

★ DAKOTA DEFENSE ALLIANCE ★



# **4<sup>th</sup> Annual DC Fly-In**

**September 12-13<sup>th</sup> 2011**

**Washington, D.C.**

***SURVIVAL GUIDE***

# ★ DAKOTA DEFENSE ALLIANCE ★

**The Dakota Defense Alliance's key assets lie in the depth of manufacturing and high-tech engineering capacities of its members. The concentrations within the Alliance include:**

- Electronics Manufacturing
- Flight-Hardware Manufacturing
- Industrial Manufacturing
- RFID (*Radio Frequency Identification*) and Security Solutions
- Logistics and Supply Chain Management

This strong cross-over of core-competencies will not only serve as the Alliance's attractiveness for defense work – but also assure the broad capacity required for large defense contracts.

## **AMP (Alliance Members Provide)**

### **Collective Capabilities of the Dakota Defense Alliance**

#### Electronic Equipment – *Design and Manufacturing*

- Depot Level Testing Equipment and System Benches
- Obsolescence reengineering of test equipment stations
- Ground Support Equipment
- Complex Cabling and Harnesses
- Electronic Circuit Board Assemblies
- Guidance and Inertial Flight Test Equipment
- Mobile Surveillance
- Electronics Engineering services

#### RFID, Wireless Technologies and Surveillance Technologies

- Manufacturing and Research of RFID Technology
- RFID Consulting, Logistics and supply chain management
- Hardened Surveillance Camera and Acquisition Systems
- Real-Time Locating Solutions (RTLS) and active tracking
- Automatic item identification, locating, and data logging

#### Flight Hardware and Unmanned Aerial Systems (UAS)

- Ground Control Station Manufacturing
- Avionics and System Test Equipment
- Flight Hardware – Cabling, Panels, Boards, Harnessing, Avionics Trays

#### Heavy Manufacturing

- Metal Fabrication, Welding, Stamping for Machining Heavy Machinery
- Precision machining, injection molds and metal stamping die fabrication
- High volume assembly and production machining
- Manufacturing of custom industrial trailers

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- Surface finishing research on complex and critical machined components

## Consulting

- Supply Chain Management and Logistics
- Data conversion and Software solutions

## Advanced Defense Technologies (Power & Energy)

- Alternative fuels
- Renewable energies
- Energy security
- Efficient engines
- Reduced total life cycle costs
- Battery and energy storage
- Lightweight components
- Advanced propulsion
- Hybrid engines
- Conservation Methodology
- Infrastructure improvements
- Fault detection and isolation
- Efficiencies in system designs
- Unmanned systems design
- Power grid improvements

# ★ DAKOTA DEFENSE ALLIANCE ★

Monday-Tuesday, September 12-13<sup>th</sup>, 2011

*The Phoenix Park Hotel*  
520 N. Capitol St., N.W  
Washington, DC 20001

*Registration* begins in the hotel. Here you will be able to sign-in, get your name tag, and pick up Agenda's, contact information and other documentation. This is where the registration, luncheon, and workshops will take place.

## Agenda

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Monday, September 12<sup>th</sup>

- 11:30 Registration begins
- 12:00 Luncheon & Keynote: *Power & Energy in the Midwest* with MN REP TBD
- 1:00 *Understanding DOE's Future Funding Priorities* with Dr. Drew Ronnenberg; Associate-SMI
- 1:30 Panel: *A Look at Power & Energy Opportunities & Benefits of Regional Innovation Clusters:*  
RADM Steven G. Smith, USN (RET); Director of Disaster Planning, SBA  
Scott Sklar; President, The Stella Group, Ltd. (solar, wind, renewable expert)  
OSD Office of Operational Energy: Rep TBD  
Commander Chip Laingen, USN (RET); Executive Director, Minnesota Defense Alliance  
(Moderator)
- 2:30 *Outlook for Defense Science and Technology* with Robie Samantha Roy; Senate Armed Services Committee Professional Staff
- 3:00 30-minute networking break
- 3:30 *Being Successful in a Regional Innovation Cluster* with Terry Downing; Rep.-SWIC
- 4:30 *Doing business with DOE* with Gloria Larkin; President, TargetGov
- 5:00 Adjourn

# ★ DAKOTA DEFENSE ALLIANCE ★

**Tuesday, September 13th**

*The Phoenix Park Hotel*  
520 N. Capitol St., N.W  
Washington, DC 20001

*Registration* begins at **7:30 AM** in the hotel. Here you will be able to sign-in, get your name tag, and pick up Agenda's, contact information and other documentation. This is where the matchmaking, breakfast, luncheon, and workshops will take place.

*Reception* will be held in the Federal room at The Monocle from 5:00 to 7:00 PM. Please join us for a variety of appetizers and open bar!

