



# From the Director...



## Defense & Homeland Security, what does it mean...

...to our Nation, to the Army, to Michigan, to our community, to the Defense Corridor, and finally, to your bottom line?

The September 11, 2001 attacks on the United States took the Nation, and its Armed Forces, by surprise. The attacks brutally brought home the reality that vast oceans and superior military technology no longer meant that the citizens of the United States would be immune from catastrophic terrorism originating from outside the country.

Homeland Security can be defined as “the protection of our territory, population, and infrastructure at home by deterring, defending against, and mitigating the effects of all threats to U.S. sovereignty; supporting civil authorities in crisis and consequence management; and helping to ensure the availability, integrity, survivability, and adequacy of critical national assets.” Inherent in this definition are two primary tasks – Homeland Defense and Domestic Support.

The Four Primary Missions of Homeland Defense. **1)** Supporting National Missile Defense (NMD), is the detection, engagement, and destruction of hostile aircraft and ballistic and cruise missiles which pose a threat to the U.S., its territories and possessions. The Army’s objective is to perform those actions necessary to ensure the successful testing, deployment, and operation of a land-based NMD system. The purpose

of the NMD system is to provide protection against limited ballistic missile attacks targeted at the U.S. **2)** Defense of sovereign territory includes land, sea and air incursions, drug trafficking, and illegal immigration. Included in this mission is Critical Infrastructure Protection (CIP) – the protection and defense of critical infrastructure. The Army’s role consists of equipment and forces to prevent the loss of, or to assist in restoring, telecommunications, electric power, gas and oil, banking and finance, transportation, water, emergency services and government continuity. **3)** Information assurance, a third mission of Homeland Defense, protects information systems by ensuring their availability, integrity, authentication, confidentiality, and non-repudiation. CIP, in terms of protecting critical infrastructures against electronic attack, is also a subtask of information assurance. With advances in information technology, the infrastructures have become increasingly automated and inter-linked.

**4)** The final mission in homeland defense is Weapons of Mass Destruction (WMD) defense. WMD are weapons that are capable of a high order of destruction and/or of being used in such a manner as to destroy large numbers of people. They can be chemical, biological, radiological, nuclear, and high explosive (CBRNE) weapons. The Army’s objectives are to ensure sufficient resources are planned and programmed to support the range of operations required to defend against and respond to WMD attacks on the homeland.

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THE MACOMB REGIONAL PTAC

PTAC IMPACT

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***“Perhaps it is a universal truth that the loss of liberty at home is to be charged to provisions against danger, real or pretended, from abroad.” ~ James Madison***

# MICHIGAN DEFENSE INDUSTRIAL BASE EXPO



May 18—19, 2011, the Michigan Chapter of the National Defense Industrial Association (NDIA) sponsored their *2011 Defense Industrial Base Exposition*. The expo was held at the Macomb Community College Sports & Expo Center in Warren, MI, which offers 61,000 square feet of unobstructed space making it a perfect venue for an event of this magnitude.

The use of the larger space enabled NDIA—Michigan to double the number of exhibitors from

last year's Expo to 152 and more than tripled the number of exhibit booths. The event was free to all members of NDIA and all government staff employees. Attendees included Major General Stein, Directors, PMs, Deputy PMs, Acquisition Professionals and numerous Defense Industry executives, engineers, supply chain and program managers.

After touring the Expo, MG Stein, Commanding General, TACOM, stated, *"Yesterday afternoon I toured the 2011 Michigan Defense Industrial Base Exposition at the Macomb Community College Expo Center. I must tell you - I was most impressed with the displays this year - more than 112 exhibits."*

With the continued success of this event, NDIA-MI is already making preparations for next year. The 2012 NDIA Industrial Base Expo is scheduled for May 15—16, 2012 located at the Macomb Community College Sport & Expo Center.

-Jennifer Tisdale, Project Specialist

## SBA Approves WOSB Third Party Certifiers

If you are a woman-owned business who has not completed the SBA WOSB process, you can self-certify or use one of these four SBA approved certifiers:

- El Paso Hispanic Chamber of Commerce
- National Women Business Owners Corporation
  - US Women's Chamber of Commerce
- Women's Business Enterprise National Council (WBENC)

More information on the WOSB Program can be found at:

<http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses>



## *From the Director... (continued)*

Domestic Support missions are conducted in reaction to or in anticipation of a major disaster; act of civil disobedience, or to assist with a national-level event. Domestic Support missions are disaster response, civil disorder response, and special events support.

