



PACIFIC NORTHWEST  
DEFENSE COALITION

# 2024

## ANNUAL REPORT



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.

# 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



MOSSADAMS

BANK OF AMERICA



## Gold



Schwabe



## Key Partners





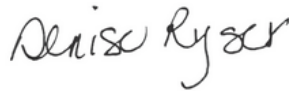
# Another year of impressive growth

50 new members, more than 45 events and shows, and 83% membership renewal

2024 marked another year of impressive growth for PNDC, with 50 new members, more than 45 events and shows, and strengthened partnerships within the defense and security industry. We achieved an 83% membership renewal rate, highlighting our continued commitment to deliver valuable business development opportunities and fostering meaningful connections for Pacific Northwest companies.

This past year, PNDC led delegations to defense-focused trade shows in France, Australia, and Washington, D.C. With the goal of securing more contracts for the Pacific Northwest and creating a more connected supply chain, we hosted five Supply Chain Opportunities Conferences across the region, offering attendees key insights on how to do business with leading defense companies, including General Dynamics, Gravitics, and Blue Origin.

Going into 2025, we are excited to celebrate PNDC's 20th anniversary. Our mission proudly remains the same: to strengthen our members by providing intelligence on current and future market opportunities and risks, offering access to the most comprehensive network of industry professionals, partners, and government leaders, and ongoing support for both current and prospective member companies in the Pacific Northwest.



In reflection of this past year, I'm proud of the strides PNDC has made in strengthening its members and deepening strategic partnerships as we bring more defense spending to the Pacific Northwest. As we look ahead, I'm excited for the greater growth, success, and opportunities this upcoming year will bring. Thank you to our members for your continued trust and support.



**Denise Ryser**

PRESIDENT/CEO  
PNDC



**Eric Yates**

BOARD CHAIR  
PNDC



## INTELLIGENCE.

We promptly provide intelligence on current and future market opportunities (& risks) that directly relate to our members.

## ACCESS.

We provide access to the most comprehensive network of industry professionals, partners, as well as state & federal influencers.

## SUPPORT.

We consistently support current & prospective member companies in the Pacific Northwest with unmatched business development opportunities.

# Events

PNDC hosts a delegation of members at international trade shows, as well as providing events here in the Northwest that foster networking, education and training, all for the benefit of promoting the defense industrial complex in the five states of the Pacific Northwest.



## TRADE SHOWS

### EUROSATORY

PARIS  
FRANCE



**7** companies joined the  
PNDC booth at Eurosatory

*Attending international trade shows with PNDC has been invaluable for expanding opportunities and forging strong industry connections. These events have not only opened doors to new business but have also strengthened camaraderie among Northwest companies, fostering collaboration and shared success in the defense sector.*

– TYLER GROVER, GROVTEC MACHINING



**5** companies joined us at  
LandForces in Australia

### LANDFORCES

PNDC and members attended LandForces for the first time this year, marking a significant step in fostering new partnerships and exploring emerging opportunities within the defense and land systems sectors in the Indo-Pacific. This presence underscores our commitment to innovation, collaboration, and strategic growth in the industry.



VICTORIA  
AUSTRALIA



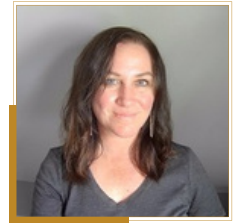


## TRADE SHOWS (CONTINUED)



AUSA

“



*We enjoy attending trade shows with PNDC because of the excellent organization, cost-efficiency, and camaraderie. Everyone in the shared booth supports one another and advocates for each other's businesses. By partnering with PNDC in their booth, we're able to expand our reach while working together to attract business to the Pacific Northwest and strengthen the local economy.*

– HANNI WEHRMAN, SIGHTLINE APPLICATIONS

WASHINGTON, D.C.  
USA



## PINTS & PROFESSIONALS

PNDC hosts fun-filled networking happy hours throughout the year and often adjacent to our Supply Chain Events. These in-person networking events are a great opportunity to engage with PNDC Members and other businesses in the defense/security industry. In 2024, we welcomed members and prospects to 5 events, held at both local eateries, and at our valued partner locations.

