



PACA Pulse

SPRING 2016

PROFESSIONAL AEROSPACE CONTRACTORS ASSOCIATION OF NEW MEXICO

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PACA Elects 2016-17 Directors and Officers

The March luncheon meeting included the annual election of the PACA Board of Directors, who also serve as our officers. The election elevated **Michael Emerson** from Vice President to President. See Michael's self-introduction and other comments in the President's Corner column on the following page.

Mark Menicucci, an independent commercial and personal insurance agent and entrepreneur, is PACA's newly elected Vice President and President Elect. After a long and successful career with Alexander & Alexander (which is today Aon, the world's largest insurance broker), Mark and a few colleagues launched their own agency which they sold following a ten-year run. This gave him the freedom in 2007 to join the firm his son Brian had just founded, the Menicucci Insurance Agency, LLC. Mark serves as Chief Executive Officer and Brian as President of this family business that also includes Mark's other son Kevin and son-in-law Derek. In addition to Albuquerque, the agency also has offices in Farmington and Carlsbad.

After writing defense contractor insurance policies for over 20 years, Mark re-joined PACA several years ago at the recommendation of a number of contractor clients who believed that both Mark and the contractors would benefit. (He has been an on and off again PACA member for about ten years.) While Mark is all for more private business development in growing New Mexico's economy, he also has a great appreciation for the U.S. government's reliance on the national defense labs and military bases housed in the state. "Former

Senators Pete Domenici and Jeff Bingaman worked tirelessly to get federal dollars into New Mexico, and PACA can participate in safeguarding and expanding these national entities that serve our state and country," he stated. "We hear so much about New Mexico's economy being dependent on the federal government when in reality the U.S. government also depends on the productivity and value of these indispensable installations located here; it's mutually beneficial," he added. Mark aspires to broaden PACA's scope in maintaining the success of the contracting industry that New Mexico has already established.

With non-resident licenses in multiple states, the Menicucci Agency services businesses representing numerous industries in neighboring states and much of the world, including the Middle East and South America, with their insurance and risk management needs. These include but are not limited to defense and government service contractors, high tech companies, construction, complex and high-hazard industries, onshore energy, large manufacturing, mining, municipalities, all aspects of health care, and dozens of others. This wide reach of clientele is in part due to the Defense Base Act that secures Workers' Compensation for employees of U.S. government contractors working overseas, one of the Menicucci Agency's specializations.

Mark's life work and contributions have not gone unnoticed. In 2014, he was honored as a Hero by the New Mexico Business Coalition for his efforts in improving the state's economy and quality

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Mark Menicucci

2016-17 Directors and Officers *continued*

of life. His agency was also recognized by *Albuquerque Business First* as one of the Best Places to work, and by the *Albuquerque Journal Business Outlook* as one of New Mexico's Top Private 100 companies, also in 2014. He and all firm employees are highly involved in the community, collectively giving back to over 30 organizations in time and/or financial support.

An Albuquerque native, Mark graduated from St. Pius High School and earned an economics degree from UNM. He is actively involved with Gideons International, is an avid fly fisherman, a registered Sporting Clays Shooter, what he calls "golf with a shotgun," and is a FCC-licensed Amateur Radio Operator. A longtime member of Rocky Mountain Ham Radio, he regularly interacts with high level scientists and Ph.D.s with the national labs as well as representatives who work in microwave technology and directed energy throughout New Mexico and Colorado. He gladly speaks on behalf of PACA to these key individuals. Family is also important to Mark and includes his wife of 38 years, Susie, and their four grown kids and 19 grandchildren.

Mark looks forward to making his leadership role in PACA a top priority and believes that he is well positioned to serve as a liaison between the organization and government contractors.

Appreciatively, all other Board members were re-elected. Continuing Board members include **Judy Ruiz** who automatically assumes the position of Immediate Past President; **Tony Royle**, Treasurer; **Burke Nelson**, Secretary for life; **Don Nash**, Program Officer (assisted by Stuart Purviance); **Ron Unruh**, BFI Officer for life; and **Lenny Bean**, Small Business Officer. Additional gratitude is extended to **Andy Dobrot** who rotates off the Board as the former Immediate Past President. A sincere thank you is also extended to all these individuals who generously volunteer their energy, expertise, and enthusiasm to the PACA membership and contracting community. •

President's Corner

by Michael Emerson



Michael Emerson

Spring greetings to my fellow PACA members. I had a rewarding experience serving as your Vice President last year and am looking forward to this year as President.

