

##[Name | First]##,

Welcome to UpNext, the latest news and events from the PNDC for March 21st, 2023.

UPCOMING EVENTS

[Rooms Still Available! Pints & Professionals/Supply Chain Opportunities Conference | April 5-6th | Boise, ID](#)

[Northwest Supplier Diversity Summit | April 11th | Southcenter, WA](#)

[Northwest Aerospace & Defense Conference | April 27th | Puget Sound, WA](#)

[Pints & Professionals | June 14th | Hood River, OR](#)

[Supply Chain Opportunities Conference | June 15th | Hood River, OR](#)



SUPPLY CHAIN OPPORTUNITIES CONFERENCE

Supply Chain Opportunities Conference Is Coming To Boise!

REGISTER & BOOK YOUR ROOM – ROOMS STILL AVAILABLE!

[RESERVE YOUR ROOM NOW IN THE PNDC BLOCK](#)

Join us the day before the Supply Chain Conference for our Pints & Professionals event, a fun-filled networking happy hour! This in-person networking event is a great opportunity for you to engage with PNDC Members and other businesses in the defense/security industry. There will be ample time to mingle and have some good food and refreshments. We hope to see you there!

WHEN: Wednesday, April 5th, 2023

4:00PM - 6:00PM (MT)

WHERE: Boise, ID | The Grove Hotel | 245 S. Capitol Blvd, Boise, ID 83702

Our first Supply Chain Opportunities Conference of 2023 in Idaho is going to reach new heights!

This is a unique opportunity for manufacturers to hear from primes/OEM about their supply chain needs and is designed to help companies develop new knowledge, new contacts, and most importantly, new business. In addition to several stellar speakers, you will enjoy roundtable discussions with other peer manufacturers create a unique opportunity for making connections and increasing sourcing within the Northwest.

WHEN: Thursday, April 6th, 2023
8:30AM - 2:30PM (MT)

8:30AM: Registration Opens & Networking
9:00AM: Program Starts

WHERE: Boise, ID | Boise Centre | 850 W. Front Street, Boise, ID 83702

Learn To Do Business With:



...And More!

COST

Member Pricing: Pints & Professionals: \$60
Supply Chain Opportunities Conference: \$100
Both: \$145

Non-Member Pricing: Pints & Professionals: \$90
Supply Chain Opportunities Conference: \$150
Both: \$225

Bronze Sponsorship: Member: \$750
Non-Member: \$950

THANK YOU TO OUR SPONSORS



DATE: Thursday, April 6th, 2023
TIME: 8:30AM - 2:30PM (MT)
LOCATION: Boise, ID | Boise Centre |
850 W. Front Street Boise, ID 83702

REGISTER TODAY



Expanding Supplier Diversity In Aerospace Conference Sponsored By: Boeing

WHEN: Tuesday, April 11th, 2023
9:00 AM - 3:00 PM (PST)

WHERE: DoubleTree SouthCenter | 16500 SouthCenter Pkwy, Seattle WA 98188

The fee to attend is just \$25 per person, thanks to the generous support from The Boeing Company

The Supplier Diversity Summit will showcase the northwest's robust and diverse supplier network – including small, minority-owned, and women-owned businesses – to major aerospace customers.

During this one-day event, attendees will hear directly from Tier 1 suppliers, and government contractors about supply chain opportunities for small and diverse businesses in the aerospace industry. Afternoon business to business meetings will create new connections between customers and diverse aerospace businesses.

Thanks To Our Sponsor!



DATE: Tuesday, April 11th, 2023
TIME: 9:00 AM - 3:00 PM (PST)
LOCATION: DoubleTree SouthCenter |
16500 SouthCenter Pkwy, Seattle WA
98188

[Register Here](#)

[View The Event Agenda](#)



Northwest Aerospace & Defense Conference

WHEN: Thursday April 27th, 2023
8:30 AM - 4:00 PM

WHERE: DoubleTree Suites | 16500 Southcenter Pkwy, Tukwila, WA 98188, USA

COST:

PNDC & PNAA Member Pricing: \$195

Non-Member Pricing: \$245

Sponsorship Opportunities

Gold Sponsor \$1,250

Silver Sponsor \$1,000

Bronze Sponsor \$750

[More Sponsorship Info](#)

As you develop your business strategy, join us to gather the market intelligence, trends, and analytics you need to navigate the changing landscape of the defense marketplace. Stay informed, make connections, network with peers, and grow your business at the Northwest Aerospace Defense Conference.

Thank You To Our Newest Sponsor!



