

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

“What You Should Know to Maximize the Value of Your Business in Today’s A&D and M&A Environment”

Presenters:

Barton Webb
President
Janas Corporation

Eric D. Jensen
Managing Director
Janas Associates

Santa Clarita Valley Chapter Meeting

Tuesday, March 19, 2024

In-Person Meeting: Networking & Breakfast: 7:15-7:45am
Meeting: 7:45-9:00am Pacific Time

[Click here to register](#)

Both members and non-members must register to attend.

Registration for the meeting will close 24 hours before the event to give time to send parking passes.



Registration Fees

Free - A&D Forum member &
Corporate Members
\$35 - Early Bird Non-member
(until March 12)
\$45 - Non-member
(after March 12)

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!

Please register as an A&D Forum member ONLY if you have a currently active membership. Claimed memberships will be verified before the meeting and erroneous registrations will be cancelled.

March 19, 2024 Meeting

NOTE: You MUST RSVP to receive a parking pass which is required for parking. Registration will close 24 hours before the meeting (i.e., at 7:30am, March 18) to give enough time to get attendees the parking passes. [Click here](#) for a map with directions and Lot 14 parking location.

- Attire is business casual.
- Masks are optional.
- 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 attendees' cards.
- Please do not distribute any material during the meeting.

"What You Should Know to Maximize the Value of Your Business in Today's A&D and M&A Environment"

Presenters:

**Barton Webb
President
Janas Corporation**

**Eric D. Jensen
Managing Director
Janas Associates**

Please join us for an in-person meeting on Tuesday March 19, 7:15-9:00am PST when Barton F. Webb, President, and Eric D. Jensen, Managing Director of Janas Associates, will describe:

- Current A&D Trends
- Critical success factors to profitably grow your business
- The Key Elements Investors and Acquirors Looking for
- How businesses are valued during the sale process
- Timelines for the preparation and process
- Valuation examples from actual deals

Presenters

- Introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!

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

Event Info

Tuesday, March 19, 2024
7:15-7:45am : Check-in,
Networking and Continental
Breakfast
7:45am-9:00am: Presentation

Location:

Dr. Dianne G. Van Hook
University Center
UCEN Room 258
College of the Canyons
26455 Rockwell Canyon Road
Valencia, CA 91355

2024 Santa Clarita Valley Chapter Sponsor



SANTA CLARITA VALLEY
ECONOMIC DEVELOPMENT CORPORATION

The Aerospace & Defense Forum

is a global aerospace and defense leadership 9-chapter community of over 2400, providing opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering,



Barton Webb,
President of
Janas
Corporation, has
in-depth
experience in
the Aerospace
and Defense
Industry and
other

manufacturers, including mergers & acquisitions, finance, turnaround and operations. Bart has been with Janas Associates eight years and last year was promoted to President of the firm. He is a Registered Representative, JCC Capital Markets, LLC.

In addition to multiple transactions as an M&A Advisor, Barton has been active in management of both public and private companies since 1991. He has led companies as an innovative entrepreneur and turnaround CEO with 25 years of experience in middle market Aerospace, Manufacturing, Engineering and MRO companies.

Barton left a corporate finance position in at a large, public Aerospace company in 1996 to help a family owned FAA repair station realize a sale. He subsequently helped a troubled family owned landing gear manufacturer and FAA repair station improve its management and finance which resulted in a sale. Barton founded his own aircraft component manufacturer, design holder, and FAA repair station, which he sold to an international conglomerate in 2010.

innovation, and performance breakthroughs.

AerospaceDefenseForum.org

Santa Clarita Valley Chapter Steering Committee

- **Eric Jensen** (Chapter Chair), Managing Director, Janas Associates
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- **Ondré Seltzer**, Vice President, Workforce & Economic Development, Santa Clarita Valley Economic Development Corporation



Eric Jensen has more than twenty years' experience as a board member, P&L and operational

manufacturing and distribution executive with an established reputation as a leader and builder of high performing organizations for public, private and PE companies. This includes leadership roles in five different international, military, aerospace and commercial organizations that have been sold. His diverse background in P/L, operations, Lean/CI/TOC, engineering, product development, MRO and customer support, is combined with experience manufacturing hydraulic, engine and fuel system components for space vehicles and aircraft, as well as medical products and semi-conductor equipment subcomponents.

Eric has been the Chairperson for the Santa Clarita Valley A&D Forum since 2021. In 2022 Eric joined Janas as a Managing Director and is registered with FINRA and has a series 82 license. He is a Registered Representative, JCC Capital Markets, LLC.

The Executive Steering Committee of The Aerospace & Defense Forum

- **Michael Coburn**, CEO, All Metals Processing of Orange County
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- **Robert Jacobson**, Desert Sky Holdings & Co-Founder, The A&D Forum
- **Ivan Rosenberg**, Managing Partner, InVista Associates, & Co-Founder and Executive Director, The A&D Forum

A&D Forum Executive Director
Ivan Rosenberg
irosenberg@aerospacedefenseforum.org
818-505-9915