While I know quite a few of you, this is a good time to reintroduce myself to everyone. I am Vice President of Valencia Solutions, a local company I co-founded. Valencia Solutions specializes in vulnerability,

risk and safety analyses for the U.S. military and national

laboratories. Previously, I was President of ARES' Space and Defense Division, which included clients throughout NASA, MDA, DARPA, and AFRL. I was also active in the New Mexico venture capital community for several years performing due diligence of and making equity investments in high-potential companies. In addition, I provided expert managerial advice and assistance to entrepreneurs to help them create scalable businesses.

I am a UNM mechanical engineering alum and have a master's degree in nuclear engineering from the University of Washington.

As a native of Albuquerque and member of the business community, I understand the importance of the aerospace and defense contractor community to the local and state economy. I see PACA as a linchpin in maintaining and growing the aerospace and defense sector in New Mexico. We do this through our monthly membership meetings which foster interaction between government/military representatives and members. We advocate for the aerospace sector every year at the New Mexico legislature on Aviation Day. We promote STEM education in the state by providing judges and prize money at the annual State Science Fair held in Socorro. Lastly, we host the popular Briefing for Industry held annually in August which brings together over 400 defense professionals and government representatives from across the country. The net proceeds from BFI are donated to UNM, NMSU, and NM Tech to foster the next generation of engineers, scientists, and business leaders. To date, PACA has given these universities close to \$250,000 in scholarship funds.

In addition to PACA, I have stayed involved with the community over the years by serving on various boards at UNM and other organizations.

As an instrument-rated private pilot, my favorite pastime is flying my 1978 Cessna 172XP around New Mexico and the southwest. If the weather is cooperative, that is where you will find me on weekends.

Recently, I put this hobby to good use by joining a group called Flights for Life. We volunteer to fly blood, platelets, and plasma between Albuquerque and remote cities in New Mexico on behalf of United Blood Services (UBS), saving valuable time and precious UBS resources.

I've been married to Kathryn Naassan for 26 years this July. We have a 17-year old daughter, Julia, who will be graduating from high school in May and heading off to college in the fall.

I look forward to working with all of you this year. I wish to thank the PACA Board members for everything they do to make this such a great organization. Finally, I express my gratitude to Judy Ruiz, our past President, for her tireless support of PACA and for helping me to learn the ropes. •

"I see PACA as a linchpin in maintaining and growing the aerospace and defense sector in New Mexico."

Legal Insights: Department of Justice to Sharpen Focus on Individual Accountability for Corporate Wrongdoing

By Ross Crown

The U.S. Department of Justice will sharpen its focus on pursuing remedies against individuals for corporate misconduct. On September 9, 2015, Deputy Attorney General Sally Quillian Yates issued a memorandum to her subordinates in the DOJ entitled "Individual Accountability for Corporate Wrongdoing." The purpose of the Yates memo is to outline a shift in policy by the DOJ to combat both criminal and civil corporate misconduct by ensuring that the individuals involved are held accountable along with the companies they work for. The Yates memo recites that one of the most effective ways to combat corporate misconduct is by seeking accountability from the individuals who perpetrated the wrongdoing.

In a speech that coincided with the release of her memo, the Deputy Attorney General said that underlying the DOJ's new policy is the belief that misconduct should not go unpunished just because it was committed on behalf of a corporation. She added that companies will no longer be deemed to be cooperating with the government by voluntarily disclosing improper corporate practices, but then stopping short of identifying who engaged in the wrongdoing and what exactly they did.

While the scope of the DOJ's new policy goes far beyond the realm of government contracts, contractors need to be aware that they are very much the subject of these policies when the government investigates criminal and civil violations of the False Claims Act and other fraudulent conduct. The Yates memo sets forth the following six principles:

Cooperation Credit

First, the Yates memo provides that to be eligible for any cooperation credit, corporations facing criminal charges must provide to the DOJ all relevant facts about the individuals involved in or responsible for the misconduct at issue, regardless of their position, status, or seniority. A company under civil investigation must give to the DOJ all facts about individual misconduct to receive any consideration in the negotiation. The memo offers as an example that to be deemed as providing "full cooperation" under the False Claims Act, a corporation has to disclose, at a minimum, all relevant facts about responsible individuals.

A key component of cooperation is having a strong compliance program. In commenting on the Yates memo, Assistant Attorney General Leslie Caldwell noted that a company's demonstrated commitment to improving its compliance program may mitigate penalties for misconduct.

