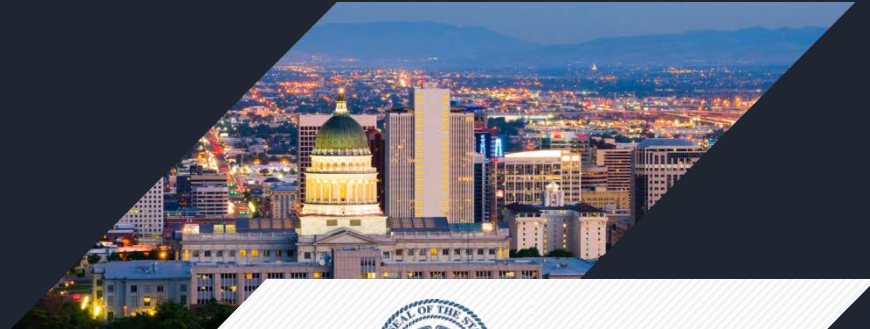


Uintah Basin Energy Summit

Ben Hart

Managing Director, Business Services



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Economic Development

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Aug. 31, 2016

Recent Accolades

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Aerospace/Defense in Utah

- In 2015, **1,110 companies** employing more than **34,500 people**
 - Average wage of \$77,015 - 198% of Utah average
- Largest Employment Concentration: **Hill Air Force Base**
 - Over **22,000** Military, DoD Civilians, and Contractors
 - **Ogden Air Logistics Center** provides:
 - Worldwide engineering and logistics management for the F-16, A-10, and Minuteman III Intercontinental Ballistic Missile
 - Depot maintenance of the F-16, A-10 and C-130

“F-35s at Hill Air Force Base almost ready for combat, commanders say”

By [NATE CARLISLE](#) | Salt Lake Tribune , July 27 2016

Source: <http://business.utah.gov/industries/aerospace-defense/>

Aerospace States Association



John Karas, vice president and program manager for Ground Based Strategic Deterrent at Lockheed Martin, presented Lt. Gov. Cox with a Utah state flag flown in space aboard the Orion Crew Exploration Vehicle

Governor's Office Announces New Aerospace States Association Chapter

Press Release Feb 26, 2016

Salt Lake City—Lt. Gov. Spencer J. Cox, along with Utah aerospace industry partners and the Governor's Office of Economic Development (GOED), announced the newly formed Utah chapter of the Aerospace States Association (ASA) in a special event today at the State Capitol.

The ASA is a non-partisan organization made up of associate members of the aerospace industry, lieutenant governors and governor-appointed delegates. Lt. Gov. Cox will chair the Utah chapter of the ASA, which advocates for state-based initiatives that strengthen U.S. leadership in aviation and space.

"Utah's new ASA chapter formalizes our continued dedication to the aerospace industry," Lt. Gov. Cox said. "Our state works extremely well with industry partners, and establishing this platform will further the positive impact of our public-private collaboration."

Utah's aerospace industry recently took flight with an innovative approach to workforce development challenges. In 2015, industry leaders formed an unprecedented partnership with the government and education leaders to address a critical need for skilled workers. The partnership ultimately launched the Utah Aerospace Pathways program, which allows high school students to graduate with a certificate in aerospace manufacturing.

"The Utah Aerospace Pathways program has become a model that other industries can replicate to meet their own workforce development goals," said Val Hale, executive director of GOED. "This is a perfect example of states finding creative solutions to complex problems."

Also at today's event, Steven Hendrickson, director of government operations for Boeing, read a declaration from Governor Gary R. Herbert establishing Feb. 26 as Utah Aerospace Day. John Karas, vice president and program manager for Ground Based Strategic Deterrent at Lockheed Martin, presented Lt. Gov. Cox with a Utah state flag flown in space from the Orion Crew Exploration Vehicle. Throughout the day, L-3, IMSAR and SilverHawk Aerial Imaging conducted live demonstrations of manned and unmanned aerial systems in various locations across the state, and several industry partners sponsored exhibits in the Capitol rotunda that showcased Utah's aerospace assets.

By joining ASA, Utah benefits from additional representation in federal aerospace and aviation policy development as well as collaboration with other member states. The organization advocates for issues that align with top priorities in Utah's aerospace industry: research and design funding; workforce training; economic development in aerospace and aviation; excellence in science, technology, engineering and math (STEM) education; and keeping states competitive in a global marketplace.

