

TOP 10 Benefits of Membership

- 1 Access Key Clients and Decision-Makers**
 - Government contracting agencies
 - Research and development entities
 - Federal and state regulatory agencies
- 2 Stay Abreast of Industry Opportunities and Developments**
 - Technology developments
 - Contracting strategies and project opportunities
 - Newest policies, guidance, procedures and standards
- 3 Network and Establish Partnering Relationships**
 - Find and meet new business contacts and teaming partners for upcoming opportunities
 - Showcase your firm
- 4 Influence Technology Development and Implementation**
 - Participate in our Technology Committee
 - Learn about technology transfer and demonstration opportunities
- 5 Influence Industry Standards**
 - Participate in our Operations and Standards Committee
 - Receive real-time updates on industry standards of practice
- 6 Find Solutions to Challenges Facing our Industry**
 - Work with NAOC Committees and Board to identify and raise issues impacting the industry
 - Support NAOC in its efforts to develop and champion safe, effective and efficient solutions
- 7 Influence Congressional Funding**
 - Visit legislators during congressional budget development to raise awareness of MMRP issues
 - Be heard as a part of the organized voice of the profession
- 8 Increase your Marketplace Visibility**
 - Attend and participate in NAOC-sponsored events
 - Be recognized by displaying the NAOC logo
- 9 Focus your Time and Energy**
 - NAOC events are tailored to your market with topics focused on program trends
- 10 Get involved and Make a difference!**
 - Join a committee and get even more out of NAOC membership!
 - Be an active member of the organization that serves as the "Voice of Industry" to government clients and decision makers



**NATIONAL ASSOCIATION OF
ORDNANCE CONTRACTORS**



About NAOC

NAOC is the industry trade association representing companies who perform munitions response and related services globally and serving as their collective voice. Our membership is open to all business categories with a dues structure organized by business size:

- Large Business (greater than 500 employees)
- Small Business (less than 500 employees)
- