

NDIA International Division Board Meeting Notes
Thursday, March 19, 2009

International Division Members Present:

Terry Otis	W. Stephen Piper
Wayne Fujito	Gregg Rubinstein
Steve Delp	Jim Sinnott
Frank Cevasco	Dennis Zeugschmidt
Bill Denk	LTC(P) Ralph Boeckmann
Scott Feeney	Alexis Larkin
Jim Grzella	Britt Bommelje
Rich Millies	Barry Bates (by phone)

*Division board member Joseph Mariani is undergoing cancer treatment at Johns Hopkins. If you would like to wish him well you may visit his website at <http://www.caringbridge.org/visit/friendsofjoe>

Agenda Notes: (Action Items are in red print.)

- Election Results and Transition of Leadership
 - Steve Delp began the meeting by thanking division members for their work while he served as division chair.
 - He announced the election results of Terry Otis (ITT) as the new chairman and Wayne Fujito (Decisive Analytics Corporation) as vice chairman.
 - Britt Bommelje presented Steve with a Certificate of Appreciation and thanked him for his service on behalf of NDIA.

- Division Status
 - Terry Otis discussed with the members his outline for the direction of the division.
 - Referring to the 1997 Charter, he described the 3 main objectives the division set out to accomplish:
 - To serve as an effective communications vehicle for the exchange of views and information between government and industry on matters of common concern.
 - To foster mutual understanding and effective working relationship between government and industry in order to achieve a sound body of government policy and procedures which will serve both the foreign policy objectives of the United States as well as the commercial interests of its industry.
 - To provide government with industry advice on government policies and practices and industry's needs and problems within the Division's purview, and conducting or coordinating such special studies and functions to this end, as may be required.
 - Terry also discussed a white paper developed by the division's leadership during the summer of 2008 where the roles of the International Division and NDIA staff were laid out. They include:
 - Support the mission of NDIA and advocate on behalf of its Top Issues

- Ensure value-added membership benefits directly related to the NDIA's advocacy efforts
- Work with Navy IPO and associated DoD DSCA and other agencies on FMS Reform.
- Represent NDIA in the international arena with foreign governments, NATO, international defense firms, and with the U.S. Government
- Represent US defense industry to Congress, the Departments of Defense, State, Commerce and Homeland Security -- either independently or in association with other organizations -- on subjects of international concern (i.e. Top Issues—ITAR, EAA, EAR, Licensing Reform, etc.)
- Conduct bilateral meetings with counterpart foreign defense industry associations, including current bilateral MOUs on IFSEC (Japan), DICC (Korea) and DICG (Italy) to discuss issues of mutual concern
- Conduct meetings with the military services' international cooperation organizations and foreign embassies to promote an open dialogue among industry, government and allies.
- Terry discussed the role of NDIA in the larger defense association community, reiterating the need for NDIA to engage with export controls issues. He also discussed the division's responsibility to reach out to the rest of NDIA members outside of the "Beltway" to keep them engaged in international issues.
- Terry stated that Wayne Fujito would assist in expanding our interactions with US government officials involved in international security and cooperation (DOD, State and Commerce, et al). Wayne expressed his commitment to help revitalize the overall effectiveness of our International Division for benefit of the Association, its corporate members, and specifically for members of our International Division.

➤ Roster Review and Membership Recruitment

- NDIA staff has been trying to clean up the International Division roster for the last several months.
- NDIA requests that any member of the division who sees incorrect or outdated information on the roster for themselves or colleagues alert us so that we may have the most up to date information available.
- In addition to the roster, a list of NDIA's largest corporate members was passed out to attendees indicating which companies are represented in the International Division.
- Division leadership and NDIA would like to recruit more members to the division and ask that any person currently serving who has a colleague and any of the companies on the list reach out to them to invite them to attend an event or division meeting. If you would like NDIA staff to reach out, we are more than willing to.
- Stephen Piper suggested that not only should we reach out to colleagues at new companies, but that it would be great to reach out to members of the division to re-engage them. Additionally he suggested concentrating recruitment among younger members of the defense community.

- Bill Denk also recommended reaching out to different kinds of companies or government agencies that would be considered “soft power” in relation to the international defense community.
- ITAR Manual Update
- General Bates discussed the idea of building an ITAR compliance manual. Joe Bravman, current member of NDIA’s BoD and former member of the International Division, has made contact with a client of his who is willing to take on the task of developing an online version of a manual that relies mostly on links to a variety of web sites that have specific information.
 - The division has major concerns about devising something of this scope as it’s a topic which changes on a daily basis.
 - Additionally, there are legal implications that have prevented many companies and organizations from making something like this previously.
 - Terry Otis advised that Division member, Jim Bartlett (not in attendance) of Northrop Grumman runs a daily newsletter on defense export control topics and also keeps an extensive searchable document containing the ITAR regulations.
 - Wayne Fujito suggested that NDIA check into the Society for International Affairs which serves as a forum to educate the international trade community on export-import processes. Terry Otis added that the SIA was jointly formed by US Government and Industry.
 - Division members decided the best course of action would be to schedule a meeting with all the players - NDIA, Joe Bravman, his client (Lisa Bencivenga, LLC), Terry Otis, and Jim Bartlett - to discuss the feasibility of producing, maintaining, being legally responsible for such a document. Additionally, NDIA will approach Jim Bartlett to explore the possibility of linking to his document from the International Division’s webpage.
 - Division members agreed that the above meeting needed to occur before any further action was taken on the draft MOU presented by General Bates.
- Navy-Industry International Dialogue (NIID) Update
- The next NIID will be held Wednesday, May 27, 2009 at the Army-Navy Country Club in Arlington, VA
 - The topic for this session is “Maritime Domain Awareness”
 - Frank Cevasco asked members of the division if any of them or a representative from their company would be willing to be a speaker at the program.
 - Jim Grzella (Raytheon), Bill Denk (URS), Stephen Piper (working with Lockheed Martin), Dennis Zeugschmidt (Boeing) and Terry Otis (ITT) all volunteered to explore the possibility of providing a speaker and requested the Navy IPO make clear its goals for the presentation and narrow down the topic.
 - Frank Cevasco volunteered to contact the representative in the Navy’s office and provide an explanation to division members.
- U.S. - Sweden Meeting (June 10, 2009)