Aerospace States Association



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- **ASA is a non-partisan organization of Lt. Governors and other top-ranking state leaders.**
 - Why Lt. Governors?
 - Political connection at top of state government
 - Have time to focus on the Aerospace Industry in their state
 - Want a portfolio of accomplishments important to their state
- **ASA represents states' interests in federal aerospace and aviation policy development.**
 - ASA advocates on behalf of states for:
 - R&D funding
 - workforce training
 - economic development in aerospace and aviation
 - excellence in math and science education in every state
 - keeping states competitive in a global marketplace.

www.aerostates.org

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F-35 Domestic Subcontracting Opportunities

NORTHROP GRUMMAN 51%

- Center Fuselage
- Weapons Bay Door Drives
- Arresting Gear
- Carrier Version (CV) Control and Test
- Radar/EODAS
- CNI
- Software
- Low Observable Support System
- Training Courseware and Management Systems

BAE SYSTEMS

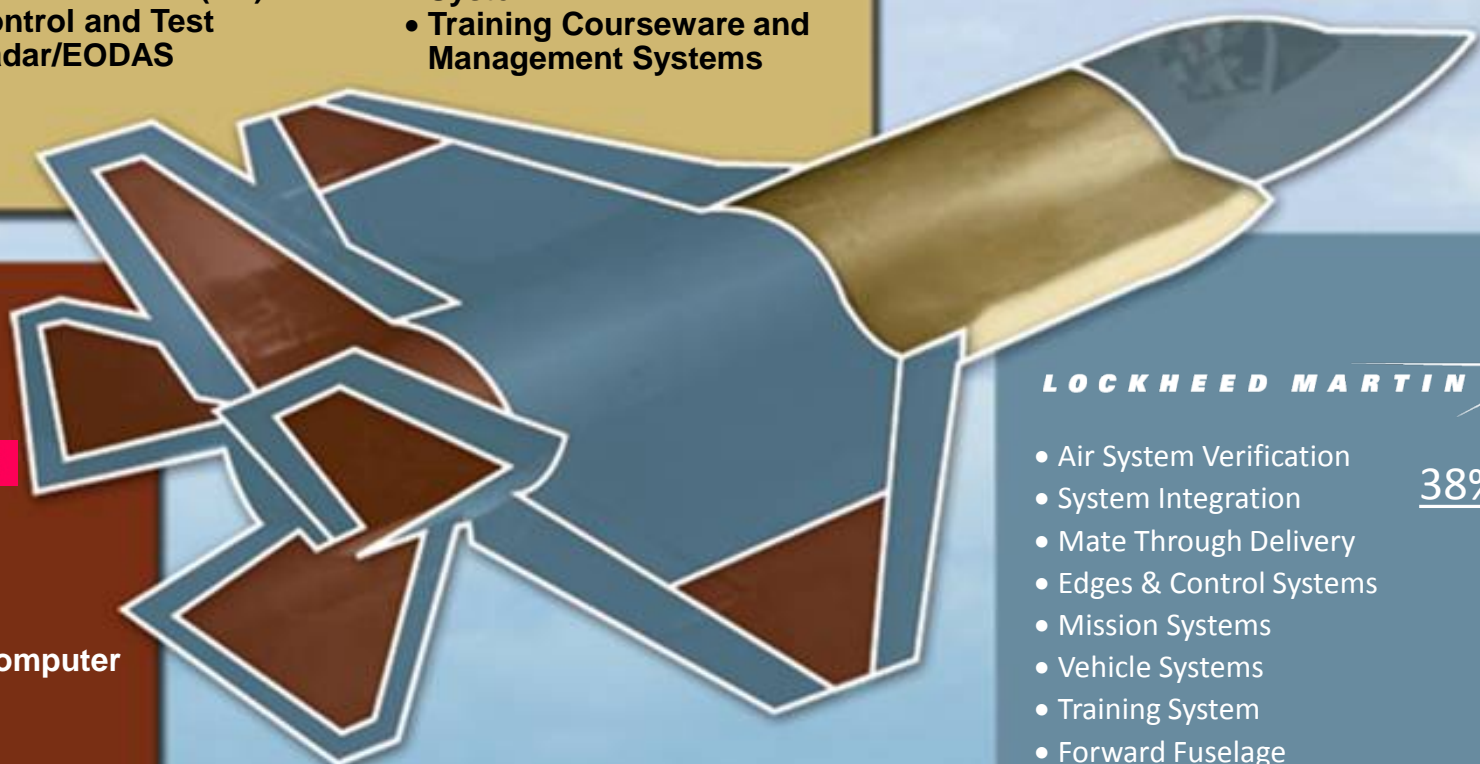
11%

- EW System
- Vehicle Mission Computer

LOCKHEED MARTIN

38%

- Air System Verification
- System Integration
- Mate Through Delivery
- Edges & Control Systems
- Mission Systems
- Vehicle Systems
- Training System
- Forward Fuselage
- Wing
- Build-To-Print & Commodities
- Tooling, Construction



Important Qualities for a New Supplier...

- Socio-economic status
- Past performance with federal customer
- Experience with Lockheed Martin or Prime Contractor
