

# The Aerospace & Defense Forum

## San Diego Chapter June 27, 2013 Meeting

### [Click here to attend](#)

Both members and non-members must register to attend.

While the San Diego Chapter is in formation its meetings are free.

### **Become an A&D Forum Member**

A&D Forum members may attend any chapter meeting for free, receive a monthly Newsletter, have first call on tours, and can access the website member areas, such as the Calendar, presentation recordings, articles, and What's New pages, among other benefits.

For those located in the San Diego area, Individual Memberships are free until September 2013. For others, one year Individual Memberships are \$250 and Corporate Memberships (3 Individual Memberships) are \$500.

Join through the A&D Forum website:

[AerospacedfenseForum.org](http://AerospacedfenseForum.org)

**San Diego Chapter  
Founder Sponsors**



### **"Growth Through Good and Bad Times -- The SAIC Story"**

**Guest Speaker: Bill Roper**

President

Roper Capital Company

SAIC was founded in La Jolla in 1969 by Bob Beyster, a Ph. D. nuclear physicist, who left a promising career with General Atomics to start the company with two employees and \$10,000 in capital. Beyster's sole purpose was to be able to control his own destiny and build a company that attracted superior talent to provide premiere technology services for the Department of Defense (DOD) and other government agencies.

Bill Roper was EVP and CFO of SAIC from 1990 to 2007. During this period the company grew from \$800 Million in annual revenues to more than \$8 Billion. The company's growth was driven by an entrepreneurial culture and a number of smaller acquisitions that expanded its technology capabilities and customer base.



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### Upcoming A&D Forum Chapter Meetings

**June 21: Lee Valentine, Board member, XCOR Aerospace,**  
Los Angeles Chapter

**July 4: No Orange County  
Chapter Meeting**

**August 1: Cybersecurity Panel,**  
Orange County Chapter

The August meeting of the San Diego Chapter will be on August 27, not our normal 4th Thursday.

### Presentations Newly Available on the A&D Forum website

- **"The Expanding Universe: Building Giant Telescopes"**, Wendy Freedman, Director, The Carnegie Observatories & Chair, Giant Magellan Telescope, April 19, Los Angeles Chapter

- **"Myths and realities in the fight for America's future"**, Linden Blue, April 25, San Diego Chapter

- **"Private Equity Groups' Pivotal Role in A&D"**, Panel, May 2, Orange County Chapter

- **"LA Government and the A&D Industry"**, by Wendy Greuel, Candidate for LA Mayor, May 17, Los Angeles Chapter.

In the process, SAIC became a global technology services powerhouse, with more than 40,000 world class scientists, engineers, and specialists serving the US DOD and other important government agencies, as well as major corporate clients around the world. The company developed leadership positions in defense, national security and intelligence, energy, environment, health care, and information technology.

Fueled by an employee ownership system that became the benchmark for many successful companies, SAIC created more than \$10 Billion in wealth, spread among the majority of its employees.

Based on his experiences with SAIC and other great companies, Bill Roper will share with us insights on how to grow your company through both good and bad times.

### June 27, 2013 Meeting

- Please check-in on arrival.
- Attire is business casual.
- Parking is free--located next to both entrances to the building.
- A light continental breakfast will be available starting at 7:15AM.
- Bring a business card - they will be duplicated and everyone will get a copy of all attendee's cards.
- Flyers and other material may be placed on the receptionist's shelf for pickup before and after the meeting. Please do not distribute anything during the meeting.
- Because of the large number of attendees, 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

Thursday, June 27, 2013

7:30AM-9:00AM

Sheppard Mullin Richter & Hampton LLP

12275 El Camino Real

Suite 200

San Diego, CA 92130-2006

Our Presenter

## Selected Meetings

See the Calendar section of the A&D Forum website for information about these and other meetings.

