

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.

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.



2022

Denise Ryser

Denise Ryser **Executive Director** Pacific Northwest Defense Coalition denise@pndc.us

One of the most productive years in our history

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.





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!





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.

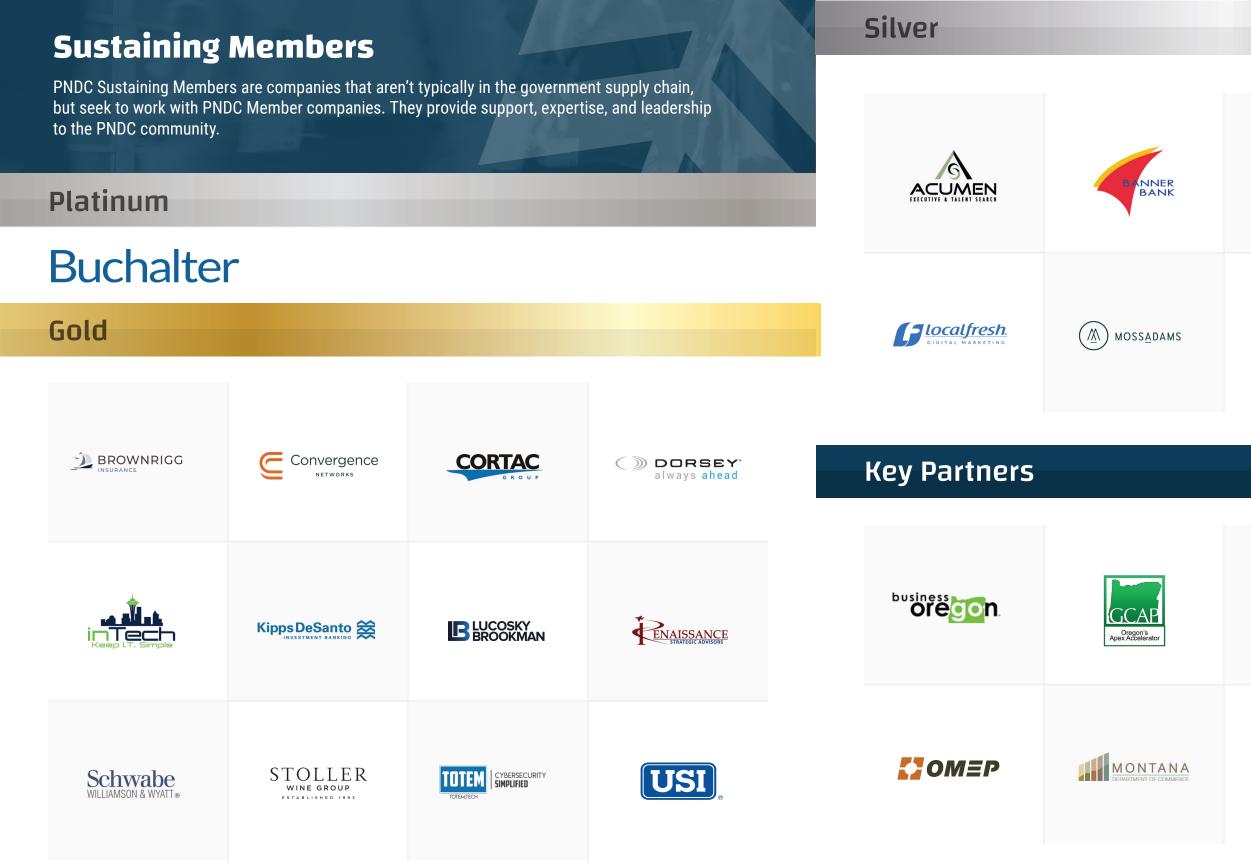
Pacific Northwest Mission Acceleration Center

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.

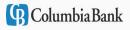
Supply Chain Opportunities Conference | Opportunities & Innovations in Space

We closed out the year with record-breaking attendance at our second annual space-themed Supply Chain Oportunities 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.









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PNDC Members

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 Hvssos 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 Tagtile 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

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

75

The Team

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

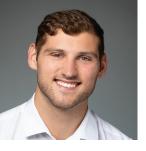
Sam Zvirzdys' responsibilities include the growth of the organization through bridging member businesses, developing new relationships, growing the member network of DOD manufacturers, and expanding the supply chain network for everyone in the Pacific Northwest.

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

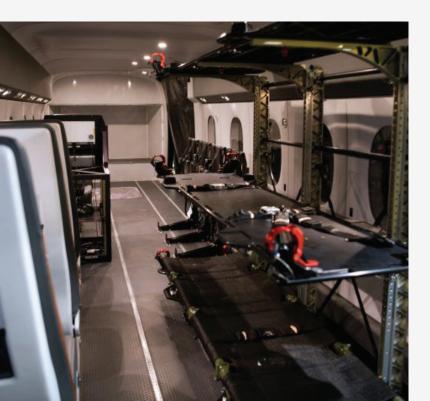
The benefits of membership in their own words



"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.





P.O. Box 1379 Lake Oswego, OR 97035

1-888-701-PNDC pndc.us