



PACA Pulse

SPRING 2018

PROFESSIONAL AEROSPACE CONTRACTORS ASSOCIATION OF NEW MEXICO

PO Box 9178
Albuquerque, NM 87119
www.pacanm.org

BOARD OF DIRECTORS

Malini Hoover
President
250.1685

David Rosprim
Vice President
948.1432

Burke Nelson
Secretary
269.3416

Lee Brinckerhoff
Treasurer
843.6492

Mark Menicucci
Immediate Past President
923.9925

Stuart Purviance
Program Officer
328.8399

Lenny Bean
Small Business Officer
553.0825

Ron Unruh
BFI Officer
206.1033

PULSE EDITOR

Ross Crown
764.5402
RCrown@lrrc.com

EDITORIAL SUPPORT & DESIGN

Ro Saavedra
830.2345
RoSaavedra@msn.com

UNDERWRITER

Lewis Roca
ROTHGERBER CHRISTIE

PACA Elects 2018-19 Directors and Officers

The annual election of the PACA Board of Directors was conducted during the March membership luncheon. Vice President **Malini Hoover** automatically assumed the office of President and outgoing President **Mark Menicucci** transitions to Immediate Past President. (See Malini's first President's Corner on following page.)

David Rosprim, Senior Manager and Site Lead for Torch Technologies in Albuquerque, is PACA's newly elected Vice President and President Elect. He was a PACA member in the late 1990s and didn't rejoin until a few years ago, however he is a longtime attendee of the BFI. David holds a B.S. in geology, as well as advanced degrees in physics and applied statistics from Stephen F. Austin State University.

David was born and raised in Houston and began his professional career working for Nichols Research in Huntsville, Alabama. In 1997, he was transferred to Albuquerque where he and his family have become happily rooted and true blue New Mexicans.

His extensive industry experience includes previously serving as the Director of Space Systems, followed by the position of General Manager for the Advanced Concepts and Technology Division at Schafer Corporation in Albuquerque, as well as a Program Manager for General Dynamics, also in Albuquerque.

In 2015, David joined Torch Technologies to open its Albuquerque location. With an eye on expanding the company's market and diversifying the Company's services, both technically and

geographically, he decided that it was time to come back to PACA. Torch, an employee owned company, is headquartered in Huntsville, AL. In establishing Torch's presence in Albuquerque, both within and outside of KAFB, David has become keenly aware of how PACA can integrate with all the innovative work that comes out of Albuquerque – nuclear systems



David Rosprim

based at the AFNWC, space systems and directed energy based at KAFB, and the amazing technologies being developed at Sandia National Laboratories. "Albuquerque has so much talent and potential," he said. "We have the capabilities, so why aren't we Silicon Valley?" Good question. He decided that he

either had to move out of Albuquerque, not an appealing option, or contribute to transforming the Duke City into the equivalent of Silicon Valley.

It is quite fortuitous for PACA that David is integrating his goals of expanding Torch Technologies' reach with transitioning PACA to be an integral member of the aerospace industry. A few of his ambitious but feasible goals in moving PACA forward include driving legislative activity, not just reporting it, and working with Membership Chair **Terel Anyaibe** to measurably increase membership with active representatives of the aerospace industry. "There is a turning point in the space industry right now and we need to capitalize on the opportunity to make PACA a pivotal participant in all the momentous happenings," he stated. "As Vice President, I have three years to be

continued on the following page

Directors and Officers *continued*

influential in PACA, to either stand up or shut up.”

And he is definitely standing tall and straight to make PACA an organization that industry professionals can't afford not to be a member of. As he presented at the March membership lunch meeting, he and other volunteers are evaluating myriad new development options including hiring a paid Executive Director to assist in fast tracking PACA reaching its goals; taking advantage of Other Transactional Authority (OTA) contracts newly made available that give Department of Defense and the military services a faster option to the traditional acquisition process; participation in Spaceport America and aerospace events and programs; opening up other PACA Chapters across New Mexico; and enlarging PACA's presence with added activities such as BFI tours of Spaceport America and the national labs; hosting an Aerospace Roundtable that includes U.S. senators and representatives; and establishing an education foundation, among many other possibilities.