5

networking happy hour events

200+

attendees





## Summer Bash

WILSONVILLE, OR  
USA



*The Annual PNDC Summer Bash is a great opportunity to mingle with current and potential new members and customers or suppliers in a relaxed, enjoyable setting. Although an outdoor party, lots of business still gets done. That's why folks come back each year!*

– BARRY HENDRIX, HBG CONSULTING



## Maritime Defense Conference

MUKILTEO, WA  
USA



Presenters shared key insights into the current and prospective market for Naval suppliers. Topics addressed key qualifications for federal and state subcontracting programs in regard to safety and security eligibility, business specialization and accreditation.

Our members gained actionable insights into emerging opportunities for maritime suppliers, including defense spending projections, modern technologies, and challenges for warfighters in today's maritime ecosystem.

**50** attendees

### KEY SPEAKERS:

**Henry Bui** – Vigor  
**Ryan Peoples** – Renaissance Strategic Advisors  
**David Walz** – Keyport  
**Vice Admiral (Ret.) Michael LeFever, USN** –  
Illuminate Technologies and Concentric Advisors



## Annual Dinner

PNDC's Annual Dinner is the highlight of the year for our staff and members. Held at the Seattle Airport Marriott, we welcomed 150 members and supporters for a celebration of 2024 and all of the strides we have made together. We were thrilled to welcome the esteemed Mike Baker from Portman Square group as our keynote speaker of the night. Thank you to all that attended!

PUGET SOUND, WA  
USA





# Supply Chain Opportunities Conferences

Through a combination of presentations and our unique roundtable discussions, the Supply Chain Opportunities Conferences are designed to help companies develop new knowledge, new contacts, and most importantly, new business. This is the foundation of what we do at PNDC. Our valued members and guests walk away with new business contacts or opportunities, and in 2024, we hosted 5 of these events and welcomed over 440 attendees! Thank you to all of our speakers and sponsors of these events, we would not be able to do it without you.

5

total SCOCs

400+

attendees



*PNDC is the only trade association I am plugged into, that truly prioritizes member business growth and introductions. It is clear that PNDC values their members success.*

– BEN SAPPINGTON, MOSS ADAMS

## ITAR/EAR

### Northwest Defense Compliance Conference

The 2024 NW Trade Compliance Conference provided an expanded 2-day event focused on key compliance issues for Northwest businesses. The conference covered ITAR, EAR, import/export logistics, cybersecurity regulations, and featured updates from regulatory agencies and trade compliance experts. Attendees gained valuable insights on evolving trade controls, customs enforcement, tariffs, and real-world advice for managing compliance programs.



*PNDC's forum had great content, great speakers, and was offered at great price given all that was covered. Presenters were from a diverse set of backgrounds, from military personnel to private industry tech leaders, whose platforms are used to protect Controlled Unclassified Information. I'm grateful for PNDC's local presence in the PNW and look forward to future events.*

– SCOTT HIRNLE, CRANE AEROSPACE & ELECTRONICS



RENTON, WA  
USA



Pacific Northwest Defense Coalition

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# Happening at the MAC

2024 was a period of significant growth at the PNW MAC - across scope, scale and impact. On behalf of the Defense Innovation Unit (DIU), your MAC team ran OnRamp Hub: Washington, delivering insightful programming and valuable support to PNW defense tech innovators. Separately, we supported NavalX's Northwest TechBridge Program, providing creative and sophisticated programming to help innovators connect with US Navy. Additionally, your MAC team supported the NATO DIANA program, running a value-packed startup bootcamp that applied the best private sector expertise in the PNW to achieve global impact. Adept execution of these programs earned your MAC the opportunity to run these same programs in 2025. Also of note, to support PNDC's strategic growth in the region, your MAC opened a satellite office in Bozeman, MT - co-located with our partners at MMEC. To sum it up, your MAC team applied deep subject matter expertise to substantively help innovators serve the needs of the warfighter -- a privilege afforded by the generous support of PNDC's members.



