

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

Incentives and Supports for California A&D Companies

Guest Presenters:

JoAnne Golden-Stewart

Senior Director

Strategic Initiatives & Cluster Development

Los Angeles Economic Development Corporation

John Anderson

Director

California Manufacturing Technology Consulting

Wednesday, January 14, 2015

7:00am Networking 7:30-9:00am Meeting

Inaugural Meeting of South Bay Chapter

[Click here to register.](#)

Registration is limited to #1 or #2 operating executives of A&D companies or plants. Tickets are on a first-come first-served basis (the room holds only 20

Announcing the South Bay (CA) Chapter

We are pleased to announce the formation and inaugural meeting of the South Bay Chapter, serving the area around Torrance, CA. The SB chapter is different in that attendance is limited to the #1 or #2 operating executives of A&D companies or plants, i.e., organizations that have a direct role in production. e.g.,

people).

A Waitlist will be maintained. On notification of an opening, you will have 24 hours to RSVP.

The first two meetings of the South Bay Chapter (January and February 2015) are free. Thereafter meetings are free to A&D Forum members and \$30 Early Bird/\$40 regular per meeting for non-members.

Both A&D Forum members and non-members must register to attend. You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!.

See meeting logistics information at the end of this e-mail.

Scheduled South Bay Chapter Meetings

February 11: **Joel Benkie**,
President and COO, Ducommun
Corporation

March 11: Discussion and Tour
of **SpaceX**, Steve Metayer, VP
of Supply Chain, SpaceX

April 8: "**How to Avoid Being a
Casualty of a Raw Materials
Shortage**", Bill Leavelle,
General Manager, Castle Metals
Aerospace,

May 13: Presentation and Tour
of **Aerospace Manufacturing
Group - Torrance**, Terry Yeh,
President, AMG - Torrance

June 10: Tour of **Edwards AFB**,
including, Flight Test Museum,
maintenance, flightline and
planeside with F-22 and F-35

engineering, fabrication, coating, and testing. To promote exchange, each meeting is limited to 20 attendees. Meetings and tours will be on the 2nd Wed of the month at CMTC in Torrance.

See below for an exciting year of planned events, and the names of the members of the Chapter Steering Committee who will guide chapter operations.

[Click here](#) to join the South Bay Chapter mailing list (free).



Incentives and Supports for California A&D Companies

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Los Angeles Economic Development Corporation

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Many California A&D companies are not aware of and are therefore not taking advantage of all the benefits available to them. This meeting will review and discuss the incentives and supports available to A&D companies in California, both those available directly from the government, and those delivered through agencies.

The presentation will include:

- Financial benefits and services available directly from

July 8: Presentation and Tour of **Dasco Engineering**, Ward Olson, President, Dasco Engineering

August 12: Presentation and Tour of **Triumph Aerostructures, Hawthorne, CA**, Marty Jones, President - Hawthorne Site, Vought Commercial Division, Triumph Aerostructures

September 9: Presentation and Tour of **Alloy Processing**, Brien Leibl, President & CEO, Alloy Processing

October 14: Presentation and Tour of **Brek Manufacturing**, Marwan Hammouri, President & CEO, Brek Manufacturing

A&D Forum Membership

The purpose of The A&D Forum is to promote communication, collaboration, and commerce among A&D industry business leaders.

Membership includes access to the resource-rich A&D Forum website (containing recordings of all chapter presentations), free attendance at any chapter meeting, facilitated introductions to members at any chapter and the A&D Forum monthly Newsletter. Members are first in line for tours and to be invited to the Peer C-level Roundtables.

One-year individual memberships are currently \$300. You can become a member or renew your membership through the A&D Forum website:

AerospaceDefenseForum.org.

Other A&D Forum

federal, state, and local governments and agencies, e.g., the [sales tax exception programs](#) and financial support for training through the [Employment Training Panel](#) (ETP)

- Projects, programs, resources, and initiatives, such as [AMP SoCal](#), [SoCal JDC](#) (SoCal Jobs Defense Council), and [Connectory.com](#), that support Southern California A&D companies.
- Supports and resources available through the Los Angeles County Economic Development Corporation (LAEDC), California Manufacturing Technology Consulting (CMTC), and other organizations.