David and his wife Susan are the parents of three young adult children — son James and daughters Claire and Mary. While he and Susan enjoy traveling, golf, and live theater, scuba diving is his free time passion. And scuba diving is considerably beyond a mere hobby or sport.

An active member of PADI, the Professional Association of Diving Instructors, David has been involved in scuba diving since 2009. He is a Master Scuba Diver Trainer with 16 specialty instructor certifications and a Master Scuba Driver with 19 diver specialty certifications. David regularly teaches courses at the Santa Rosa area lakes. He is also a member and instructor of DAN, Divers Alert Network, that certifies divers in numerous specialties including Basic Life Support CPR and First Aid, First Aid for Hazardous Marine Life Injuries, and Diving First Aid for Professional Divers, to name but a few. Two of his three children are also divers which makes it easy and fun to spend quality time with their very busy dad. “Diving helps satisfy my curiosity about our world and universe,” he said. “It allows for underwater exploration and constant discovery where the rules change because everything is so dramatically different underwater.”

Re-elected and continuing PACA officers are **Burke Nelson**, Secretary; **Lee Brinkerhoff**, Treasurer; **Stuart Purviance**, Program Officer; **Lenny Bean**, Small Business Officer; and **Ron Unruh**, BFI Officer. A debt of gratitude is extended to former Immediate Past President **Michael Emerson** who rotates off the Board after three years. **Bill Miera**, who has served in a number of roles including President, has assumed the function of Legislative Liaison vacated by David Rosprim.

Heartfelt appreciation is offered to these and other PACA volunteers who generously give of their time and talents to the PACA membership and aerospace contracting community. •

President's Corner

by *Malini Hoover*



Malini Hoover

Greetings to my fellow PACA members! I had a great experience serving as your Vice President last year and am looking forward to an equally fulfilling year as your President.

In this, my first President's Corner, I provide insight regarding my vision for PACA and how we can expand PACA's education role and

impact economic development in New Mexico.

Increasing our education outreach will enable us to seed new opportunities for middle, high school, and college students in their developing a lifelong passion for science. Let's face it, we are all seeking highly educated and skilled employees who are creative out-of-the-box thinkers. This requires investing in New Mexico's youth by providing opportunities for hands-on learning and jumpstart their exposure to applied science that captures their imagination and understanding of science.

PACA is sponsoring the Spaceport America Cup this year for the first time. It is the world's largest intercollegiate rocket engineering conference and competition to be held June 19-23 at the Las Cruces Convention Center and the Spaceport America Vertical Launch Area. Hundreds of universities from across the globe will participate in this competition where 10-50 foot tall experimental rockets launch to altitudes of 30,000 feet. Over 110 teams representing colleges and universities from eleven countries participated in last year's event. This is a great way to meet hundreds of talented STEM students and potential job candidates for your companies.



2017 Spaceport America Cup Participants

Space has become the next frontier for our nation's defense. New Mexico is in a great position to be the hub for new entrepreneurial space innovations. The rapidly emerging private space investment climate coupled with space assets already here leads to tremendous potential to attract new space interests to our state.

Currently, **New Space NM** is developing a comprehensive growth strategy and database of all the companies with capabilities to work in the space industry. It's good news

continued on the following page

President's Corner *continued*

that the state's congressional delegation, Albuquerque economic development community, and existing aerospace companies are all in sync in maintaining and establishing new space funding opportunities in New Mexico. Once New Space NM has completed the pioneering work of building a comprehensive strategy this year, PACA needs to be poised to lead the expansion of New Mexico's space industry.

