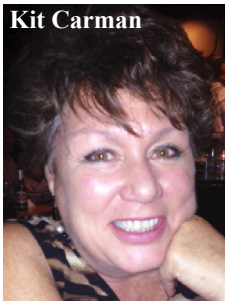
PACA Pulse

WINTER 2019

www.pacanm.org

PROFESSIONAL AEROSPACE CONTRACTORS ASSOCIATION OF NEW MEXICO

PACA Welcomes Administrator Kit Carman



A warm welcome is extended to **Kit Carman**, the new PACA Administrator. Kit assumed this part-time role in November 2018. Her duties are varied and numerous and include assistance with PACA events and programs including monthly luncheon registrations; managing the database; lending support to the Board of Directors, legislative liaison, membership chair, and other functions; and raising PACA's profile through marketing and public relations efforts. "I'm quite enjoying the work and meeting all the PACA members," she said.

Kit most recently served as the Membership and Administrative Director at the Albuquerque Country Club. "I had decided to retire and find part time work when, serendipitously, David Rosprim stepped in and asked if I would like to interview for the PACA Administrator part-time position," she stated. "It's the perfect fit for me as it allows time for my favorite things and to hang out with my granddaughter, Brazil, who is heading to UC Berkeley in the fall." Kit's favorite things include swimming, reading, folk art, acrylic painting, and refurbishing furniture. And travel will always point her in the direction of a beach.

Kit previously owned a home décor and used furniture shop and also worked for home builders in Albuquerque and Santa Fe. Originally from Philadelphia, she has called New Mexico home since 1970.

Kit can be reached at **505.236.8942** or **kitcarman6@gmail.com**. •

Call for Science Fair Judges

Bill Dettmer is once again recruiting PACA members to serve as judges for this year's New Mexico Science and Engineering Fair. It will be held on Saturday, April 6 at New Mexico Tech in Socorro.

Judges will evaluate projects in the areas of science, mathematics, and engineering and award PACA prizes for first ($500), second ($400), and third place ($300) winners.

Please email **Bill at BillDettmer@comcast.net** if you can help. •

WELCOME New Members!

Kit Carman, PACA Administrator

William Geck, Belcan, LLC

Allen Kiezer, KBRwyle

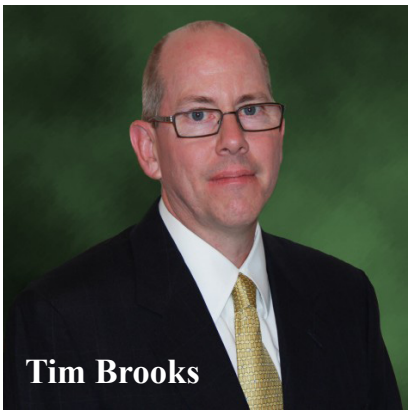
Brandon Remley, REDW LLC

Michael Robson,
Raven Defense Corporation

Tim Brooks is New PACA Legislative Liaison

Tim Brooks, Director of Business Development for Sierra Peaks Corporation in Albuquerque, is PACA's new Legislative Liaison. He was previously a PACA member while with Mechtronic Solutions and rejoined in 2018. He has also attended multiple BFIs along the way.

Tim was born and raised in Huntington, NY (Long Island) where he began his professional career working at Grumman Aerospace in 1979. He was transferred to New Mexico to accept a position at Los Alamos National Laboratory in 1988 where he served as a Senior Research Technician developing accelerator control systems. Tim has had a great love of New Mexico since his backpacking trip at Philmont Scout Ranch in 1976 with the Boy Scouts. "I vowed to find a way to move to New Mexico after that experience," he stated.


Tim Brooks

In 1992, Tim launched his own business, B & B Technologies, Inc., a test and automation integration company with offices in four major cities that specialized in designing and manufacturing LabVIEW based solutions and systems. Tim divested the company in 2006 by selling it to one of its customers, National Technical Systems (NTS), the nation's largest environmental test laboratory. This was the foundation of NTS' Engineering Services Group (ESG) where Tim assumed the role of Business Development Manager.

Tim introduced NTS to Mechtronics Solutions Inc., a company founded by Lem Hunter in 2003, and NTS purchased the company in 2011. In 2012, Tim decided to move on and became the Business Development Manager for G Systems based in Richardson, Texas. Tim's family stayed in New Mexico while he commuted between Richardson and Albuquerque. After deciding that eventually moving to Texas was not desirable, Tim took a job with Tandel Systems in Oldsmar, Florida in 2013 as the Vice President of Sales and Marketing with the intention of moving to Florida.

