

# Manufacturing 2017 Matters **EXPO**



Showcasing the region's  
manufacturing capabilities,  
trends and technologies

Spokane County  
Fair & Expo Center

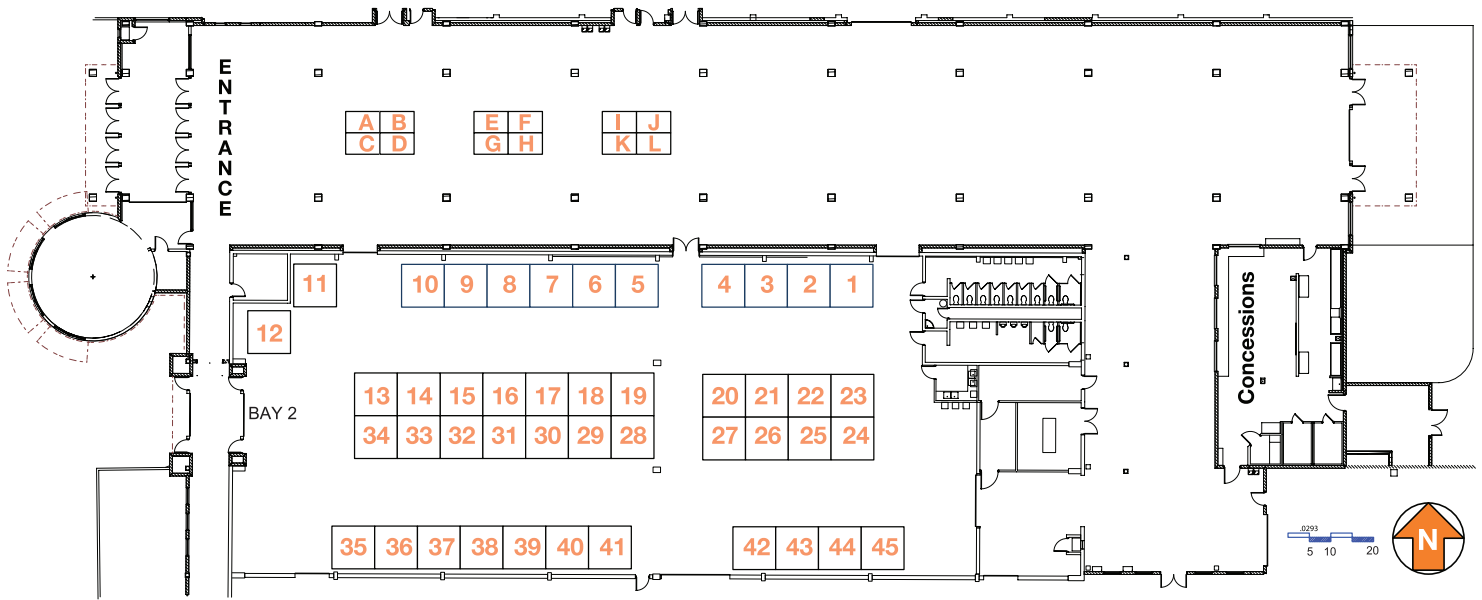
9.26.17

1:00 p.m. - 4:00 p.m.

9.27.17

9:00 a.m. - 4:00 p.m.





