

# AEROSPACE DEFENSE

SYMPOSIUM



April 10, 2019 • 9:00 a.m.- 4:00 p.m.  
*The Conference Center at Seattle-Tacoma International Airport*

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Wednesday, April 10, 2019		
8:00	<b>Registration &amp; Networking</b> <i>Registration will be open at 8am</i>	<b>Sponsor:</b>
8:00	<b>Networking Breakfast</b> <i>Start your day off with a continental breakfast and get to know fellow conference attendees</i>	<b>Sponsor:</b>
9:00	<b>Welcome &amp; Introductions</b> <i>Brian Canfield, CEO and Executive Director [Pacific Northwest Aerospace Alliance] Sarah Garrison, President and CEO [Pacific Northwest Defense Coalition]</i>	
9:15	<b>Pacific Northwest Aerospace Defense Overview</b> <i>Ryan Peoples, Principal [Renaissance Strategic Advisors - Arlington, VA]</i>	
10:00	<b>U.S. Defense Budget, What's Next in Military Spending?</b> <i>J.J. Gertler, Senior Specialist Military Aviation [Congressional Research Service - Washington D.C.]</i>	
11:00	<b>Networking Break</b> <i>Meet and mingle with aerospace and defense executives</i>	<b>Sponsor:</b>
11:15	<b>Ignite Session - Bridging the Gap - Paid Internships to Enhance your Skilled Workforce</b> <i>Jill Thornton, Program Director [Center of Excellence for Aerospace &amp; Advanced Manufacturing]</i>	
11:30	<b>Market Overview and Outlook - Boeing Defense, Space and Security</b> <i>Ryan Peoples, Principal [Renaissance Strategic Advisors]</i>	
12:00	<b>Networking Lunch</b> <i>Enjoy a buffet lunch and connect with other defense professionals</i>	
12:45	<b>Ignite Session - Additive: The Next Generation of Manufacturing</b> <i>Steve Kidd, Founder [Aerospace Vendors]</i>	<b>Sponsor:</b>
1:00	<b>Getting on the Team - Doing Business with Northrop Grumman Aerospace</b> <i>Vicky Harper-Hall, Sector Manager, Global Supplier Diversity Programs [Northrop Grumman Aerospace Systems - El Segundo, CA]</i>	
1:30	<b>UxS – Unmanned Systems</b> <i>Ron Stearns, Market &amp; Business Analyst, Robotics &amp; Unmanned Systems [Stearns Consulting - San Francisco, CA]</i>	
2:15	<b>Networking Break</b> <i>Meet and mingle with aerospace and defense executives</i>	<b>Sponsor:</b>
2:30	<b>Up and Down the Supply Chain, Industry Professionals Relate Real World Strategies</b> <i>Vicky Harper-Hall, Sector Manager [Northrop Grumman Aerospace Systems] Jay Schmidt, Vice President [Silicon Forest Electronics] Doren Spinner, CEO [Norfil] Travis Moore, Vice President [Jemco Components and Fabrication]</i>	
3:15	<b>Small Business Direct Government Aerospace Procurement and Innovation Funding</b> <i>Jennifer Mitchell, Assistant Director, Office Small Business Programs [Joint Base Lewis-McChord] Lori Miller, Program Manager [Air Force Rapid Innovation Fund, Wright-Patterson AFB, Ohio] Tiffany Scroggs, Program Director [Procurement Technical Assistance Program - Washington]</i>	
4:00	<b>Round Table Discussions with Symposium Speakers</b> <i>Meet the speakers and ask them questions 1:1</i>	
5:00	<b>END OF DAY</b>	



## About Our Speakers



### **Ryan Peoples, Principal -- Renaissance Strategic Advisors**

Ryan Peoples is a Principal with Renaissance Strategic Advisors, where he works with aerospace and defense clients to advance initiatives and solve challenges related to strategy development, M&A strategy and due diligence, and market understanding. His in-depth sector experience includes defense budget analysis, naval systems, land warfare systems, defense electronics, and unmanned systems. Prior to joining Renaissance Strategic Advisors, Ryan was a management consultant in the aerospace & defense practice of Charles River Associates (CRA). Before transitioning to consulting, he was a research associate at the Institute for Defense Analyses (IDA), where he supported technical studies performed for the Department of Defense, and previously interned at Lockheed Martin's Skunk Works as a structural design engineer on advanced programs. Ryan is a graduate of the Massachusetts Institute of Technology (MIT), where he earned S.B. and S.M. degrees in Aeronautics & Astronautics.