IN2:INTHINKING NETWORK 2013  
FORUM  
June 19 - 23, 2013  
Northridge, CA

San Diego Military Advisory Council:  
RADM Dixon Smith USN  
June 19, 7:30 - 9:00 am  
San Diego, CA

"Reinventing Space -- Methods for  
Dramatically Reducing Space  
Mission Cost and Schedule"  
AIAA LA/LV Section  
June 20, 5:30 pm - 9:00 pm  
Los Angeles, CA

2013 National Space & Missile  
Materials Symposium &  
The Commercial and Government  
Responsive Access to Space  
Technology Exchange  
June 24 - 27, 2013  
Bellevue, WA

American Heroes Air Show  
June 29, 9:00 am - 4:00 pm  
Lake View Terrace, CA



Bill Roper is President of Roper Capital Company, a private investment company with interests in a number of small-to-midsize businesses and early-stage enterprises.

He has significant leadership experience in operational and financial management, M&A and complex transactions, debt and equity offerings, and corporate restructurings. He has been involved in both publicly-traded and privately owned enterprises as a CEO, CFO, and board member and investor.

Roper especially enjoys leading new initiatives and driving change in both high-growth and rapidly changing environments.

Roper was EVP & CFO of SAIC from 1990 to 2007 during its ten-fold growth to more than \$8 Billion in annual revenues. Subsequently, he was President & CEO of VeriSign, where he was responsible for a strategic restructuring of the premiere provider of internet infrastructure that created more than \$3 Billion in market capitalization. Most recently, he was President ADS, Inc., where he assisted with the recapitalization and strategic reorganization of the \$1 Billion revenue supplier of tactical products and logistical services to the US DOD and other important government agencies.

Roper lives in La Jolla with his wife, Melanie, and is involved in numerous civic and philanthropic activities.

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The Aerospace & Defense Forum is a global aerospace and

## What's New

A summary from the What's New webpage of the A&D Forum website.

5/30/13: Upcoming U.S. Commercial Service initiatives designed to connect you to business opportunities around the world.

5/29/13: "[Survey Says Businesses Don't Love L.A.](#)"

5/29/13: "[National Technical Tests NASA Lunar Satellite](#)"

5/24/13: "[Middle Market Merger and](#)

[Acquisitions \(M&A\) News](#)",  
5/24/13: "[3D Printer Launching to Space Station in 2014](#)".  
5/18/13: "[NSS Roadmap to Space Settlement](#)"  
5/16/13: "[Wesco Awarded Airbus Contract](#)"  
5/15/13: "[Innovation: Creating Profitable Growth for U.S. Manufacturers](#)",  
"[Rising from the Ashes - The California Network for Manufacturing Innovation](#)"  
"[Getting to a State-wide Manufacturing Network: The Process](#)"  
5/15/13: "[Governor Brown's manufacturing job support earns praise](#)"  
5/13/13: "[Top Trends in Aerospace and Defense Industry Anticorruption Enforcement](#)",  
5/13/13: "[Salem Partners - Aerospace & Defense, Quarterly Review, First Quarter 2013](#)"  
5/13/13: "[Driving innovation: Advanced Materials Systems](#)"  
- "[Asia Pacific Economic Outlook, May 2013](#)"  
- "[Human Capital Trends 2013](#)"  
5/10/13: [Hubble Ultra Deep Field 3D](#)  
  
5/10/13: "[AeroVironment Lands Charger Deal for Ford Electric Cars](#)",  
5/9/13: "[Airbus Moves to Alabama](#)"  
5/7/13: "[Terrafugia's next flying car envisioned as tilt-rotor](#)"  
5/6/13: "[Raytheon to Move El Segundo HQ to Texas](#)"  
5/6/13: "[LAX fails to land in top 100 ranking of world's best airports](#)"  
5/2/13: "[Defense spending cuts lowering job gains](#)"  
5/2/13: [Robotic fly takes flight](#)  
5/1/13: ExporTech™ assists small- and medium-sized manufacturers enter or expand into global markets.

defense leadership community of over 690 individuals that provides opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

#### **A&D Forum Co-Founder & Executive Director**

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

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The A&D Forum website  
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