## exhibitor map

- |   |  |  |
|---|--|--|
| <b>17</b><br>Aerospace Joint Apprenticeship Committee           | <b>1</b><br>Greater Spokane Incorporated                   | <b>33&amp;34</b><br>Precision Cutting Technologies, Inc. |
| <b>22</b><br>Alcobra Metals                                     | <b>C</b><br>Greater Spokane Valley Chamber of Commerce     | <b>26</b><br>Precision Process                           |
| <b>30</b><br>Alternative Molding                                | <b>13</b><br>Haskins Steel ( Reliance Steel & Aluminum Co) | <b>E</b><br>Quantum Energy                               |
| <b>6</b><br>American CNC  | <b>7</b><br>INWAC  | <b>23</b><br>Quest Integration                           |
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| <b>D</b><br>Cardinal Paint and Powder                           | <b>42</b><br>Klündt   Hosmer                               | <b>G</b><br>Romney Motion                                |
| <b>16</b><br>Cd'A Metals  | <b>20</b><br>LA Aluminum Casting Company                   | <b>5</b><br>Ryerson                                      |
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| <b>K</b><br>Dana Saad   | <b>18&amp;19</b><br>Pacific Steel & Recycling              | <b>L</b><br>University of Idaho Executive MBA            |
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| <b>40</b><br>Eyemart  | <b>21</b><br>Phoenix Company                               | <b>32</b><br>Wear-Tek                                    |
| <b>12</b><br>Faro   |  | <b>2</b><br>Wells Fargo                                  |

# workshop **schedule** (Wednesday 9.27.17)

TIME	ROOM A	ROOM B	ROOM C	SILO
10:00 a.m. - 11:00 a.m.	People Drive Your Business	Simplifying Your Life with Autodesk Fusion 360	Maximizing Research and Development Tax Credits	So You Think You're In Compliance With the Welding Code?
11:00 a.m. - 12:00 p.m.	Heat Treating of Steel Alloys	Simplifying Your Life with Autodesk Fusion 360	Policies Impacting the Manufacturing Industry	Developing Talent from Within — "Improving Workforce Performance"
12:00 p.m. - 1:00 p.m.	Break	Break	Break	Break
1:00 p.m. - 2:00 p.m.	Lean Manufacturing Simulations	Spokane Youth Apprenticeship	Why Great Design is Critical for Manufacturing Companies	The Contribution of Manufacturing Employment, Wages, and Productivity
2:00 p.m. - 3:00 p.m.	Material Selection Methods	How Can L&I Help Increase Your Profits Practices	Seven Executive Lean Leadership	Entering the Aerospace Market: What You Need to Know

## workshops/presenters

### PEOPLE DRIVE YOUR BUSINESS

Room A 10:00 - 11:00 a.m.

How to attain peak company performance with the right people, practices and leadership.

We talk about people being the most valuable asset, but are we really treating them that way? No matter how much we invest in capital, it takes people - the right people - to make it work efficiently and to produce the outcomes that can make your business thrive. Remember: Your company is only as good as the people that work for it. If we implement the right structure, practices, and approach to management, we can get the best out of our employees which directly impacts the bottom line. This session focuses on key strategies for companies to improve employee performance and engagement, attract and retain the best candidates, and drive quality, production and profitability for the company.

### Wade Larson, SPHR

Dr. Larson is the Chief Human Resources Officer for Wagstaff, Inc. and has worked more than 25 years in the field of human resources and professional development in both for-profit and public organizations. As a senior manager, Larson has specialized in reengineering the HR function for several organizations; as a consultant, he has worked with over 200 organizations finding solutions for better employee alignment and organizational performance. Larson earned his Bachelor's Degree in Political Science from Brigham Young University, Master of Management from Willamette University, and Doctor of Management in Organizational Leadership from the University of Phoenix.



### SIMPLIFYING YOUR LIFE WITH AUTODESK FUSION 360

Room B 10:00 - 11:00 a.m.  
Room B 11:00 - 12:00 a.m.

Join this session to learn how to use Autodesk Fusion 360 to change the way you design parts, collaborate with your stakeholders and build CAM tool paths using

a single software program. Fusion 360 is Autodesk's next generation CAD, CAM and CAE platform, providing manufacturers an integrated workflow to connect the entire product development process.

### Josh Spencer

As an Autodesk Fusion 360 Technical Specialist Josh has over 11 years' experience working with various design, engineering & CAM technologies. With a background in Engineering and CAM, Josh has a passion for Fusion 360 and how it's changing the way companies innovate and take products to market.



### MAXIMIZING RESEARCH AND DEVELOPMENT TAX CREDITS

Room C 10:00 - 11:00 a.m.