As CEO of Advanced Optical Technologies and an active member of the aerospace community, I understand the importance that the aerospace and defense contractors play in the local and state economy and can see PACA as a leader in attracting new funding for aerospace companies. Continued success of the aerospace industry depends on a highly-skilled workforce, world class research and development, modern manufacturing facilities, and workforce education programs that enable employees to improve their skills and remain competitive in the fast growing field. It is crucial that PACA play an important role in working with local and state economic development offices as well as with Congress to invest in world class education to attract the best and brightest to work in our state's aerospace industry. I highly encourage current PACA members and potential members to do business with each other so we can keep the money in New Mexico.

I salute our outstanding Board who tirelessly serve the mission of PACA and work towards enhancing the value of your membership. I sincerely hope everyone will join me in thanking all Board members for their dedication and hard work. I also extend my heartfelt gratitude to our Immediate Past President Mark Menicucci for his dedication to PACA and for helping me to learn the ropes. I also give a special shout-out to Mike Emerson for successfully serving a leadership role on the Board for the past three years. Lastly, I welcome incoming Vice President David Rosprim who is diligently working on moving PACA forward with a bolder vision in broadening the exposure of PACA members and leading them to new opportunities. David and I are eager to learn how we can better assist members as well as learn how they think PACA can be improved. We look forward to working with all of you this year — cheers! •

Did you Remember to Pay Your Dues?

If you haven't already, please be reminded that PACA membership annual dues were due April 1. Don't miss out on key information because you failed to renew your membership.

Dues are \$150*. The fiscal year runs from April 1 to March 31. Mid-year applications will be pro-rated. You may apply and pay dues at www.pacanm.org.

For more information, contact our Membership Chair, **Terel Anyaibe**, at tanyaibe@aerotek.com or **342-5007**.

* Dues are subject to change.

B-47 is in Albuquerque

by *Bill Dettmer*

Anyone who served in a B-47 outfit, was involved in the design and manufacturing of the B-47, or is interested in this historic aircraft will want to know that a Boeing B-47E can be viewed at the National Museum of Nuclear Science and History in Albuquerque. It was transported in sections from Wright Field in Dayton, Ohio. This is the last B-47E that was not on display in other museums.



The B-47 Stratojet was a long range, six-engine, jet-powered strategic bomber designed to fly at high subsonic speeds and at high altitudes. Its mission was primarily to drop nuclear weapons, which makes it a great addition to the Museum. There were 2,032 of these aircraft produced by Boeing, Lockheed, and Douglas in various versions. The bomber version was introduced in June 1951 and was retired in 1969. The reconnaissance version was retired in 1977.

During its life, the B-47 was the mainstay of the Air Force's Strategic Air Command until it was later replaced by the B-52. From a historic perspective, it was the "go to" aircraft during the early part of the cold war. This makes it a key asset in the Museum's collection, worthy of complete restoration.

The Museum's B-47 is in good but not perfect shape. It still needs some work such as additional restoration, cleaning, and painting. Also, there are still some additions to the aircraft that are required to faithfully represent the operational version.

The Museum is seeking donations and financial aid to support these tasks. Please contact Jim Walther at (505) 245-2137 if you can help. And come see the aircraft at the National Museum of Nuclear Science and History at 601 Eubank SE, Albuquerque. You won't be disappointed. •

Legal Insights: What Offerors Ought to Know About FAR Part 15

By Ross L. Crown

Offerors proposing to perform negotiated federal contracts need to understand FAR Part 15. Part 15, entitled “Contracting by Negotiation,” prescribes policies and procedures governing negotiated acquisitions by the federal government. Non-negotiated contracts are awarded by federal agencies using the sealed bidding procedures described in FAR Part 14.

Purpose of Part 15

Negotiated acquisitions fall into two categories: sole source and competitive. Part 15 directs that when conducting a sole source procurement, the agency’s request for proposals should be tailored to remove unnecessary information and requirements such as evaluation criteria and voluminous proposal preparation instructions. When contracting in a competitive environment, Part 15 is to be used to minimize the complexity of the solicitation, the evaluation of proposals, and the source selection decision. At the same time, this process is designed to foster an impartial and comprehensive evaluation of offerors’ proposals, leading to selection of the proposal representing the best value to the government. FAR 15.002.



