

Kitsap Aerospace and Defense Alliance 2019 Paris International Airshow Business Development Mission



Charlotte Garrido; Kitsap County Commissioner
Axel Strakeljahn; Commissioner, Port of Bremerton
John Powers; Exec Dir KEDA, Co-Chair KADA
Tim Thomson; Kitsap Aerospace and Defense Co-Chair

Consistent Mission Objectives

- Network with members of the 2019 State delegation
- Emphasize Recent Kitsap Econ Development Progress
 - #2 County in US Innovation
 - CKSD Core Plus
- To market and sell Kitsap and its associated strengths to selected aviation/defense businesses attending the 2019 PAS
- **Re-enforce and nurture relationships established at previously attended PAS/FAS and develop new ones**
- Develop an ever-maturing relationship with Washington State Department of Commerce staff

Mission Schedule of Significant Events

- PAS 19 WA State DOC “Book Camp” 1 May in Seattle
- Nantes Pre-Airshow Aero Business Immersion Tour
- PAS 19: 17-21 June
- Washington Delegation Opening Reception and Seine River Delegates Dinner aboard *Le Clipper*
- Aerospace Industries Alliance Reception *Petite Palais*
- 6 Chalet Meetings
- 18 Businesses Recruitment Meetings (includes 4 FAS-18 Follow-up meetings)

Nantes

- 10-14 June
- Commissioners Garrido & Strakeljahn
- Tour Visits
 - EMC-2 “ Europe Technologies”
 - Daher; Spirit
 - Airbus Factory in Montoir-de-Bretagne
 - Port of Nantes Sainte Nazaire (worlds largest cruise shipyard)
 - Development Agency
 - Nepolia (Blue Marine) focus on EMR cluster
 - TGO Freight Terminal
- Paris Via LeMans

Nantes Pre-Show Aero Industry Immersion Delegation



Nantes Tour

TGO
Terminal du Grand Ouest



Washington State Delegation

(Paris Airshow Delegation; **Largest Ever**)

- 79 Washington Delegates
 - 20 Washington businesses associated with aerospace
 - 11 Economic Development Councils
 - 1 Community College
 - 1 Port
 - Aerospace Futures Alliance
 - 12 Members of the State of Washington Gov Office & Department of Commerce
 - 3 Counties
 - PNAA/Assoc Wa Business
 - 1 Center of Excellence



Significant Players

- Congressman Rick Larson
- Lt Governor Cyrus Habib
- Lisa Brown, Director WA Dept. of Commerce
- State Senator Marko Liias
- Chris Green; Asst Director, Wa State Office of Econ Develop & Competitiveness
- Isabelle DeWulf; New Managing Director of International Trade Development State of WA Dept of Commerce
- Robin Toth; Aerospace Sector Lead; Gov Office of Aerospace
- EDC Leadership from Pierce, Snohomish, Kitsap Counties
- Brian Canfield; ED PNAA
- Kris Johnson, ED Assoc of Washington Business
- Kelly Maloney; ED Aerospace Futures Alliance
- Mary Kay Bredeson; ED Center of Excellence for Aero & Advanced Mfg.

Delegation Reception



Naval Aviators



Safran Military Helo Engines



Rep Larson & Lisa Brown Dir DOC

Lt Gov Habib



Washington State Booth



Aircraft (of course)



Chalet Meetings



Spirit AeroSystems



- Largest Tier 1 Boeing Supplier
- Exclusive Meeting with KADA & Spirit CEO, Exec VP Corp Admin, Head of Gov Relations
- Follow-up Mtg from FAS 18
- Will locate to Seattle Region to be near Boeing with new aircraft programs
- Interest in working with Raytheon Missile

Northrop Grumman



- Virginia Scattergood; Dir Legislative Affairs & Local Govt Relations
 - Use her to assist suppliers beyond website
- Lt Governor Habib, Robin Toth; State Senator Liias
- DOC Invitation to Attend
- Acquisition of Orbital ATK (rocket motors) = Transition Period
- No current footprint in Kitsap
- #1 Issue = Workforce

United Technologies Corp



- DOC Attendees Dir Lisa Brown; Deputy Director Chris Green
- UTC Peter Holland; VP State Gov Relations
- AFA Kelly Maloney
- UTC/Raytheon Merge
 - Presents Kitsap Opportunities?
- CTF Engine Presentation

Daher



- Adnan Jamali; N. American Grp Rep & CFO
- Expansion: “Go West” Strategy
- Looking for acquisition to diversify away from Airbus
- NMA Opportunity
- Thermo Plastics Leader; if Boeing wants them, then would expand
- Interest in Port FTZ
- Look for them at NBAA

Lockheed Martin



- LM concern with present national budget
- Appreciated Kitsap STEM initiatives
- LM offers local educational financial support to meet local LM business development
- Kris Johnson AWB Attended
- **Rita Flarety VP Business Dev – met @ AIA Recep**

Raytheon



- Briefed by Paul Ferraro VP for Sea Power Capability & Integrated Defense Systems on current NUWC Projects
- Lt Gov Habib; Chris Green
- 10% Growth Anticipated
- Wants to see more project development vs R&D
 - **New Program: AQS -20 Sonar System Engineering equates job growth from 50 to 60 KADA Win**
- “Kitsap now recognized as part of Seattle Region”
- **TMF - Raytheon Five Star Supplier Excellence awardee**