In 1981, congress implemented the federal R&D tax credit to encourage companies to invest in innovation. Since then, the government has expanded the types of activities that qualify as R&D—allowing many companies to meet the criteria simply through their efforts to stay competitive. Across the country, businesses are

receiving tax credits and related deductions for qualified research and development expenditures; such federal credits total more than \$11 billion annually. Recent legislative changes make the credit even more valuable for small to medium sized enterprises. Learn more about R&D tax incentives and whether or not your business is maximizing the credits it can claim.

## Joe Stoddard, CPA

Joe is a Partner in Eide Bailly's National Tax Office and leads the R&D Tax Incentives practice. Joe has over 16 years of tax consulting experience providing services to a variety of industries, including manufacturing, agriculture, technology, construction, life sciences and government contractors. He helps clients benefit from R&D tax incentives (including federal and state credits) and regularly works with the IRS and state taxing authorities to support R&D tax incentives claims. He has also written numerous articles on R&D tax incentives issues and frequently presents at conferences and seminars.



## SO YOU THINK YOU'RE IN COMPLIANCE WITH THE WELDING CODE?

Silo 10:00 - 11:00 a.m.

This presentation will give a layman's perspective on some of the struggles and challenges of welding in compliance with the AWS Code. Wagstaff will present some of the lessons learned from their current implementation and expansion of an AWS welding program. The aim of the information presented will help companies that are starting in this process by bringing to light some of the issues that Wagstaff is experiencing and may challenge others that believe like Wagstaff did that they are AWS compliant.

## Kyle Harrison, P.E.

Mr. Harrison is a registered Professional Engineer in the state of Washington and a Certified Welding Inspector. He has 13 years' experience designing and fabricating in accordance with AWS and ASME welding codes. Most of his experience has been in highly regulated industries where non-conformances were quickly identified. Mr. Harrison is currently responsible for the welding program at Wagstaff Inc.



## HEAT TREATING STEEL ALLOYS

Room A 11:00 - 12:00 p.m.

This course will introduce the basics of heat treating steel starting with basic low-carbon steel and then moving on to alloy steels. It will also compare and contrast the process with the heat treatment of aluminum since the results of similar processes are very different for steel and aluminum.

## Marty Weiser

Martin Weiser is an Associate Professor and Chair of the Engineering & Design Department at Eastern Washington University. He earned his BS in Ceramic Engineering from the Ohio State University and his MS and PhD in Materials Science and Mineral Engineering from the University of California at Berkeley. He then joined the Mechanical Engineering department at the University of New Mexico where he taught Materials Science, Thermodynamics, Manufacturing Engineering, and Technical Communication. Martin then joined Johnson Matthey Electronics/Honeywell Electronic Materials where he held positions in Technical Service, Product Management, Six Sigma, and Research & Development. He is an inventor on a dozen patents and patent applications and has published over 30 papers and book chapters on topics including ceramic processing, Pb-free solder development, experimental design, and biomechanics. His current research focuses on rocket propellant characterization and composite rocket fabrication as well as serving as the advisor for EWU Rocketry and EWU Women in Engineering.



## POLICIES IMPACTING THE MANUFACTURING INDUSTRY

Room C 11:00 - 12:00 p.m.

Members of the AWB Government Affairs team will be discussing state and federal level policies that impact how the manufacturing industry conducts business in Washington state and the US. They will also discuss what to expect in the upcoming 2018 state legislative session and potential congressional action.

## Bob Battles

Bob Battles is AWB's director of government affairs on workers' compensation, unemployment insurance, and other workplace issues, including employment law, wage and hour issues, workplace safety and legal affairs. Battles also serves as AWB's general counsel.



He began his career with a 10-year stint in the office of the Washington State Attorney General. He led a team of 18 attorneys and professional staff as team leader in the Labor and Industries Division. In the AG's office he supervised more than 400 L&I cases per year in areas such as electrical, contractor, plumbing and factory-assembled structures.