The bottom line...on August 2, 2011, the president signed a bill ending the months-long stalemate on increasing the debt ceiling hours before the United States was set to default on its financial commitments. The debt ceiling deal was reached on July 31st, approved by the House on August 1st and by the Senate on August 2nd. Total spending will be cut by about \$1 trillion over 10 years as a result of discretionary budget totals set in the bill. Security budgets (DoD, Homeland Security, Veterans Affairs, and State and International Programs) will be cut by \$350 billion, according to statements by the president and congressional leaders. The remaining \$650 billion would come from

non-security budgets. DoD and other agencies may truly be facing a budget nightmare that will have almost unprecedented force structure and program implications. More, now than ever, our supplier base must remain innovative and knowledgeable in finding ways to integrate our capabilities across a broader spectrum. A chance to explore opportunities in the spectrum of **Homeland Security will take place on 19-21 September at the Troy Marriott. For more information about this event, go to [www.ndia-mich.org](http://www.ndia-mich.org)**. Click on Fall Business Event for further details.

*~Beth Cryderman Moss, Director,  
Macomb Regional PTAC*

*Sources: "Minuteman Institute for National Defense Studies (MINDS) Writing Program", Homeland Security: Roles and Responsibilities of the Army – National Guard, By LTC Daniel J. Jensen, American Society of Military Comptrollers, Retrieved on 5 August, 2011*

## **GCV Technology Development Contracts Awarded!!**

U.S. Army has awarded two technology development contracts instead of three for its Ground Combat Vehicle (GCV) program. BAE Systems and General Dynamics Land Systems were announced as the winners Aug. 18. An SAIC-led team that also included Boeing, Krauss-Maffei Wegmann and Rheinmetall did not receive a contract award BAE, which had teamed up with Northrop Grumman, received a \$450 million contract, according to the contract announcement. General Dynamics Land Systems won a \$440 million contract. Their team also includes Lockheed Martin and Raytheon.

In an Aug. 17 memorandum, the Pentagon acquisition chief Ashton Carter gave the Army permission to award contracts for the program's technology-development phase, but also ordered up a simultaneous review of alternatives.

Carter's memo also reveals a new bit of pricing data: The average procurement unit cost of each GCV will be around \$13 million. This compares to the previously stated cost target of \$9 million to \$10.5 million.

An Army spokesman said the \$13 million figure includes spare parts.

Carter's memo directs the Army to conduct two reviews to see if there is anything else out there that could fill the Army's need for a new infantry fighting vehicle without a brand-new development effort.

However, the memo also authorizes the Army to move ahead with its current brand-new development effort. The Army plans to buy more than 1,800 GCVs to replace Bradley infantry fighting vehicles.

*Source: By KATE BRANNEN Published: 18 Aug 2011 17:17, DefenseNews.*

## Focus On Client Success: **Unlimited Recycling** - Unlimited Opportunities

Tenacity, perseverance and passion for the environment have all been part of the critical success path for, President, Maria Marin-McInturf and her company, Unlimited Recycling, Inc., based in Richmond, MI. A Macomb Regional PTAC client since 2004, Unlimited Recycling, Inc., has utilized our counseling service and our Bid Match System to find contracting opportunities in recycling and waste disposal services. As a certified 8(a) and women-owned small business, their core specializations include waste disposal, removal and recycling of solid waste, construction debris, LEED disposal management and universal waste, such as, fluorescent lamps, computer and electronic equipment, ballasts, batteries, paper, cardboard, plastic and aluminum.

Regulations that demand for waste reduction along with a strong business model have led to several government contracts for Unlimited Recycling, Inc., including a five-year contract with U.S. Army TACOM-LCMC and another contract with General Service Administration (GSA). These contracts have opened the door to other opportunities within the government. "Our goal is to continue growing in this market which is on the edge of development at the federal level. We recycle as much material as we can and avoid landfills as much as possible," emphasizes Marin-McInturf.