Aerospace Industry Reception



Just For Fun

Axel's Rambo Mobile



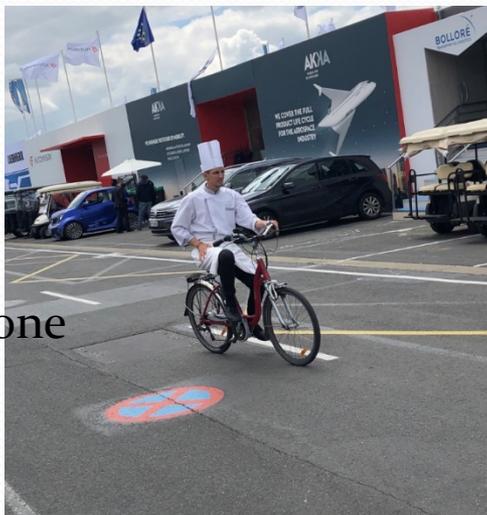
Where Am I?



How do I call an Uber?



Did someone order a Baguette?



Primary Recruitment Meetings

- 2nd Year KADA International Airshow Strategy
- Flor Group Contract
- Confirmed Prearranged and Scheduled Meetings
- Companies Interested in KADA Assistance
- 9 Focused Meetings (paid for only 6!)
 - Needs presented; Solutions Proposed
- \$5,000

Primary Recruitment Meetings

Groupe Aeroplast

Hensoldt



Primary Recruitment Meetings

Kratos Defense

Sideraval S.P.A.



Primary Recruitment Meetings

Pietro Rosa Tbm S.r. l.



Alten Group

- Worldwide Engineering Services
- Aerospace Only
- Everywhere but Seattle
- Need Engineers
- No limit on size if project
- DOD work okay

Primary Recruitment Meetings

Unison Industries



Mapaero Inc



Primary Recruitment Meetings

FAS 18 Followup

Unitech Composites

- Follow-up from FAS 18
- Hayden, Idaho
- No longer looking to expand (CEO); Sales Rep regrets decision

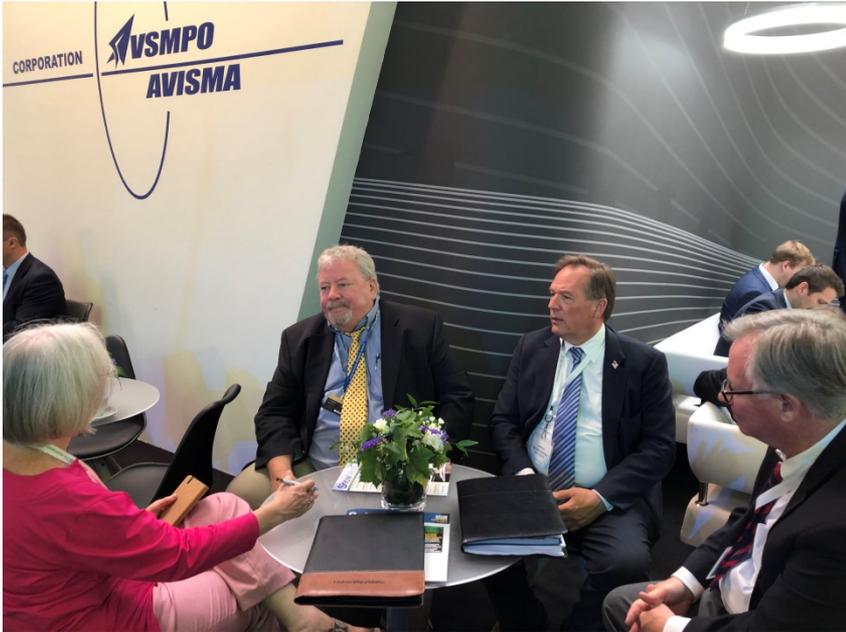
Sabca

- Follow-up from FAS 18
- USAF Chose Hill AFB for F-16 MRO Site

Primary Recruitment Meetings

FAS 18 Followup

- Vsmppo Tirus



- Aciturri Aerostructures



Conclusions

- Objectives met
- **New Outreach Strategy Very Successful**
 - 18 Meetings!!
 - More meetings held than any previous FAS/PAS
 - Real Opportunities
- **Maturing State Commerce/KADA Relationship**
- KADA International Delegation Process has matured and “turned the corner”.
- KADA Delegation has earned the respect of the industry.
- BKAT Filming for Commissioner’s Corner

KADA Delegation Team Thanks the following KADA Sponsors

- Kitsap County
- Port of Bremerton
- City of Bremerton
- City of Port Orchard
- Kitsap Bank
- KEDA
- Kitsap Credit Union

Special Thanks to the Following Staffs for Administrative Assistance

- KEDA
 - Kathy Cocus
 - Theresa Mangrum
- Port of Bremerton
 - Ginger Waye
- RPM / TMF
- Flor Group

CHOOSE Washington STATE



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THANK YOU FOR VISITING
See you from
21st to 27th June 2021

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