## Agenda

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Tuesday, September 13<sup>th</sup>

- 7:30 Registration begins
- 8:00 Keynote Address: Rob Neal, Raytheon
- 9:00 *New Business Trends in Aerospace* with Rick Schwab-Boeing
- 9:30 *Business opportunities in Unmanned Aerial Systems* with Gary Hooper; VP Washington Ops, General Atomics
- 10:00 30-minute networking break
- 10:30 Panel: *Technology Transfer Briefing: Transferring Technology from the Government to Private Sector:*  
Marlene Owens; Technology Transfer Manager, DHS  
Josh Morrison; Contractor, DoD Technology Transfer Office  
Ray Friesenhahn; TechLink (Moderator)
- 12:00 End Session

Tuesday, September 13<sup>th~</sup>

- 11:30 Registration begins
- 12:00 Luncheon & Keynote: Roger Johnson; President, National Farmer's Union
- 1:00 OPEN
- 1:30 Panel: *Member Successes in Overseas Business*  
Ideal Aerosmith & 2 others
- 3:00 30-minute networking break
- 3:30 *How to access federal funding in current budget climate* with CAPT Pat Peterson; Senior VP, SMI
- 4:00 OPEN

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4:30          Wrap-up & adjourn

**Social** at *The Monocle*

5:00-7:00 PM.

***Our annual “Roughrider Award” will be presented by US Senator John Hoeven (ND-R) and former US Senator Byron Dorgan will be receiving our “Distinguished Service Award.” Congressman Rick Berg (ND-R) will also be in attendance.***

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## 4<sup>th</sup> Annual DC Fly-In *SURVIVAL GUIDE*

### CONTACTS:

NeTia Richards @ 701.680.8079

Kristin Hedger @ 701.426.9584

### PREFERRED AIRPORT:

Reagan National Airport (DCA)

### ALTERNATE AIRPORT:

Dulles International Airport (IAD)

### PREFERRED HOTEL:

[The Phoenix Park Hotel](#) (event location)

### ALTERNATE HOTELS NEARBY:

[The Washington Court Hotel](#)

[The Grand Hyatt](#)

### WHAT SHOULD YOU BRING:

Marketing collateral from your organization

### WHAT SHOULD YOU KNOW:

Dress is Business Professional

Directions, etc. located in this guide

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## **\*\*Driving directions from Reagan National (DCA) to Phoenix Park Hotel**

Ronald Reagan Natl Airport-DCA



1 Aviation Cir

Washington D.C., DC 20001

(703) 417-8000

**1. Head northeast**

0.5 mi

**2. Slight right toward George Washington Memorial Pkwy**

0.1 mi

**3. Take the ramp onto George Washington Memorial Pkwy**

1.0 mi

**4. Take the I-395 N exit toward Washington**

Entering District of Columbia

0.2 mi

**5. Merge onto US-1**

0.4 mi

**6. Continue onto I-395 N**

1.1 mi

**7. Take exit 6 for Interstate 395 N toward D Street Northwest/U.S. Senate/C Street Southwest/U.S. Capitol the House**

0.3 mi

**8. Keep right at the fork**

0.6 mi

**9. Take exit 9 for D St NW**

0.2 mi

**10. Continue straight onto 2nd St NW**

489 ft

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11. Turn right onto **E St NW**

0.2 mi

12. Turn left onto **North Capitol St NE**

Destination will be on the left

361 ft

Phoenix Park Hotel



520 North Capitol Street

N.W. Washington, DC 20001

(202) 638-6900

## \*\*Driving directions from Dulles International (IAD) to Phoenix Park Hotel

This route has tolls.



Washington Dulles International Airport

Dist. Of Columbia 20166

(703) 417-8600

1. Head **east** on **Saarinen Cir**

0.3 mi

2. Continue onto **Dulles Access Rd**

14.2 mi

3. Merge onto **VA-267 E**

Toll road

2.3 mi

4. Merge onto **I-66 E**

Entering District of Columbia

8.2 mi

5. Take the exit toward **Independence Ave**

0.1 mi

6. Continue straight onto **Rock Creek and Potomac Pkwy NW**

0.1 mi

7. Continue onto **Ohio Dr SW**

0.3 mi

8. Continue onto **Independence Ave SW**

0.7 mi

9. Slight right onto **Maine Ave SW**

0.4 mi

10. Take the **Interstate 395 N/Southwest Freeway** ramp on the left to **South Capitol Street**

0.4 mi

11. Merge onto **I-395 N**


0.3 mi

12. Take exit **6** for **Interstate 395 N** toward **D Street Northwest/U.S. Senate/C Street**


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## Southwest/U.S. Capitol the House