The Company's success can be measured both financially and strategically as they have increased their staff and purchased trucks to meet the demands. However; what does not show up in their financial statements is the impact they have had in protecting and preserving our environment. Not only does Unlimited Recycling, Inc. comply with state and federal regulations, but they make sure their customers understand the laws as well.

Marin-McInturf's goal of promoting environmental stewardship and protecting the environment from hazardous waste and disposal through education is a universal responsibility.

The Macomb Regional PTAC recognizes their determination first-hand and would like to thank Maria and her staff at Unlimited Recycling, Inc. for their continued efforts and wish them unlimited success!

More information on Unlimited Recycling, Inc. can be found at:

<http://www.unlimitedrecyclinginc.com>



Above: Maria Marin-McInturf, President, Unlimited Recycling

-Vicky Djokic, Senior Procurement Specialist

# SBA HUBZone Update ~ 2011

As you may know, the SBA HUBZone designations are determined by the United States Census Bureau's findings. The latest Census Bureau survey occurred in 2010 some changes to the National designations of HUBZones has occurred.

\*All Re-designated HUBZones due to expire on "the Date on Which the Census Bureau Publicly Releases the First Results from the 2010 Decennial Census" will be expiring effectively on October 1, 2011. These Re-designated HUBZones are the ones that were provided an extended grandfathering period beyond the original three years, until the Census Bureau released new data collected from the 2010 census.

Prior to that date, please check the HUBZone website for additional information. (Please be aware that the HUBZone website map currently shows June 1, 2011 as the "qualified at least until date" and will be changed to **October 1, 2011** in the website update.)

If at any time you have any questions about the Program or how the SBA may be able to support your business objectives, please visit: [www.sba.gov](http://www.sba.gov) or contact the Macomb Regional PTAC directly at: 586-498-4122.

- Jennifer Tisdale, Project Specialist

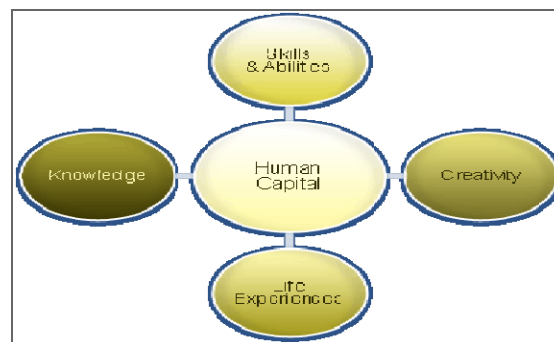
\*Source: [www.sba.gov/hubzone](http://www.sba.gov/hubzone)

## Macomb Community College: Dept. of Labor—Defense & Homeland Security Grant: Human Capital Forum

On June 30, 2011, the administrators of the Macomb Community College Department of Labor Defense grant and New Economy Initiative (NEI) Homeland Security & Defense grant brought together a ninety-plus member audience from various areas of academia and Human Resource professionals from across the Southeast Michigan region.

The intent of this forum was to continue a conversation asking what are the needs, wants and expectations of those hiring within the Defense & Homeland security sectors?

The answer, quite simply is to have potential candidates already educated and trained to step into the positions without requiring additional, time and financial investments on behalf of the hiring organization.



The Macomb Regional PTAC's own Beth Cryderman Moss, moderated a panel consisting of several hiring and training professionals from Defense sector. This panel discussed many reasons why already recruited talent opts to leave or not relocate to Michigan, what could be done to improve the environment and provided a wish list to the academic attendees on what types of courses and trainings would meet their needs.

-Jennifer Tisdale, Project Specialist

# DLA Industry Conference & Exhibition

The annual Defense Logistics Agency (DLA) Industry Conference & Exhibition, formerly known as DLA Enterprise Supplier Conference & Exhibition, sponsored by NDIA was held on June 27 - June 30, 2011 at the Greater Columbus Convention Center in Columbus, OH.

The purpose of this newly revamped event was to support businesses in their efforts to establish, maintain and further their relationships with the Defense Logistics Agency, as well as develop partnerships with other industry members.

The theme this year was “Sustaining Warfighter Support While Reducing Cost.” The Honorable Dr. Ashton Carter, Under Secretary of Defense for Acquisition, Technology & Logistics, spoke directly about the Secretary of Defense directive to reduce costs and create efficiencies within the system, the idea of doing more with less. He encouraged companies to come up with new ways to manufacturer while bringing down cost.