Battles also spent 12 years in private practice at several Puget Sound-area law firms, and was a partner at Eisenhower Carlson PLLC in Tacoma. While in private practice he represented both individual and business clients in regulatory issues and complex litigation including the Washington Industrial Safety and Health Act (WISHA) and industrial insurance defense.

He has litigated cases before the Washington State Board of Industrial Insurance Appeals, the Washington State Office of Administrative Hearings, multiple state superior courts, the Washington State Court of Appeals, the Washington State Supreme Court, the United States District Court and the United States Ninth Circuit Court of Appeals.

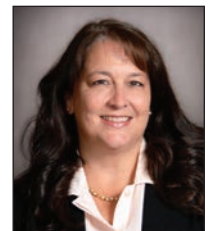
Battles was technical editor for the Gonzaga Law Review before graduating in 1992 from the Gonzaga University School of Law.

Battles is a board member and past chair of the Bates Technical College Steam Certification Board. He has also served on the board of the FISH Food Bank of Pierce County. For the past decade he has been a volunteer coordinator for the Yakima Youth Mission at St. Stephen the Martyr Catholic Church. He lives with his family near Kent in rural King County.

## Amy K. Anderson

Amy K. Anderson is AWB's director of government affairs for education, workforce development and federal issues. She also oversees the work of the AWB Institute, AWB's research, workforce and economic development arm.

Before joining AWB's government affairs team, Amy was a strategic consultant for the



AWB Institute for almost four years, bringing more than 10 years of policy analysis and advocacy experience to the position.

She began her career working with the Washington State Senate Health and Long Term Care Committee as well as the Washington State Workforce Training and Education Coordinating Board as a policy analyst. She also spent seven years heading up the policy and workforce efforts at Greater Spokane Incorporated. She has also worked as Oregon and Alaska legislative director at Premera Blue Cross. Amy has also taught graduate health policy and law classes for Washington State University Spokane and Kaplan University.

Amy holds a law degree from Gonzaga University School of Law, a graduate degree in Health Policy and Administration from Washington State University Spokane, a B.A. in Philosophy from the University of Colorado and a B.A. in Government and History from California State University Sacramento.

## Eric Lohnes

Eric Lohnes is AWB's director of governmental affairs on tax and fiscal policy. He joined AWB in 2015.

Lohnes brought more than a decade's worth of policy knowledge to the position. Prior to joining AWB, Lohnes was a public policy analyst at the Washington State Senate, where he focused on health care and insurance policy for four years. Before joining the Senate staff, Lohnes was a lobbyist, policy analyst and a political field director for the Building Industry Association of Washington, where he coordinated targeted canvassing campaigns.

Lohnes received his undergraduate degrees in English and philosophy from Middle Tennessee State University and earned a Masters of Public Administration from The Evergreen State College. He currently lives in Olympia

## Mike Ennis

Mike Ennis is AWB's director of government affairs on transportation and environmental issues, including water resources and air quality. He joined AWB in 2013.

Before joining AWB, Ennis was the director of transportation policy at Washington Policy Center, a free-market think tank based in Seattle. Ennis is the author of



numerous studies on transportation policy in Washington, including "Five Principles of Responsible Transportation Policy," "Vanpools in the Puget Sound Region: The Case for Expanding Vanpools to Move the Most People for the Least Cost," and "Roadmap for Mobility." His work has been covered in many local and national media outlets, including The Seattle Times, The Wall Street Journal, and Investor's Business Daily, as well as on CNN and Bloomberg News.

Ennis served in the U.S. Army with the 2nd Ranger Battalion and is currently in his third term on the Enumclaw City Council. He earned his bachelor's degree from the University of Washington and his Master of Public Administration degree from the Daniel J. Evans School of Public Affairs, also at the University of Washington. He lives in Enumclaw with his wife, Heidi, and their two children.

## DEVELOPING TALENT FROM WITHIN — "IMPROVING WORKFORCE PERFORMANCE"

Silo 11:00 - 12:00 p.m.