**Chris Groves**  
EXECUTIVE DIRECTOR  
PNW MAC



*...Of all the paid BD efforts and government supported BD efforts (free to startups like PNW MAC) we've participated in this year, whether it's Washington based or not, your organization has been the most effective, supportive, and responsive. All we want is to build a great product for warfighters first and foremost and we will figure out the rest later. And PNW MAC is enabling us to do that.*

– JONATHAN PAN, EXIA LABS



## Defense Innovation OnRamp Hub: Washington

Through the Defense Innovation OnRamp Hub: Washington, the team has been transforming how the Department of Defense connects with cutting-edge technology. As part of the Defense Innovation Unit's (DIU) OnRamp Hub network, we've facilitated hundreds of direct engagements between industry partners and military problem owners, accelerating mission-critical innovation. Programs like our Brown Bag Innovation Lunches and Business in Defense (BiD) 4-part 101 webinar series which set a foundation for succeeding in the defense tech space. Ensuring these important innovations get into the hands of the warfighter.







Working with NavalX's Pacific Northwest Tech Bridge, the PNW MAC has expanded engagement across our five-state region and beyond, identifying and accelerating technology solutions for the U.S. Navy's most pressing challenges.



A key initiative within this effort has been the launch of a 200 level Business In Defense (BiD) Webinar Series, addressing more advanced topics and designed to demystify the complexities of working within the defense sector. By equipping innovators with the knowledge and connections needed to navigate defense procurement, we have strengthened the regional defense industrial base and increased collaboration between military stakeholders and emerging technology providers

# DIANA®

PUGET SOUND, WA  
USA



PNW MAC, the innovation arm of the Pacific Northwest Defense Coalition, was honored to be one of five pilot accelerator sites for NATO's inaugural Defense Innovation Accelerator for the North Atlantic (DIANA) program.

In 2024, we supported eight deep tech innovators with resources, networks, and expertise. Standouts include Dolphin Labs, the only U.S. company advancing to DIANA's elite Phase II, and Victoria-based Ping DSP, which secured a U.S. Navy purchase order through local connections made in our program. Three other innovators formed a memorandum of understanding to collaborate on a new underwater surveillance and intervention system addressing an urgent need for NATO member countries.

These successes showcase PNW MAC's role in bridging commercial innovation with mission-driven impact. We are thrilled to continue as a DIANA accelerator site in 2025, tackling energy & power and human-health & performance—key challenges for defense and commercial markets alike and curating top-tier mentors and dynamic speakers for our four-part Puget Sound based curriculum sessions.

PNW MAC is proud to advance NATO's mission, accelerating transformative technologies that strengthen security across the Alliance. Together, we are shaping the future of defense innovation—right here in the Pacific Northwest.



**Todd Woods**  
PROGRAM DIRECTOR  
NATO DIANA





# Your Team

This year, the PNDC team didn't just grow—it *exploded* in the best possible way! We've welcomed so many amazing new members, and it's been a whirlwind of talent, energy, and creativity. If you haven't already, we hope you get a chance to meet some of these friendly faces soon.



