



# DACA Pulse



Winter 2008

PROFESSIONAL AEROSPACE CONTRACTORS ASSOCIATION OF NEW MEXICO

PO Box 9178  
Albuquerque, NM 87119  
[www.pacanm.org](http://www.pacanm.org)

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## PACA Board Endorses 2008 Incentives for Jobs Legislative Agenda for Economic Growth

The PACA Board of Directors has voted to support the 2008 Incentives for Jobs Legislative Agenda promoted by the Incentives for Jobs Coalition. The Coalition represents community and economic development organizations working to enhance rural opportunities, support small business growth, recruit quality jobs and foster high tech development in the state. PACA will be included in the "partners list" in the 2008 Incentives for Jobs brochure. (For more information, visit [www.incentivesforjobs.com](http://www.incentivesforjobs.com).)

New Mexico benefits from new jobs that increase the tax base, diversify the economy and expand the personal wealth and opportunities of its citizens. This year's Incentives for Jobs agenda focuses on fostering the start-up of new businesses, growth of existing businesses and recruitment of new businesses to New Mexico. To help realize these economic development goals, the Coalition is advocating the passage of the following seven bills by the New Mexico legislature:

**Job Training Incentive Program (JTIP) Funding** – Fund at \$20 million the state's premier economic development program for recruiting companies and supporting new jobs for New Mexicans. Make JTIP funding a part of the Economic Development Department's base budget.

As New Mexico's most effective statewide economic development tool, consistent and adequate funding is needed for JTIP. Funds support jobs for New Mexicans by subsidizing trainee wages for qualified employees.

**Maintain Current Corporate Income Tax Reporting Options** – New Mexico's current corporate income tax structure allows multi-state businesses to choose among three methods for filing and calculating corporate income tax. While some states do not have a corporate income tax, as long as New Mexico does, having options for filing makes the tax less onerous. More than two-thirds of all states that have a corporate income tax provide multi-state businesses filing methods similar to those now provided by New Mexico. Eliminating these choices and mandating that members of corporate groups report based on either a "unitary" or federal consolidated group method, would render New Mexico less competitive when seeking to attract large national or international businesses. It would also disrupt the economic expectations of businesses that located in New Mexico based on the ability to choose among the three allowed options.

**High Wage Jobs Tax Credit Extension** – Extend the sunset date for the High Wage Jobs Tax Credit at least four years from July 1, 2009 to July 1, 2013. This incentive provides an annual tax credit equal to 10% of wages and benefits for new jobs paying at least \$28,000 in a rural community and \$40,000 in an urban community. Qualified employers are those eligible for JTIP and that have more than 50% of their sales outside of New Mexico.

Extending the credit sends a clear message about the importance of high-paying jobs in New Mexico. Because companies considering a location in New Mexico generally have at least a three to five year hiring horizon, this credit needs a similar time horizon to be effective.



## PACA Profile: AEROTEK, Inc.

Another great company represented in PACA is Aerotek, Inc. Aerotek is the leading provider of technical and engineering staffing support in the country. The company has done business in Albuquerque since 1995.

Aerotek was established in 1983 as a small staffing firm providing technical and skilled individuals to the aerospace and engineering industries. Today Aerotek is a \$2.5 billion company that operates more than 150 non-franchised offices across the U.S., Canada and Puerto Rico. Aerotek is part of the Allegis Group, the second largest staffing company in the U.S. and the sixth largest staffing company in the world.

Headquartered in Hanover, Maryland, Aerotek provides technical and professional personnel to a wide range of industries and clients, including 95 percent of the Fortune 500. The Albuquerque office currently has 12 internal employees at 6700 Jefferson as well as more than 200 contract employees. In Albuquerque, Aerotek works primarily with companies within the aerospace and defense industry, as well as with the national laboratories.

John Twitchell, former PACA treasurer and current member, is a Senior Account Manager for Aerotek's Albuquerque office. John holds a business degree from the Anderson School of Business at the University of New Mexico and is a U.S. Army veteran of Desert Storm.

John enjoys PACA because its membership largely consists of his customers or potential customers. PACA affords him the opportunity to communicate with these businesses and better understand the aerospace/defense industry. John says he has been a member of several business organizations, but PACA and Albuquerque Economic Development are the best for meeting potential candidates and company partners, and learning about their needs.