DATE: Thursday April 27th, 2023
TIME: 8:30 AM - 4:00 PM
LOCATION: DoubleTree Suites |16500
Southcenter Pkwy, Tukwila, WA 98188, USA

REGISTER TODAY

Be the Innovation You Want to See - Attend the Brown Bag Series at PNW MAC

When:
Wednesday, March 29th | 11:30 AM - 1:00 PM

Where:
MAC 999 3rd Ave. #3300, Seattle, WA 98104

Introducing the weekly PNW MAC Brown Bag series on innovation. Meet with key individuals to discuss innovation within varying sectors of business to introduce your new ideas and develop industry connections. Seating for this event is limited, so register now by contacting Dradin at dradin.kreft@pnwmac.org



Join the PNW MAC Policy Council Today! Share Your Thoughts With Congress on What Changes Should be Made in the Procurement Process

Businesses are invited to join the PNW MAC Policy Council. The policy council will actively engage in thought leadership and policy development at the federal, state, and local levels focusing on defense modernization.



Mission

The council will serve as a policy accelerator for the most pressing modernization and technology challenges faced by the Department of Defense and Intelligence Community. Both public and private stakeholders will have a seat at the table to increase defense resiliency and national security.

If you are interested or want more information contact [Denise Ryser](#) or [Dradin Kreft](#)

MEMBER NEWS

Partner With Us & Get Global Exposure



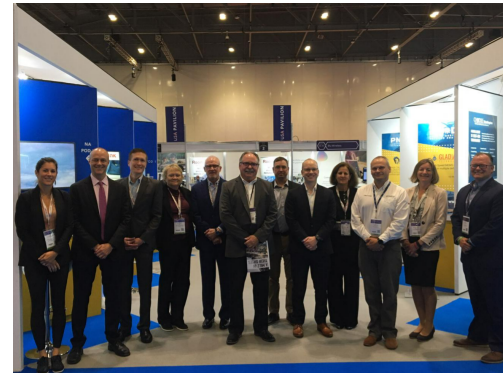
AUSA Annual Meeting October 9th - 11th, 2023

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 one of the 3 spots remaining.

Location: Washington, DC

[View Event Website](#)

Contact sam@pndc.us for information on deposit required, cancellation policies, and more details.



DSEI September 11th - 14th, 2023

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 one of the 4 spots remaining.

Location: London, England

[View Event Website](#)

Contact sam@pndc.us for more information on deposit required, cancellation policies, and more details.

Banner Bank Spring Lending Promotions



Spring is approaching and once again Banner Bank is having a Spring lending promotion on three of its programs, home equity, business equipment, and owner occupied real estate. Interest rates on the following three programs have been decreased from today until May 19, 2023. The discounted interest rates are for the following programs:

- [Home equity lines of credit for owner occupied properties – new HELOCs only](#)
- [Business equipment](#)
- [Owner-occupied commercial real estate](#)

To Apply or Learn More:

Visit your local Banner branch or call Banner Bank at 866-641-5335.

2023 British American Series - UK: Market entry

Date: Thursday, March 30th,
2023

Time: 8AM - 10AM PDT

Location: Zoom Webinar

ONLINE WORKSHOP

British American Series
UK: Market Entry

Thursday, March 30
08:00-10:00 PST and 16:00-18:00 UK

babcpnw.org/event-british-american-series

THANK YOU TO OUR SPONSORS

MEET OUR SPEAKERS

CBI THE VOICE OF BUSINESS
RSM
SBA U.S. Small Business Administration
simmons

Andy Burnett
International Director, CBI

Colin J. Spence
Regional Director, CBI
International Trade, U.S.
Small Business Administration

Lauren Dickinson
Regional Director,
International
Department, CBI

Christie Brown
Director, Trade Policy, U.S.
Small Business Administration

Chase Cohn
Manager, International Trade
SBA, U.S.

The BABC-PNW and Trade Horizons presents the British American Series – UK: Market Entry. This two-hour workshop takes a comprehensive look into the opportunities, challenges, and best practices of doing a market entry into the United Kingdom. The BABC-PNW will be giving you access to in-country resources, industry peers and actual exporters who can educate you, connect you and inspire you to succeed in growing your business and trade in the UK. This is not theory, this is a 'How to do it' event, all about connecting you to the resources and networks that can support you and your business. Hear from on-the-ground organizations who represent SMEs in the US and UK, and learn how to minimize the risks, costs, and uncertainty of entering the UK market. Register today, you won't want to miss this!

[Learn More and Register Here](#)

Join The PNDC Community Fund Committee

The Community Fund Committee oversees the community fund program and ensures the timely and fair disposition of the



community funds to it's benefactor organizations like David's Chair. The committee is also charged with soliciting funding and donations for the Community Fund.

Contact Denise

SUSTAINING MEMBER SPOTLIGHT

USI Insurance



USI has served over 150,000 clients meeting their property & casualty, employee benefit, personal risk and retirement needs nationwide. They have more than 100 years of consulting and brokerage experience through our acquired agencies, with local offices dating back in their communities as far as the late 1800s. USI combines industry leading national capabilities delivered through longstanding, passionate and committed local service teams. USI stands for Understand, Service and Innovate. USI works to Understand the specific needs of their clients, to provide an unparalleled local Service experience, and to Innovate with cutting edge solutions so their clients can continue to invest and grow.

Click on their logo to learn more!

Thank You To All Of Our Supporters

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

Buchalter





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