

NDIA Delaware Valley Chapter NEWSLETTER



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The Boeing Company
P.O. Box 16858
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Philadelphia, PA 19142-0858



From the Chapter President

Summer starts a new cycle for our Board. Our upcoming event is our annual golf outing on August 20 at Scotland Run Golf Club in Williamstown, New Jersey. This year's event promises to be our best ever. We already have 25 foursomes signed up for the event. They represent over two dozen companies from around the Delaware Valley. The golf outing should provide great networking opportunities.

Lunch and dinner will be provided allowing time for networking as well as time on the golf course.

In September the Board will kick into high gear and start planning for 2007 year-end and 2008 events. Since our Delaware Valley Chapter represents over 435 defense businesses in the tri-state area, networking is an essential part of our chapter. As a Board, we will continue to find ways to increase our networking capabilities. We would like to plan a networking event for either Fall 2007 or Spring 2008.

We as a Board continually strive to improve our visibility with our members and our defense industry partners. We always welcome your suggestions. We would like to hear what types of events you would like us to organize. We also welcome any improvements or suggestions you may have for our newsletter. Please send your suggestions and comments to me at jerry.j.luccarella@boeing.com.

Sincerely,

Jerry Luccarella
President

Chapter Calendar



August

August 20, 2007

Registration begins at 10:00am
NDIA Delaware Valley Chapter's Annual
Membership Appreciation Event
Scotland Run Golf Club
Rt. 322 & Fries Mill Road
Williamstown, NJ 08094



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MEMBERSHIP

Spread the word! Do you know industry partners that are not already members of NDIA? Let them know about our great association. Invite them to the upcoming luncheon. This will be an easy and convenient way to join and take advantage of all the great things NDIA has to offer. NDIA's Annual Membership Appreciation event is in the planning stages. Last year's event was held at the Scotland Run Golf Club in Williamstown, NJ and was a huge success. You can see pictures of this and other past events at our website, <http://www.pricesystems.com/ndia/past%20events.htm>.

Chapter Company Member Profile



JanBara & Associates is a collaboration of talents started by Jane Lowenstein and Barbara Taylor, two experienced coaches and executive development experts. Each has over 25 years experience producing exceptional results for their clients in corporate America and the public sector. JanBara has access to a cadre of experienced consultants and professionals to be able to handle large-scaled projects and assignments.

Jane Lowenstein is a people shaman. She has over 25 years experience advising corporate executives how to solve their people problems. Her clients have described her as a perceptive and insightful coach who produces exceptional results. In addition, Jane excels in strategic communications, leadership development, change management, diversity and succession planning. As a federal mediator, she has extensive experience with conflict management and alternative dispute resolution techniques.

Barbara Taylor has extensive experience working with senior leaders in large and mid-sized corporations. She has designed and implemented effective War for Talent strategies for numerous Fortune 500 clients. Her expertise focuses on business coaching; talent management and succession planning; leadership development; high potential identification and deployment; assessment; and performance management. Barbara has built a reputation for designing creative leadership development programs, e.g., The Gettysburg Leadership Experience.

JanBara is a full-service executive development, high performance consulting company whose focus and expertise centers on:

- Leadership Development
 1. Gettysburg Leadership Experience
 - Battlefield Program
 - Half day movie vignette program
 2. Customized Leadership Programs
 3. Action Learning Leadership Programs
 4. Situational Leadership Training
 5. Strategic Planning For Large Scale Training And Development Initiatives
 6. Leadership Development for Women
- Coaching for Executives, Managers, Professionals, etc.
 1. Individual Coaching – one-on-one coaching by phone or face-to-face
 - Ratcheting up your performance
 - Learning political savvy
 - Developing a spot-on, customized development plan
 - On-demand coaching to handle specific, one-of-a-kind business issues
 2. Group Coaching – coaching with a small group of people for:
 - Getting multiple feedbacks about your workplace behaviors and actions
 - Being held accountable for changing workplace performance
 - Receiving multiple ideas and solutions of how to increase your effectiveness
 3. Coaching for Women – individual or group coaching to increase women's power skills, e.g.,:
 - Effectively initiating and responding to power
 - Being perceived by others to be fully capable and ready to take increased responsibility
 - Learning high-level power skills for different leadership situations
- Mentoring Programs
- Performance Management
- Change Management
- Conflict Management Techniques
- Behavioral Inventories and Assessments
- Succession Planning
 - Development of best practices succession planning models
 - Talent management