Aerotek places employees with customers in four different ways:

- **Contract only.** Aerotek provides its customer with an employee for a defined period of time, it could be as short as 90 days or as long as two years.
- **Contract to direct.** Aerotek places the employee on a trial basis with the expectation that the customer will hire the temporary employee as a permanent replacement once the trial period has expired.
- **Direct placement of permanent employees.** Aerotek provides a candidate to its customer for immediate permanent employment.

Under each of these first three scenarios, Aerotek makes use of its extensive search capabilities to locate, screen and then recruit personnel matching the requirements of their customers. Aerotek's fourth type of arrangement is the **payroll option**. This is used where the customer has itself identified a specific person it wishes

to employ, but for one of several reasons, cannot offer permanent employment. For example, a contract award may be anticipated, but not secured; the customer may be subject to a hiring freeze; or the customer may want to evaluate the employee's performance before making a commitment. In these instances, customers will request that the candidate be put on the Aerotek payroll. Aerotek can maintain such a person on its payroll indefinitely.

In addition to these four scenarios, Aerotek also contracts with the national laboratories to provide staff augmentation. Sometimes these contracts are performed through teaming arrangements. Aerotek is always looking to team on staff augmentation contracts, particularly with small businesses.

Companies choose to partner with Aerotek for a variety of reasons such as its access to highly-qualified, hard-to-find candidates – including more than 10 million resumes in its proprietary database. These individuals have been recruited from trade publications and online job boards, at specialized career fairs and often from other individuals Aerotek has placed in similar fields.

To best serve its clients and their needs, Aerotek has developed the Perfect Fit® Program, a detailed five-phase program matching a candidate's skills to a position while ensuring a cohesive fit between the candidate and employer. As a result of this program, Aerotek has been able to decrease the time associated with the recruiting process by effectively sourcing, screening and orienting each new employee.

Aerotek offers value not only to employers, but also to employees. Many candidates who decide to partner with Aerotek as a contract employee are attracted to the job security and access to cutting-edge technology that comes with the assignment. The company's non-franchised approach also means each candidate gets personalized and locally relevant service, while also being able to tap into international positions.

To learn more about Aerotek, log onto [www.aerotek.com](http://www.aerotek.com) and select the "Job Seekers" or "Recruiting & Staffing Services" tab, respectively. •



Aerotek Aviation, LLC delivers experienced mechanics, technicians, engineers and skilled personnel for both fixed and rotary wing aircraft to the commercial and cargo airlines, military, general aviation and FAA-regulated services and manufacturing sectors.

The credit is one of New Mexico's most powerful economic development incentives and has clearly helped tip the scales in the state's favor for several projects.

**R & D Small Business Tax Credit Extension** – Extend the sunset date of the Small Business Technology Tax Credit at least four years from June 30, 2009 to June 30, 2013. This credit was created to encourage R&D investment in the state by providing small companies with a three-year "tax holiday." The tax credit is available to businesses with total revenue of \$5 million or less, no more than 25 employees and qualified research expenditures of at least 20% of total expenses.

New Mexico prides itself on its technological resources. Turning these resources into businesses and jobs is the challenge. This incentive is designed to support the growth of these "jobs of the future" in New Mexico.

**Co-op Funding** – Provide at least \$500,000 for the Economic Development Cooperative Advertising Program and make the funding part of the department's base budget. Last year's increase in funding to \$425,000, coupled with an aggressive outreach effort by the Economic Development Department, resulted in many communities participating in the program for the first time. Adequate funding will allow more local and tribal governments and community non-profit economic development organizations the opportunity to access these key advertising funds.

Adequate Co-op funding will enhance our communities' ability to showcase their assets and successfully compete for quality jobs and economic prosperity.

**Business Incubator Funding** – Provide \$1 million of funding to support the development and operations of business incubators in communities across New Mexico. These funds will provide business incubator support in three categories: feasibility analysis, planning and development and program delivery and operations.

Government support for well-managed business incubator programs represents important investments in local and regional economies. Research has shown that for every \$1 of public operating support provided to incubators, their clients and graduates generate approximately \$30 in local tax revenues. Nationally, over 80% of firms that graduate from incubators remain in business after five years and over 80% of those firms remain in their local communities.

