Newsletter of the Tri-Cities Alumni Program
Tri-Cities, Washington

The Tri-Cities

Alumni Update

Tri-Cities Alumni Program

www.pnl.gov/edo/business/alumni

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As editor, I am proud to present the The Tri-Cities Alumni Update. This newsletter is designed to promote the Tri-Cities Alumni Program which invites highly successful former Tri-Citians to contribute their professional capabilities, capital and connections to benefit the Tri-Cities while creating opportunities for themselves. In an effort to maintain individual privacy, alumni names are kept confidential unless permission to use them is granted. The Tri-City Development Council, Tri-City Regional Chamber of Commerce, Tri-Cities Visitor & Convention Bureau, and Pacific Northwest National Laboratory are working together to make this program a success. If you are interested in learning more or have suggestions or nominations for the program or this newsletter, please contact me, Robin Conger at (509) 372-4328 or robin.conger@pnl.gov, or visit www.pnl.gov/edo/business/alumni. We look forward to hearing from you!

Robin Conger, Alumni Program Coordinator

OPPORTUNITIES

Calling all angels

The **Columbia Investor Group** is a collection of wealthy, successful businesspeople who provide seed funding and business guidance to companies that need capital but have not yet matured to the stage of seeking financing from venture firms or financial institutions. You are invited to check out the potential investment opportunities with their screened, early-stage companies. This group consists of about 15 private investors and is affiliated with Washington Technology Center's Angel Network, a statewide program that connects regional angel investor groups. Private investors, or angels, are often the first outside financing that early-stage companies receive beyond what they can raise from family or friends. The Columbia Investor Group meets quarterly in the Tri-Cities.

More: http://www.watechcenter.org, click on Angel Network. To learn more about becoming a member of the Columbia Investor Group, contact Nate Silverman at (206) 616-7153 or nates@watechcenter.org.

Technologies available for licensing

Pacific Northwest National Laboratory has dozens of technologies available for licensing in energy, biomedical, security, information technology, and more. Most were developed with substantial government funding and are now available for companies to commercialize. See the list at http://availabletechnologies.pnl.gov.

BUSINESS NEWS

Medical isotope production ramps up in new building

IsoRay Medical, Inc., opened a new Richland facility last year to expand its production of cancer-treating Cesium-131 isotope "seeds." The 4,000-square-foot facility at 2025 Battelle Boulevard, leased from Pacific EcoSolutions, will

Tri-Cities by the Numbers

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158,330
Current population, Tri-Cities
(*Kennewick, Pasco, Richland, West Richland*)

218,600
Population, Benton and Franklin Counties
(*includes Tri-Cities plus smaller neighbors like Connell, Finley, and Prosser*)

enable IsoRay to make up to 60,000 radioactive seeds each month for 600 patients, a tenfold increase over its previous capacity. Last September, the Arnold Palmer Prostate Center at the Eisenhower Lucy Curci Cancer Center in Palm Springs, California, introduced the world's first dual therapy combining IsoRay's Cesium-131 isotope seeds and external beam radiation therapy.

Contact John Hrobsky at (509) 375-1202.

Playing tag for profit

Richland-based **IntegralRFID** (www.integralRFID.com) is expanding into the European marketplace, helping Unilever set up radiofrequency identification (RFID) tagging and reading operations for tracking inventory worldwide. Unilever sells consumer goods brands such as BirdsEye, Lipton, SlimFast, and Dove in 150 countries. Wal-Mart and the U.S. Department of Defense (which has 40,000 suppliers) are among those recently issuing mandates requiring all their suppliers to use the tiny electronic tags on product pallets and cases, supplementing individual bar codes. IntegralRFID's partners, Chris Parkinson and Ron Gilbert, both came from Pacific Northwest National Laboratory. Both ended up working for California-based Alien Technology, which bought a PNNL spinoff company in 2001 that was based on the RFID technology. Parkinson returned to the Tri-Cities in 2004 to start IntegralRFID, a consulting

and integration technology business, and Gilbert joined him this year. IntegralRFID's other current customers include The Gillette Company, Sara Lee, and Nestlé. Contact Chris Parkinson at (509) 308-0380 or cparkinson@integralRFID.com.