In early 2014, he decided that moving to Florida was not a good option either, so he parted ways with Tandel Systems and started a business development consulting company, Brooks Consulting, assisting small businesses with strategic sales and marketing with clients in Albuquerque, San Antonio, and Dallas.

In 2015, NTS decided to divest themselves of Mechtronic Solutions. Cornerstone Capital Holdings (CCH), a venture capital firm, took over the company and Tim was brought in as a partner and president of the company. In late 2016, CCH decided to divest themselves of the company at which point Mechtronic Solutions was purchased by Sierra Peaks Corporation in June of 2017. Tim then became the Director of Sierra Peaks.

Tim has always believed that the aerospace and defense ecosystems in New Mexico could be grown beyond their current state and should be working closer together to accomplish this. This is why he volunteered to become the Legislative Liaison for PACA. "I wanted to play a role in growing our industry here and have been interested in exploring how we can work with our local politicians to accomplish this," he said

Tim and his wife Tracy are the parents of two adult sons, Reid and Aidan. Tim and Tracy enjoy traveling, wildlife photography, and especially trails motorcycling. Tim met Tracy, a Los Alamos native, when she purchased her first motorcycle from Tim's garage motorcycle dealership, LipSkid Motorsports. They have ridden competitively all over the southwest and have been long time members of the New Mexico Trails Association where they have both held board positions multiple times. •

Join PACA!

PACA membership annual dues are $150*. The fiscal year runs from April 1 to March 31. Mid-year applications will be pro-rated. You may apply and pay dues at **www.pacanm.org**.

For more information, contact our Membership Chair, **Terel Anyaibe,** at **tanyaibe@aerotek.com** or **342-5007.**

* Dues are subject to change.

Spread the News

If you know a potential member or anyone else who would like to receive the *PACA Pulse*, please forward their e-mail address to **Kit Carman** at **kitcarman6@gmail.**

This is your newsletter. If you would like to contribute an article, make announcements (promotion, job change, or a new product or service), please submit your newsletter contribution to the editor, Ross Crown, at **RCrown@lrrc.com**. He can be reached at **764-5402**.

Contributions are welcome! •

Legal Insights: Negotiating CRADAs

By Ross L. Crown

Cooperative Research and Development Agreements (CRADAs) are arrangements between a federal agency, in the form of a government-owned laboratory (either government or contractor-operated) and another party, often referred to as a "collaborator." CRADAs facilitate the transfer of technology from the federal government to the private sector by making available government facilities, intellectual property, and expertise in collaboration with industry and other types of entities. These agreements are intended to lead to the development of commercial products. The chief benefit of a CRADA to a collaborator is that it may obtain rights to the intellectual property that is produced by the joint research and development effort. In return, the federal laboratory receives resources that advance its research and development mission. To successfully negotiate a CRADA, prospective collaborators must understand what a CRADA is, how it is structured, and the issues that need to be resolved before the agreement can be executed.

Authorizing Legislation

CRADAs are authorized by the Stevenson-Wydler Act. These instruments are defined by the Act as any agreement between one or more federal laboratories and one or more non-federal parties under which the federal government, through its laboratories, provides personnel, services, facilities, equipment, intellectual property, or other resources with or without reimbursement. The non-federal party provides funds, personnel, services, facilities, equipment, intellectual property, or other resources toward the conduct of specified research or development efforts which are consistent with the missions of the laboratory. Sharing of resources is not completely reciprocal however, as the laboratory is prohibited from providing funds to the collaborator. 15 USC Section 3710a(d)(1).

Pursuant to a CRADA, a laboratory may grant to a collaborator patent licenses or assignments, or options thereto, in any invention made in whole or in part by a laboratory employee under the agreement or may grant a license to an invention which is federally owned, for which a patent application was filed before the signing of the agreement, and is directly within the scope of work under the agreement, for reasonable compensation when appropriate. 15 U.S.C. Section 3710a(b)(1).

