

##[Name | First]##,

Welcome to UpNext, the latest news and events from PNDC for June 27th, 2023.

## UPCOMING EVENTS

[EAR/ITAR Conference | July 27th | Vancouver, WA](#)

[Cyber Security Forum | August 15th, 2023 | Online](#)

[PNDC Summer Bash | Charbonneau Pavilion | August 17th | Wilsonville, OR](#)

[Supply Chain Opportunities Conference & Pints & Professionals | September 20-21st | Lynnwood, WA](#)

[PNDC Annual Dinner | November 2nd | Tigard, OR](#)



## Export Administration Regulations & International Traffic In Arms Regulations Conference

**DATE:** Thursday, July 27th, 2023

**TIME:** 8:30 AM – 4:00 PM PST

**LOCATION:** WSU Vancouver Campus | 14204  
NE Salmon Creek Ave, Vancouver, WA 98686

**REGISTER TODAY**

Join us for this event at the  
Washington State University  
Vancouver Campus!



If you are registering a group of 4 or more, please use discount code GROUP to save \$30 off

each registration.

This annual program covers updates and advice to assist companies learn the intricacies of complying with the Export Administration Regulation (EAR), International Traffic in Arms Regulations (ITAR), and other trade controls. Content will be appropriate for those with a range of experience in trade compliance.

## TOPICS WILL INCLUDE:

**Overview and Updates in Export Controls -  
Current World Dynamics**  
Larry Ward and Nelson Dong

**Export Administration Regulations  
Licensing – What’s New, What’s Changed, Case  
Studies**  
Brian Rothblatt

**Export Compliance Program / OFAC**

**ECP Audits/Common Fails/Examples**  
Akana Ma

**Treasury Sanctions - Office of Foreign Asset  
Controls – Review & New**  
OFAC Officer

**Enforcement Trends - Panel Moderated  
by Akana Ma**  
Send in your questions on the  
following topics:

- Adverse Capital/CFIUS
- BIS Export Enforcement Office
- DHS/Homeland Security Investigations
- FBI
- Expert/Compliance Officer



**Join Us For A Fun-Filled Fiesta At The PNDC Summer Bash!**

**MEMBERS ATTEND FOR FREE!**

[Join PNDC Today And Save \\$150](#)

The PNDC Summer Bash is an evening of networking, fun, hearty appetizers, and toasting to another successful year for the defense industry. This exclusive PNDC member social event is not to be missed!

if you would like to sponsor this event please contact Denise Ryser, at [Denise@pndc.us](mailto:Denise@pndc.us)



**DATE:** Thursday, August 17th, 2023

**TIME:** 4:00 PM - 7:00 PM (PST)

**LOCATION:** Charbonneau Country Club | 32000  
SW Charbonneau Dr. Wilsonville, OR 97070

**REGISTER TODAY**



# **BiD**

# **BUSINESS OF INNOVATION IN DEFENSE**

## **SEMINAR SERIES**

## **Business Of Innovation In Defense - Marketing, Accounting, And Commercialization**

**Date:** July 11th, 2023

**Time:** 11:30 AM - 1:00 PM (PST)

PNW MAC is launching its second seminar of the series, Business of Innovation in Defense (BiD). If you are an innovator looking at how to take the next steps, you won't want to miss the next BiD seminar series, focusing on marketing, accounting, and commercialization. This multi-part seminar series explores the complex Department of Defense marketplace and how to approach and navigate it as a company with cutting edge innovation.

Mark your calendars for the upcoming seminars on [July 19th](#) and [August 23rd](#).



For more information contact  
[dradin.kreft@pnwmac.org](mailto:dradin.kreft@pnwmac.org).

Register Here



# Supply Chain Opportunities Conference

Pints & Professionals

*September on the Sound.*

**Register By August 1st And  
You Could Win Dinner At El Gaucho!**

**DATE:** Thursday, September 21st, 2023

**TIME:** 8:30 AM -2:30 PM (PST)

**LOCATION:** Lynnwood Convention Center

3711 196th Street SW, Lynnwood, WA 98036

REGISTER TODAY

**BONUSEVENT:** Pints & Professionals Sponsored By Orion Industries the evening before the event!

**DATE:** Wednesday, September 20th, 2023

**TIME:** 4:00 PM - 6:00 PM (PST)

**LOCATION:** Orion Industries | 13008 Beverly Park Road Mukilteo, WA 98275

**Learn To Do Business With:**



**Thank You To Our Pints & Professionals Sponsor:**



**Thank You To Our Supply Chain Opportunities Conference**



## Sponsors!



If you are interested in sponsoring this event  
please contact Denise at [Denise@pndc.us](mailto:Denise@pndc.us) for more information

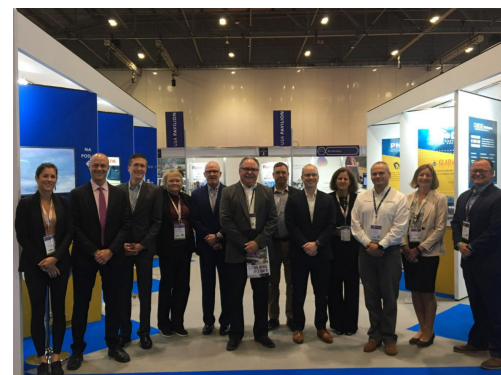
## MEMBER NEWS

### Partner With Us & Get Global Exposure



**AUSA Annual Meeting**  
**October 9th - 11th, 2023**  
**Last Spot Remaining!**

Share a booth with PNDC at the Association of the United States Army's Annual Meeting and expand your outreach and connections with military and security advisors from across the globe. We have tripled our space since last year to have 600 sq. ft. Register today to guarantee yourself the last spot remaining.