### **Jeremiah, "J.J." Gertler, Senior Specialist in Military Aviation -- Congressional Research Service**

A 32-year veteran of defense policy analysis, Jeremiah Gertler joined the Congressional Research Service, Congress's in-house think tank, in 2009. It is his third Capitol Hill billet; he oversaw the defense procurement budget, missile defense, and other matters on the professional staff of the House Committee on Armed Services for the FY2000 through 2005 budgets, and earlier served as military legislative assistant to a member of the Senate Armed Services Committee. Immediately prior to joining CRS, Gertler established a defense policy and analysis center for the Aerospace Industries Association. As senior fellow at the Center for Strategic & International Studies, he was principal author or co-author of major reports on Department of Defense reform and missile defense, and initiated studies on reserve component roles and missions, systems acquisition, military logistics, and Special Forces aviation. Gertler was extensively involved in the 1997 Quadrennial Defense Review while in the Office of the Secretary of Defense. He was senior analyst for the Defense Base Closure and Realignment Commission during its 1995 round, and began his career in 1984 as a national security analyst with the RAND Corporation. He is a graduate of Amherst College, the Elliott School of International Affairs at The George Washington University, and the United States Naval War College. An award-winning writer, Gertler's commentaries have appeared in Defense News, Naval Institute Proceedings, Air Force Magazine, and the Washington Post, among others, and on national television and radio. He has also written many speeches, op-eds, and other public policy statements for members of Congress and Administration officials, and is principal author of a popular book explaining the defense establishment for laypeople.



### **Jill Thornton, Program Director -- Center of Excellence for Aerospace & Advanced Manufacturing**

Jill has worked in higher education for over 10 years with a focus on workforce development and student services. Her passion is removing systematic barriers and creating pathways for students to complete an education that will lead to employment. Jill's role with the Center of Excellence is to serve as the point-of-contact for all partner colleges involved in the MechaWA – TechHire grant. She manages the program and fiscal reporting and supports Advisory Board activities. This position is responsible for and managing the processes necessary to accomplish the MechaWA TechHire grant deliverables by a Washington statewide consortium. The Project Director maintains collaborative partnerships with consortium colleges, related industry partners, organized labor, education, workforce and economic development, and other government agencies to create sector and cluster based strategic workforce planning initiatives.

## About Our Speakers



### **Steve Kidd, Founder -- Aerospace Vendors**

Steve has over 47 years experience (since 1971) in manufacturing from large automotive in the UK to Aerospace manufacturing in the US. His focus had been Tooling and automation and new methods of manufacturing in industry. He had been the CEO and founder of Cimtech Inc founded in 1986 for 30 years, a technology company in Washington State, and supplies products and services to companies mostly in the Pacific NW. He worked directly with Boeing, US Navy and Airforce for Advanced manufacturing, metrology, 3D printing for manufacturing and Industrial Robotics. Leaving high school, he joined Ford Motor Company as a Toolmaker apprentice and also studied Mechanical Engineering in London NE university UK. He was an early adopter of 3D printing and in 2004 managed sales and technical application support for Stratasys Additive machines. Steve has worked with developing protocol technology of utilizing 3D printed molds and tools for Carbon Fiber applications and delivered emergency 24 hour tools for critical projects. Steve now manages Aerospacevendors.com, an online supply chain resource for Aerospace and defense.



### **Vicky Harper-Hall, Global Supplier Diversity Program Manager -- Northrop Grumman**

Vicky Harper-Hall manages the strategically important small business and Global Supplier Diversity programs for Northrop Grumman's Aerospace Systems sector.