Under a CRADA, the laboratory shall ensure that the collaborator may retain title to any invention made solely by its employee in exchange for normally granting the government a nonexclusive, nontransferable, irrevocable, paid-up license to practice the invention or have the invention practiced throughout the world by or on behalf of the government for research or other government purposes. 15 USC Section 3710a(b)(2). In the case of a laboratory that is part of the National Nuclear Security Administration (such as Sandia National Laboratories or Los Alamos National Laboratory), the NNSA may waive any license retained by the government if such a license would substantially inhibit the commercialization of an invention that would otherwise serve an important national security mission. 15 USC Section 3710a(b)(6)(A).

Issues for Negotiation

There is no government-wide model form of CRADA. Each federal agency that enters into CRADAs has its own templates. A CRADA typically consists of two major parts. First, a "boilerplate" section that recites the basic terms and conditions. Second, a research plan that outlines the specific work that will be performed and the contributions of each of the parties to that work.

The scope of the issues to negotiate before entering into a CRADA varies depending on whether the parties are addressing the boilerplate provisions or the research plan. Basic terms and conditions are drawn from the general authority for federal agencies to enter into CRADAs and reflect policies and rules of the agency. The model agreements issued by the agencies provide limited guidance as to which boilerplate provisions in the template are subject to negotiation and, if so, to what extent. While the following list is not exclusive, it appears from various model CRADAs that agencies may negotiate at least the following boilerplate provisions:

- Payment schedule
- Disposition of tangible property or equipment produced or acquired in conducting the work
- Publishing of research results
- Warranty disclaimers
- Intellectual property indemnity
- Product liability indemnity
- Patent rights
- Rights in technical data
- Insurance coverage
- Access to classified information
- Dispute resolution procedure

The research plan section of the CRADA is where the particulars of the project are defined. Parties need to agree on the components of the plan, which primarily consist of

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Legal Insights *continued*

the following:

- Objectives of the project, including the nature of the collaboration, the technology transfer to occur, the benefits to the agency and to the collaborator, and the value of each party's contributions.
- Parties and other participants, including a description as to how the relationship between the agency and the collaborator developed, an explanation of why the parties are partnering with each other, and identification of any other contributors to the research and development effort.
- Technical tasks, including a description of the work to be performed by each party.
- Intellectual property, including a designation of the relevant background technology each party brings to the agreement, the handling of privileged or proprietary information, and the future use of information.
- Deliverables, including a description of all property and equipment to be furnished under the agreement and reporting requirements.
- Milestones, including dates on which each of the parties is expected to complete its tasks.

Successfully Negotiating a CRADA

To successfully negotiate a CRADA with a federal agency, a prospective collaborator needs to be clear on what it intends to accomplish. A CRADA revolves around the research plan. Prospective collaborators should acquaint themselves with the elements of a research plan. This includes deciding the objectives of the research and development project and the contributions each party is expected to make to that effort.

The collaborator must next consider the boilerplate terms and conditions in the agency's applicable CRADA template. This review should focus on provisions that the collaborator believes are inconsistent with the objectives of its proposed CRADA. Of primary importance are the intellectual property rights the collaborator will take away from the CRADA. In negotiating the boilerplate provisions, the collaborator needs to be prepared for pushback from the agency contending that its flexibility in addressing these terms and conditions is limited by law. Ultimately, because agency templates do not shed much light on the boilerplate provisions agencies are willing to modify, the terms and conditions will have to be decided through bargaining. •

Ross is a partner in the Albuquerque office of Lewis Roca Rothgerber Christie LLP where his practice emphasizes government contracts. He can be contacted at **RCrown@lrrc.com**. This article is intended for general information only and should not be construed as legal advice or opinion. Any questions concerning your legal rights or obligations in any particular circumstance should be directed to your lawyer.

President's Corner

by Malini Hoover

In this, my last President's Corner, I simply want to thank everyone for a truly amazing year! I thoroughly enjoyed leading PACA as your President. It is hard to believe that spring is around the corner.

PACA realized many successes this past year. We hired **Kit Carman** as a part-time Administrator to assist with many functions including but not limited to conferences, legislative support, membership growth, networking events, marketing, and public relations. *(See introductory article on first page.)*

We strived to reach 150 members last year and I am happy to report that we are currently at 154 registered members. Our next President is also committed to increasing membership. You too can help grow membership by informing your industry friends and colleagues about PACA and encouraging them to join.

We added several new events including a successful membership drive and networking "Brewfest." The turnout, beer, and food were all equally great. PACA will be hosting more quarterly networking events in the coming year as they provide the opportunity to find potential teaming partners for your future contracts as well as build lasting friendships.

