



Board of Directors Meeting March 29, 2018

Join the Online Meeting: <https://join.freeconferencecall.com/thompsonjs>

OR

Dial-in Number: (712) 775-7031 Access Code: 119140


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Agenda

10:30 a.m. Call to Order	Chairman
Welcome & Comments	Chairman
Business Activities Update	Executive Director
<ul style="list-style-type: none">• Membership (81 members, 3 new in past year)• Financials (Assets \$13,147 at 31Dec2017)• Proposal to Produce an Aerospace Book by Legacy Publishing Co• Resignation of Carlton Brewer from Board	
Strategic Discussion for Future Direction of AAIA	
Other Items	Chairman
Next Board meeting Date?	
12:00 a.m. Adjourn	Chairman

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 Financials	
Alabama Aerospace Industry Association	
Balance Sheet	
As of December 31, 2017	
	<u>Dec 31, 17</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · Operating Account	13,146.33
1020 · PayPal Account	0.60
Total Checking/Savings	<u>13,146.93</u>
Total Current Assets	<u>13,146.93</u>
TOTAL ASSETS	<u><u>13,146.93</u></u>
LIABILITIES & EQUITY	
Equity	
3900 · Net Assets	15,138.88
Net Income	(1,991.95)
Total Equity	<u>13,146.93</u>
TOTAL LIABILITIES & EQUITY	<u><u>13,146.93</u></u>

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 Financials	
Alabama Aerospace Industry Association	
Profit & Loss	
January 2017 through December 2018	
	<u>Jan '17 - Dec 18</u>
Income	
4000 · Support and Revenue	
4010 · Membership Dues	1,750.00
Total 4000 · Support and Revenue	<u>1,750.00</u>
4100 · Investment Income	
4130 · Interest Income	21.34
Total 4100 · Investment Income	<u>21.34</u>
Total Income	<u>1,771.34</u>
Expense	
7000 · Administration	
7140 · Association Management	
MemberClicks	2,030.60
Total 7140 · Association Management	<u>2,030.60</u>
7150 · Communications Expense	1,250.00
7199 · Bank Service Charges	
Bank Card Fees (Visa-MC-Disc)	482.69
Total 7199 · Bank Service Charges	<u>482.69</u>
Total 7000 · Administration	<u>3,763.29</u>
Total Expense	<u>3,763.29</u>
Net Income	<u><u>(1,991.95)</u></u>

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Proposal for Book

Legacy Publishing Company of Birmingham, John Compton is Proposing to create a book on the history of Aerospace in Alabama.

Responsibilities of AAIA

- Promote as a publication of the AAIA
- Introduce and Encourage members to participate
- Provide complete list of members
- Assist in public relations and promotional opportunities
- Provide workspace and access to telephone for Publisher
- Allow use of logo and other related materials
- Review content before final publication within 30 days as chapters are written

Responsibilities of Legacy Publishing, John Compton

- Produce a high quality, hardbound book
- Act as publisher to design, price, distribute the book
- Provide two complimentary pages in the book to AAIA
- Indemnify and hold harmless AAIA from claims against
- Pay portion(s) of sales of pages plus 10% royalty on wholesale price of books sold retail

Requested Action

- Does AAIA pursue this project?
- If so, who will be the contact person?

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Board of Directors

1. Chairman: Al Sullivan
2. Secretary: David Trent
3. Treasurer: Greg Sheek
4. Director: Duz Packett
5. Director: Gordon Smart
6. Director: Kenneth Tucker
7. Director: Angela Weir
8. Director: Open (Carlton Brewer)
9. Director: Open (Joe Vallely)
10. Director: Open (Roger Wehner)
11. ExOfficio BCA: Billy Canary
12. ExOfficio AL DoC: Open (Linda Swann)

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Discussion

Future Direction of AAIA

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Alabama Aerospace Industry Association *Which Way to the Future?*



Mission: Promote the Growth of Aerospace Industry in Alabama

Founded: 2003, 501(c)6

Founders:

- Alabama DoC (ADO)
- Alabama Technology Network
- **BCA**
- **Boeing Company**
- COLSA
- DynaCorp
- **EDPA**
- Kelly Aerospace
- **Lockheed Martin**
- PEMCO Aero
- SAIC
- Teledyne Brown Engineering
- **UAH**

***Bold are still involved**

Members: 75 – 100 companies, approx. 1/2 in the industry

Dues Levels: \$250 – \$1,000, \$3,000

Annual Budget: ~\$15,000

Programs Delivered:

- Aerospace Directory
- Aero News Promotion
- Annual Conference
- Economic Development Project Support
- Job Fairs
- Quality Seminars
- Supplier Conferences
- Board & Member Meetings

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Other Aerospace/Defense Associations

Aerospace Alliance

(aerospacealliance.com)

Mission: Establish the region as a world-class aerospace & aviation corridor

Location: Alabama, Georgia, Florida, Louisiana

Founded: ~2010

Founders/Directors:

- Neal Wade, Chairman
- State Economic Development Agencies
- Universities
- Workforce Entities

Programs:

- Annual Summit
- Economic Development Projects
- Workforce
- Education



Florida Defense Contractors Association (fl-dc.com)

Mission: Establish the region as a world-class aerospace & aviation corridor

Location: Alabama, Georgia, Florida, Louisiana

Founded: ~2010 Dues ?