- Identification of high potentials and high professionals
- Interviewing, Assessment and Selection
 - New hires
 - Current staff

JanBara's clients include:

- AstraZeneca – Wilmington, DE
- Citizens Bank -- Stroudsburg, PA
- Comcast Corporation – Philadelphia, PA
- Food and Drug Administration -- Philadelphia, PA
- Glaxo Smith Kline -- Philadelphia, PA and Raleigh Durham, NC
- GMAC Residential Mortgage – Horsham, PA
- GMAC Commercial Mortgage – Philadelphia, PA
- MetLife – New York City, NY
- National Institutes of Health -- Bethesda, MD
- Pepboys – Philadelphia, PA
- Sara Lee – Cincinnati, OH
- Severn Trent Services -- Fort Washington, PA
- U.S. Department of Health & Human Services
- US Coast Guard
- Xerox Corporation -- Rochester, NY

For more information please contact Jane Lowenstein at jlowenstein@janbara.com

Chapter Board Member Profile

WILLIAM J. SWAHL



Mr. Swahl is the former Director of the IBM Shipyard Practice and Center of Excellence based in Fairfax, VA. He now heads up his own consulting company working with the Aker Philadelphia Shipyard and the Philadelphia Shipyard Development Corporation to

develop a supply chain infrastructure to support the shipyard. Previously, in his role at IBM, he managed a \$187-million workforce development program at the Philadelphia shipyard. He has been closely involved with BRAC studies, planning, and proposal evaluations for reuse of the Philadelphia Naval Shipyard since 1992, working with the Naval Shipyard, the City, and the Congressional Delegation. Mr. Swahl also assisted with the base closure at the Charleston, Naval Shipyard in South Carolina.

His 40-year career in the maritime industry has extended from initial training as a coppersmith apprentice to senior executive shipyard positions. His excellent managerial track record includes commendations and citations for maintaining the highest standards of workmanship, along with under-budget, on-time performance on commercial and Navy contracts. Mr. Swahl's last industry position was Vice President and General Manager of an East Coast ship repair company with divisions from New York to Georgia.

For 15 years Mr. Swahl has provided advisory services in the areas of operations management, project management, shop floor control, team building, strategic planning, change management, organizational restructuring, contract management, bid preparation, and naval shipyard reuse (privatization). He has served numerous government clients including the Secretary of the Navy, the Naval Sea Systems Command, the city of Philadelphia, the Philadelphia Shipyard Development Corporation, and the government of Latvia. His private sector clients include Meyer Werft (Germany), Vancouver Shipyard (Canada), General Dynamics, Newport News Shipbuilding, Phillyship, and Southwest Marine. He serves on Society of Naval Architects and Marine Engineers (SNAME) Ship Production Panels and co-authored the ship conversion, overhaul, and repair section of the 1995 edition of *Ship Production*, a textbook published by SNAME and the University of Michigan.

Small Business Insights

Legislation Implementing Recommendations of the 9/11 Commission By Brian Gocial of Blank Rome

On August 3, 2007, the President signed into law the "Implementing Recommendations of the 9/11 Commission Act of 2007," popularly called the 9/11 Commission Act, a law to implement many of the remaining recommendations adopted by the 9/11 Commission. Of paramount interest to the NDIA community, the Commission Act:

- Requires all container cargo entering the United States must be inspected by July 1, 2012, unless the Secretary of Homeland Security certifies to Congress that this requirement is not technically feasible to achieve.
- Requires all air cargo be inspected within three years from enactment.
- The law authorizes a total of \$4 billion over four years for new rail, Amtrak, interstate bus, and motor carrier security programs.
- The law authorizes a total of \$1.6 billion over four years for grants to public agencies for interoperable communications.
- The law requires a study of the need for and feasibility of maritime and surface transportation user fees to provide necessary