**MainStreet Funding** – Provide \$4 million in capital outlay for MainStreet communities for planning, design and construction activities. Provide \$500,000 to the New Mexico MainStreet Revolving Loan Fund for low interest, micro-loans targeted at small, but high-impact, projects such as business expansion and community beautification.

New Mexico's main streets are rich in economic opportunity, history and cultural diversity. The 19 statewide communities that are New Mexico MainStreet members have spawned new businesses, fostered building rehabilitations, generated millions of dollars in public reinvestment and brought new jobs to their communities. Funds invested by the state are matched locally from both public and private sources. •

## President's Corner *By Fred Jonas*

It is hard to believe that another year has come and gone. Welcome 2008! The changes we have seen in this world since the collapse of the "wall" nearly two decades ago have been, and continue to be, incredible. The promises of peace are elusive as ever, and the need for vigilance is as strong as always.

Leading the way in keeping America strong (second to none) is the aerospace industry. From large businesses to small, we have all had a part to play, and we will continue to do so through open forums and ongoing communication. We must also make the most of opportunities to form teams and partnerships in meeting new challenges. While perhaps a small role, it is important that PACA bring members of the local aerospace community together for open dialogue and exchange.

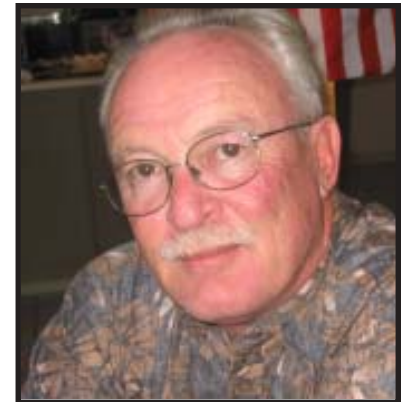
And while meeting the challenges of the future, we also want to meet your needs. We are upgrading our Web page to better share information. Let us know what else we can do to better communicate; I look forward to hearing from you as the new year progresses.

Speaking of the new year, our annual elections are just around the corner. Elections are held annually in March to fill open Board positions and/or Committee Chairs. If you are interested in serving on the board or heading up a committee, please contact me at (505) 323-9836 or [fjonas@rhinocorps.com](mailto:fjonas@rhinocorps.com) or any member of the Board of Directors. We welcome your participation and input; there are many volunteer opportunities to help in moving PACA forward.

Our monthly meetings continue to be held on the third Tuesday of every month and the next Briefing for Industry (BFI) is also coming up soon. As always, we have much happening including our support to the local universities, scholarships and science fairs. We continue to look for ways to better support the growth of our local community and welcome volunteers to help in the effort. So come join us!

The Board of Directors includes myself, Maran Vedamanikam (Vice President), Burke Nelson (Secretary), Ginny Buckmelter (Treasurer), Dar Johnson (past President), Bill Miera (Small Business Officer) and Dick Trask (Programs). Special committee members include Bill Dettmer, Stacy Sacco, Dennis Morrison, Ross Crown, Stu Purviance, Ron Unruh, Terry McCabe, Brian Barnett and Tim Carmichael. Let us know how to better serve you.

See you at the next meeting! I hope all who attended our annual Christmas Party enjoyed the festivities (thanks Maran!), and I wish all a Happy and Prosperous New Year! •



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# Welcome New Members!

(Members from out of Albuquerque are noted.)