Founders/Directors:

- Neal Wade, Chairman
- State Economic Development Agencies
- Universities
- Workforce Entities

Programs:

- Annual Summit
- Economic Development Projects
- Workforce
- Education



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Other Aerospace/Defense Associations

Space Florida

(spaceflorida.gov)

Mission: To drive Florida economic development across the global aerospace enterprise

Location: Florida State Government

Founded: 2006 by Florida Legislature

Annual Budget: ~\$30 million revenue, \$100 assets

Founders/Directors:

- Governor
- Industry Chairman
- Industry directors

Programs:

- ED Project Support
- Commercial Space Issues
- Tourism Impact
- Venture Forum



Texas Space Association

(texasspaceassociation.org)

Mission: Harness the potential of space, improve quality of life and ensure a prosperous future for Texans as world leaders in space exploration.

Location: Texas

Founded: 2016 501(c)

Founders/Directors:

- Matt Powell, President

Programs:

- Advocacy
- News Show – weekly
- Texas Space News Magazine – quarterly



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Other Aerospace/Defense Associations

Ohio Aerospace & Aviation Council



(ohioaerospacestrategy.gov)

Mission: Attract and retain companies, collaborate with industry leaders

Location: Ohio government

Founded: ~2010 by governor

Annual Budget: ~\$30 million revenue, \$100 million assets

Founders/Directors:

- Governor
- Industry
- Education

Programs:

- Six Industry Sectors
- Quarterly Meetings

Ohio Aerospace & Aviation Technology Committee



(aerospaceandaviation.ohio.gov)

Mission: Develop a singular, focused, statewide strategy that will unite often disparate segments of the aerospace and aviation community

Location: Ohio government

Founded: 2014 by Legislature

Founders/Directors:

- State Senators
- State Representatives
- Industry Reps
- Education

Programs:

- Committee meetings quarterly
- Focused technology conferences

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Other Aerospace/Defense Associations

Colorado Space Business Roundtable



(coloradosbr.org)

Mission: Promote growth of space related industry

Location: Ohio government

Founded: 2012 501(c)6

Dues Levels: Individuals \$150, \$500-\$1,100 based on # of reps

Founders/Directors:

- Industry Leaders
- Volunteer Run

Programs:

- Six committees
- Education, STEM
- Monthly Meetings
- CO Aerospace STEM Magazine
- Internships

Colorado Space Coalition



(spacecolorado.org)

Mission: Promote Colorado as a leading aerospace state

Location: Denver Metro Econ Dev Corp.

Founded: Affiliate of Metro Denver EDC

Founders/Directors:

- Military
- Industry
- Economic Development Orgs
- Suppliers
- Education

Programs:

- Industry Expansion
- Marketing and Promotion
- Legislative Advocacy
- Collaboration and Networking
- Spaceport
- STEM

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Other Aerospace/Defense Associations

Aerospace States Association

(aerostates.org)



Mission: Advocacy for R&D, workforce, econ dev, STEM education

Location: Alexandria, VA

Founded: 2012 501(c)6

Dues Levels: \$250 - \$25,000 based on employment

Founders/Directors:

- Lt. Governors
- Industry Partners
- State Chapters 13

Programs:

- Six committees
- Education, STEM
- Monthly Meetings
- CO Aerospace STEM Magazine
- Internships

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Mission

Promote the Growth of Aerospace Industry in Alabama

Programs Delivered:

1. Aerospace Directory
2. Aero News Promotion
3. Annual Conference
4. Economic Development Project Support
5. Job Fairs
6. Quality Seminars
7. Supplier Conferences
8. Board & Member Meetings

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What Should AAIA Be?

1. Why should the Association continue to exist?

- Yes, the industry needs a voice for workforce and business climate
- Not sure that there is a need anymore, don't know what value AAIA brings
- Yes, absolutely

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What Should AAIA Be?

2. Who should benefit from the Association's operations?

- Industry workforce
- Aerospace and defense companies

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What Should AAIA Be?

3. How will they realize benefits of/from the Association?

The Aerospace Industries Association is the collective voice of the Alabama aerospace and defense industry. We must advocate for policies and responsible budgets that keep our country strong, bolster our capacity to innovate and spur our economic growth.

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What Should AAIA Be?

4. Who should lead the Association?

- Industry CEOs
- Industry: Corporate Leadership, Corporate Public Affairs individuals
- Elected Officials not leaders but members
- Elected Officials: Mayors
- Agencies not leaders but members
- Agencies: (State) Dept of Commerce and International Trade
- Targeted Chambers

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What Should AAIA Be?

5. What services and/or programs should be offered?

- Continue the thrust to attend/have a presence at the various trade events and conventions
- An advocate for industry workforce needs
- Creating a platform for educating policy makers, law makers, congressional members and the economic developers for job creation/economic development
- Networking
- Industry specific Conferences
- Technical Workforce
- Advocacy
- Economic Development Project Support

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What Should AAIA Be?

6. How should be Association be funded?

Dues

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What's Next?

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