Other new developments include a golf tournament this fall to raise money to increase PACA's scholarships' fund and seed new STEM events in the state, and presenting a PACA trophy to the winning New Mexico team at next year's 2020 Spaceport America Cup competition.

And as it is important that the New Mexico congressional delegation, governor, and Albuquerque mayor understand our state's space and technology industry and support its growth, we will host several political roundtables with them. You will be informed of the details as they are confirmed.

Lastly, please join me in welcoming current Vice President **David Rosprim** as our new President starting in April. He has worked hard beside me throughout the year in implementing our vision of establishing PACA as a modern trade organization. I am very confident that David will bring a fresh perspective to PACA and continue to grow upon our success of the past year. I am equally confident that you will give him the same support that you have given me.

Thank you all for your engagement and continuing support of PACA. It has been my privilege to serve as President of this great organization! •

Eight College Students Benefit from PACA's Endowed Scholarships

By Carol A. Yarnall, Education Committee Chair

Since 1995, PACA has contributed a total of $348,000 for endowed scholarships at the three major New Mexico universities. The funds were provided from PACA's Briefing for Industry proceeds. During academic year 2018-2019, the following eight scholarships were awarded — seven to students in engineering programs and one to a student at UNM's Anderson School of Management.

PACA is honored to make a meaningful contribution to the lives of these fine men and women. All PACA members should be proud of the positive impact their organization has had on the lives bright futures of young people.

NEW MEXICO TECH

New Mexico Institute of Mining and Technology, Bobby Haddock Memorial Endowment: two $1500 scholarships awarded

Alexander Mazarakis is a senior in electrical engineering at New Mexico Tech. In high-school he competed in the Science Olympiad, winning the New Mexico state tournament and reaching 11th place in the national tournament for experimental design.

In the summer of his junior year at NM Tech, Alexander completed an internship at SolAero Technologies Corporation studying the effects of micrometeoroid impacts on space solar panels. He later worked on the construction of New Mexico Tech's Flexible Radio Array for Ionospheric and Atmospheric research.

Alexander will graduate in May and is directly enrolling in a Ph.D. program in the fall. He also received this scholarship in 2017.

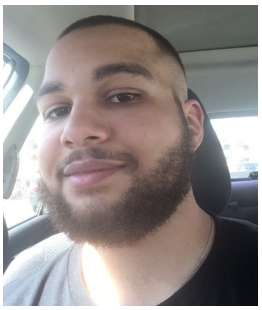
Stone Wilkes, an Albuquerque native, attended Cibola High where he developed an interest in electrical engineering. This inevitably lead him to study electrical engineering at New Mexico Tech where he is President of QuASAR (Tech's local *o*STEM chapter) and was inducted into Tau Beta Pi Engineering Honor Society in acknowledgement of his academic success.

Stone is currently a junior and works with engineering and instrumentation groups at New Mexico Tech's Energetic Materials Research and Testing Center. He volunteers locally promoting education and helping out with Socorro's animal and homeless shelters.

Stone is set to graduate in May 2020 after which he will pursue a master's degree in electrical engineering.

NM STATE UNIVERSITY

New Mexico State University, Richard W. Davis PACA Endowed Scholarship Recipients: three $947 scholarships awarded



Arthur Gregory is originally from Houston but lived in Denver for most of his life. He attended STEM High in Colorado. Arthur has traveled extensively largely due to visiting his mother's family in Finland and his father's family in Guyana.

He is seriously interested in aircraft and began flight training in 2014. Unfortunately, after accumulating a few hours in the simulator and in actual flight, he was unable to continue due to the cost.

In his third year at NMSU, Arthur hopes to land an internship by next summer.

Sami Gegoux, originally from Federal Way, Washington, graduated from Cascade Christian High School in Puyallup, Washington. He is a student leader of Cru, a Christian campus organization at NMSU. Most of his activities and interests coincide with the interests of the Cru organization.

Sami strives to maintain at least a 3.9 GPA in aerospace engineering through graduation in May 2019. Following graduation he plans to serve a one year mission in Africa.

Jared Garay (no photo available) grew up near Hatch, New Mexico on a family farm. He attended Hatch Valley High School where he played football, basketball, baseball, and ran track in developing a lifelong love of sports. Jared enjoys playing intramural sports and other outdoor activities as well as working out.

