



Facilitating Communication, Collaboration, and Commerce

The Aerospace & Defense Forum is a global aerospace and defense leadership community that provides opportunities for sharing of information and analysis, mutual encouragement and support, innovation, partnering and performance breakthroughs.

The A&D Forum community currently consists of over 1300 industry senior executives and professionals who share news, information and analysis through monthly chapter and other meetings and a members-only website. The membership consists of about one third aerospace and defense company executives and entrepreneurs, one-third senior business service providers and other professionals, and the rest divided between financial organizations, government agencies, non-profits and professional associations

Membership and meeting attendance are open to all. Each chapter meeting consists of one or two presentations by industry leaders, followed by discussion and networking. About twice a year each chapter tours an A&D company. The member-only website contains news, articles, meeting announcements, a calendar of aerospace-related activities, access to an extensive set of resources, audio recordings and slides of past presentations, and member contact information. Members receive a monthly e-newsletter containing articles, information about A&D related events, and news items. Member services also include a Warm Introduction Service for A&D executives, invitation-only Peer Roundtable Dinners, and web streaming broadcasts of chapter presentations.

In general each chapter meets once a month, typically 7:30-9:00am, and attracts 30-45 attendees. Active chapters include Los Angeles, Orange County, San Diego, Phoenix, South Bay (Torrance, California), and Dallas – Ft. Worth. Other chapter locations, including in Europe, are being considered.

The over 150 presenters to date have included senior executives from Jet Propulsion Laboratory, Sea Launch, Circor Aerospace, Ducommun, The Boeing Company, Northrop Grumman, Virgin Galactic, Esterline, Eaton Aerospace, General Atomics, Kratos, UTC, Parker Aerospace, and GE Aviation. Topics have included lean manufacturing, cyber security, composites, 3-D printing, leadership, and the state of A&D mergers and acquisitions. The group has visited SpaceX, LAX, Edwards Air Force Base, the Boeing C-17 and Northrop Grumman's F/A-18, Global Hawk, and F-35 lines, and Robinson Helicopter.

To join the A&D Forum go to AerospaceDefenseForum.org. In 2015 Individual Annual Memberships are \$300. Corporate Memberships for \$600 are available. Joining one or more chapter mailing lists (to receive chapter meeting invitations) is free.

For further information, please contact Ivan Rosenberg at IRosenberg@AerospaceDefenseForum.org or 818-505-9915.

(Please see the other side for Sponsorship Opportunities)



Sponsorship Opportunities

Chapter Sponsors:

- Logo display, description, and downloadable flyer(s) on the A&D Forum website.
- A 5-minute presentation at a chapter meeting.
- Logo display on all chapter meeting invitations and monthly A&D Forum Newsletters.
- A banner ad on one chapter meeting invitation.
- One Individual A&D Forum membership.

2015 Cost: For Los Angeles, Orange County, Dallas-Ft. Worth, and Arizona chapters, \$1900 for 12 months. For the San Diego chapter (which meets every other month), \$1000 for 12 months. For the South Bay Chapter, \$1000 for 12 months.

Breakfast Sponsors:

- Logo display on the corresponding chapter meeting invitation.
- A 5-minute presentation at the corresponding chapter meeting.
- Free attendance at the chapter meeting at which they present.

Cost: the cost of breakfast for that meeting, typically between \$200 and \$450.

Peer Roundtable Sponsors: Peer Roundtables are invitation-only events where a small (12-15) group of peers, e.g., CEOs, CFOs, Sales and Marketing VPs, and Manufacturing VPs, meet for an informal discussion over dinner. The Sponsor and A&D Forum personnel are the only non-peers in the room. The Sponsor's logo is on all invitations. The Sponsor gives a brief welcome and can participate in the discussion. It is an opportunity to build relationships with existing clients and new prospects.

2015 Cost: \$3000 per event, which includes the cost of the dinner and production by the A&D Forum.

Founding Sponsors: people and organizations who create a chapter and are responsible for its operation, including securing speakers. Currently available only for chapters in formation.

Host Sponsors: organizations who provide the monthly meeting facilities. Host Sponsors provide breakfast, except when there is a Breakfast Sponsor, and have all the same benefits as Chapter Sponsors. Currently available only for chapters in formation.

Chapter	Date of First Meeting	No. on Mailing List (as of 10/14/15)
Los Angeles (CA)	May 2010	795
Orange County (CA)	October 2011	456
San Diego (CA)	February 2013	272
Arizona (AZ)	October 2013	205
South Bay (CA)	January 2015	88
Dallas – Ft. Worth (TX)	August 2015	96

Please contact Ivan Rosenberg at irosenberg@AerospaceDefenseForum.org or 818-505-9915 if you are interested in becoming a sponsor.