Trade-Off Process

In competitive acquisitions, Part 15 authorizes the agency to conduct a trade-off process. This procedure is appropriate when it may be in the best interest of the government to consider an award to other than the lowest priced offeror or other than the highest technically rated offeror. When using a trade-off process, all evaluation factors and significant subfactors that will affect contract award and their relative importance must be clearly stated in the solicitation. The solicitation must also state whether all evaluation factors other than cost or price, when combined, are significantly more important than, approximately equal to, or significantly less important than, cost or price. When considering an award to other than the lowest priced proposal, the perceived benefits of the higher priced proposal must merit the additional cost and the rationale for trade-offs must be documented in the contract file. FAR 15.101-1.

Source Selection

The objective of source selection under Part 15 is for the agency to select the proposal that represents the best value to the government. FAR 15.302.

Award decisions are based on evaluation factors and significant factors that are tailored to the acquisition. Those particular factors and subfactors that apply to a specific acquisition and their relative importance are within the broad discretion of agency officials. This discretion is, however, limited by the following requirements:

- Price or cost to the government must be evaluated in every source selection.

- The quality of the product or service shall be addressed in every source selection through consideration of one or more non-cost evaluation factors such as past performance, compliance with solicitation requirements, technical excellence, management capability, personnel qualifications, and prior experience.

- Past performance must be evaluated in all source selections for negotiated competitive acquisitions expected to exceed the simplified acquisition threshold. For solicitations that are not set aside for small business concerns that involve consolidation or bundling, and offer a significant opportunity for subcontracting, the agency must include a factor to evaluate past performance indicating the extent to which the offeror attained applicable goals for small business participation. Past performance need not be evaluated if the contracting officer documents the reason past performance is not an appropriate evaluation factor for the acquisition.

- Proposed small business subcontracting participation shall be included as an evaluation factor in all solicitations that are not set aside for small business concerns involving consolidation or bundling, that offer a significant opportunity for subcontracting.

- All factors and significant subfactors that will affect contract award and their relative importance shall be stated clearly in the solicitation. The general approach for evaluating past performance information shall be described.

- The solicitation shall state at a minimum whether all evaluation factors other than cost or price, when combined, are significantly more important than cost or price, approximately equal to cost or price, or significantly less important than cost or price. FAR 15.304.

Proposal Evaluation

Proposal evaluation is defined as an assessment of a proposal and the offeror’s ability to perform the prospective contract successfully. Evaluations may be conducted using any rating method or combination of methods but the relative strengths, deficiencies, significant weaknesses, and risks supporting proposal evaluation must be documented in the contract file.

In evaluating cost or price, the government maintains that normally competition establishes price reasonableness. When contracting on a cost-reimbursement basis, however, evaluations shall include a cost realism analysis to determine what the agency should realistically expect to pay for the proposed effort, the offeror’s understanding of the work, and the offeror’s ability to perform the contract.

Past performance is another key evaluation factor because it is one indicator of an offeror’s ability to perform the contract successfully. The currency and relevance of past performance

continued on following page

information, the source of the information, the context of the data, and general trends in the contractor's performance will be considered by the agency.

Past performance evaluations should also consider information regarding predecessor companies, key personnel who have relevant experience, or subcontractors that will perform major or critical aspects of the requirement when such information is relevant to the acquisition at hand. In the case of an offeror without a record of relevant past performance or for whom information on past performance is not available, the offeror may not be evaluated favorably or unfavorably on past performance. The evaluation should include the past performance of offerors complying with subcontracting plan goals for small disadvantaged business concerns.

When trade-offs are performed, the source selection record shall document the technical evaluation including an assessment of each offeror's ability to accomplish the technical requirements and a summary, matrix or quantitative ranking, along with an appropriate supporting narrative of each technical proposal using the evaluation factors. FAR 15.305.