New Cargo Scanning Requirements

The law requires 100% scanning with non-intrusive imaging equipment and radiation detection equipment before any cargo is loaded in a foreign port and bound for the United States. Compliance is required in five years, or by July 1, 2012. However, the Secretary of Homeland Security may extend the deadline in additional two year increments, if the Secretary certifies to Congress that at least two of the following conditions exist:

- Systems to scan containers are not available for purchase and installation;
- Systems to scan containers do not have a sufficiently low false alarm rate for use in the supply chain;
- Systems to scan containers cannot be purchased, deployed or operated at ports overseas, including because a port does not have the physical characteristics to install such a system;
- Systems to scan containers cannot be integrated with existing systems;
- Use of systems to scan containers will significantly impact trade capacity and the flow of cargo; or
- Systems to scan containers do not adequately provide an automated questionable or high-risk cargo alarm as a trigger for further inspection by appropriately trained personnel.
- Military cargo is exempt from the new requirement. The law is silent on who will pay for installation of new scanning systems. Presumably, the costs will be passed on by the shippers to the consumers.

Aviation Security

The Commission Act requires that all cargo transported on passenger aircraft be screened within three years from the date of enactment. In addition, \$450 million is authorized annually from FY2008-FY2011 to install in-line explosive detection systems for passenger baggage screening. A new Checkpoint Screening Security Fund is created within DHS to purchase, install, conduct research on and develop equipment designed to improve explosive detection.

General Transportation Security Program

Although significant attention has been paid to aviation security, understandably since 9/11, Congress and DHS are also turning to securing other modes of transportation. In general, DHS is to develop a National Strategy for Transportation Security that would include a 3- and 10-year budget for Federal transportation security programs, and to share information on risks in the various modes with public and private stakeholders. The new law assigns responsibility as between DHS and the Department of Transportation (DOT) for transportation security grants. DHS is to determine the requirements for the grant programs and select recipients while

both DHS and DOT will jointly determine the method of fund distribution.

Interoperable Communications

A further recommendation of the 9/11 Commission was to address the communication problems confronted by police and firefighters at the World Trade Center sites. The 9/11 Act addresses this problem by establishing a new Interoperable Emergency Communications Grant Program that would distribute \$1.6 billion over four years to allow states to carry out initiatives to improve local, tribal, statewide, regional, national, and, where appropriate, international interoperable emergency communications, including in response to natural disasters and acts of terrorism. Each state is to receive a minimum of 0.5 percent of the total funds from FY2008-FY2011.

The Administrator of the Federal Emergency Management Agency (FEMA) is to administer the grant program acting through a new Director for Emergency Communications. The states, in turn, are to distribute 80% of the grant funds received to local and tribal governments. The funding is to be derived from the Digital Television Transition and Public Safety Fund (supported by revenues earned by the Treasury Department from public auctions of analog spectrum). Priority is to be given to public safety agencies that were not capable of receiving 911 calls.

Public Transit Grants

A total of \$3.4 billion is authorized in the Commission Act for grants to public transit agencies for tunnel protection systems, perimeter protection systems, chem-bio detection systems, surveillance equipment, and emergency response equipment, among other capital costs of protecting the nation's public transit systems (e.g., Metro). DHS is also required to issue guidance to public transit agencies to conduct security background checks on employees and contractors.

Rail and Amtrak Security

DHS, in consultation with the DOT and other agencies, is required to complete, within six months, a nationwide risk assessment of a terrorist attack on railroad carriers, and within 12 months, the Secretary is required to issue regulations requiring each railroad carrier assigned to a high-risk tier to conduct a vulnerability assessment and to prepare, submit to DHS for approval, and implement a security plan. In turn, the rail carriers are provided nine months from the date of issuance of the regulations to complete their assessments and plans. To carry out the new requirements, DHS is authorized to award grants to rail carriers, the Alaska Railroad, and Amtrak, among others. A total of \$1.2 billion over four years is authorized to implement these requirements.