## PNDC LEGACY

DENISE RYSER  
ANDREA HEGARTY  
DRADIN KREFT  
SAM ZVIRZDYS  
MELANIE HAM  
EMMA GREENBERG



## PNW MAC

CHRIS GROVES  
CHRISTOPHER PAVEL  
MITCH EHLKE  
JAKE TOZIER  
RYAN CASEY  
STEVE RAST  
SAMMI MEJIA  
SA FAUMUINA



## NATO DIANA

TODD WOODS





# Board of Directors

## EXECUTIVE COMMITTEE



**Eric Yates**

BOARD CHAIR  
GLADIATOR TECHNOLOGIES



**Eric Poole**

BOARD VICE CHAIR  
TELEDYNE FLIR



**Cory Ertel**

SECRETARY  
BOEING



**Doug Puerta**

TREASURER  
STACK METALLURGICAL  
GROUP



**Hanni Wehrman**

SIGHTLINE APPLICATIONS



**Doug Porter**

DESIGNPORT



**Chris Nussbaum**

NEWELL CORPORATION



**Stephanie Maxwell**

ORION



**Aaron Thiesen**

TNT AEROSPACE



**Ted Croft**

PYROTEK AEROSPACE LTD



**Jacob Matthaei**

TECHNICAL TOOLING



**Stephen Thompson**

THOMPSON PRECISION



**Adam Lapierre**

OVERWATCH IMAGING



**Joby Easton**

SIGMADESIGN

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BEN SAPPINGTON  
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SUZANNE HANIFIN

# Members

1st Zoom INC  
2001 Machining (Your Complete Manufacturing Source)  
Acumen Executive Search  
Aerogo, Inc.  
Aerospace Joint Apprenticeship Committee (AJAC)  
Aerostar International, LLC  
Aerovel Corporation  
AIVOT  
Albany Engineered Composites  
Almar Tools  
Altek  
Altitude Aerospace  
American Precision Industries  
Apex Anodizing  
Apex Space and Defense Systems  
Applied Navigation LLC  
Art Brass Aerospace Inc.  
Ascentron, Inc.  
Astronics, PECO Inc.  
Autopilot, Inc.  
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Benchmade Knife Company  
Blue Origin  
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Brake Systems, Inc  
Bridgeways  
BRPH  
Buchalter  
Business Oregon  
Cal-Cert Company  
Capacity Commercial Group  
CAS Enterprise Management, LLC

Cascade Coil Drapery, Inc.  
Cascade Designs - Government Sales  
Cascade Systems Technology  
CheckSix AeroSolutions, LLC  
Chinook Enterprises  
Chromis Technologies  
CIES Corporation  
City of Pendleton dba Pendleton UAS Range  
CNC Machine Services, Inc.  
Collins Aerospace  
Component Products Corporation  
Concept Reality Inc.  
Consulate General of Canada in Seattle  
Convergence Networks  
Core Business Solutions  
Crown InfoSec  
Custom Interface  
Cutting Edge Metals, LLC  
Cyberstreams  
Danner/LaCrosse Footwear  
Decavo  
Deployed Logix  
designPORT  
DH Sutherland  
DK Machining LLC  
Dorsey  
Dylan Aerospace  
ECS Composites  
Element  
Engineering Design Team (EDT)  
Evergreen Fire and Security  
Exotic Tool Welding  
Flex Force Enterprises  
Flex Trades  
FNI, INC  
Focal Point Business Coaching PNW  
Friedman Research Corporation  
Fry Steel  
FUCHS Lubricants Co.  
Fusion EMS

G Zero Machining  
Geist Robotics  
General Plastics Manufacturing Company  
Gladiator Technologies  
Glenair NW Quartic  
Global Logistics, INC  
Greysam Industrial Services  
GroVtec Machining  
HBG Consulting  
Heliladder of Blue Moon Designs  
High Impact Technology  
Hobart Machined Products, Inc.  
Hunter Manufacturing  
Hy-Speed Machining  
Hyssos Tech  
ID Integration  
Impact Electronic Solutions  
Impact Washington  
Industrial Automation  
Industrial Craters & Packers  
Innovative Sports  
Insitu  
Integrated Surveillance & Defense (ISD)  
Intelligent Technical Solutions  
Intercontinental Truck Body  
ISCO Manufacturing Solutions  
ISI  
JCHall Aero  
Jemco Components & Fabrication, Inc.  
JJR Engineering & Fabrication  
KAGwerks  
Kairos Consulting Northwest  
KAMIND IT INC.  
Kane Environmental, Inc.  
KB John LLC  
Kittyhawk Products  
Klinger IGI Inc.  
Kocer Consulting and Engineering  
Kongsberg Underwater Technology, LLC  
L&E Tubing