Post-Award Debriefing

An unsuccessful offeror, upon its written request within three days after the date on which that offeror received proper notification of contract award, is entitled to be debriefed and furnished with the basis for the source selection decision and contract award. At a minimum, the debriefing information must include:

- The government's evaluation of the significant weaknesses or deficiencies in the offeror's proposal, if applicable;
- The overall evaluated cost or price and technical rating, if applicable, of the successful offeror and the debriefed offeror, and past performance information on the debriefed offeror;
- The overall ranking of all offerors when any ranking was developed by the agency during the source selection;
- A summary of the rationale for award;
- For acquisitions of commercial items, the make and model of the item to be delivered by the successful offeror; and
- Reasonable responses to relevant questions about whether source selection procedures contained in the solicitation, applicable regulations, and other applicable authorities were followed. FAR 15.506.

Using Part 15 to Win Contracts

To secure awards of negotiated contracts from the federal government, offerors need a working knowledge of FAR Part 15. Part 15 provides prospective contractors with a checklist of the information the government's solicitation should contain. If any of these items are missing, they should prompt questions to the agency or even a pre-award bid protest. Part 15 also describes the basic set of evaluation factors the agency must consider in making a source selection decision. At a minimum, offerors must be prepared to completely and persuasively address each of these factors. Further, if a proposal is rejected

and the contract awarded to another contractor, Part 15 describes the information that a disappointed offeror is entitled to receive from the agency at a post-award debriefing. Offerors should ensure that they obtain all of this information so they can adequately evaluate whether to pursue a post-award bid protest. •

Ross is a partner in the Albuquerque office of Lewis Roca Rothgerber Christie LLP where his practice emphasizes government contracts. This article is intended for general information only and should not be construed as legal advice or opinion. Any questions concerning your legal rights or obligations in any particular circumstance should be directed to your lawyer.

PACA's Endowed Scholarships (Part II)

By Carol A. Yarnall

The last issue of PACA Pulse featured PACA Scholarship winners for the 2017–18 school year, two from the UNM School of Engineering, one from New Mexico Tech, and one from New Mexico State. In this edition we are pleased to identify the remaining four recipients. We encourage PACA members to notify their children and friends about the PACA scholarships available at all three of New Mexico's major universities.

New Mexico State University, Richard W. Davis PACA Endowed Scholarship, \$1,000 each:

Lukas Verzola, a senior studying aerospace engineering will be moving to Maryland to work for the Johns Hopkins University Applied Physics Laboratory after graduation. In addition, Johns Hopkins University will support him attending graduate school at the Whiting School of Engineering. Lucas plans to develop one of his start-up ideas with JHUAPL with hopes of it leading to a contract with the U.S. Navy. Ultimately, he wants to launch his own business venture.

Joshua Riley, a freshmen with plans to major in mechanical engineering, was born and raised in Albuquerque and graduated from Hope Christian High School. His interests revolve around engineering such as working on cars and as a low voltage electrician. His plans after graduating from New Mexico State have not been fully established, but the idea of working around personal aircraft has been a dream since he was a child.

UNM Anderson School of Management, PACA Hall of Fame Scholarship for Masters in Management, \$1,750 each:

Miguel Cortabarría Napal and Sterling Olson

This scholarship was established for students who have a degree in science or engineering and want to pursue an M.B.A. Unfortunately, no biographical information was provided on these students nor photos of any of the winners. •

Make Your Reservation for the 2018 Briefing for Industry!

By Ron Unruh

PACA of New Mexico is hosting the 32nd consecutive annual **Briefing for Industry** to be held **August 13-16, 2018**, once again at the Hotel Albuquerque at Old Town. PACA has negotiated a special rate at the neighboring Hotel Chaco for those individuals or corporations desiring luxury accommodations, have sidebar meetings, or simply socialize. Hotel Chaco will also be utilized for one of the planned social events.

The 2018 BFI offers three full days of comprehensive presentations and an exceptional opportunity to meet with industry and government clients and potential clients face-to-face.