[LAEDC](#)

LAEDC is a 501(c)(3) public benefit corporation that helps grow, attract, and retain jobs in the regions of Los Angeles County by providing free of charge business assistance to **all businesses** in LA County. An industry cluster development approach more specifically tailors LAEDC's work to specific industries, e.g., A&D.

LAEDC helps aerospace and defense companies through the following services:

- **Workforce development** facilitation and access to customized programs that provide free or reduced cost training and education
- **Job placement assistance** through our workforce investment boards, community colleges and universities, and, if needed, through our partnership with recruiting companies
- **Incentive and financing** matching to ensure your company has access to available capital resources as well as programs that can help reduce cost and improve operations
- **Site searches** to find the ideal location for your company's move and/or expansion
- **Permit and plan check assistance** to ensure your project moves through more quickly and seamlessly
- **Problem mitigation and advocacy services** if your company is running into challenges in locating to an area, expanding, or operating
- **Cost containment and lean manufacturing programs** that can improve the efficiency and effectiveness of your business

The LAEDC also offers a variety of other services, such as weekly industry newsletters, monthly Better Business Webinars, access to events, and more that can specifically benefit aerospace and defense companies.

[CMTC](#)

As the Department of Commerce's designated Manufacturing

Chapter Meetings

"Unmanned Aerial Systems' Commercial Market Progression and Timing", Ron Stearns, Research Director, G2 Solutions, Los Angeles Chapter, November 21, 2014 (webstreamed)

Propulsion in A&D (Panel), Gib Bosworth (Moderator), GE Capital Group, Orange County Chapter, December 4, 2014 (webstreamed)

Additive Manufacturing, Joe Manzo, Founder and Chief Engineer, Titan Industries, Arizona Chapter, December 9, 2014

Stan Rosen, Professor, Defense Acquisition University & Vice-Chairman, National Space Society, Los Angeles Chapter, January 16, 2015 (webstreamed)

Recently Posted Presentation Recordings on the A&D Forum Website

"The UAV Market Opportunity and Southern California", Panelists: Thomas Cunningham (AeroVironment, Inc.), Jill Meyers (3D Robotics), Larry Osborn (Dreamhammer, Inc.), John Gaffney (Renaissance Strategy Advisors), San Diego Chapter, September 23

"Financing Growth of A&D Companies", Panelists: Bob Swelgin (Smart Electronics), Paul Hayama (Avante Mezzanine Partners), George Wall (Community Bank), Larry Schultz (Hein & Associates), Orange County Chapter, October 2

Extension Partnership for Southern California, CMTC's mission is to serve as a trusted advisor, providing solutions that impact and grow the California economy. CMTC exclusively serves manufacturers and can offer incentives to proactive companies. Through a process of discovery, needs analysis and solution design, CMTC assists manufacturers with a broad range of business improvement services.

For example, CMTC holds a Multi Employer Contract with the Employment Training Panel (ETP) and can provide on-site training in all areas of need. CMTC also assists companies to go through the application process to obtain their own ETP contracts and provides assistance to administer those contracts. CMTC is involved in grant opportunities such as Supply Chain Optimization, Manufacturing Technology Acceleration Center, and a new B2B IT platform development. Additionally CMTC provides an online Made in California program to highlight and connect manufacturers through their website.

Guest Presenters



JoAnne Golden-Stewart is the LAEDC's Senior Director, Strategic Initiatives & Cluster Development. She joined the LAEDC in November 2010 and is responsible for leading the LAEDC's public policy activities. In this capacity, she creates, communicates, and implements the LAEDC's public policy agenda. Ms. Stewart also administers the LAEDC's various Strategic Advisory Committees, which help move both the LAEDC public policy agenda and the L.A. County Strategic Plan for Economic Development forward.

Ms. Stewart also works heavily in clean technology with members of the LAEDC e-Mobility Task Force and through administering various grants related to growing a robust alternative fuel and advanced transportation cluster in Los Angeles County.