- |  |        |
|--|--------|
|  | 0.3 mi |
| 13. Keep right at the fork   | 0.6 mi |
| 14. Take exit <b>9</b> for <b>D St NW</b>  | 0.2 mi |
| 15. Continue straight onto <b>2nd St NW</b>                                      | 489 ft |
| 16. Turn right onto <b>E St NW</b>   | 0.2 mi |
| 17. Turn left onto <b>North Capitol St NE</b><br>Destination will be on the left | 361 ft |

 Phoenix Park Hotel  
520 North Capitol Street  
N.W. Washington, DC 20001  
(202) 638-6900

## \*\*Driving directions from Phoenix Park Hotel to Monocle On Capitol Hill

 Phoenix Park Hotel  
520 North Capitol Street  
N.W. Washington, DC 20001  
(202) 638-6900

- |  |        |
|--|--------|
| 1. Head <b>south</b> on <b>North Capitol St NE</b> toward <b>E St NW</b> | 0.2 mi |
| 2. Turn left onto <b>D St NE</b><br>Destination will be on the right     | 0.2 mi |

 Monocle On Capitol Hill  
107 D Street Northeast  
Washington D.C., DC 20002



## About The Dakota Defense Alliance

Serving the North and South Dakota business community, a region steeped in the tradition of supplying our military's material needs, the

Dakota Defense Alliance provides tools to:

- Raise visibility of defense-related manufacturers with prime government contractors
- Increase awareness of Department of Defense RFP opportunities
- Facilitate collaboration on complementary objectives

The alliance is a networking venue for businesses, particularly small and medium-sized manufacturers, in the Dakotas. More information on

the Dakota Defense Alliance can be found at [www.dakotadefensealliance.com](http://www.dakotadefensealliance.com). Our Board of Directors is made up of: Charissa Ruby, Kristin

Hedger, Bruce Smith, Mylo Candee, Jeff Harris, and Carla Anderson (Treasurer)

## DDA Focal Points

The DDA in support of its mission to build public/private sector partnerships is committed to the following program initiatives:

- HUB Zone awareness, development, and promotion
- Commercial use of public sector unmanned aircraft
  - o Encouraging FAA and DoD collaboration on technology exchanges and standards adoption
  - o Support University of North Dakota's efforts to engage in pilot program creation for technology use for such things as border patrol, cargo shipment, etc.
- Inter-business, education, and government collaboration which provides lasting regional economic benefits
  - o New complementary companies emerging from R&D efforts
- Senator Dorgan's RFID caucus
  - o NDSCS program development. Support educational outreach through presentations to schools.
  - o Support in Trade show visibility through presentations.
- Mentor/protégé relations for small suppliers
  - o Support for government backing of mentor/protégé federal policies to ensure these incentives continue to facilitate these partnerships. Currently, Primes receive a 15 percent tax credit to undertake a partnership.
  - o Encourage major prime corporations to partner with emerging entrepreneurs in the Dakotas. By working with EDCs and our universities, we can identify specialized opportunities for new companies to pursue.
- Expanding high-technology educational programs in Dakota universities
  - o Advanced manufacturing process curriculum
  - o Expanding on our accomplishments in RFID education through such programs as the Master's
  - o Internship program development

## Recent Accomplishments & Contributions

The DDA has successfully supported its mission of building public/private sector partnerships by completing or contributing to the following:

- Raise visibility with prime contractors:
  - o Presented at the 2008 DoD RFID Summit
  - o Presented at the 2008 IEEE Conference
  - o Facilitated 12+ cooperative business opportunities, including:
    - Boeing included 3 DDA members in the BAA initiative
    - SBIR undertaken by 2 alliance members
    - Out-of-state SBIR undertaken by 2 DDA members
- Increase awareness of Department of Defense RFP opportunities
  - o Launched the Information Epicenter to assist regional companies with government registration
  - o Conducted a state-wide Interactive Video Network symposium guiding small to medium sized businesses on such topics as:
    - Mentor\protégé prospects for emerging entrepreneurs
    - Marketplace realities impacting today's integrator business model
- Facilitate collaboration on complementary objectives

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o Collaborated with Boeing to create advanced manufacturing process curriculum  
o In an effort to amplify our regions university focus on advanced engineering, empowered state-wide educational efforts, including:

- DSU pre-engineering curriculum
- RFID Academy in NDSU's Masters of Military Logistics program
- Donated RFID equipment to NDSCS Nanotechnology road show
- Dickinson State University engineering curriculum
- \_ Prototyped solution software and developed an industry case study for advanced best practices in manufacturing (*e.g., LEAN, Six Sigma, E-Commerce*).

## THANK YOU TO OUR SPONSORS!

**Raytheon**

**AP<sup>+</sup>EC**  
ADVANCED POWER & ENERGY CLUSTER