Customer Service Center elevates Tri-Cities job market

Internet sales icon **Amazon.com** opened a call center in Kennewick earlier this year. The immediate boost to the Tri-Cities included 120 new jobs on the market with an expected growth to 400 new jobs in the next few years. "The Tri-Cities is extremely fortunate to have a company as prestigious and well-respected as Amazon.com select our community for their new call center," said Carl Adrian, president and CEO of the Tri-City Development Council. "Amazon.com brings the largest number of non-federal related jobs created in our area in many years." For more information on the new call center visit www.amazon.com or www.tridec.org.

Research District to draw science and technology business to Tri-Cities

The Port of Benton, with funding from the U.S. Small Business Administration, has hired **AngelouEconomics** (http://www.angeloueconomics.com) to develop marketing and land use plans for the 1,600 acres of property in north Richland known as the Research District. The District is home to nearly 5,000 employees and 90 businesses including Pacific Northwest National Laboratory, Washington State University Tri-Cities, and other federal agencies, state agencies, and labs. Listed among the selling points of the District are the low cost of doing business, technical capabilities, land availability, and the highly educated workforce including a very high number of PhD's per capita. Community leaders are positioning the District as a regional technology center similar to the Research Triangle in North Carolina and are confident that it will bring more science and technology businesses to the Tri-Cities.

Contact Chris Engle at cengle@AngelouEconomics.com or (512) 225-9323 or visit the website at www.researchdistrictfuture.com.

TRI-CITIES NOW

Silicon Valley without traffic?

Tri-Cities business growth takes off. Read all about it in the March 2006 issue of *Washington CEO* magazine: "Tri-Cities: Crossing Into Fortune" http://www.pnl.gov/edo/documents/wa_ceo.pdf.

Kennewick Man makes *Time* magazine cover

March 13, 2006 - The 9,000-year-old full skeleton, an amazing archeological find on the Columbia River banks, has been examined by everyone from Native American Tribes to the Smithsonian Institution. More: Tri-City Herald's Kennewick Man Virtual Interpretive Center: http://www.kennewick-man.com/.

Washington State University expands Tri-Cities campus

With new legislation signed by Gov. Chris Gregoire in March, **Washington State University Tri-Cities**, located in Richland, Washington became a four-year university. The university will begin admitting freshmen and sophomores to its programs in 2007. In addition to becoming a full four-year university, WSU and Pacific Northwest National Laboratory broke ground on the Bioproducts, Sciences, and Engineering Laboratory at the WSU-TC campus in April. The building, a collaboration of WSU, PNNL, and the state of Washington, will house research and academic

programs for converting agricultural byproducts into commercially valuable products.

For more information see www.wsu.edu or www.pnl.gov/rcf/index.stm.

Wine Reigns

The Red Mountain Appellation, near Benton City, Washington is gaining attention worldwide for its 4,000 acres that are at the same latitude as France's Bordeaux region. One of seven designated viticulture areas in the state, it currently supports about ten wineries that produce high-end red wines selling at up to $125 per bottle. Last year, state officials announced plans to irrigate about 650 acres of state trust lands on Red Mountain for lease to wineries and vineyards, transforming the hill into the next wine mecca. Red Mountain has drawn attention from wine giants like

Piero Antinori of Florence, Italy, who broke ground on Red Mountain for his new Col Solare winery in partnership with Ste. Michelle Wine Estates last summer. Development plans call for dozens more wineries, a state park, a new Interstate 82 interchange, bike trails, bed and breakfasts, high-end restaurants, a wine shop and even horse-drawn carriages.

For more information visit: www.winepressnw.com.

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