In this position, she oversees all aspects of sector programs related to small business concerns, small disadvantaged business, women-owned small business, HUBZone small business, veteran-owned, service-disabled veteran-owned small business, historically black colleges and universities/minority institutions, Native American, Alaskan Native Corporations, Indian Tribes, AbilityOne, Small Business Innovation Research (SBIR), Native American Incentive Program, and the Mentor Protégé Program. As part of helping ensure Northrop Grumman's competitive position in the defense industry, Harper-Hall also guides the company's work in surveying and assessing potential small business partners, and works to increase those partners' participation in government and commercial contracts. Harper-Hall also provides guidance to small business liaison officers at Aerospace Systems sites, maintains U.S. government customer approval of the small business program and master subcontracting plan, and executes procedures to ensure compliance with federal, state and corporate laws that govern the administration of the programs. Harper-Hall's diverse previous Northrop Grumman assignments include, serving as a proposal development manager, subcontracts manager and small business liaison officer. The many boards and committees on which she has served include NASA's Small Disadvantaged Business Prime Contractors Round Table, Greater Los Angeles African American Chamber of Commerce, Black Business Association, Latin Business Association, Asian Business Association, National Association of Women Business Owners, Marshall's Prime Contractors Council, American Indian Chamber of Commerce, Florida Minority Supplier Development Council, Southern California Minority Supplier Development Council, National Minority Supplier Development Council, and Development Agency Business Center. Harper-Hall earned an MBA in management with emphasis in marketing from West Coast University, Los Angeles and holds a bachelor's degree from California State University, Long Beach.



### **Ron Stearns, Business Development, Aerospace & Defense, Robotics and Unmanned Systems**

Ron is a business development and market analysis expert with more than 20 years of experience specializing in aerospace, defense, robotics and unmanned systems. His work facilitates interaction between engineering, business capture, marketing and senior leadership. Ron has worked with design and manufacturing companies, Tier 1 defense primes, technology startups and domestic and international government organizations.

Ron is a regular presenter at the Association for Unmanned Vehicle Systems International (AUVSI) Xponential Conference as well as Technology Training Corporation UAS Symposia.



### **Jay Schmidt, Executive Vice President & General Manager -- Silicon Forest Electronics**

Mr. Schmidt is Executive Vice-President and General Manager of Silicon Forest Electronics in Vancouver, Washington. As General Manager of Silicon Forest Electronics, he leads the Business Development, Program Management and Operations functions of the organization. He has been in Aerospace, Defense & Medical electronics manufacturing since 1984. Mr. Schmidt is currently the Board Chair of the Pacific Northwest Defense Coalition, an Advisory Board member of the SW Washington STEM Network, and a member of the High-Tech Council of SW Washington.

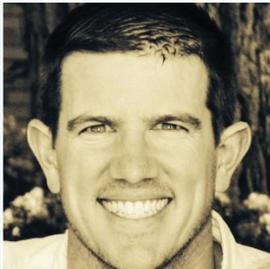


### **Dorren Spinner, Chairman & CEO -- Norfil, LLC.**

Dorren Spinner is the Chairman & CEO of Norfil, LLC, a leading supplier of complex machined parts for the aerospace industry. Located outside of Seattle, Norfil specializes in hard metal parts that serve mission critical functions on commercial airline programs and the defense market. Spinner purchased Norfil in 2012 in a leveraged buyout.

Prior to Norfil, Spinner was the Chairman & CEO of Acken Signs, a full service sign manufacturing and installation company focused on customers in the hospitality, restaurant and petroleum industries. Spinner purchased Acken Signs in a leveraged buyout in 2004 and sold it to a strategic acquirer in 2011.

Spinner earned a B.Sc. from Brown University in Mechanical Engineering and an MBA from Harvard Business School. He lives in the suburbs of Seattle with his wife and two children.



### **Travis Moore, Vice President -- Jemco Components and Fabrication**

Travis helps run day to day operations of Jemco Components & Fabrication, an AS9100 and ITAR registered manufacturing company with a 33-year history of exceeding customer expectations in the aerospace and defense industries that specializes in short lead time precision machining, sheet metal fabrication, laser marking, and assembly.



