGN  
Silicon Forest Electronics  
Skillzguide  
Stack Metallurgical Group  
Stoller Wine Group  
Stratolaunch  
Taqtile  
Technical Tooling  
Tektronix Component Solutions  
Teledyne FLIR

The Boeing Company  
The Lighthouse for the Blind, Inc.  
The Provenance Chain Network  
The Ulven Companies  
Theia Technologies  
Timbercon  
TLG Aerospace, LLC  
TLR - Total Logistics Resource, Inc.  
TMF  
TNT Aerospace  
Tool Gauge  
Toolcraft, Inc.  
Totem Technologies  
TransPak  
Trillium Engineering  
TVT Die Casting and Manufacturing  
Vanguard EMS, Inc  
Vigor  
Vision Plastics  
Washington State Dept. of Commerce  
Washington State University  
Western Shelter  
Xplore Inc.  
Zepher  
ZMicro

## 2022 New Members

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Astronics, PECO Inc.  
Aviation Solutions International, Inc.  
BRPH  
Cal-Cert Company  
Capture 3D  
CAS Enterprise Management, LLC  
Chromis Technologies  
CIES Corporation  
City of Pendleton dba Pendleton UAS Range  
Component Products Corporation  
Control Dynamics Inc.  
Defense & Aerospace Business Solutions (DABS)  
Definitive Solutions & Technologies  
Dylan Aerospace  
Fairbanks Morse Defense  
FIRST iZ  
General Plastics Manufacturing Company  
GKN Aerospace  
Hunter Manufacturing  
Hy-Speed Machining  
JCHall Aero  
JLL, Corporate Real Estate Services  
Leatherman Tool Group Inc.  
LifePort LLC  
Logistic Specialties Inc. (LSI)  
Machinists Institute  
Meggitt OECO  
Mobile Power Solutions  
Northwest Fourslide  
On-Time Labs  
Onamac Industries  
Orion Aerospace  
Pathfinder Manufacturing  
Proto Technologies  
Prowse Manufacturing Group  
Pyrotek Aerospace  
Rebellion Defense  
RP Advanced Mobile Systems (RPAMS)  
Seattle Tarp Co., Inc.  
Sierra Microproducts, Inc.  
Small Biz Advantages  
Summit Security Group  
Tactical Ordnance

ToughGuard High Performance Coatings, LLC  
TRUMPF Inc.  
USI Insurance  
Verbio  
Wave Motion Launch Corporation  
West Coast Security

## Reciprocal Members

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75

## The Team

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### Denise Ryser, Executive Director

Denise leads PNDC's efforts to support member businesses by developing sales growth opportunities in direct defense and security sales and building a strong and connected supply chain in these industries. Her background in government relations, partner support, and business development makes her a trusted advisor to the PNDC community.



### Karlee Keith, Director of Strategic Partnerships & Events

Karlee is in charge of strategic programming, drawing on her 10+ years of event experience to deliver high value content, speakers, training, and networking opportunities to members. She is also responsible for event logistics and management, sponsorship programs, and marketing activities for PNDC.



### Sam Zvirzdys, Director of Market Development

Sam Zvirzdys' responsibilities include the growth of the organization through bridging member businesses, developing new relationships, growing the member network of DOD manufacturers, and expanding the supply chain network for everyone in the Pacific Northwest.



### Emily Donalson, Office Manager

Emily Donalson assists with the day-to-day operational responsibilities as well as supporting the communications, marketing, and membership teams. She also manages admin responsibilities and communications for the Mission Acceleration Center as part of the PNDC-MAC partnership.



### Matt Freepons, Program Coordinator

Matt assists with the daily operational and administrative responsibilities at PNDC, assists in event registration and preparation, and assists our members with inquiries, materials production, and other concerns. He also serves as a procurement counselor for GCAP Business clients and can assist with bid matching and utilizing government contracting resources.

# Messages from our Members

The benefits of membership in their own words



"I literally saw business development benefits within 30 days of joining PNDC. They have helped us connect to the right companies and to government officials who can recommend our UAS range to those trying to do business with the government."

**Steve Christman**  
Economic Development and Airport Director, Pendleton UAS Range (PUR).



"PNDC has access to a vast network of contacts and defense personnel connections and shares that network with its members. This is undeniably a great resource to expand our government customer portfolio."

**Kelsey Arnold, Business**  
Development Manager, LifePort, LLC.





**PN  DC**

PACIFIC NORTHWEST  
DEFENSE COALITION

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