- Experience in one of our industries
- Quality certifications
- Security clearances
- Location
- Technology unique to their company, patented
- Differentiating factors
- Supplier of needed services

Common Challenges / Opportunity for Government Programs

- **Compliance with TINA and Cost Accounting Standards**
- **Ability to achieve ISO or AS9100 certifications (\$5K to \$50K)**
- **Cyber Security – 2 Factor Authentication**
- **CATIA V5– Software to read electronic drawings (\$20K to \$50K per seat)**
- **Capacity- Access to Capital**

Airframe Target Industries: Tube Manufacture & Composites

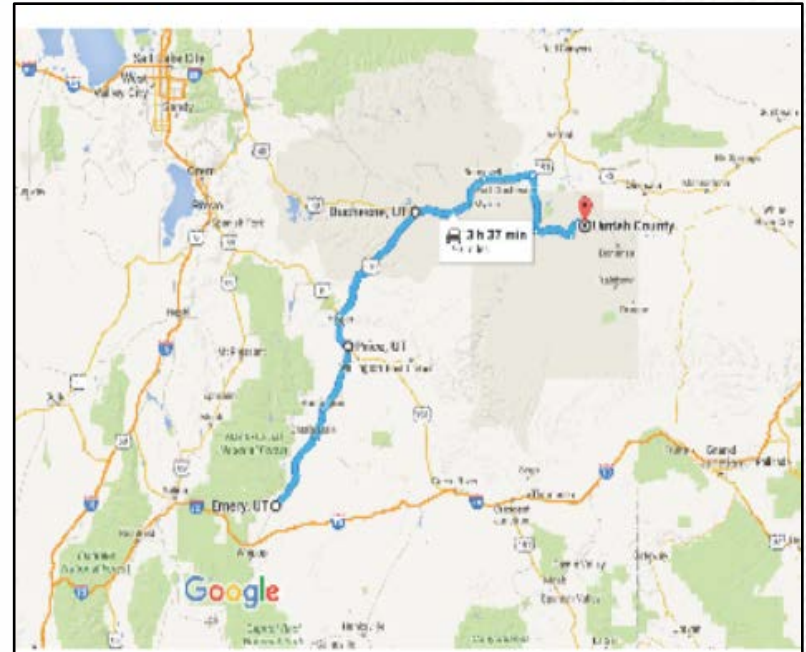
Rural Aerospace Road Tour

Tuesday, October 4: Emery and Carbon

Wednesday, October 5: Duchesne

Thursday, October 6: Uintah

- **Seek potential suppliers and subcontractors**
- **Promote Utah Aerospace**
- **Support STEM Education**



Be part of the Road Tour!

joe.rice@lmco.com

720-251-3346

Other Possible Activities



- **Aerospace Day at the State Capitol: February 15**
- **Space Symposium, Colorado Springs: April 3-6, 2017**
- **Orion Suppliers Conference, DC: Summer 2017**
- **Citizens for Space Exploration, DC: Summer 2017**



Looking Ahead

Start a Utah ASA Summer Internship Program for students from Rural Utah?

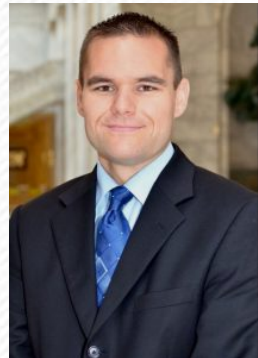
Rural Aerospace Road Tour



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Lt. Gov. Spencer Cox



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Thank you

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