Investigations to Focus on Individuals From the Inception

Second, the Yates memo instructs both criminal and civil attorneys at the DOJ to focus on individual wrongdoing from the

very beginning of any investigation of corporate misconduct. Among the purposes for this requirement, the DOJ believes it can increase the likelihood that individuals with knowledge of the corporate misconduct will cooperate with the investigation and will provide information against individuals above them in the company hierarchy.

Communications Between Criminal and Civil Attorneys

Third, the Yates memo states that the DOJ's civil and criminal attorneys, together with agency attorneys, shall consult with each other to allow consideration of the full range of the government's potential remedies (including incarceration, fines, penalties, damages, restitution to victims, asset seizure, civil and criminal forfeiture, and exclusion, suspension, and debarment). Criminal attorneys handling corporate investigations should notify civil attorneys of conduct that might give rise to potential individual civil liability. Likewise, if civil attorneys believe that an individual identified in the course of a corporate investigation should be subject to a criminal inquiry, that matter should be promptly referred to criminal prosecutors.

No Corporate Resolution to Provide Protection for Individuals

Fourth, the Yates memo addresses instances where the DOJ reaches a resolution with the company before resolving matters with responsible individuals. In these circumstances, DOJ attorneys are instructed to preserve the ability to pursue the individuals. Absent extraordinary circumstances, DOJ lawyers are not permitted to agree to a resolution of corporate wrongdoing that includes an agreement to dismiss charges against or provide immunity for the individual officers or employees involved. The same requirement holds true in civil matters, unless extraordinary circumstances exist, the government will not release claims against individuals due to a settlement with the company.

Corporate Cases Not to Be Resolved Without a Plan to Resolve Individual Cases

Fifth, the Yates memo recites that if the investigation of individual misconduct has not been concluded by the time authorization is sought to resolve a case against the corporation, the DOJ lawyers handling the investigation need to put together a plan to bring the individual matters to resolution prior to the running of any statute of limitations. If a decision is made at the conclusion of the investigation not to bring civil claims or criminal charges against the individuals who engaged in the misconduct, the reasons for that determination must be approved by the U.S. Attorney or Assistant Attorney General whose office handled the investigation.

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Civil Attorneys Should Not Focus Solely on an Individual's Ability to Pay

Sixth, the Yates memo says that pursuit of civil actions against culpable individuals should not be governed solely by those individuals' ability to pay. In other words, the fact that an individual may not have sufficient assets to satisfy a significant judgment in favor of the government should not control the decision whether to bring suit. Even though certain cases may not provide a significant monetary return on the DOJ's investment of time and resources, pursuing individual actions even where these individuals lack the ability to pay will still result in substantial long term deterrence.

Effect of Yates Memo on Government Contractors

The DOJ's shift in emphasis towards individual accountability is not good news for government contractors. While garden variety contract disputes should not implicate anything in the Yates memo, when those disputes shade into allegations of false claims or other misconduct, then contractors need to be aware of what it means for the DOJ to intensify its focus on individuals. Resolution of such disputes may become more complicated if the government now insists that the identities and actions of each of the individuals involved in the dispute have to be disclosed. In addition, although there has always been a conflict between the interests of a corporation and the personal interests of its officers and employees, this gap will widen if individuals cannot be shielded from personal liability by the corporate structure. Companies attempting to investigate possible misconduct may find its employees becoming less cooperative and insisting on personal legal counsel. These obstacles will, in turn, interfere with a contractor's ability to comply with the Mandatory Disclosure Rule in FAR 52.203-13(b). Contractors may further find it more difficult to settle disputes with the government if the DOJ insists on holding individuals personally liable.

In the end, the best way for contractors to cope with the Yates memo is to redouble their efforts to prevent any potential misconduct from occurring in the first place. These efforts ought to include educating employees about their increased exposure to personal consequences. More generally, contractors should ensure that they have in place sound compliance programs, including a code of business ethics and conduct, internal controls, and an understanding of their mandatory disclosure obligations. A strong compliance program is essential because, even if the program fails to prevent misconduct in a particular instance, a company's commitment to improving its compliance program will be viewed by the government as a mitigating factor. •

Ross is a partner in the Albuquerque office of Lewis Roca Rothgerber Christie LLP where his practice emphasizes government contracts. 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.

PACA Supports UNM Students' Travel Costs to Regional Competition

The Albuquerque Section of the American Institute of Aeronautics and Astronautics (AIAA) expresses its appreciation to PACA for its many years of support of the organization's annual Student Paper Conference. PACA covered the costs of UNM engineering students to travel to Arlington, Texas for this year's Region IV competition to present their papers. In addition to New Mexico, students from Texas, Arkansas, and Oklahoma universities participated.