# Members (Continued)

LD Systems  
LEDTrail  
Leewens Corporation  
Leupold & Stevens, Inc.  
LGS Solutions, Inc  
Liberty CNC, LLC  
Liebherr Aerospace & Transportation  
Lightspeed Aviation  
Liquid Wire  
LKD Aerospace  
LocalFresh  
Logic Intelligence  
Lumibird, Inc.  
Machine Sciences Corporation  
Machinists Institute  
MaRCTech2, Inc.  
MAREN-GO  
Marine Lumber  
Masic Industries  
McIntosh Technologies Consulting  
Meggitt OECO  
Metaltest Test Labs, INC  
Miles Fiberglass & Composites  
Mobile Power Solutions  
Modern Business Transportation  
Montana Manufacturing Extension Center  
Morpac Industries  
Moss Adams  
National Precision Bearing  
Ness Sea Consulting  
New Use Energy  
Newell Corporation  
Northwest Fourslide  
Northwest UAV  
NW ETCH  
NWI Defense  
OMEP  
On-Time Labs  
OptiNav  
Oregon Applied Research  
Oregon Induction and Thermal

Orion Industries  
Out of the Box Manufacturing  
Overwatch Imaging  
Pacific Office Solutions  
Pacific Swiss & Manufacturing  
Parker Group Inc.  
Pathfinder Manufacturing  
Peak Industries, Inc.  
Peak IT Security & Solutions  
Pendulum Intelligence  
Pioneer Human Services  
PMT Shielding Solutions  
Portal Space Systems  
Portman Square Group  
Precise Flight  
Precision Environments  
ProShop  
Prosper Portland  
Proto Technologies  
Provenance Chain Network  
Prowse Manufacturing Group  
Pyrotek Aerospace  
Ran-Tech Engineering & Aerospace  
Rapta Inc  
Schwabe  
S&K Global Solutions  
SECO Vacuum  
Sherpa Design  
Shine Micro Inc.  
Sierra Microproducts, Inc.  
Sierra-Olympia Technologies, Inc.  
SightLine Applications  
SIGMADESIGN  
Signicast  
Skills Inc  
Skookum Manufacturing  
Small Biz Advantages  
Smith Currie Oles  
Sniper Dynamics LLC  
Solarcore  
Spartan Tower and Power

Stack Metallurgical Group  
Strategic Alliance Consulting, Inc.  
Stratolaunch  
Stoller Wine Group  
Summit Security Group  
Tactical Ordnance  
Taqtile  
TechHelp  
Technical Tooling  
Teledyne FLIR  
The Boeing Company  
The Lighthouse for the Blind, Inc  
Theia Technologies  
Thompson Precision  
TLG Aerospace, LLC  
TLR - Total Logistics Resource, Inc.  
TMF  
TNT Aerospace  
Toolcraft, Inc.  
Trillium Engineering  
TRUMPF Inc.  
Turning Point Strategic Advisors  
Tuscano Machine  
Tuxera  
Ulven Companies, The  
Umpqua Bank  
Unify Technologies Inc  
USI  
USX Cyber  
Valence Surface Technologies  
Valentine NLL LLC  
Vanguard EMS, Inc  
Verbio  
Vigor  
VTS Logistics, LLC  
Washington State Dept. of Commerce  
Wave Motion Launch Corporation  
Western Shelter  
Western Sintering Company Inc  
Wido Transportation and Logistics  
Yakima Machine & Prototype  
Zepher Flight Labs



# New Members

With 50 new members in 2024, PNDC continues to expand our network of coverage across the Pacific Northwest, including businesses from Montana and Idaho.