- **Sean Ahern**, ITT Corporation
- **Andrea Aiello**, Director of Academic Support, Embry-Riddle Aeronautical
- **Robin E. Alexander**, Business Development, DRA-New Mexico State University (Las Cruces)
- **Rudy Ayala**
- **James Barr**, Program Manager, Cirrus Technology, Inc.
- **Regina Bonner**, Manager, Battelle Memorial Institute
- **Edwynn Burckle**, Executive Director, Regional Development Corporation (Santa Fe)
- **Tom Cavalli**, Manager, Business Development, Barrios Technology (Colorado Springs)
- **Dana Chaves**, Government Account Specialist, CAD/CAM Systems, Inc. (Boulder)
- **Martye Chavez-Hatton**, Facility Security Officer, Teledyne Brown Engineering
- **Christopher Clark**, PhD, Research Physicist, Laser Research
- **Michele H. Detry**, General Manager, Keystone International, Inc.
- **Robert Devaney**, Deputy General Manager, Tecolote Research, Inc. (Denver)
- **Steve Dolbey**, ATA Aerospace
- **Frank Bruce**, General Dynamics
- **Fred Green**, Program Manager, MacAulay Brown, Inc.
- **James N. Hickok II**, Sr. Security & Training Specialist, CTAC
- **Nils Hochhausler**, Director R&D Business, Applied Technology Associates
- **Stephen Hottman**, Physical Science Lab, New Mexico State University (Las Cruces)
- **Joseph Jablonski**, Engineer, Technical Management Consortium, Inc.
- **Judy Jamison**, Jamison Publications
- **Evan Jones**, Advanced Systems Manager, Ball Aerospace
- **Craig Kief**, Deputy Director, FPGA Mission Assurance Center
- **John Kiegel**, Contract Manager, Sierra Peaks
- **Patricia Knighten**, Qynergy Corporation
- **Dennis Lester**, Technical Director, Scientific Research Corporation
- **Doug Lincoln**, SRS Technologies
- **Craig Lowrey**, Quantum Research International (Colorado Springs)
- **Scott Marshall**, Associate, Booz-Allen-Hamilton
- **Mike Ontiveros**, President, CAD/CAM Systems, Inc. (Boulder)
- **Betty Ramos**, GSA Specialist, Beck Office Systems
- **Jerry Rawlinson**, VP Business Development, Quantum Research International (Las Cruces)
- **Regner Rider**, VP AF Corp Business, CACI
- **Andrea Rogers**, Agent, HUB International Southwest
- **Joan E. Rousseau**, BFI, Sr. Program Management Analyst, Dynetics, Inc. (Colorado Springs)
- **John Santacroce**, Space Dynamics Laboratory
- **Joseph Sholtis, Jr.**, Owner/Principal Consultant, Sholtis Engineering & Safety Consulting (Tijeras)
- **Durand Smith**, Sequoia Technologies, Inc.
- **John Spruce**, Chief Executive Officer, Mechtronic Solutions, Inc.
- **Greg Stock**, Analyst, Teledyne Brown Engineering
- **Janet Stuart**, PhD, Senior Systems Engineer, Sequoia Technologies, Inc.
- **Donald Sullivan**, KTECH Corporation
- **Paul Szymanski**, Principal Scientist, Metatech Corporation
- **Arturo Vargas**, President, Vartek Management Solutions (El Paso)
- **Tammy Wenderlich**, Director of Programs, Mechtronic Solutions, Inc.
- **Judy Wendt**, Laser Tech, Inc.
- **Nancy Winfree**, President/Principal Engineer, Dominca, LLC
- **Carey Wold**, Chief Executive Officer, HK Consulting, (Bluffdale, Utah)
- **George L. Wright**, Staff Engineer/Surface Systems, Honeywell Defense & Space Electronics
- **Wanda Wright**, Contractor, AWJ Construction (Birmingham)
- **Kathie York**, Technical Writer/Tester, Parallax, Inc.

## MEMBER TRANSFERS

- **Stephanie Gilbert**, Jackson and Tull
- **Tim Goloversic**, Program Manager, Mechtronic Solutions, Inc.
- **Larry Hungate**, VP Staffing & Solutions, Productive Data Solutions
- **Robert "Bob" Smith**, Jackson and Tull

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## Membership Application

Apply on-line at [www.paca.org](http://www.paca.org). Annual dues are \$150 (and are subject to change). Fiscal year runs from April 1, 2008 to March 30, 2009. Mid-year applications will be pro-rated. •

# Legal Insights: Choosing a Bid Protest Forum

By Ross Crown

Protests of federal solicitations or contract awards are usually pursued in one of three forums: the procuring agency, the Government Accountability Office (GAO) or the Court of Federal Claims. These forums offer concurrent jurisdiction over bid protests, meaning a potential contractor may bring its protest directly to any of these forums. In choosing a protest forum, there are competing factors the protester must consider. The primary distinctions among these three forums are the formality of their procedures, their timeliness requirements and their powers.

## Agencies

Agency protests feature the most informal procedures. The procedural framework for agency protests is set forth in FAR 33.103. This regulation states that agencies should provide for inexpensive, informal, procedurally simple and expeditious resolution of protests. The FAR then outlines a bare bones protest procedure beginning with submission of a written protest. The protest submission need not be in any particular format. Agencies may review the protest at a level above the contracting officer or the contracting officer may review the protest.