**DSEI**  
**September 11th - 14th, 2023**  
**Last Spot Remaining!**

DSEI brings the defense manufacturing supply chain together with the world's key military specifiers, influencers, buyers, and end-users. DSEI will welcome over 1,700 exhibitors and 36,000 visitors this year. PNDC has arranged a 730 sq. ft. exclusive shared booth space for small businesses in the Pacific Northwest. Register today to guarantee yourself the last spot remaining.

Location: Washington, DC

[View Event Website](#)

Contact [sam@pndc.us](mailto:sam@pndc.us) for information on deposit required, cancellation policies, and more details.

Location: London, England

[View Event Website](#)

Contact [sam@pndc.us](mailto:sam@pndc.us) for information on deposit required, cancellation policies, and more details.



# Supply Chain Opportunities Conference

## Pints & Professionals

### *Rollin' on Hood River!*

## The Supply Chain Opportunities Conference Was A Resounding Success!



PNDC met in Hood River to discuss the autonomous vehicle industry, their supply chain needs, network, and enjoy the lovely Hood River view! The night prior to the conference we all met at Custom Interface for our Pints & Professionals event, enjoying tours of the facilities, local beverages from Everybody's Brewing, and lots of networking.

The Supply Chain Opportunities Conference was headlined by the captivating presentations from our wonderful industry speakers:

**Autumn Kaltur**, Senior Buyer at Trillium Engineering;

**Nick Webster**, Procurement Manager at Insitu;

**Steve Chrisman**, economic Development & Airport Director at Pendleton UAS Range;

**Rhonda Cohen**, planning and procurement manager at Sightline Applications;

**Shane Steinke**, VP of client engagement at OMEP;

**Michael Held**, regional Development Manager at Business Oregon.

Missed The Supply Chain Opportunities Conference in Hood River?

[Join us in Lynwood for our next Supply Chain Conference!](#)

## Thank You To Custom Interface For Graciously Hosting Pints & Professionals!



Thank You To The Sponsors Of The Supply Chain Opportunities Conference!



Sponsorship opportunities for our future events are still available!  
Contact Denise at [Denise@pndc.us](mailto:Denise@pndc.us) for more information.



## The Department of Defense Announces The Pre-Release Of The Navy SBIR Open Topics!

For the first time ever, the Navy SBIR Program has Open Topics available for innovators to respond to!

Visit [NavySBIR.com](https://NavySBIR.com) for full details!!

Important documents to download and review include:

*Navy 23.4 Release 1 and the SBIR 23.4 Annual Program BAA – Amendment 2*

NW Tech Bridge can help you decide if responding to a Navy topic makes sense for your company or innovation! [Register with NW Tech Bridge](#) and ask for SBIR Open Topic assistance.

### IMPORTANT DATES:

**July 13th, 2023:** Topics open, begin submitting proposals in DSIP

**August 1st, 2023:** Topic Q&A closes to new questions at 12:00 PM ET

**August 15th, 2023:** Topics close, full proposals must be submitted in DSIP no later than 12:00 PM ET

### "Ask Me Anything" Sessions available!

These AMA sessions will include an overview and Q&A for the NAVY 23.4 solicitation requirements.

The sessions are free but registration is required:

**Tuesday, June 27th 1 PM ET**

[Register Here](#)

**Tuesday, July 18th 1 PM ET**

[Register Here](#)

**Questions?** Reach out to Ralph Duncan, [rduncan@nwtechbridge.org](mailto:rduncan@nwtechbridge.org) or

Kate Hoy, [khoy@thurstonedc.com](mailto:khoy@thurstonedc.com)

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## Chinook Enterprises Showcase

**DATE:** Tuesday, July 25th, 2023

**TIME:** 11:00 AM-1:00 PM (PST)

**LOCATION:** Chinook Enterprises | N Laventure Rd. Mount Vernon, WA 98273

Chinook Enterprises will welcome the PNAAP community to showcase its business operations and facility in Skagit County. Chinook's three divisions of the Company will be on full display. You will get an opportunity to hear about the work Chinook does in all three divisions, as well as tour the production floor to view its manufacturing and assembly services in progress. Light lunch will be provided.

[Learn More & Register Here](#)

## Thank You To All Of Our Supporters

[See all of our sustaining members and supporters here](#)

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