A separate authorization of \$650 million is provided for grants to Amtrak to conduct system-wide security upgrades, including specified grants to secure major tunnels in New York, New Jersey, Maryland, and Washington, D.C.

DHS is required to establish a security exercise program for rail employees, and to develop a system to detect undeclared passengers and contraband from entering the U.S. by rail.

Bus and Trucking Security

In 18 months from date of enactment of this Act, the Secretary of DHS is required to issue regulations to require each over-the-road bus operator assigned to a high-risk tier to conduct vulnerability assessments and to prepare, submit to the Secretary for approval, and implement a security plan. The operators then have nine months to comply with the regulations. DHS is to provide technical and financial assistance to the bus operators. Grants totaling \$87 million for the next four years are authorized for this program.

With respect to trucking security, DHS, in coordination with DOT, is required to prepare and report to Congress on the security status of the trucking industry, including an assessment of the economic impact of security upgrades on the trucking industry, including independent owner-operators.

Changes in Allocation of State Grant Funds

Another recommendation of the 9/11 Commission was to ensure that all security grants be allocated on the basis of risk. The new law requires that an increasing percentage of state responder grants be allocated on the basis of risk, which it achieves by reducing the minimum share to each state. Beginning in FY 2008, each State is to receive a minimum State Homeland Security Grant in the amount of 0.375 percent of the total funds appropriated for such grants. (Each state currently receives 0.75 percent of the total funding at a minimum.) This amount will be reduced over five years to 0.35 percent to each state. The law authorizes \$950 million for each of FY2008-FY2012 for the State Homeland Security Grant Program. Of these funds, 25 percent must be allocated for law enforcement terrorism prevention activities.

The new law also authorizes a total of \$5.3 billion in grants to Urban Area Security Initiative (UASI) grants for FY 2008-FY 2012. This is an existing DHS program, based principally on risk, but the grants will now be distributed to the states who have 45 days to distribute 80% of the funds to designated urban areas within the states.

New audit requirements have also been enacted for recipients of grants in excess of \$500,000.

Conclusions and Recommendations

The requirements of the Commission Act provide many opportunities for defense-related companies to offer new solutions in the areas of cargo scanning, container security, transportation security, and interoperable communications. Blank Rome LLP will be monitoring these requirements and would be pleased to advise NDIA members on how to address them.

If you have questions or desire additional information, please contact Brian S. Gocial in Blank Rome's Maritime, International Trade and Government Contract Practice Group, 215-569-5424.

Chapter Event

**NDIA DVC Annual Golf Outing
August 20, 2007
Registration begins at 10:00am
Scotland Run Golf Club
Route 322 & Fries Mill Road
Williamstown, NJ 08094**

Come join us for a day of fun, sun and golf!!!

NDIA Delaware Valley Chapter has over 1,000 members from over 435 companies from Delaware, New Jersey and Pennsylvania. Top level executives from Defense Industries will be attending this event. Don't miss this opportunity to promote your company for a good cause.

The NDIA Delaware Valley Chapter annual golf tournament is on August 20, 2007 at Scotland Run Golf Club located in Williamstown, NJ. Renowned for its outstanding location and superior, personalized service, the tournament provides its sponsors and participants with an unbeatable golfing and networking experience.

NDIA DVC takes tremendous pride in the planning and coordination of the tournament and the results it generates. The NDIA DVC is able to donate scholarships to ROTC schools around the area thanks to this event. With your help, NDIA DVC can continue to provide exceptional service for events that are held year round.

Following 18 holes of golf there will be a banquet with door prizes and a great dinner. The grand door prize this year will be a 32" Plasma Screen Television, but you MUST be present to win. So enjoy a day of golf, good company, great food and the chance to take home that plasma screen television of which you always dreamed. For more information about this event please contact Orly Soffy with The Boeing Company at 610-591-4283. Also visit our website at <http://www.pricesystems.com/ndia/events.htm>.



2007 Chapter Board of Directors Directory**President**

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Corporate Members

Visit the web site to see a list of our Chapter Corporate Members

<http://www.pricesystems.com/ndia/corplinks.htm>