UNM student, **Dylan Simons**, took third place with his paper entitled, "The Effect of Atwood Number on the Planar Geometry of a Shocked Heavy Gas Column." Dylan thanks PACA for underwriting his travel costs making his participation in the event possible. •

WELCOME New Members!

Brian Cook,
BlueHive Solutions, Inc.

Clarence Culbert, Jr.,
Global Technology Solutions, LLC

Tom Dlugolecki,
TechFlow

Sheila Herrera,
Moss Adams LLP

Bob Mason,
The Daedalus Group

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Employers Pro Advantage

Ryan Walters,
Lewis Roca Rothgerber Christie LLP

Raphael Warren,
Spartan Cyber Security



Non-Department of Defense Contracts Need a Plan B for Audits with DCAA Out of the Picture

By Jeff Witt, Senior Manager and Jennifer Yildiz, Senior with Moss Adams LLP

Nondefense agencies and defense contractors should be formulating alternate ways to obtain audits for their non-Department of Defense (DOD) contracts now that the Defense Contract Audit Agency (DCAA) is prohibited from providing audit support to them.

Effective immediately after being passed in November 2015, Section 893, Improving Audits of Contracts — which is part of the National Defense Authorization Act (NDAA) — commits all the DCAA's resources to reducing its significant backlog of incurred-cost audits, but only for DOD contracts. To give an idea of scope, consider that the DOD awarded \$278 billion in contracts in 2015 while nondefense agencies were awarded \$158 billion in contracts, according to www.usaspending.gov. The backlog stretches as far back as seven years.

This also extends to prime contractors and subcontractors. While prime contractors have similar options to nondefense agencies when considering how to conduct audits of their nondefense subcontracts, it will likely cost more than obtaining DCAA reports funded solely by the government.

Obligation and Benefit – Federal agencies that award cost-reimbursable contracts are still obligated to ensure a contract audit is completed for contract closeout — this hasn't changed. Based on the backlog and the number of audits still incomplete, there's an overwhelming amount of federal funds that still need to be audited before the contracts can be closed.

In addition, an audit is beneficial. It is a vital safeguard in the contract closeout process. It serves as evidence the contract is completed and verifies that the costs were claimed in accordance with the contract terms and the Federal Acquisition Regulation (FAR). The audit reports the final allowable and reasonable costs, and provides a basis for final negotiation. The report also may present findings that allow the federal government to recover funds, or it may show the contractor has outstanding funds due from the government.

How to Proceed – The Section 893 audit predicament presents an interesting situation for nondefense agencies and defense contractors. Here are some options:

• Hire Independent Consultants

Agencies were already going down this road with certified public accounting (CPA) firms due to the DCAA's backlog.

The National Aeronautics and Space Agency's (NASA) Office of Inspector General (OIG) issued report number IG-15-010 in December 2014 recommending that NASA allow independent CPA firms to provide audit coverage where the DCAA can't meet audit needs. Similarly, the Department of Energy's (DOE) OIG report number IG-0934, issued in

February 2015, found that the existing backlog of incurred cost audits exposed the DOE to an unacceptable level of financial risk and recommended supplemental audit coverage.

Many CPA firms, including Moss Adams, employ teams of prior DCAA auditors that can address risk and provide quality audits in a responsive and timely manner.

• Dedicate Resources

A second option may be for nondefense agencies to dedicate more resources to existing or new internal or contract audit groups to accommodate this work. The advantage to these options is that these agencies will have more control over the audit process; however, these aren't cost-free solutions. It's possible that nondefense agencies will need to acquire funding for whatever strategy they develop to meet audit needs in lieu of DCAA services. It's also hard to find resources with the experience and skill set to perform these audits in an efficient and compliant manner.

Silver Lining – These are positive options for nondefense agencies contractors. Before, there wasn't much choice for nondefense agencies such as NASA, which had its contracts audited through the DCAA in an attempt to meet obligations. Now, agencies can identify their risks through an incurred-cost audit performed by the organization of their choice and address them in a timely manner.

The faster turnaround will also affect an agency's ability to de-obligate funds. Very simply, agencies can't de-obligate funds unless contracts are closed out and they have the correct figure. If an agency de-obligates the wrong amount of funds, it risks finding itself in a difficult situation where it isn't able to pay the contractor. A timely audit turnaround helps to solve this issue.