Pre-award protests must be filed before receipt of proposals. Post-award protests are to be brought no later than 10 days after the basis is known or should have been known, whichever is earlier. Upon receipt of a protest, a contract is not to be awarded or performed unless the agency justifies in writing proceeding with the procurement for urgent and compelling reasons.

Agencies are to make their best efforts to resolve agency protests within 35 days after the protest is filed. To the extent permitted by law and regulation, the parties may exchange relevant information. Agency protest decisions are supposed to be well-reasoned and explain the agency position.

The FAR provides no further procedural requirements for an agency protest. Agencies may add protest procedures in their individual regulations. However, generally speaking, these regulations do not entail much additional process.

An agency protest is simple to pursue and does not require a lawyer. On the other hand, simplicity is a two-edged sword. There are few procedural protections for the protester in most agency protest procedures. For example, there is no requirement that the agency provide a response to the protest or that it produce documents. There also is no requirement that the protest decision be rendered promptly other than the requirement that the agency use its "best efforts" to resolve protests within 35 days. In practice, this 35-day deadline is frequently ignored. The most significant disadvantage to an agency protest is that it is the agency itself that decides the protest and, in some instances, it is the contracting officer. Agencies are notoriously reluctant to reverse their own procurement decisions.

## GAO

In contrast to the agencies, the GAO offers a much more detailed protest procedure and thus, more due process protections for the protester. See, 4 CFR §§ 21.0 et seq. A protest to the GAO is initiated by filing a protest submission with the GAO. As in agency protests, this document does not need to adhere to any particular format.

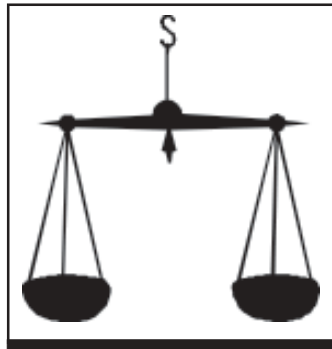
Within 30 days of the filing of the protest, the agency is required to provide an agency report, including a detailed statement of the basis for the agency decision. The report must also include a copy of the administrative record of the procurement.

If the protester is represented by counsel, a protective order may be entered which provides for production of procurement-sensitive documents to counsel, so long as this information is not disclosed to the protester or other interested parties. Following service of the agency report, the protester may request production of additional documents and shall file comments on the agency report. Thereafter, GAO may set a hearing on the protest. If there is an adverse decision, GAO will entertain (although hardly ever grant) a request for reconsideration.

Like agency protests, a pre-award protest to the GAO must be brought before receipt of proposals and a post-award protest has to be filed within 10 days of when the protester knew or should have known of the basis of the protest. Also like an agency protest, a protester may pursue its protest without legal counsel, although this is not recommended where the issues are relatively complex or the procurement has a high dollar value.

GAO protests are administered by an assigned GAO attorney. Decisions are drafted by the assigned attorney and then approved by senior lawyers in the GAO's procurement law group. GAO releases its decision within 100 days from the date of filing. Rarely is a GAO protest decision not timely issued.

While protests are resolved quickly by GAO, this can also be a disadvantage. The speed at which these protests move requires focused attention. The protester has to be prepared to file its submissions on an accelerated timetable. The slightest deviation from the GAO schedule will result in a dismissal of the protest. Another disadvantage is that the GAO exercises only an advisory role. Because the GAO is part of the legislative branch, it cannot constitutionally order an executive agency to take any particular action or issue injunctions. Accordingly, its decisions are in the form of recommendations. However, these recommendations are almost always followed by the agencies. Under 31 USC § 3554(e)(1), the head of the GAO, the Comptroller General, reports to Congress "any case in which a Federal agency fails



*continued on following page*

to implement fully a recommendation of the Comptroller General.”

### **Court of Federal Claims**

The most formal protest procedure is offered by the Court of Federal Claims. The Court provides true judicial review of agency procurement decisions. The Rules of the Court of Federal Claims closely track the Rules of Civil Procedure used to resolve any federal lawsuit. A protest begins with the filing of a complaint. The complaint, like other pleadings before the Court, are expected to conform to standard legal requirements.

