

NAMATAD: TECH THAT SAVES LIVES

When Matt Tolentino and his wife, Amalie O'Connor Tolentino, started **Namatad**, they had a vision that their new company could help save lives. It looks like that vision is about to become a reality.

Namatad's Firefly platform delivers visibility to firefighters and other first responders through wearable hardware, drones and real-time analytics. After deployable sensors self-create a mesh network in a burning building, for example, the Firefly software gathers and synthesizes information to provide actionable decision guidance to incident and operations commanders.

Vital information such as personnel locations, environmental conditions and escape routes feed to an iPad or tablet. The information can be lifesaving in crisis situations such as fires, active shooter incidents, military attacks and natural disasters, and can provide post-event analytics for training and risk management.

The company recently got a boost with a 2019 **TechConnect Defense Innovation Award**. The honor was presented in December 2019 at the Defense TechConnect Innovation Summit & Expo in National Harbor, Maryland. The awards recognize the top 15 percent of technologies submitted to the conference based on their potential for positive impact for service members and national security.

Namatad is a collaboration between the **University of Washington Tacoma**, the **Tacoma Fire Department** and the **City of Tacoma Department of Community and Economic Development**. It has received support from CoMotion Labs incubator at the **University of Washington** and the **Port of Tacoma**.

Matt Tolentino's work as an assistant professor at **UWT School of Engineering and Technology** helped lay the groundwork for Namatad.

MANUFACTURING REGULATORY ROADMAP COMES TO SUMNER

For businesses looking to site a manufacturing facility in the **City of Sumner**, the city, **Washington State Department of Commerce** and **Pierce County** just made things a whole lot easier.

The **Manufacturing Regulatory Roadmap** is the next innovative step to improve and streamline the regulatory environment in Washington State to support economic growth. The automated, web-based portal helps manufacturing companies plan for local, state or regional regulatory requirements, from identifying needs and feasibility, to property-specific requirements and permitting needs and beyond. The new tool replaced the previous spreadsheet-based process, helping businesses avoid costly delays and reduce uncertainty when siting a manufacturing facility.

More information is available on the Department of Commerce website at bit.ly/manufacturingroadmap.

PAST, PRESENT, FUTURE

- **Sneak peek year-end results.** In 2019, the EDB business retention/expansion program met with 143 businesses, facilitated 466 referrals, help secured \$160,770 in grant funding for local businesses, responded to 21 projects, closed \$10 million in industrial development revenue bonds and delivered 6 new expansion proposals. **Tool Gauge**, **Cutting Edge Meats** and **SeaTac Packaging** all expanded. The recruitment program saw success with the arrival of **Innovative Panel Technologies** and **Currie and Brown**, as well as a major hurdle crossed in the permitting for **Puget Sound Energy's** new LNG facility. The **International Paris**

Air Show team brought back 11 hot leads and 35 warm leads. And, **investpiercecounty.com** launched. The collaboration between Pierce County, the EDB and others provides a new multi-layered website for business owners, brokers, site selectors and communities to assist with their site-selection research.

- **Companies in the pipeline.** The EDB has 23 active cases in the business retention pipeline and 44 in the recruitment pipeline. These are companies whose expansion decisions require deep engagement by the EDB and its partners. A full pipeline is a recipe for future wins.
- **Cluster acceleration teams.** The Technology team had its fourth meeting in November and is working to finalize its strategy. The Health Services team's draft strategy is getting a refresh. Logistics/Trade and Aerospace are up next.

CALLING ALL GENERATIONS! REGISTER FOR 2020 EDB ANNUAL MEETING

Gen Z, Millennials, Gen X and Boomers, register today for the **EDB Annual Meeting** on March 5, 2020 at the **Greater Tacoma Convention Center**. Keynote speaker Phil Gwoke, a nationally recognized expert in cross-generational communication and teamwork, will unveil better ways to embrace talent across generations. Talent is everything in today's marketplace, so you won't want to miss this event.

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Join hundreds of business and civic leaders from across the region for a jam-packed lunchtime program. You'll also hear about this year's **Excellent 10** and **Golden Shovel** award winners.

Learn more and reserve your table or spot at bit.ly/edb2020. Advance registration and payment required.

WELCOME ABOARD!

The EDB ushered in 2020 with some exciting changes, including the election of three new board members. Welcome to Rebecca Poynter, president and publisher of **The News Tribune**, Erik Hynes, senior vice president with **Wells Fargo**, and Joyce Loveday, president of **Clover Park Technical College**.

EDB board member Lisa Goodman, **Benaroya Company** director of marketing, has been elected to the nine-member Executive Committee. Greg Unruh, CEO with **Trouves Health Services**, returns to the helm as EDB's board chair. Herb Simon, partner with **Simon Johnson LLC**, is new vice chair.

Teamwork is a service of the EDB, a non-profit corporation focused on recruitment and retention of primary businesses in Tacoma and Pierce County, Washington, USA.

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