Looking Forward – Only time will tell the impact of NDAA Section 893, but it's clear that immediate action is required to fill the audit void that's been left by this legislation. There's no guarantee the DCAA will perform nondefense agency audits in the future; instead, there's potential this change will become permanent.

We're Here to Help – If you'd like help navigating this complex regulatory compliance issue and finding a solution that suits your needs, contact your Moss Adams professional. •

Jeff and Jennifer are CPAs with the Albuquerque office of Moss Adams LLP in the Contract Compliance and Control Solutions practice. They provide contract compliance services to federal contractors and financial statement and assurance services to government and tribal entities as well as health care and not-for-profit organizations.



Upcoming Luncheon Speaker

■ June 21 – Mr. Timothy Barnes, CLT Barnes Consulting, LLC



Tim Barnes provides system engineering, business development, requirements development, and test and evaluation services to the unmanned aerial systems (UAS) industry. He will discuss the future of UAS and their implications.

Most recently, Mr. Barnes served as a SIRCITS Business Analyst for the State of New Mexico and UAS Manager for Atkinson Aeronautics & Technology at the Naval Air Station Patuxent River in Maryland, as well as UAS Manager in the company's Albuquerque office. He also served as Senior Analyst and in business development for SAIC.

Mr. Barnes holds an M.S. in information systems from the University of Phoenix; an M.B.A. from National University; and a B.S. from the University of Idaho.

We meet the third Tuesday of each month at **Tanoan Country Club** (Rolling Hills entrance east of Eubank off Academy). Registration begins at 11:30 a.m. followed by lunch at noon. Members are admitted free and our guest fee is \$20.

To RSVP, register online at www.pacanm.org. Include your name, guest's name, and menu selection. Please RSVP by the Wednesday before the week of the meeting. •

PACA Announces its NM Science and Engineering Fair Winners

PACA is proud to support the annual state Science and Engineering Fair for high school students held at New Mexico Institute of Mining and Technology. PACA increased prize money by \$200 in each category for this year's event — **the 60th!** — held on April 2. A heartfelt thank you is extended to volunteer PACA judges, **Carol Yarnall**, **Don Nash**, and **Ron Unruh**, who evaluated entries in the Senior Category and awarded the following prizes.



1st PLACE AWARD – \$500

Joseph A. Coston, *Sophomore*, Albuquerque Institute of Math and Science: "Portable Power Packs"

2nd PLACE AWARD – \$400

Carl R. Cherne and **Richard J. Dargan**, *Juniors*, Albuquerque Academy: "Improving Global Positioning Systems Through Satellite Selection"

3rd PLACE AWARD – \$300

Lillian R. Martinez, *Junior*, Taos Academy Charter School: "Natural Solar Production of Bio-friendly Naturally Produced Solar Panels"

The winners will be invited to attend an upcoming PACA luncheon meeting and briefly introduce their winning projects. •

Public Invited to Attend KAFB Air Show

Kirtland Air Force Base is scheduled to have its first Air Show in five years on Saturday and Sunday, June 4 and 5. Shuttle bus service will be available from off base locations (see list below) starting at 9:00 a.m. each day. Flying acts are scheduled to start each day at approximately 10:30 a.m. and end at approximately 4:30 p.m. The U.S. Air Force Thunderbirds demonstration team show is scheduled to begin at 2:30 p.m. (All times are subject to change.)

The public is invited to join in this FREE celebration of Kirtland's 75th Anniversary with a spectacular show. Vendors selling food and drink will be accepting CASH only; ATMs will be available. Attendees may bring their own food and water, but no coolers or large tote bags are allowed.

For the safety and security of attendees, all persons and carrying items entering the base will be searched before boarding buses to the Air Show entrance, and will be subject to random search while on base.

Flying Acts (subject to change)

- USAF Thunderbirds
- USAFA Wings of Blue
- 58 SOW Capabilities Demo
- Warbird Aerial (PT-26/A-26/B-17/B-25/C-47/T-6/A1/P-51)
- Redstone College Jet Dragster
- Melissa Pemberton - Edge 540
- Skip Stewart - Pitts S2
- Bob Carlton - Super Salto and Sonex
- Kyle Franklin - Comedy act
- Billy Worth - Pitts S2
- Greg "Wired" Colyer - T-33
- B-2 Flyover (Saturday Only)
- Kirtland Radio Controlled Flying Club
- USN F/A-18 Demo

Off-Base Parking Locations

- UNM Football Stadium Parking lot
- CNM Parking lots - East of University/South of Basehart and west of University/north of Basehart (Gold Route)
- State Fair Grounds Parking Lot - Entry through Gate 8 (Purple Route)
- Sunport inactive runway off Girard Street (Green Route)
- Airport Parking (Park and Ride) at I-25 and Sunport (Yellow Route)
- VA Parking - 377 MDG and Bullhead Park lots (Teal Route)

For more information visit www.kirtland.af.mil/library/air-show.asp. •



Thank You PACA Sponsors!