Presented by the Community Colleges of Spokane's Center for Workforce & Continuing Education

Studies and corporate bottom lines show that companies reap many benefits from investing in training for employees. It makes sense to invest in training your most valuable resource, your people! In this workshop you will learn about one of the best kept secrets in Spokane, the Community Colleges of Spokane's Center for Workforce & Continuing Education (CWCE) and how utilizing the training resources of CWCE can impact your employees performance and your bottom line. The CWCE offers organizations high impact, customized, and affordable training that can be delivered in a timely manner.

## Ray Keevy

Ray Keevy has over 25 years experience in workforce development in the Spokane/Coeur d'Alene area. Ray, currently serves as Business Engagement Manager for the Community colleges of Spokane's Center for Workforce & Continuing Education (CWCE) and the Spokane Area Workforce Development Council (SAWDC). In this role he is continuously working with business to identify their workforce needs and develop



solutions through the resources of both the CWCE and SAWDC.

In his career Ray has worked in Career and Placement Services in higher education at both public and private institutions, achieving some of the highest graduate placement rates in the state. He also has been in public service working for the Washington State Employment Security Department (ESD) at WorkSource Spokane. In this capacity he worked extensively meeting workforce needs by matching employers with job seekers. While with the ESD Ray earned his Lean Green Belt during an assignment in the Office of Lean Transformation.

Ray resides in Coeur d'Alene with his wife of 25 years, has two daughters and six grandchildren he enjoys and keep him young.

## LEAN MANUFACTURING SIMULATIONS

Room A 1:00 - 2:00 p.m.

Gene Hamacher provides a basic overview of Lean Manufacturing (Process Improvement) tools and techniques, with an emphasis on Workplace Organization (5S) and Standard Work. This session offers you an opportunity to experience how Lean Manufacturing methods reduce waste through the use of straight-forward examples and insightful exercises.

## Gene Hamacher

Gene Hamacher is a Manufacturing Specialist for TechHelp's Manufacturing Extension Program in North Idaho, and is

a member of their Operational Excellence Team. In this role, he provides training, coaching, and advising for manufacturing companies located in Northern Idaho. Gene is also an employee of the University of Idaho, and is located at the University of Idaho Research Park, in Post Falls.

He has 19 years of process improvement experience; including Lean Manufacturing and Advanced Quality Systems at Boeing and Triumph Composite Systems. He has lead benchmarking studies across the United States and Japan, and his efforts have produced significant gains in productivity, safety, quality, and lead-time.

Gene also spent 9 years as an instructor at DeVry University and ITT Technical Institute. He taught courses on numerous subjects; including Business Management, Production Control, Project Management, and Statistics.

He has Associate's and Bachelor's Degrees in Electronics from DeVry University; and he has Master's Degrees in both Management and Engineering, from Massachusetts Institute of Technology.





## SPOKANE YOUTH APPRENTICESHIP

Room B 1:00 - 2:00 p.m

The newest Youth Apprenticeship model to come to Washington State will help alleviate advanced manufacturing's skills-gap and simultaneously will offer high school students an opportunity to develop in-demand skills for our state's high growth industries. Bri Durham, Director of Specialized Programs for the Aerospace Joint Apprenticeship Committee (AJAC) will discuss teen worker safety, college-level classroom instruction, and structured on-the-job training. Youth Apprenticeship gives employers a new pipeline of talent sourced directly from the communities they serve.

### Briana Durham

With in-depth teaching experience in the aerospace and advanced manufacturing industry, Briana started her journey as a site manager and manufacturing instructor on a federal grant



teaching incarcerated juveniles aerospace manufacturing skills before they were released. During her time teaching, Briana discovered her passion for technical training and making curriculum fun, engaging, and relevant. Over the years, Briana has been certified to train DACUM, LEAN, OSHA, CPR, and Forklift Operation. She also facilitated numerous professional workshops including The Pacific Institutes: Thought Patterns for High Performance, resume and interviewing workshops, financial budgeting, and soft/hard skills training.