Jared plans to graduate with a dual major in aerospace and mechanical engineering and apply to NMSU's accelerated aerospace engineering master's degree program. After completing his education, he aims to serve as an Air Force fighter pilot.

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PACA Endowed Scholarships *continued*

University of New Mexico, College of Engineering, the General Samuel C. Phillips Endowed Scholarship: two $1,000 scholarships awarded

Joseph Felix is an electrical systems engineer intern at NASA's Jet Propulsion Laboratory where he works on JPL's Europa Clipper Project set to launch in the mid-2020s. With the ambition and determination to become an electrical engineer since the age of 11, he has worked at JPL since he was 15 years old.

Joseph is the Vice President of the IEEE Chapter at UNM and an active member of its Honor Fraternity ETA Kappa Nu. He is on track to graduate this May with a B.S. in electrical engineering then hopefully earn a master's in electrical engineering with a focus in electromagnetics. Joseph also received this scholarship last year.

Emily Hopkins is a junior studying chemical engineering with a concentration in materials science at UNM. Originally from Los Alamos, she previously worked at Los Alamos National Laboratory in the Earth and Environmental Sciences Division.

Emily is an undergraduate intern at Sandia National Laboratories in Analytical Technologies where she started working with Dr. Fernando Garzon and the AFRL Fuel Cell Research Team to assist with the Fuel Cell Power Sources for Power and Propulsion Program. She also serves at the vice president of the Society of Women Engineers in fostering a community for female engineering students and securing travel funds for students' national conference attendance.

UNM Anderson School of Management, PACA Hall of Fame Scholarship for Masters in Management: one $2,000 scholarship awarded

Xingji Pei holds a bachelor's degree in electrical engineering with a specialization in MS-information system and assurance with a cyber security and assurance concentration. After obtaining an M.A. this May, she will pursue a career in cyber security and information assurance and network.

Xingji obtained her Comp TIA A+ certification in May 2018 and has worked at Information Technology at UNM since August 2018 as a Computer Consultant III. She comes from Daqing, Heilongjiang located in northeast China and was formerly a soccer referee at Tsinghua University. •

Upcoming Luncheons

■ **Tuesday, March 19 – Colonel Eric J. Felt, KAFB**

Colonel Eric Felt is the Commander of the Phillips Research Site and the Director of the Air Force Research Laboratory Space Vehicles Directorate at KAFB.

The mission of Space Vehicles focuses on enduring Air Force Space Missions: Communications, Position Navigation and Timing, Missile Warning, Space Situational Awareness, and Defensive Counter Space.

Colonel Felt is an AFROTC Distinguished Graduate of Duke University and a Distinguished Graduate of the U.S. Air Force Test Pilot Flight Test Engineer Course among other achievements.

This meeting will be held at **Tanoan Country Club** (Rolling Hills entrance east of Eubank off Academy). Registration begins at 11:30 a.m.

■ **Tuesday, April 16 – Colonel Richard Gibb, Installation Commander, KAFB**

This PACA luncheon will take place at the **Mountain View Club** at KAFB. We will meet at the National Museum of Nuclear Science and History at 601 Eubank SE (south of Central), and board a bus which will authorize our entry into the Eubank gate as a group. Those who have base access and choose to drive can meet us at the Mountain View Club. Meeting times for congregating at the Museum and lunch will be announced via email closer to event.

Colonel Richard Gibbs, KAFB Installation Commander, will speak and then we'll have a special tour of the base with brief stops at two separate units.

Members are admitted free and the guest fee is $15.

REGISTRATION

RSVP for lunches at **www.pacanm.org**. Include your name, guest's name, and menu selection. Please RSVP by the Wednesday before the week of the meeting.

Stuart Purviance, Program Officer, is working on confirmations for May, June, and July speakers and will announce those as they are confirmed. There will be no August PACA luncheon due to the Annual Briefing for Industry. •

Red Team Review: An Essential but Often Overlooked Proposal Step

By Donald Shannon

Proposals are a way of life in the government contracting arena. Those of us who have been doing them for more than a couple of iterations have heard terms like "Pink Team" and "Red Team" tossed around freely. So, what the heck is a "Red Team" and why should you care?

A Red Team review of a proposal occurs about 65 – 85 percent of the way through the process and is performed on a semi-finalized draft of the proposal document.