The Government files an answer to the complaint and may allege a counterclaim. At this time, the Government also submits to the Court and the protester the administrative record of the procurement. The parties can then engage in discovery and file motions for summary judgment. Many, if not most, protests before the Court are resolved on a form of motion for summary judgment seeking a decision on the basis of the administrative record. If the protest cannot be resolved on pre-trial motions, it goes to trial before the assigned judge. The judge decides the protest; no jury trials are permitted in the Court.

The prime advantage of the Court of Federal Claims is that it offers the maximum due process protections to the protester, equivalent to those available in any federal court. These protections, however, come at a price. A judicial protest is likely to be more expensive than an agency or GAO protest. Unless the protester is an individual, the protester must be represented by legal counsel. A protest in the Court of Federal Claims requires a thorough knowledge of federal practice and procedure. A judicial protest will likely move more slowly than an agency protest or GAO protest. Yet, if the Court is able to resolve the protest on a motion for judgment on the administrative record, the action should not take significantly longer to resolve than a GAO protest.

Unlike the GAO, the Court has the power to issue injunctions binding on the agency. Although the award and performance of contracts are automatically stayed during the pendency of agency and GAO protests, these stays can be overridden upon an agency determination of a compelling need. In that situation, the protester’s only chance to re-impose the stay is to seek an injunction from the Court.

Another advantage to the Court of Federal Claims is that it is not subject to the same timeliness requirements of an agency or GAO protest. Although pre-award protests should be brought to the Court before the close of bidding, post-award protests are not subject to the 10-day time limit for agency and GAO protests. The Court’s only standard for determining if a post-award protest is untimely is whether the delay in bringing the protest was unreasonable and unexcused and prejudiced the Government or other parties. *Software Testing Solutions, Inc. v. United States*, 58 Fed. Cl. 533, 535 (2003). In one case, the Court deemed timely a protest filed 14 months after the protester knew or should have known of the basis of

the protest. *CW Government Travel, Inc. v. United States*, 61 Fed. Cl. 559, 569 (2004).

### **Sequential Protests**

A protester is not necessarily bound to the result of its initial choice of forum. Protesters have the right to bring the same protest sequentially in two or all three of the bid protest forums. In other words, a protester may first bring its protest to the agency or GAO and, if it is not satisfied with the result, then to another forum. For example, should the agency dismiss a protest, the protester may submit the protest to the GAO, so long as the agency protest was timely filed and the GAO protest is filed within 10 days of initial adverse action by the agency. Similarly, should the agency or GAO dismiss a protest, the protester can file in the Court of Federal Claims. Only if a protest is first brought in the Court can it not later be filed in another forum. These subsequent protests are not appeals. In each instance, the GAO or Court of Federal Claims reviews the procurement decision for itself. They do not consider whether the protest was properly dismissed in the previous forum.

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Potential contractors planning to protest a federal procurement decision must decide whether to bring that protest to the agency, the GAO or the Court of Federal Claims. Each of these forums offers their own advantages and disadvantages. In most situations, however, the GAO offers the best balance of cost and procedural protections. Most lawyers would not recommend to their clients an agency protest. The Court of Federal Claims may be the appropriate forum if there are concerns with meeting the GAO’s timeliness requirements. Where the value of the procurement justifies it, a protester may also protest in one forum and, if unsuccessful, bring the protest to the GAO and/or the Court of Federal Claims. •

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Mr. Crown is a partner with the law firm of Lewis and Roca LLP and a member of the firm’s Government Contracts and Commercial Litigation practice groups. 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 Board of Directors Elections**

Elections are held annually in March to fill open positions. If you are interested in serving on the board or heading up a committee, please contact Fred Jonas, President, at (505) 323-9836 or [fjonas@rhinocorps.com](mailto:fjonas@rhinocorps.com).

## PACA Luncheon Speakers



- **February 19, 2008**  
Col. Mohsen Parhizkar  
Vice Commander 377 Air Base Wing  
Kirtland Air Force Base
- **March 18, 2008**  
Maran Vedamanikam  
PACA Vice President / President,  
Euroclydon Industries, Inc.

We meet the 3rd Tuesday of each month at the Mountainview Club (located on Club Road on the East side

of KAFB) and feature informative speaker presentations by government and industry leaders. Registration begins at 11:30 am followed by lunch at 12:00 noon. Members are free and cost for guests is \$15.