New Mexico Partnership provides a streamlined approach with in-depth information and coordinated support regarding incentives, workforce, logistics, real estate sites and buildings for companies looking to expand or relocate operations to the state in an effort to improve the business climate in the state. New Mexico has improved its business environment more than any state in the West over the past five years. A study by Ernst & Young and the New Mexico Tax Research Institute determined that we've reduced tax rates for manufacturing by nearly 60%—the greatest drop, by far, in the western states studied. New Mexico's after-credit manufacturing rate is now at 3.3%—the best in the region. www.nmpartnership.com



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PACA Sponsorship Opportunities

Support to PACA in the form of sponsorships helps make the organization a success while promoting your business. The Board has recently added another sponsorship choice, the Premier Small Business sponsorship for \$1,000.

Please contact **Dar Johnson** if you have questions about sponsorships at **505-400-1639** or **d_r_johnson@comcast.net**.

ANNUAL SPONSORSHIPS of \$1,000 - \$7,500: *One time each year* space is provided for a tabletop display at a membership luncheon and the opportunity for a five 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.

DIAMOND \$7,500

- Sponsor level (Diamond) recognition on PACA website.
- Corporate logo on PACA signage at luncheons and events.
- Three registrations for the PACA annual Briefing for Industry.
- Recognition included in the quarterly newsletter, PACA Pulse.
- Advance electronic list of BFI attendees.
- Special reserved seating at BFI.
- Addition of company literature or giveaways in BFI Goody Bag.

GOLD \$5,000

- Sponsor level (Gold) recognition on PACA website.
- Corporate logo on PACA signage at luncheons and events.
- Two registrations for the PACA annual Briefing for Industry.
- Recognition included in the quarterly newsletter, PACA Pulse.
- Advance electronic list of conference attendees for the BFI.
- Addition of company literature or giveaways in BFI Goody Bag.

SILVER \$3,000

- Sponsor level (Silver) recognition on PACA website.
- Corporate logo on PACA signage at luncheons and events.
- Recognition included in the quarterly newsletter, PACA Pulse.
- One registration for the PACA annual Briefing for Industry.
- Special reserved seating at BFI.
- Advance electronic list of BFI attendees.
- Addition of company literature or giveaways in BFI Goody Bag.

PREMIER SMALL BUSINESS \$1,000

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

- Sponsor level (Premier Small Bus) recognition on PACA website.
- Corporate logo on PACA signage at luncheons and events.
- Recognition included in the quarterly newsletter, PACA Pulse.
- One registration for the PACA annual Briefing for Industry.
- Special reserved seating at BFI.
- Addition of company literature or giveaways in BFI Goody Bag.

SMALL BUSINESS QUARTERLY LUNCHEON \$400: (One sponsor per quarter for January, April, July, and October meetings and the December holiday party).

- Company logo on the PACA website.
- Booth at BFI.
- Two guests for the sponsored lunch.
- Corporate logo displayed on signage for the sponsored luncheon.
- Introduction as the luncheon sponsor and be allowed to present a 5-10 minute overview of company. Corporate brochures may be placed on the luncheon tables. A small business sponsor may not sponsor another luncheon for twelve months. •

Calendar the 30th BFI

PACA is celebrating the 30th Briefing for Industry with this year's event to be held August 15-17 at the Hotel Albuquerque at Old Town.

Welcome and registration begins at 1:00 p.m. on Monday the 15th. A social will take place on this first evening at the Hotel's Casa Escencia Night Club that features both indoor and outdoor seating. The gathering is well attended every year due to its informal networking potential.



Dinner on Tuesday the 16th will include a keynote speaker (to be announced) and a special 30th year anniversary celebration.

Along with the usual presentations by DOD and DOE organizations, additional representatives from other agencies and bases have been invited to speak. The event concludes on Wednesday, August 17 at 4:30 p.m.

Visit the PACA website at **www.pacanm.org** for regularly updated information. •

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 **RoSaavedra@msn.com**.

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** or call him at 764-5402.

Contributions are welcome! •