Why do a Red Team Review and What it Entails

First the "why." A Red Team review is accomplished to ensure the proposal addresses the prospective customer's underlying issues, need, or problem in a comprehensive and comprehensible manner. Typically, the review team looks at questions such as: Is the proposal and the offeror's solution customer focused? Is the proposal complete? Finally, does the proposal clearly state the who, what, when, where, and how of the proposed solution in a logically organized and persuasive manner?

Now the "What." The proposal team is usually made up of people who have not been associated with the proposal development effort – that is: a team of "outsiders." Of course, the team should include people who are experienced in specific disciplines such as engineering, legal, contracting, logistics, project management, and business development so as to render expert commentary on various aspects of the proposal. Generally, the Red Team does not look at cost and pricing information in conjunction with the technical proposal. If such a review is accomplished, it is done in a separate (often called a Green Team) review.

One key tool needed by the review team (or committee) is a document called the "Requirements Matrix" and/or its child document the "Requirements Cross-Reference Matrix." These documents are created very early in the proposal process and serve as a checklist of sorts to ensure that each customer (solicitation) requirement is documented and then addressed as part of the offered solution. The "cross reference" refers to linking the requirement to specific proposal content such that the reviewer can easily find the appropriate section(s) in your proposal linked to their "hot button" issues or concerns.

Oftentimes reviewers will use checklists of requirements and grading sheets to emulate the government review process. If used, the grading sheet should be modeled on the selection criteria in Section M of the solicitation and the evaluation conducted in accordance with the solicitation instructions.

How to Conduct a Red Team Review

A Red Team review should ideally be a collaborative group effort and limited to a single day. For large or complex reviews, the team may break into sub-groups focused on individual volumes such as past performance, technical volume, management volume, etc. If multiple teams are formed, they should confer with each other to consolidate their comments and scoring.

Reviewers should be provided with copies of the solicitation, the draft proposal content, and the requirements matrix/cross reference matrix at a minimum. Other information that may be useful can be provided such as wall charts of the proposed organization, the work breakdown structure, or the program schedule.

Reviewers then look at the draft proposal as it responds to the customer's solicitation. At a minimum it should address:

1. Does the proposal comply with the solicitation instructions?
2. Does the proposed solution address the problem or need expressed in the solicitation in a clear, concise, and logically arranged manner?
3. Is the proposed offering tailored or adapted where necessary to fulfill the customer's specific and unique requirements?
4. Does the proposal address each and every question or requirement in the customer's solicitation?
5. Does the proposal speak in one voice and consistent tone?
6. Is the proposal professional (neat, uncluttered, well formatted, and complemented by appropriate graphics)?
7. Is the proposal clear, easy to read/understand, and free from excessive jargon or buzzwords?
8. Is the proposal free from conflicting statements or data and internally consistent?
9. Is the proposal editorially correct with numbered figures, tables, font sizes, margins, proprietary data markings, etc.?

The Red Team Aftermath

The Red Team signals a significant change in the proposal team's composition and workflow. This is normally the place where the team is significantly downsized and the effort is focused on fixing the things identified in the review. Often the proposal is restricted to access by a single or small team of editors who incorporate revisions into the master draft to ensure strong version control.

At some point the "final draft" document is produced and "locked down" in version control awaiting one last look to be sure all corrections were made before releasing for publication.

The Value Added by Experts

Unless your business has a dedicated proposal department much of the preceding is common sense but probably not something you do every day. There are experts available to offer their time in conducting a thorough and detailed review of your proposal and offer detailed and relevant suggestions to improve your proposal's content. Their independent viewpoint is very important towards an accurate and unbiased appraisal of your work and ultimately your competitiveness. •

Revised Sponsorship Terms Effective April 1

by Dar Johnson

The Professional Aerospace Contractors Association of New Mexico has modified the Sponsorship Program to expand sponsor benefits. The revised sponsorships were approved by the Board of Directors at the January BoD meeting and will be effective April 1, 2019.

The following is a summary of those changes – unless noted below, other benefits remain the same:

- Increased the Diamond, Gold, and Silver Sponsorships by $500 each
- Added Bronze Sponsorship for $2,000
- Increased the Premier Small Business Sponsorship by $200 each
- Diamond sponsors will receive 5 BFI registrations
- Gold sponsors will receive 4 BFI registrations
- Silver sponsors will receive 3 BFI registrations
- Bronze sponsors will receive 2 BFI registrations
- Sponsors will receive the following BFI exhibit space with selection order based on their level of sponsorship. (***Note:*** Where there are multiple sponsors in a single category, selection order will be based on the date of sponsorship payment; if still tied, selection order will be alphabetical.)