- Frank Cevasco updated the division on the progress made for the June 10th meeting in Stockholm, Sweden.
 - A rough draft of the program was provided.
 - Information regarding conference participation and registration will be sent out when available.
- U.S. - UK - Canada Symposium (October 2, 2009)
- NDIA is working with DMA and CADSI to plan the trilateral event for Friday, October 2nd, 2009.
 - As soon as a rough draft agenda is available, information will be sent to the division.
- U.S.-ROK Defense Industry Consultative Committee (DICC) Update (October 23, 2009)
- The 18th DICC meeting will be held Friday, October 23, 2009 in Seoul, ROK in conjunction with Seoul Air Show (which runs from Tuesday, October 20 - Sunday, October 25).
 - KDIA will arrange industry visits for DICC participants on Thursday, October 22nd and will also host the dinner on Thursday night. The meeting should end on the 23rd by 2:00 pm.
 - Jim Grzella will be going back to Seoul on April 9th to meet with KDIA representatives to plan an agenda for the meeting. He will be joined by John Freund.
 - Jim also brought back the minutes from the 17th DICC meeting which were recently signed by General Scott and General Kwon.
 - The minutes include a few action items including drafting a thank you letter to Senator Bond and Congressman Royce for their support in elevating the FMS status of ROK. NDIA will draft the letter.
- Japan Update
- Frank Cevasco and Gregg Rubenstein are working with representatives from the Japanese defense industry to keep engaged with issues on both sides.
 - Our current partnership (as a subordinate body to the US and Japanese governments' Systems & Technology Forum) is in a holding pattern but is being augmented by an industry-industry dialog that will function independently of the US and Japanese governments.
 - They will continue to update as more engagement becomes possible.
- NIAG Update
- Wayne Fujito provided the minutes from the most recent NIAG meeting. If you have questions or need more information about any topics from the meeting, please contact Wayne.
- Norway MOU Update
- Wayne reported that The Defence and Security Industry Association of Norway (FSi) recognizes the broad areas of overlapping interest in defense industrial

base issues with the US and has agreed to enter into a MOU with the NDIA in support of our mutual objectives. On Tuesday (17 March), Frank Cevasco, Britt Bommelje, Alexis Larkin and Wayne held a teleconference with the local Danish Embassy Commercial Counselor (Tom Stie) and the President/Director of FSi, Torbjørn Svensgård in Norway. An NDIA initiated draft MOU is currently being edited by the Norwegians.

➤ Attaché Luncheons

- Frank updated the division regarding the status of the luncheon series.
- The Czech embassy has been less than responsive to several attempts to invite them to be featured for our luncheon.
- Terry Otis has been in contact with the Danish embassy to invite them to participate later in the year, possibly May. They are in the process of publishing a white paper on defense issues and will be in touch with us once complete to participate.

➤ FMS Top Priority List

- The Foreign Procurement Group (i.e., 23 FMS customers) has an FMS Top Priorities list. That list has existed for 5-10 years and is updated periodically. The most recent iteration was briefed to DSCA, industry and others on March 10th
- DSCA asked the three industry associations present (i.e., NDIA, ALESA, and AIA) to provide industry's FMS-related priorities.
- Frank Cevasco will take the lead as an International Division representative. NDIA will work with ALESA and AIA to put together a committee so that the industry can submit one list.

➤ International Division Newsletter

- At the last International Division meeting, the attendees agreed on the need to disseminate information about international cooperation and security issues to our NDIA members. To achieve this goal the Executive Committee has agreed to develop a quarterly newsletter.
- Nigel Sutton agreed at the last meeting to spearhead any writing effort.
- NDIA is hoping to send the first edition out on May 1. For this to be successful, we will need 1-2 topics on which a division member can help author a no more than 1000 word article.
- NDIA staff will follow up with division members.

➤ Next International Division Meeting

- NDIA's International Division will meet every other month on the third Thursday from 10:00 - 11:00 am.
- The schedule for the next twelve months is:
 - Thursday, May 21, 2009
 - Thursday, July 23, 2009
 - Thursday, September 17, 2009
 - Thursday, November 19, 2009

- Thursday, January 21, 2010
- Thursday, March 18, 2010