This year's event will begin with a courtyard social on Monday evening, August 13 from 5:00 – 7:00 p.m. The conference will commence on Tuesday morning, August 14 with a hearty networking breakfast followed by formal proceedings starting at 8:00 a.m. sharp. The first day of the BFI will conclude with a top-notch reception at Casa Esencia. The event will run through Thursday afternoon, August 16.

This one-of-a-kind national conference draws in excess of 500 industry and government representatives annually. The presentations will feature new business opportunities for the upcoming year and foreseeable future and include descriptions of missions, program objectives and plans, and most importantly identify contracting opportunities.

Topics will include:

- Research and development
- Test and evaluation
- Technical and analytical support
- Operations and maintenance
- Systems procurement

A sampling of those invited to deliver presentations include:

- Air Force Research Laboratory (all directorates)
- Space and Missile Systems Center Directorates
- Operationally Responsive Space Office
- Air Force Nuclear Weapons Center
- PEO for Strategic Systems
- Air Force Operational Test and Evaluation Center
- Air Force Global Strike Command agencies
- Department of Energy
- High Energy Laser Joint Technology Office
- White Sands Missile Range

BFI has always featured distinguished keynote and guest speakers and this year's event will be no exception, with senior leaders from the military services and government invited to speak. Speaker information, along with updated event information and online registration, is available on the BFI website at pacanm.org/briefing-for-industry.

Attendees are encouraged to register early to assist in the planning phase as well as capitalize on discounted registration fees. If not a PACA member, now is a good time to join and realize the savings of the membership rate.

To accommodate increased detail, all non-government attendees are required to be U.S. citizens and supply a

copy of their organization's DD2345 "Militarily Critical Technical Data Agreement" prior to being confirmed for the conference. Details regarding acquiring and submitting a DD2345 are available on the BFI website.

Sponsorships are still available!

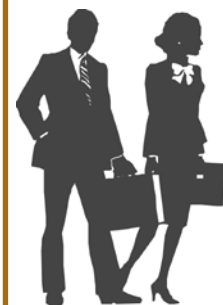
For those companies wishing to support the Briefing for Industry as a sponsor or co-sponsor, several receptions are available: Monday Welcoming Reception, Tuesday evening Casa Esencia Networking Social, and Wednesday evening Hotel Chaco Roof Top "Women in Aerospace" Networking Social. Sponsors' company name and logo will be prominently displayed and announced during the administrative notes during the proceedings. These sponsorship opportunities are listed on the pacanm.org website under Briefing for Industry and have hyperlinks available to facilitate and expedite the BFI sponsorship process.

Attend this premier event and get the latest information on upcoming acquisitions! •



Hotel Albuquerque at Old Town

**WELCOME
New Members!**



Joshua Carnell,
RIEtech Global, LLC

Emilee New,
Kirtland Federal Credit Union

2018 NM Science and Engineering Fair PACA Winners

by *Bill Dettmer*

The 61st Science and Engineering Fair for New Mexico high school students was held at New Mexico Institute of Mining and Technology on Saturday, April 7. As in previous years, PACA contributed prize money to the winning recipients and volunteer judges to evaluate the entries. For the first time ever the judging ended up with a three-way tie for 1st Place!

Judges **Dr. Bill Dettmer**, **Dr. Christine Trapp** (Bill's daughter), and **Mr. Ron Unruh** are honored to announce the following PACA winners.



1ST Place – \$400

Marc M. Mirabal, Sophomore, Grants High School

EMG Controlled Bionic Hand in Senior Engineering category

The purpose of this project was to develop a low cost bionic hand that can use surface EMG as an input to understand what the user wants the hand to do.

(Also took 2nd Place in Senior Engineering category)

1ST Place – \$400

Lien T. Tang, Senior, Manzano High School

Optimization of Lipid-Coated Mesoporous Silica Nanoparticles for Cancer in Senior Medicine and Health Sciences category

In this study, a vaccine for cancer immunotherapy is being developed by optimizing immunogenic lipid-coated mesoporous silica nanoparticles (LC-MSNs) to create immune responses against the model antigen, ovalbumin.

