

# The Aerospace & Defense Forum

## San Diego Chapter Tuesday, August 20, 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**



### **"Kratos: A Transformation Success Story "**

#### **Guest Speaker: Ed Lake**

Vice President, Corporate Development/M&A  
Kratos Defense & Security Solutions, Inc.

Kratos Defense & Security Solutions, Inc. received the 2012 M&A Advisor 'Equity Financing Deal of the Year' award for its public offering of common stock raising \$100 million in conjunction with the acquisition of Composite Engineering, Inc., which was completed in July 2012. [Composite Engineering, Inc.](#) (CEI) is a vertically integrated manufacturer and developer of unmanned aerial target systems and composite structures used for National Security programs.

Previously, the Company was awarded the 2011 Acquisition Financing Deal of the Year in the Industrial Manufacturing/Distribution Sector, specifically for the acquisition of Gichner Holdings Inc. a leading designer, engineer, manufacturer, and integrator of modular containers and shelters for the U.S. military, its allies, and leading defense contractors.



FRONTIER ASSOCIATES, INC.  
MANAGEMENT CONSULTANTS

**SheppardMullin**

### Upcoming A&D Forum Chapter Meetings

August 1: **"Is your A&D Company part of the \$500B yearly CYBER loss?", Cybersecurity Panel**, Orange County Chapter

August 16: **"Doing Aviation Business in China"**, David Conrad, Zodiac Aerospace, Los Angeles Chapter

September 20: **Special Presentations and Tour of Robinson Helicopter**, Torrance, Los Angeles Chapter

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

- **"A Disruptive Technology: The XCOR Fully Reusable Spacecraft"**, Lee Valentine, June 21, Los Angeles Chapter

- **"Growth Through Good and Bad Times -- The SAIC story"**, Bill Roper, June 27, San Diego Chapter

- **"Leading Sustainable Organizational Change"**, Eric Jensen President, Stadco, July 19, Los Angeles Chapter

The Aerospace & Defense Forum is a global aerospace and defense leadership community of over 700 individuals that provides opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

Ed Lake will discuss the history of Kratos and the challenges of performing an acquisition of this size including; hiring a management team to facilitate company transformation, key challenges along the way, how and why M&A was a critical to executing on the company strategy and stories of events that developed along the way.

### About Kratos Defense & Security Solutions

Kratos Defense & Security Solutions, Inc. (Nasdaq: KTOS) is a specialized National Security technology business providing mission critical products, services and solutions for United States National Security. Kratos' core capabilities are sophisticated engineering, manufacturing and system integration offerings for National Security platforms and programs. Kratos' areas of expertise include Command, Control, Communications, Computing, Combat Systems, Intelligence, Surveillance and Reconnaissance (C5ISR), satellite communication systems, unmanned systems, cyber warfare, cyber security, information assurance, and critical infrastructure security. Kratos has primarily an engineering and technically oriented work force of approximately 4,100. The vast majority of Kratos' work is performed on a military base, in a secure facility or at a critical infrastructure location. Kratos' primary end customers are National Security related agencies.

### August 20, 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**

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

Ivan Rosenberg  
President & CEO  
Frontier Associates, Inc.  
Management Consultants and  
Organizational Coaches  
Valley Village, CA 91607  
818-505-9915  
[irosenberg@frontier-assoc.com](mailto:irosenberg@frontier-assoc.com)  
[www.frontier-assoc.com](http://www.frontier-assoc.com)

**San Diego Chapter Co-Founder**

John Tishler  
Sheppard Mullin Richter & Hampton  
LLP  
San Diego, CA 92130-2006  
858-720-8943  
[JTishler@sheppardmullin.com](mailto:JTishler@sheppardmullin.com)  
[www.sheppardmullin.com](http://www.sheppardmullin.com)

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

- Michael Pollack, Executive Vice President, Sales & Marketing
- 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.

**Tuesday, August 20, 2013**

**7:30AM-9:00AM**

**Sheppard Mullin Richter & Hampton LLP  
12275 El Camino Real  
Suite 200  
San Diego, CA 92130-2006**

**Our Presenter**



Ed Lake has considerable financial and operational management experience as CFO/COO in several industries including defense, software, wireless communications and medical devices while serving in both private and publicly-traded companies. He has successfully completed several equity financings including an IPO and other registered offerings. On the M&A side, Mr. Lake has completed in excess of 20 transactions on both the buy and sell side with an aggregate total deal value over \$1B. Mr. Lake has worked with companies in the U.S. and internationally, ranging in size from the startup phase to billion dollar NASDAQ companies.

In his role at Kratos reporting directly to the CEO, Mr. Lake has responsibility for company-wide corporate development in support of five operating divisions and all M&A activities including deal sourcing, negotiations, due diligence and acquisition integration.

Mr. Lake is an active member on the National Security Sub-Committee of the Pacific Council on International Policy.

Mr. Lake received his B.S. in Business Administration from San Diego State University and resides in San Diego, California

The A&D Forum website  
[AerospaceDefenseForum.org](http://AerospaceDefenseForum.org)