The DLA Conference also featured an interactive experience that included DLA Aviation, DLA Land and Maritime, DLA Distribution, DLA Disposition Services, and DLA Logistics Information Service. Many businesses were able to interact one-on-one to ask specific questions about procurement opportunities. This event created a unique opportunity for buyers and sellers to meet.

In addition, there were several breakout sessions for companies to attend. These breakout sessions included:

Doing Business with DLA

DoD Email

Support to Small Businesses

DLA's Supply Chains

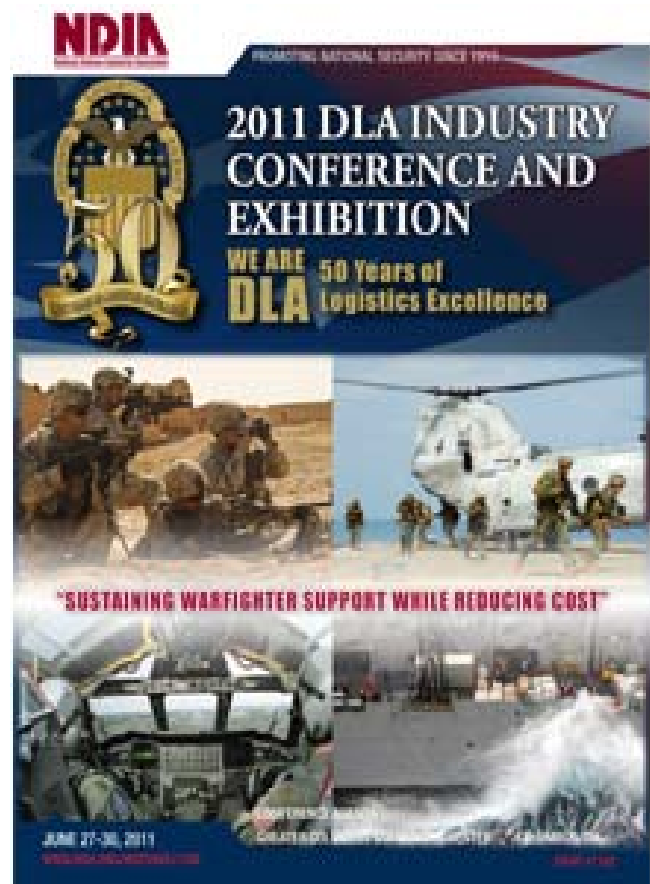
Center of Excellence for Pricing

Value Engineering

Reverse Auctions

Attendees walked away with a better understanding about doing business with the DLA; many new contacts they established at this event.

- Joseph McCulloch, *Procurement Specialist*





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**Our Government Contracting  
Expertise is your Competitive Edge**

**For more information about any  
of these upcoming events,**

**please call.**

**The Macomb Regional PTAC**

## Upcoming Events

### August 2011

- 9-11 NDIA GVSETS Conference—Dearborn, MI
- 15-18 National Veterans & Small Business Conference—New Orleans, LA
- 18 Government Contracting 101 —PTAC Warren
- 26 National Guard Association of US (NGAUS), Milwaukee

### September 2011

- 13 WID Blockbuster Event (check web for details)
- 15 Government Contracting 101—PTAC Warren
- 19-21 NDIA 5th Annual Fall Business Event (FBE)  
*“Homeland to Hometown... The Next 10 Years”* - Troy, MI

### October 2011

- 10-13 AUSA Fall Meeting—Washington D.C.
- 20 Government Contracting 101—Warren, MI
- 25-27 Combat Vehicle Conference—Dearborn, MI
- 27-28 TACOM Advanced Planning / Briefing to Industry (APBI) - Dearborn, MI



03/16/2011 - U.S. Marines assigned to Marine Aircraft Group (MAG) 36, 1st Marine Aircraft Wing (MAW), III Marine Expeditionary Force board a KC-130J Super Hercules aircraft at Marine Corps Air Station Futenma, Okinawa, before flying to mainland Japan in support of operation Tomodachi March 16, 2011. The Marines were expected to provide assistance to areas in Japan affected by a 9.0-magnitude earthquake and tsunami. (DoD photo by Cpl. Justin Wheeler, U.S. Marine Corps/Released)