(Also took 1st Place in Senior Medicine and Health Sciences category and a Senior Division Life Sciences Grand Award)

1ST Place – \$400

Isabela G. Cenicerros, Freshman, Bernalillo High School

Effects of Geometry and Voltage on Ion Engine Design in Senior Physics and Astronomy category

The purpose of this project is to find out how the geometry and spacing of the anode and cathode and the voltage input can affect the thrust output of a small-scale ion engine.

(Also took 2nd Place in Senior Physics and Astronomy category) •

PACA Sponsorship Opportunities

Support to PACA in the form of sponsorships helps make the organization a success while promoting your business. The Board has recently added another sponsorship choice, the Premier Small Business sponsorship for \$1,000.

Please contact **Dar Johnson** if you have questions about sponsorships at **505-400-1639** or **d_r_johnson@comcast.net**.

ANNUAL SPONSORSHIPS of \$1,000 - \$7,500: *One time each year* space is provided for a tabletop display at a membership luncheon and the opportunity for a five minute corporate overview presentation. The table will be either in the lobby or in the banquet room, depending on the size of the room. Also, depending on room arrangement and speaker presentation, special rules may apply per event.

DIAMOND \$7,500

- Sponsor level (Diamond) recognition on PACA website.
- Corporate logo on PACA signage at luncheons and events.
- Three registrations for the PACA annual Briefing for Industry.
- Recognition included in the quarterly newsletter, PACA Pulse.
- Advance electronic list of BFI attendees.
- Special reserved seating at BFI.
- Addition of company literature or giveaways in BFI Goody Bag.

GOLD \$5,000

- Sponsor level (Gold) recognition on PACA website.
- Corporate logo on PACA signage at luncheons and events.
- Two registrations for the PACA annual Briefing for Industry.
- Recognition included in the quarterly newsletter, PACA Pulse.
- Advance electronic list of conference attendees for the BFI.
- Addition of company literature or giveaways in BFI Goody Bag.

SILVER \$3,000

- Sponsor level (Silver) recognition on PACA website.
- Corporate logo on PACA signage at luncheons and events.
- Recognition included in the quarterly newsletter, PACA Pulse.
- One registration for the PACA annual Briefing for Industry.
- Special reserved seating at BFI.
- Advance electronic list of BFI attendees.
- Addition of company literature or giveaways in BFI Goody Bag.

PREMIER SMALL BUSINESS \$1,000

The requesting sponsor must demonstrate the company is classified as a small business.

- Sponsor level (Premier Small Bus) recognition on PACA website.
- Corporate logo on PACA signage at luncheons and events.
- Recognition included in the quarterly newsletter, PACA Pulse.
- One registration for the PACA annual Briefing for Industry.
- Special reserved seating at BFI.
- Addition of company literature or giveaways in BFI Goody Bag.

SMALL BUSINESS QUARTERLY LUNCHEON \$400: (One sponsor per quarter for January, April, July, and October meetings and the December holiday party).

- Company logo on the PACA website.
- Booth at BFI.
- Two guests for the sponsored lunch.
- Corporate logo displayed on signage for the sponsored luncheon.
- Introduction as the luncheon sponsor and be allowed to present a 5-10 minute overview of company. Corporate brochures may be placed on the luncheon tables. A small business sponsor may not sponsor another luncheon for twelve months. •

Thank You PACA Sponsors!



DIAMOND

Raytheon

Raytheon Missile Systems provides expertise in high power electro-magnetics; pulsed power engineering, diagnostics, and effects testing; radio frequency and particle code simulation; airborne flight test and satellite systems support and tracking; large facility operations, maintenance, and engineering; sensor development and diagnostics; control and data acquisition systems; software and automation; materials fabrication, assembly, processing, and coating; quality engineering; and document production, imaging, and management. www.raytheon.com



As a leader in aerospace and defense technologies, **Orbital ATK** designs, builds, and delivers space, defense, and aviation-related systems to customers around the world. Main products include launch vehicles and related propulsion systems; satellites and associated components and services; composite aerospace structures; tactical missiles, subsystems, and defense electronics; and precision weapons, armament systems, and ammunition. ATK employs more than 12,000 people in 20 U.S. states and several international locations. www.orbitalatk.com