Diamond – First selection

Gold – Second selection

Silver – Third selection

Bronze – Fourth selection

Premier Small Business – Fifth selection

Sponsors will have first choice at booth spaces for the annual Briefing for Industry (ahead of vendors and other entities). This will be based on the above level of sponsorship in descending order from Diamond Sponsor down to Premier Small Business Sponsors. Sponsors will be notified by a BFI agent when booth spaces for the BFI are available for selection.

Your support for PACA helps make PACA a success for all who participate in monthly meetings and events. Each year when PACA has excess revenue, checks are presented to various universities for scholarship funds to be awarded to students majoring in engineering or scientific disciplines. PACA sponsorships not only provide a means for advertising your company to the right audience, but they assist New Mexico universities in educating the next generation of valued engineers and scientists. •

PACA Sponsorship Opportunities

Support to PACA in the form of sponsorships helps make the organization a success while promoting your business. All sponsoring companies must have a PACA member in good standing.

Please contact ***Dar Johnson*** if you would like to take advantage of a sponsorship opportunity or for further information at **505-400-1639** or **d_r_johnson@comcast.net**.

■ GENERAL BENEFITS FOR ALL SPONSORS

- Your corporate recognition on the PACA website noting sponsor level.
- Recognition included in the *PACA Pulse*.
- *One time each year* space is provided for a tabletop display at a membership luncheon and the opportunity for a ten minute corporate overview presentation. The table will be either in the lobby or in the banquet room, depending on the size of the room. Also, depending on room arrangement and speaker presentation, special rules may apply per event.

■ BFI BENEFITS FOR ALL SPONSORS

Note: All BFI registrants must meet security requirements.

- Free registrations (note quantity in categories below) and special reserved seating.
- Free both space (note area selection in categories below).

DIAMOND $8,000

- Five registrations for the PACA annual Briefing for Industry.
- Top choice of free booth space at BFI.

GOLD $5,500

- Four registrations for the PACA annual Briefing for Industry.
- Second choice of free booth space at BFI.

SILVER $3,500

- Three registrations for the PACA annual Briefing for Industry.
- Third choice of free booth space at BFI.

BRONZE $2,000 (new level)

- Two registrations for the PACA annual Briefing for Industry.
- Fourth choice of free booth space at BFI.

PREMIER SMALL BUSINESS $1,200

Note: The requesting sponsor must demonstrate that the company is classified as a small business.

- One registration for the PACA annual Briefing for Industry.
- Fifth choice of free booth space at BFI. •

Thank You PACA Sponsors!

GOLD

General Atomics Electromagnetic Systems is pushing the boundaries of scientific research to create first-of-a-kind advanced electromagnetic and electric power generation technologies for critical defense, commercial, and industrial applications worldwide. GA-EMS' expanding portfolio of technologies and products deliver results both on their own and as building blocks for unique, integrated systems that harness electric power with greater efficiency than ever before. **www.ga.com**

SILVER

Engility (formerly known as TASC, Inc.) is a premier provider of integrated services for the U.S. Department of Defense and other federal agencies, the intelligence sector, space communities, federal civilian agencies, and international customers. Engility's professionals include peacekeepers and security consultants; and technical experts in water, energy, agriculture, natural resources, disaster response and political transition. Services include but are not limited to cyber security, data analytics, engineering and technology life cycle support, high performance computing, and enterprise modernization. Engility is headquartered in Chantilly, Virginia. **www.engilitycorp.com**

American Systems is a government solutions provider and one of the top 100 employee-owned companies in the U.S. with approximately 1,400 employees nationwide. Based in the Washington, D.C. suburb of Chantilly, Virginia, the company provides test and evaluation, training solutions, enterprise IT services, identity operations, and mission-focused engineering services to DoD, Intel, and civilian government customers. **www.AmericanSystems.com**

Moss Adams is a nationwide accounting and business consulting firm serving public, private, non-profits, and individuals through specialized industry and service teams. A leader in assurance, tax, consulting, risk management, transaction, and investment management, Moss Adams has a staff of over 2,200 that includes more than 260 partners working from 30 U.S. locations including an Albuquerque office. **www.mossadams.com**

Belcan, LLC is a global supplier of engineering, technical recruiting, and information technology services supporting the aerospace, industrial and government services markets. **https://belcan.com**

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