To ensure that we have a seat for you, please RSVP as soon as possible and no later than the Friday prior to the meeting at [paca@ngc.com](mailto:paca@ngc.com) or call the PACA hotline at 842-8911, ext. 333. Include your name, guests' names, and menu selection (typically a meat, fish or vegetarian dish). If you do not have access to KAFB, please include a request for a base pass (to the Wyoming gate) with your luncheon order.

If you need a new name tag because you have changed employers, please see Stacy Sacco.

### 2008 meeting dates (speakers TBA):

- **April 15**
- **May 20**
- **June 17**
- **July 15**
- **August 18-20**  
Briefing for Industry  
Conference (see below)
- **September 16**
- **October 21**
- **November 18**
- **December 5**  
Annual Holiday Luncheon  
(see below)

## Upcoming PACA Events

**Briefing for Industry (BFI) 2008**, Monday, August 18 – Wednesday, August 20 with full day sessions on both Tuesday and Wednesday. BFI is the premier regional conference for strategic insights and new business opportunities and includes presentations by the AFRL, DOD, DOE and NASA. Hotel Albuquerque at Old Town, 800 Rio Grande Blvd NW.

**Annual Holiday Luncheon**, Friday, December 5, 11:00 am to 2:00 pm. This festive holiday luncheon is a members-only event and is limited to 120 attendees including members and spouses. Tanoan Country Club, 10801 Academy Rd NE.

## Marketing Tips

By Stacy A. Sacco

Members who would like to promote their products to the KAFB marketplace, both consumer and commercial businesses, may want to consider some of the following opportunities:

**Advertise in the Nucleus newspaper.** It is published weekly and is distributed to 11,500 KAFB readers through numerous locations on base with a pass along readership of 28,000. For an advertising rate card contact Joanna Dunn, Account Executive, at (505) 891-7165 or [jdunn@rrobserver.com](mailto:jdunn@rrobserver.com).

**Advertise in the KAFB Guide & Directory or the companion KAFB Map.** Both are published annually towards the beginning of the year. For more information contact Mark Stoia, President, United Publishers, [www.united-publishers.com](http://www.united-publishers.com), (800) 864-2550.

**Advertise in the View magazine.** It is published bi-monthly and is mailed to 3,000 as well as distributed to all the main facilities on base. Advertisement costs range from \$160 for a business card ad to a full-page ad at \$1,500. For more information contact Heidi Sather, Commercial Sponsorship Coordinator, (505) 853-1213, [heidi.sather@kirtland.af.mil](mailto:heidi.sather@kirtland.af.mil).

**Sponsor an event on base through the KAFB Corporate Sponsorship Office.** Sponsorship opportunities include the Summer Bash, Kirtland Idol, Base Golf Tournaments and Armed Forces Day Run, to name a few. There are many options available from just handing out flyers to full sponsorships that include banners and a tabletop display. For more information call Heidi Sather, Commercial Sponsorship Coordinator, (505) 853-1213, [heidi.sather@kirtland.af.mil](mailto:heidi.sather@kirtland.af.mil).

## FMAC Consortium

By Craig Kief

The FPGA Mission Assurance Center (FMAC) adds value to national defense, space access and commerce by ensuring success of FPGAs (Field Programmable Gate Arrays) in a variety of application areas. FPGAs are "chameleon chips" that allow a designer to write code to implement a wide variety of custom electronics. Thus, code can be written to insert memory registers, interfaces and even whole processors into the FPGA "fabric." Designers can also make custom hardware to perform certain functions in a particularly attractive manner. FPGAs facilitate designers to be able to develop small, custom systems, embedded supercomputers or affordable space applications.

The FMAC consortium brings together New Mexico Research and Development (R&D) facilities, both public and private, including the University of New Mexico, Air Force Research Lab, Xilinx Inc. and Los Alamos National and Sandia National Laboratories. The consortium presents growth opportunities for New Mexico, the region and the nation at large.

The FMAC consortium is at your service and is interested in your systems and applications. Please contact us at [www.fpgamac.com](http://www.fpgamac.com) or email us at [support@fpgamac.com](mailto:support@fpgamac.com).

Mr. Kief is Deputy Director of FMAC.

