

##[Name | First]##,

Welcome to UpNext, the latest news and events from PNDC for June 6th, 2023.

## UPCOMING EVENTS

[Supply Chain Opportunities Conference & Pints & Professionals | June 13-14th | Hood River, OR](#)

[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 | Lynwood, WA](#)

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



## DON SBIR Program Briefing: Engagement, Experimentation, And Transition

**Only Two Days Left to Register!**

**Date:** June 8th, 2023

**Time:** 9:00 AM - 11:00 AM (PST)

**Location:** Online

The NWTB will be hosting an in-depth presentation about the DON SBIR/STTR program led by key program leaders. In webinar format, you will hear presentations about the Program, SBIR transition, and Phase II Experimentation opportunities. Expect to hear about how you can get help and funding from the DON for conducting an experiment with and transitioning your Phase II SBIR technologies.

[Register Here](#)



# Supply Chain Opportunities Conference

Pints & Professionals

*Rollin' on Hood River!*

**DATE:** Wednesday, June 14th, 2023

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

**LOCATION:** Best Western Plus Hood River Inn  
1108 E Marina Dr, Hood River, OR 97031

[REGISTER TODAY](#)

**BONUSEVENT:** Pints & Professionals at Custom Interface the evening before the event!

**DATE:** Tuesday, June 13th, 2023

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

**LOCATION:** Custom Interface | 410 S Larch Street Bingen, WA 98605

## YOU WILL HEAR FROM THESE SPEAKERS:



**Autumn Kaltur**  
Senior Buyer



**Nick Webster**  
Procurement Manager



**Rhonda Cohen**  
Planning &  
Procurement Manager

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



**Thank You To The Sponsors Of Rollin' On Hood River!**



## Business of Innovation in Defense

**Date:** June 20th, 2023

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

PNW MAC is launching its first seminar series, Business of Innovation in Defense (BID). This multi-part workshop will explore the complex DoD marketplace and how to approach and navigate it as a company with cutting edge innovation.

Mark your calendars for the upcoming Seminars:

, July 19th and August 23rd.

If you are interested

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





# SUMMER BASH

JOIN THE FIESTA! 2023!

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

**MEMBERS ATTEND FOR FREE!**

[Join Today and Save \\$150](#)

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



**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:



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

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## 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!



MAREN-GO



**StalkLand**  
SERIES CAMOUFLAGE

## Thank You To All Of Our Supporters

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

Buchalter



MOSSADAMS



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