AEROGO	NEW USE ENERGY
AIVOT	NWI DEFENSE
APEX SPACE AND DEFENSE SYSTEMS	PARKER GROUP INC.
ART BRASS AEROSPACE INC.	PEAK INDUSTRIES, INC.
AUTOPILOT, INC.	PENDULUM INTELLIGENCE
AVIATION SPECIALTIES UNLIMITED	PERELLION
BOB'S METALS	PIONEER HUMAN SERVICES
BODYCOTE	PORTAL SPACE SYSTEMS
COLLINS AEROSPACE	RAPTA INC
CONSULATE GENERAL OF CANADA IN SEATTLE	SECO VACUUM
CONVERGENCE NETWORKS	SIERRA-OLYMPIA TECHNOLOGIES, INC.
CORE BUSINESS SOLUTIONS	SOLARCORE
DECAVO	SPARTAN TOWER AND POWER
DEPLOYED LOGIX	STRATEGIC ALLIANCE CONSULTING
FLEX TRADES	TECHHELP
FOCAL POINT COACHING	TUSCANO MACHINE
GEIST ROBOTICS	UMPQUA BANK
GLOBAL LOGISTICS, INC	UNIFY TECHNOLOGIES
ISI	VALENTINE NLL LLC
JJR ENGINEERING AND FABRICATION	YAKIMA MACHINE & PROTOTYPE
LEEWENS CORP	ZEPHER FLIGHT LABS
LEWIS DEFENSE SYSTEMS	
LIBERTY CNC	<b>NEW SUSTAINING</b>
LUMIBIRD	BANK OF AMERICA
MASIC INDUSTRIES	CAPACITY COMMERCIAL GROUP
MCINTOSH TECHNOLOGIES CONSULTING	PORTMAN SQUARE GROUP
NESS SEA	TURNING POINT STRATEGIC ADVISORS



# Member Testimonials

*"Membership at PNDC and the support of their excellent team has enabled Lumibird to connect at our local levels with potential customers and vendors on a personal basis and more frequently than any other avenue. The support PNDC provides for both National and International trade shows helps us extend our brand awareness, and our footprint in a meaningful way."*

– JON MCGUIRE, LUMIBIRD

*"As a first time exhibitor at AUSA last October 14-16, 2024, we were so thankful for PNDC's breadth of experience, tutelage and support at such a massive trade show. [PNDC was] instrumental in making this show a turn-key reality for us. The exposure and lead generation was more than we expected and we look forward to more strategic networking at this year's AUSA under the PNDC Pavilion. Thank you, PNDC!"*

– LISA GEE, DECAVO



*Since we have been members, the PNDC has been a valuable asset for Out of the Box Manufacturing. The networking events alone have been a great value to our company in terms of new potential customers and suppliers. The amount of industry knowledge you're exposed to from guest speakers and other colleagues is tough to measure in dollars.*

– BRIAN TRUMBULL, OUT OF THE BOX MANUFACTURING



*"Here in the PNW, we tend to take Defense spending as an economic 'given.' PNDC's continuing efforts to create networks and publicize opportunities keep this market segment alive and vibrant for us all!"*

– JC HALL, JCHALL AERO

*"Joining the PNDC has been a great opportunity for our company as we expand into the defense sector. Being part of this network has allowed us to connect with industry leaders, opening doors to meaningful conversations and new opportunities. As a North Idaho based shop, PNDC has given us access to a broader community of manufacturers and defense partners throughout the Northwest."*

– JOHNNY SODERBERG, LIBERTY CNC



# See Upcoming Events



**PNDC**



**PNW MAC**



P.O. Box 1379 Lake Oswego, OR 97035

1-888-701-PNDC

**pndc.us**