## 2008 Industry Events

January 7-10, **46th AIAA Aerospace Sciences Meeting Exhibit**, Grand Sierra Resort Hotel, Reno, Nevada, [www.aiaa.org/content.cfm](http://www.aiaa.org/content.cfm)

January 15-16, **Building Native Economies: 8(a) Training Workshops**, Hyatt Regency Tamaya Resort, Santa Ana Pueblo, Bernalillo, New Mexico, [www.ncai.org](http://www.ncai.org)

January 23-24, **AIAA Strategic and Tactical Missile Systems Conference**, Naval Postgraduate School, Monterey, California, [www.aiaa.org/content.cfm](http://www.aiaa.org/content.cfm)

February 10-14, **Space Technology and Applications International Forum (STAIF-2007)**, Hotel Albuquerque at Old Town, Hosted by the Institute for Space and Nuclear Power Studies, [www.unm.edu/~isnps/staifhome.html](http://www.unm.edu/~isnps/staifhome.html)

March 3-7, **Directed Energy Systems Symposium**, Monterey, California. Hosted by the Directed Energy Professional Society, [www.deps.org/DEPSpages/DESsystemsSymp08.html](http://www.deps.org/DEPSpages/DESsystemsSymp08.html)

March 4-5, **NASA/JPL 20th Annual High-Tech Small Business Conference**, Radisson Hotel at Los Angeles Airport, <http://acquisition.jpl.nasa.gov/boo>

March 3-6, **21st Annual National Reservation Economic Summit & American Indian Business Trade Fair**, Las Vegas Hilton, Las Vegas, Nevada. National Center for American Indian Enterprise Development, [www.ncaied.org](http://www.ncaied.org)\*\*

April 7-10, **24th National Space Symposium**, the Broadmoor Hotel, Colorado Springs, Colorado. Hosted by the Space Foundation, [www.nationalspacesymposium.org](http://www.nationalspacesymposium.org)

April 10-11, **2008 Quality New Mexico Conference & New Mexico Quality Awards Ceremony**, Albuquerque Convention Center. Hosted by Quality New Mexico, [www.qualitynewmexico.org](http://www.qualitynewmexico.org)

April 22-23, **Pikes Peak Small Business Conference**, Colorado Springs, Colorado\*\*

May (exact date TBA), **7th Annual Contractors' Showcase**, AFRL Conference Center, Kirtland AFB\*\*

May 1, **New Mexico Small Business Week Awards Ceremony**, Hotel Albuquerque, Albuquerque, NM\*\*

May 5-8, **e|5, UV & EB Technology Expo & Conference 2008**, Lakeside Center & McCormick Place, Chicago, Illinois. Hosted by RADTECH, the Association for UV & EB Technology, [www.radtech.org](http://www.radtech.org)

May 17, **Armed Forces Banquet**, 6:00 pm Reception, 7:00 pm Awards Dinner, Hyatt Regency Downtown. Hosted by the Greater Albuquerque Chamber of Commerce. Ticket prices range from \$35 - \$70, "Early Bird" table sales discounts offered through March 7, 2008, [www.abqchamber.com](http://www.abqchamber.com)

June 2-5, **21st Annual Solid State and Diode Laser Technology Review**, Albuquerque, NM. Hosted by Directed Energy Professional Society, [www.deps.org/DEPSpages/SSDLTR08.html](http://www.deps.org/DEPSpages/SSDLTR08.html)

June 26-28, **DOE 8th Annual Small Business Conference**, Washington Hilton, Washington, DC, [www.smallbusinessconferencedoe.com](http://www.smallbusinessconferencedoe.com)

July 17-18, **5th Annual "Building Partnerships for the 21st Century" Small Business Conference**, Matchmaking & Trade Fair Expo, Albuquerque Convention Center, Albuquerque, New Mexico\*\*

August 11-14, **22nd Annual AIAA/USU Conference on Small Satellites**, Utah State University, Logan, UT, [www.smallsat.org](http://www.smallsat.org)

October 24-26, **Wirefly X PRIZE CUP 2008, Holloman Air & Space Expo**, Holloman Air Force Base, New Mexico, <http://space.xprize.org/x-prize-cup>

\*\* Additional information may be obtained from Joan Fulkerson, Director of Small Business Programs, AFRL/KAFB, 2000 Wyoming Blvd SE, Bldg 20604, KAFB, New Mexico 87117, (505) 846-8515, Fax (505) 846-4919.

For more information regarding any of these events, contact Stacy Sacco, Membership Chairman, at [marketing@kirtlandfcu.org](mailto:marketing@kirtlandfcu.org) or (505) 254-4329. •

