

##[Name | First]##,

Welcome to UpNext, the latest news and events from PNDC for June 20th, 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 27, 2023

TIME: 8:30am – 4:00pm 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

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 first seminar 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 Seminar on August 23rd.

For more information contact

dradin.kreft@pnwmac.org.



[Register Here](#)



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



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



Supply Chain Opportunities Conference

Pints & Professionals

September on the Sound.

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!**



MEMBER NEWS

Partner With Us & Get Global Exposure



AUSA Annual Meeting October 9th - 11th, 2023

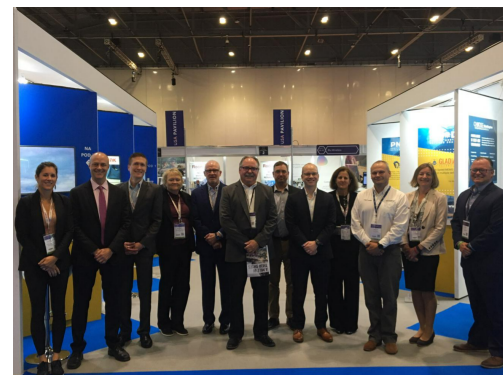
Last Spot Remaining!

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.

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

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: London, England

[View Event Website](#)

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



8(a) Program Update

While the 8(a) program aims to financially assist small disadvantaged businesses, the federal government doesn't want 8(a) entities to be too reliant on program awards they receive throughout their nine-year term. Accordingly, they're required to achieve progressively higher levels of non-8(a) revenue each program year starting with the fifth program year; these required ratios are referred to as "business activity targets."

In its final rule, published on April 27th, the SBA responded to the 8(a) community's requests for additional clarity by specifying what constitutes good faith efforts to meet their business activity targets.

[READ MORE](#)

MEMBER SPOTLIGHT

Welcome To Some Of Our Newest PNDC Members!



SUSTAINING MEMBER SPOTLIGHT

We Also Welcome First Interstate Bank As Our Newest Sustaining Member!



Thank You To All Of Our Supporters

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

Buchalter



MOSSADAMS



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