She also worked as an employment specialist, talking to employers about their needs and advocating second chances for individuals with criminal backgrounds. Briana has extensive experience managing crews and coordinating multi-million dollar projects. She has had professional involvement with The Pacific Institute, JRA, The If Project, Alaska Airlines and Vulcan Inc. Briana's true passion resided in helping others grow and develop in their career and life journey. Bri was promoted to Director of Specialized Programs in June 2017."

## WHY GREAT DESIGN IS CRITICAL FOR MANUFACTURING COMPANIES

Room C 1:00 - 2:00 p.m.

Today's manufacturers need more than smart processes and quality products to improve sales. Explore why great design is critical to your manufacturing company. Will using the science of the human psychology and the power of emotion improve how buyers respond to your marketing? In this breakout presentation, attendees will learn why many manufacturing companies are hindered by out-of-date or inaccurate marketing design and how this can be improved.

### Rick Hosmer

Partner | Chief Marketing Officer Klündt | Hosmer



As a designer and writer with over 30 years of industry experience, Rick helps manufacturing clients attract new customers, alleviate sales challenges and get ahead of their competition.

He is responsible for client brand strategy and marketing tactics and has a talent for creating appealing brand images, clear messaging, strong visual communications and performance-based websites.

Some of Klündt | Hosmer's manufacturing clients include Pyrotek, HOTSTART, Microplane, Pearson Packaging Systems, Multifab Manufacturing, and KeyTronic EMS.

In 2017, Rick was recognized by the Spokane Advertising Federation as Advertising Professional of the Year for his contribution to the industry and community. He has served as a Spokane Arts Commissioner, Spokane Advertising Federation Vice President, and has judged advertising and design competitions around the country.

[www.manufacturing.klundthosmer.com](http://www.manufacturing.klundthosmer.com)

## THE CONTRIBUTION OF MANUFACTURING: EMPLOYMENT, WAGES, AND PRODUCTIVITY

Silo 1:00 - 2:00 p.m.

This presentation will discuss trends in manufacturing employment, wages, and productivity for the U.S. and Pacific Northwest. The goal is to provide a data-driven analysis of the changing economic contribution of manufacturing.

### Grant Forsyth

Dr. Forsyth is the Chief Economist of Avista Corp. Before coming to Avista in 2012, he was Professor of Economics at Eastern Washington University from 1999 to 2012. He received his BA in Economics from Central Washington University (1988), his MBA in Finance from the University of Oregon (1990), and his PhD in Economics from Washington State University (1996). He also serves on the Washington Governor's Council of Economic Advisors; The Citizen Commission for the Performance Measurement of Tax Preferences; and the Spokane Mayor's Economic Advisory Roundtable.



## MATERIALS SELECTION METHODS

Room A 2:00 - 3:00 p.m.

Materials selection methods are summarized in the order that they are discussed in a technical elective course for Mechanical Engineering majors. The following methods will be briefly discussed: functional decomposition, systems analysis, case studies involving judgment and experience, the Pugh method, the digital logic method and the Ashby approach. The Ashby approach is a technique developed by Dr. Michael Ashby involving development of a materials index from an analysis of design constraints and materials properties.

### Dr. Patrick Ferro

Patrick Ferro, PhD, PE, CMfgE is a Professor of Mechanical Engineering at Gonzaga University. His industrial experience includes process development and engineering assignments at Precision Castparts, Wacker Siltronic and Energy Conversion Devices. His



current research interests are in hydrogen embrittlement and hydrogen storage. The courses that he teaches are materials and manufacturing engineering courses in the Mechanical Engineering curriculum at Gonzaga.

## HOW CAN L&I HELP INCREASE YOUR PROFITS

Room B 2:00 - 3:00 p.m.