### **Jennifer Mitchell, Assistant Director, Office of Small Business Programs -- JBLM**

Jennifer Mitchell is the Assistant Director, Office of Small Business Programs, at JBLM in Washington. Prior to assuming her current position, Ms. Mitchell served as the Branch Chief for the Program Management and System Support Branch at the U.S. Coast Guard's Services Contracting Division in Alameda, CA. In that position, she was responsible for management of all non-operational contracting programs for the Services Division covering 21 bases across the U.S., to include the Small Business Program, Internal Control Program, FOIA, Warrants and Training, and Acquisition Metrics and Reporting. Prior to her selection as Branch Chief, Ms. Mitchell served as a Procurement Analyst for Coast Guard Headquarters in Washington, D.C. and the Maintenance and Logistics Command Pacific Area in Alameda, CA, in which she drafted national and local policy and managed acquisition programs under the Head of the Contracting Activity (HCA) and Chief of Contracting Office. Ms. Mitchell joined the civilian acquisition workforce at U.S. Forest Service Headquarters in Washington, DC, serving as a member of the National Buying Team in support of emergency incident procurements as well as a procurement analyst in support of acquisition programs managed by the HCA. Prior to joining the federal civilian workforce, Ms. Mitchell served on Active Duty with the U.S. Air Force as an Assistant Judge Advocate General (JAG) at March AFB where she attained the rank of Captain. Following her initial military assignment, Ms. Mitchell joined the global litigation law firm, Quinn Emanuel Urquhart & Sullivan, LLC, in Los Angeles as an attorney specializing in government contract law in support of clients that ranged from major defense contractors to small businesses.



### **Lori S. Miller, Program Manager -- Air Force Rapid Innovation Fund**

Lori Miller is currently the Program Manager for the Air Force Rapid Innovation Fund. She assists the Secretary of the Air Force's Acquisition Directorate for Science, Technology, and Engineering (SAF/AQR) in rapid insertion of innovative technologies into military systems or programs to meet critical national security needs.

Ms. Miller brings extensive private sector automotive program management and engineering expertise to the United States Air Force. Her career started in tooling engineering for General Motors, then she held a supervisory position in the Automotive Development Laboratory and subsequently took a position as the Lead Manufacturing and Program Management Engineer with Delphi to capstone her 20-year career in the industry. Her transition to the Air Force inserted her as the Lead Production Program Manager of Multispectral Targeting System for the Medium Altitude Unmanned Aerial System Division's MQ-1 and MQ-9 programs at Wright-Patterson AFB, Ohio. She then was the Lead Program Manager for the Medium Altitude UAS Squadron Operations Center and next served as the Deputy Program Manager for Next Generation Air Dominance in the Division-Force Application and Protection Branch, Program Development and Integration Division. Finally, she moved into the AFLCMC Commander's staff as the Governance Program Manager and subsequently into her current role.



### **Tiffany Scroggs, Program Director -- Washington PTAC**

Tiffany Scroggs is Program Director for the Washington Procurement Technical Assistance Center, known as PTAC. PTAC is a program of the Thurston Economic Development Council that provides no-cost technical assistance to businesses across the state on how to succeed in the government marketplace. Her mission is to increase the number of government contracts that are awarded to Washington State firms.

Tiffany is a certified government contracting assistance counselor by the Association of PTACs and has obtained Federal Contractor Certification and Veteran Assistance Program Certification to assist Veteran Owned Businesses. Tiffany has BA in Communication from Western Washington University and a Masters Degree in Public Administration from The Evergreen State College. Tiffany has worked with the small business community since moving to Olympia in 2003 and is an active Rotarian.



### **Diane Mooney, Director -- U.S. Commercial Service - Seattle**

Diane Mooney is the Director of the U.S. Commercial Service - Seattle, part of the International Trade Administration of the U.S. Department of Commerce. With a staff of 4 International Trade Specialists, CS – Seattle is responsible for providing export promotion services to small and medium companies in western Washington State in a variety of sectors: healthcare, value-added wood products, information and communication technology, marine technology, energy, food products and education. Specifically, Diane works with the aerospace and defense community to assist companies in exporting their products, services and technologies. She has been with the Department for 25 years.

Diane received her BA in International Affairs and German at the University of Puget Sound, and studied in Germany at the Goethe Institute in both Munich and Freiburg. She received her MA in National Security and Strategic Studies from the Naval War College.



### **Robin Toth, Governor's Sector Lead and Director of Aerospace -- Office of Economic Development and Competitiveness**

Robin Toth has been with the State of Washington, Department of Commerce, since November 1, 2018. Her role is to support the aerospace industry, including new space, unmanned systems and electric aircraft activities. Prior to joining the State, Robin served as the Vice President of Business Development for Greater Spokane Incorporated. In this role, Robin's primary responsibilities were to manage recruitment, retention and expansion activities, government contracting, international trade and entrepreneurship. Before being recruited to Greater Spokane Incorporated, Robin assisted in leading the City of Spokane's economic development efforts, and was a marketing and communications professional for World Wide Packets, Packet Engines and Itron, Inc.