Prior to joining the LAEDC, Ms. Stewart served as the Policy Manager for the San Diego County Taxpayers Association—a nonprofit association founded in 1945, which is dedicated to promoting accountable, cost-effective, and efficient government. As Policy Manager, she led the policy efforts for the Association, including creating its policy priorities and conducting research and analysis. Ms. Stewart drafted several reports for the Association, including the region's first-ever comprehensive pension report which provided a detailed look at pension benefits offered in the 17 CalPERS-contracted cities in San Diego County. She also worked closely with local and state governments to provide good government recommendations throughout San Diego County. Ms. Stewart's research and advocacy at the Association not only helped save San Diego taxpayers millions of dollars through pension reform, but it also provided for more transparency in and

"Finding and Growing Technologies Using Technology", Paul Jackson, CEO & Managing Partner, Integrus Capital, Arizona Chapter, October 14, 2014

"Aerospace Suppliers How to Improve Performance & Win More Business", Pierre-Olivier Sadoul, Managing Director, Spitfire Conseil, Blagnac, France, Los Angeles Chapter, October 17

accountability of government throughout the San Diego region.

Ms. Stewart has additional experience in economic development and land use issues through working at the local level for the City of Taylor's Planning and Economic Development Department; at the private level for Schmitz & Associates, Inc., a Malibu-based land use consulting firm; and at the nonprofit level for the Metro Orlando Economic Development Commission.

Ms. Stewart has a Master's of Public Policy with a dual emphasis in Economics and State and Local Policy from Pepperdine University. She graduated summa cum laude from Siena Heights University with a Bachelor of Arts degree in History with a minor in Political Science and a Pre-Law Certificate of Completion.



John Anderson is responsible for the strategic direction, goals, day-to-day operations and service development. He also oversees expansion of the energy program and participation in MEP initiatives designed to gain alignment with their Next Generation Strategies.

Mr. Anderson has been working with manufacturers and leading high performance teams at CMTc since 1997. Prior experience includes over a decade as an owner of a distribution company, Environmental Studies with the Department of Defense, participated in building a food ingredient plant from pilot stage to fully operational facility and instituting the cGMP program.

Mr. Anderson holds a Masters Degree in Management from the University of LaVerne and Bachelors of Science in Biochemistry from California State Polytechnic University, San Luis Obispo.

January 14, 2015 Meeting

- Attire is business casual.
- Parking is available in the parking lot in front of the building
- Please check-in on arrival at the conference room and provide your business card.
- A light continental breakfast and networking will be available starting at 7:00AM.
- Bring a business card - they will be duplicated and everyone will get a copy of all attendee's cards.
- Please place any marketing literature on the designated table in the meeting room. Please do not distribute material during the meeting.
- Introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!
- You are welcome to stay around and network after the meeting.

Feel free to pass this invitation on to others you think would be interested.

Event Info

Wednesday, January 14, 2015

7:00am-7:30am: Networking & Breakfast

7:30am-9:00am: Meeting

**California Manufacturing Technology Consulting
690 Knox St., Suite 200
Torrance, CA 90502**

South Bay Chapter Steering Committee

- **Terry Yeh**, President, AMG Torrance
- **Brian Leibl**, President & CEO, Alloy Processing
- **Marty Jones**, President - Hawthorne Site, Triumph Aerostructures
- **Ward Olson**, President, Dasco Engineering Corporation
- **Marwan Hammouri**, President & CEO, Brek Manufacturing
- **John Anderson**, Director, California Manufacturing Technology Consulting
- **Ivan Rosenberg**, Executive Director & Co-Founder, The A&D Forum

**The Executive Steering Committee
of The Aerospace & Defense Forum**

- **Michael Coburn**, COO, Cadence Aerospace
- **Peter Collins**, Director, Strategic Planning, Aerospace Group, Parker Hannifin Corporation
- **Alan McIntosh**, President, Verify, Inc.
- **Michael Boyle**, President, BOBsearch
- **Paul Weisbrich**, Managing Director, D.A. Davidson & Co.
- **Robert Jacobson**, Desert Sky Holdings
- **Ivan Rosenberg**, President & CEO, Frontier Associates, Inc.

A&D Forum Executive Director

Ivan Rosenberg
818-505-9915

The Aerospace & Defense Forum Website

AerospaceDefenseForum.org