

# ★ DAKOTA DEFENSE ALLIANCE ★

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## FEATURED MEMBER

The DDA would like to welcome UAV Pro as one of our newest members with a very exciting focus. UAV Pro is located on Ft. Pickett in Blackstone, Virginia and works to support warriors in the unmanned vehicle community by providing academia as well as emerging civilian technologies, airspace, facilities, multiple platforms for training, research, test and evaluations. For photos and specific details on UAV Pro please refer to the attached corporate briefing or visit them online at [www.uavpro.com](http://www.uavpro.com). Gary Haines, Chief of Operations for UAV Pro is fully accessible and very interested in working with the Alliance and its' members. Feel free to reach out to him via email at [gary@uavpro.com](mailto:gary@uavpro.com).

## LETTER FROM EXECUTIVE DIRECTOR

Dear Friends,

I value this opportunity to catch up however brief it may be. Our North Dakota businesses remain in a strong position for advancement even in the midst of lingering questions of the resilience of our current global market infrastructure.

While some of our members have expressed some reservations resulting from a "bit of a slow down" in some of the manufacturing sectors, most have echoed the sentiment that we are "swamped" with work. This is a good thing and I think we can continue to bolster from our relationships to see how we can empower each other to pursue even a few synergistic business prospects.

The 3<sup>rd</sup> annual Dakota Defense Alliance Fly-in was a smashing success and proved to be a venue for just such conversations on synergistic partnerships and opportunities. We also discussed ways that our companies can increase our exports to nations that are rebuilding. Many of these nations need help with agriculture, light and heavy manufacturing capabilities, advanced technology, and medical services.

One way our team is working to advance opportunities for our companies beyond mere networking and marketing is through our efforts to establish a Procurement Technical Assistance Center (PTAC). North Dakota is one of the few states in the country with no currently existing PTAC. The Upper Great Plains (UGPTI) housed at North Dakota State University, has taken a key leadership role along with the DDA to pursue the lengthy and trying applications process.

I look forward to keeping in touch over these coming months on the progress of these efforts. We are also working closely with our North Dakota Trade Office on a great event on the 18<sup>th</sup> of August to serve as an informational forum and networking opportunity for our companies. In this event, Fargo hometown hero, Adm. Christopher "Mike" Moe, will be the keynote speaker to discuss how we can advance our companies and what the future prospects are for North Dakota companies in this ever-expanding global marketplace.

Our future is bright. With a surplus and a great ability to work together, our businesses truly have the potential to lead the way in this new millennium.

Regards.

*Kristin Hedger*

*"Between PTAC, SME, Fly-In and other in-state events that the DDA is working hard to put together, I believe it will be our best year, to date," NeTia Richards, Program Manager~*

## **POTENTIAL PROCUREMENT SERVICES INTRODUCED**

DDA and active member UGPTI (NDSU) are teaming up to become a Procurement Technical Assistance Center for North Dakota. The PTAC is funded through the Defense Logistics Agency with help from matching sponsors. PTAC's assist small, service-disabled, women-owned businesses as well as many others in working with the government to sell them their products/services. PTACs are a bridge between the buyer and supplier assisting with the process from start to finish. As a PTAC we will have trained Procurement Counselors available to help clients with RFP's, bids, registration processes with getting a DUNS number, CCR, ORCA, etc. North Dakota is currently the one of three states who does not have a PTAC for its small and minority-owned businesses so it is vital that we do what we can to make this happen. We are currently going through the process to become qualified to be a DLA-funded PTAC and we hope to receive a decision by Fall of 2010. From printing services and supplies to fabrication and manufacturing services, PTACs will be able to assist you and DDA/UGPTI/NDSU is excited and looking forward to be able to provide these services to DDA members as well as others who may need assistance.