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Insitu is a pioneer in the design, development, production and operation of high-performance, cost-effective unmanned aircraft systems. We are a wholly owned subsidiary of The Boeing Company and are headquartered in Bingen, Washington with offices in Oregon, California, Australia and the United Kingdom. These technologies can be applied to intelligence, surveillance and reconnaissance efforts in the defense sector, as well as the government and commercial industries, such as environmental monitoring, precision agriculture, search-and-rescue, disaster relief, and mining operations. We are also ready to take on challenges associated with new markets and welcome discussions on how Insitu hardware, software and services can meet your specific needs.

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360° Hotel Group headquartered just north of Seattle is privately owned and has been in business since 1976. 360° develops, owns and operates 6 hotels in the state of Washington: Hampton Inn and Suites-Lynnwood, Best Western PLUS Navigator Inn and Suites-Everett, Staybridge Suites-Mukilteo, Hotel Nexus-Seattle, SpringHill Suites and TownePlace Suites-Bellingham.



BSI equips businesses with the necessary solutions to turn standards of best practice into habits of excellence. From assessment, certification and training to software, consulting and supply chain intelligence, BSI provides the full solution to facilitate business improvement and help clients drive performance, manage risk and grow sustainably.



The Center of Excellence for Aerospace and Advanced Materials Manufacturing focuses on a targeted industry that drives the state's economy and is built upon a reputation for fast, flexible, quality education and training programs. Washington State is home to more than 6,000 aerospace engineers with over 132,500 aerospace workers, 295,931 workers in manufacturing, representing over 1350 companies.



The Center of Excellence for Unmanned and Autonomous Systems serves as a central hub for industry trends, best practices, innovative curriculum, and professional opportunities. Coordinating with education, industry partners, and other stakeholders, these relationships build the workforce pipeline and educational avenues for the next generation who are interested in all things unmanned and autonomous.



ProShop is a complete manufacturing management software including ERP, MES, QMS and Tool Management. It's 100% web-based (hosted at your facility or in the cloud) and 100% paperless. It's software...but it's also manufacturing best practices.



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SLM Solutions is a leading provider of metal-based additive manufacturing systems that optimize fast and cost-efficient part production. With multi-laser options, bi-directional re-coating, an open system architecture for materials and parameters and the safest operation with closed-loop powder handling, Selective Laser Melting systems achieve build speeds up to 70% faster for complex and completely dense metal parts. These powerful and innovative machines, available in three sizes with single, dual and quad laser capabilities, support an optimal approach for faster, more flexible metal part production and prototype development across the aerospace, automotive, academia, energy and medical industries. Headquartered in Lübeck, Germany, SLM Solutions Group is a publicly traded company (TecDax) with its North American offices located in Metro-Detroit.



TMF provides precision CNC machining and manufacturing services to the aerospace and defense industries. They offer project management, engineering/CAD support, and assembly services. Niche products include custom electronic enclosures and latches. TMF has a skilled team, dedicated to quality and customer service. TMF is AS9100D and ITAR registered.



The Washington Department of Commerce is the one agency in state government that touches every aspect of community and economic development: planning, infrastructure, energy, public facilities, housing, public safety and crime victims, international trade, business services and more. We work with local governments, tribes, businesses and civic leaders throughout the state to strengthen communities so all residents may thrive and prosper.

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## Thank You Conference Hosts



Pacific Northwest Aerospace Alliance is a coalition of aerospace companies that serve North America's largest commercial aerospace manufacturing cluster which centers round The Boeing Company just outside of Seattle, Washington. With members and affiliates around the world, PNAA strengthens the manufacturing supply chain through dynamic events designed to inform aerospace leaders, connect aerospace interests, and inspire industry collaboration and innovation.



PNDC is the business trade association for Pacific Northwest defense and security industry businesses. Our mission is to bring more defense & security contracts to the Pacific Northwest and to support the supply chain for these companies, thereby helping create, grow and diversify business development opportunities for a wide range of Washington and Oregon companies. Our 300+ member companies range from large Fortune 100 companies to small machine shops and support the supply chain in aerospace, unmanned systems, advanced manufacturing, tactical equipment, information technology, maritime defense, homeland security, space exploration, and more.