Peraton, formerly Harris Corporation, is headquartered in Herndon, Virginia and employs proximately 3,500 employees across the U.S. and Canada. Peraton provides highly differentiated secure communications, space, and technology solutions to key customers, and has become a trusted partner on missions that are critical to the security priorities of the United States. Capabilities include complex software and technology services and solutions, as well as end-to-end mission operations abilities, including software systems development, cyber, modeling and simulation, mission operations, signal intelligence, and quick reaction capabilities / research and development. www.peraton.com



Engility (formerly known as TASC, Inc.) is a premier provider of integrated services for the U.S. Department of Defense and other federal agencies, the intelligence sector, space communities, federal civilian agencies, and international customers. Engility's professionals include peacekeepers and security consultants; and technical experts in water, energy, agriculture, natural resources, disaster response and political transition. Services include but are not limited to cyber security, data analytics, engineering and technology life cycle support, high performance computing, and enterprise modernization. Engility is headquartered in Chantilly, Virginia. www.engilitycorp.com



American Systems is a government solutions provider and one of the top 100 employee-owned companies in the U.S. with approximately 1,400 employees nationwide. Based in the Washington, D.C. suburb of Chantilly, Virginia, the company provides test and evaluation, training solutions, enterprise IT services, identity operations, and mission-focused engineering services to DoD, Intel, and civilian government customers. www.AmericanSystems.com



Moss Adams is a nationwide accounting and business consulting firm serving public, private, non-profits, and individuals through specialized industry and service teams. A leader in assurance, tax, consulting, risk management, transaction, and investment management, Moss Adams has a staff of over 2,200 that includes more than 260 partners working from 30 U.S. locations. www.mossadams.com

SILVER

Silver and Premier Small Business Sponsors continued on following page

Sponsors continued

SILVER



Belcan, LLC is a global supplier of engineering, technical recruiting, and information technology services supporting the aerospace, industrial and government services markets. <https://belcan.com>



COLSA Corporation is a technology services and solutions company with significant experience providing the latest and most sophisticated engineering, information technology, and programmatic solutions for government and commercial customers. www.colsa.com



Riverside Research is a not-for-profit scientific research company primarily serving the U.S. Department of Defense and the intelligence community. www.riversideresearch.org



Parsons Corporation is a technology-driven engineering services firm headquartered in Pasadena, California, with more than 70 years of experience in the engineering, construction, technical, and professional services industries. www.parsons.com



Booz Allen Hamilton is a global consulting company founded over 100 years ago. Headquartered in McLean, Virginia, BAH's 23,300 professionals provide solutions to difficult management and technology problems through a combination of consulting, analytics, digital solutions, engineering, and cyber expertise. www.boozallen.com

PREMIER SMALL BUSINESS



MEIT offers innovative solutions worldwide in systems design and development; applied engineering; cyber services and solutions; space access; testing and evaluation; human performance; and R & D to public and private sector customers. www.meitechinc.com



ATA is a precision measurement, sensing and controls company providing services and products to government and commercial customers. www.atacorp.com



Metis Technology Solutions, Inc. provides science and engineering services to NASA and other federal agencies. Capabilities include aviation and space systems development; modeling and simulation in support of aviation and aerospace research; aviation safety analysis; and computing systems development and sustaining engineering. www.metis-tech.com



UTC is a nationally recognized engineering, strategic planning, meetings management, and audio-visual services organization providing support to a variety of programs in the areas of academic research collaboration; aerospace systems; materials and manufacturing; space vehicles; and directed energy. www.utcdayton.com



Torch Technologies, Inc., an employee-owned small business, provides research, development, and engineering services to the Department of Defense in the areas of weapon system performance analysis; modeling and simulation; information technology; manned and unmanned aviation; test and evaluation; and advanced technology research and development. www.torchtechnologies.com