## **3<sup>rd</sup> ANNUAL DC FLY-IN**

Last week was the annual DC Fly-In event typically held in July and we had a great turnout once again! The event brought us three new members, two of which had representatives on our DoD panel. Thanks to our sponsors we were able to serve breakfast during the keynote address given by Captain Pet Peterson of Strategic Marketing Innovations in Washington, D.C., a wonderful friend and associate of the Alliance. A luncheon was also held as Congressman Earl Pomeroy (ND-D) addressed our guests on the value of small business to North Dakota and our Nation. Lastly, a Social following the conference was held at The Monocle in which Senator Byron Dorgan (ND-D) made an appearance, gave a brief speech and presented our Executive Director, Kristin Hedger with the 2010 Theodore Roosevelt Award for Outstanding Performance due to her contributions to the DDA.

Speakers and panelists ranged from DHS, ONR and Northrop Grumman Corporation to local ND academic leaders such as Upper Great Plains Transportation Institute (NDSU). Topics included programs and opportunities for small businesses with SBIR & STTR as well as the Mentor-Protégé program as well as many others.

The DDA would like to thank all of our sponsors; DRS Technologies, SMI, Raytheon and Northrop Grumman Corporation. Also, we would like to extend a big thank you to all of the individuals and companies who sent out speakers for the presentations and panel discussions and lastly, but most importantly all of our members and associates who took the time to fly out to DC and spend the day with us! We sincerely hope it was worth your while and encourage and look forward to any feedback you have to make next year's Fly-In another huge success!

Event photos will be posted on the website very soon!

## **SOCIETY OF MANUFACTURING ENGINEERS**

Many of you know the DDA has been working with the Society of Manufacturing Engineers to get a Senior Chapter set up here in North Dakota since we do not currently have one. The Dakota MEP has graciously joined us as well and between the three organizations we are continuing our efforts. Based upon the responses from the survey we sent out earlier this year, most of you I hope participated in, we found there is a significant interest and need for an SME chapter in our State.

There is a Webinar tentatively scheduled for **August 25, 2010** available to those DDA members and other interested people. The goal for this webinar is to explain in more detail what the SME chapter intends to accomplish here in ND, what we can provide and to garner concrete interest as well as member participation. There will be opportunities to have a role of leadership within the Chapter as well. Details should be released soon. DDA will pay one year SME membership for one individual if you are a member of the Alliance. For more information on SME please visit [www.sme.org](http://www.sme.org).

## **US AEROSPACE & DEFENSE EVENT**

NDIA's Trade Mission to the UAE is coming up in October but August 30<sup>th</sup> is the deadline to apply for participation in this event. Only 50 applicants will be accepted for participation so if you have not already submitted the application, the DDA encourages you to do so very soon.

If your company is considering this emerging market, this event will provide you with valuable information and opportunities in building long-lasting relationships with UAE leaders. The opportunity will enable your company to 1) assess market opportunities for your products and services, 2) understand legal and regulatory framework, 3) meet with established tier 1 US and UAE contractors and 4) develop relationships with UAE companies and partners.

US companies have received \$15 billion for UAE in goods and services and this is your chance to get involved in that.

To get pricing, a full agenda and more details on the event please visit [www.ndia.org/meetings/1990](http://www.ndia.org/meetings/1990).

### **UPCOMING EVENTS**

Defense Opportunities for Small Business: (NDTO & DDA) Fargo, August 18, 2010

Society of Manufacturing Engineers Introduction Webinar: Virtual August, 25, 2010

Marketplace for Entrepreneurs: Fargo, September 27-28, 2010

NDIA's US Aerospace & Defense Trade Mission to the UAE: October 2-7, 2010

\*\*\*Reminder: You can pay your annual membership dues via Pay Pal now at [www.dakotadefensealliance.com](http://www.dakotadefensealliance.com)! You will still receive an electronic invoice, so when you do you can go online and pay securely using Pay Pal service!

***If there are any specific topics, speakers, etc. you are interested in hearing from or about please let us know about them so we can adjust our Agendas for the upcoming events!***

For more information on any of these topics please send an email to [netia@dakotadefensealliance.com](mailto:netia@dakotadefensealliance.com)  
[www.dakotadefensealliance.com](http://www.dakotadefensealliance.com)

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