PIERCCE COUNTY DELEGATION TOUTS REGION AT FARNBOROUGH AIRSHOW

The EDB and other representatives of Pierce County took to the skies last month to attend the 2018 Farnborough Airshow, July 16-22, in Hampshire, England, one of the biggest events in aviation. Approximately 73,000 industry professionals from around the globe and 1,500 companies attended the three-day trade show. The event stretched over six exhibition halls.

**Boeing** was a big winner at Farnborough. The company added more than 530 orders and commitments to its 460 firm orders coming into the air show. Buzz about the company’s proposed New Mid-market Airplane (NMA) was palpable, although no additional details were revealed.

Think two heads are better than one? Imagine what six could accomplish. This year’s Pierce County delegation included Bruce Kendall, EDB president and CEO; Sarah Bonds, EDB vice president for business recruitment; Kevin Clegg, Pierce County special assistant to the executive for business services; Doug Richardson, Pierce County Council chair; Greg Unruh, EDB chair and past president of the Franciscan Foundation; and Jason Whalen, EDB vice chair and partner at Ledger Square Law.

The Pierce County team joined its Washington State partners to meet with industry leaders, connect with new and existing contacts, and spotlight the region’s assets and advantages to firms looking to relocate or expand operations. The 60-member Choose Washington team was the largest delegation the state has had at Farnborough.

**Farnborough by the numbers:**
- International companies contacted: 43
- U.S. companies contacted: 37
- Target companies identified: 68
- Companies from 2017 Paris Air Show contacted: 12
- Companies from Farnborough Airshow 2016 contacted: 14
- Meetings scheduled: 10
- Events attended by delegates: 17
- Average daily steps logged: More than 20,000 per delegate, or over 10 miles

Learn more about the Farnborough Airshow at farnboroughairshow.com.

BPI MEDICAL GROWS FROM BACKYARD TO BOOMING BUSINESS

If there ever was a story that warranted the term “humble beginnings,” this might be it.

In 1976, Ben Overmars Sr. founded Ben’s Precision Instruments, putting to use skills he honed in his native Holland to offer surgical instrument sharpening and repair from his backyard shop. Over the years, business boomed and expanded to include pneumatic and electric hand pieces and endoscopy repair. Today, Fife-based BPI Medical manufactures, modifies, repairs, maintains and sells medical instruments and equipment used in surgery centers and hospitals across the U.S. and the world. While the backyard shop made way for progressively larger accommodations, the business is still all in the family. Overmars’ son, Bob Overmars, is now president and CEO.

The company’s most recent expansion is particularly significant. BPI Medical purchased its own 38,000-square-foot building that nearly doubles its previous space in Fife. With room to grow, the company will continue to expand to meet customer needs. That means adding more jobs to grow its current team of more than 40 employees.

Though only a few blocks from its former location, the move took a lot of planning and coordination. Along with
that our cans and brand carry Gig Harbor and Tacoma pride out to a larger audience,” he said.

there’s also a big community focus around breweries and tremendous sense of pride tied to quality local brands. “We love

for beer production, and now it’s coming back in a big way.” In addition to the industry’s economic viability, Runion said

“It’s great to see the resurgence,” said 7 Seas president and co-founder Mike Runion. “This area used to be a regional center

This honor doesn’t come as a surprise,” said EDB President and CEO Bruce Kendall. “Karl has spent his life working

University of Washington Tacoma Milgard School of Business Lifetime Achievement Award

KARL ANDERSON RECEIVES MILGARD LIFETIME ACHIEVEMENT AWARD

The EDB congratulates Karl Anderson, chairman of Tacoma’s

Concrete Technology Corp

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IN BRIEF

HAVE 75 OR MORE EMPLOYEES? Each year, the EDB compiles its Major Employers List of companies with 100 or more full-time employees working in Pierce County. The list also includes “companies to watch” that are on the verge of crossing over the 100-employee threshold. Companies may submit their information online at bit.ly/EDBME, or by contacting Maddie Merton, EDB vice president for business retention and expansion, at maddie@edbtacomapierce.org or 253.284.5891.

EDB WELCOMES NEW ECONOMIC DEVELOPMENT PARTNERS. We’re pleased to welcome two new economic development power hitters to the South Sound. Betty Nokes Capestany is the new director of the Pierce County Economic Development Department. Jeff Robinson is the new director of the City of Tacoma Community and Economic Development Department. You can read more in our electronic newsletter.

HAPPY TO HAVE YOU ABOARD, PIERCE TRANSIT. The EDB is honored to announce its newest investor. Welcome, Pierce Transit...and thank you!