L&I is more than that quarterly bill and those permits you have to buy. We can help you keep your work place safer, lower your premiums, manage claims, utilize programs like stay at work or return to work. In this brief workshop we will discuss the things that L & I does, with an emphasis on DOSH consultation services. This safety and health consultation service is free of charge, no fear of citations and is done in total confidentiality.

### Mark Wagar

Safety and Health Consultant Department of Labor and Industries Division of Occupational Safety and Health

Mark has been a safety and health consultant for

Washington L&I Division

of Occupational Safety and Health (DOSH) for the past ten years. Prior to that, Mark was the Training Director for the Operating Engineers, where he helped instruct Apprentices and Journeymen in all aspects of operating heavy equipment and safety. The first 25 years of his working career were spent operating equipment in the heavy highway industry. Mark is an OSHA 10/30 instructor, has held eight NCCCO crane certifications and is a Crosby certified rigging instructor.



## SEVEN EXECUTIVE LEAN LEADERSHIP PRACTICES

Room C 2:00 - 3:00 p.m.

Executive leaders play a crucial role in enabling continuous improvement, or lean, activities to thrive within their organizations. The vast majority of front line staff want to perform well and provide great services to their customers, yet this can be difficult as so many of their processes are in desperate need of improvement. And many processes tend to be invisible, making improvement activities very challenging.

During this presentation, you'll learn how Spokane County, WA, has implemented some very large process improvements from the executive level, including regional law and justice reforms. John Dickson has led large organizational transformations as an executive in both private industry and government (at both the state and local levels), which enables him to provide a unique perspective on an executive's role as a lean leader.

### John Dickson

John is Spokane County's Chief Operations Officer, a role that he began in March 2013. He's leading significant operational improvement activities across Spokane County government to make it more 'Lean', effective and customer-focused. Since February 2014, over 500 improvement projects have been initiated and run by county staff that are resulting in significant annual savings/avoidances. Previously, John worked for the military side of Boeing for over 20 years and held senior leadership roles in the Sea Launch, B-2 bomber, and F-22 Raptor programs. He left Boeing in 2006 to become Berg Integrated System's General Manager, a start-up company in Plummer, ID that fabricated large fuel bladders and expandable shelters for the US Army. His government career began in 2010 when he became WA State Employment Security Department's Regional Area Director overseeing the WorkSource Spokane Employment Center. He has also been an internationally-ranked Dale Carnegie leadership trainer since 2003.



## ENTERING THE AEROSPACE MARKET: WHAT YOU NEED TO KNOW

Silo 2:00 - 3:00 p.m.

Rick and Mark will be providing an overview of the opportunities available to manufacturers in the aerospace industry. They will touch on the multiple tier levels of potential customers, and the key requirements to be successful in this competitive market. Afterwards, there will be a Q&A session to address specific questions.

### Rick Taylor

Vice President, Altek Incorporated

Rick has had a long and successful career in the machining and injection molding industry. As VP at Altek, he has helped to secure their position as a key supplier and program integrator to the aerospace industry. Rick brings an in-depth knowledge of technical and quality requirements needed by job shops to enter this rewarding but challenging market.



### Mark Norton

Sales Manager, Eclipse Screen Printing

Mark is a native to Spokane, who has worked in business development in the Aerospace and Medical markets for over 30 years at a regional and national level. Mark currently serves as chair for the Inland Northwest Aerospace Consortium. He is passionate about leveraging the collective efforts of Spokane manufacturers to help increase awareness of the inland Northwest as a supply chain hub for the aerospace industry.



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## MAJOR SPONSORS



## A Special Thank You to Our Manufacturing Matters 2017 Committee

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A Special Thank You to our Partners: AJAC, Cd'A EDC/Jobs Plus, Coeur d'Alene Chamber of Commerce, Lewis Clark Valley Chamber of Commerce, Pullman Chamber of Commerce, GSI, AWB, INWAC, Missoula Area Chamber of Commerce, Greater Sandpoint Chamber of Commerce, SME and Tri-City Regional Chamber of Commerce.

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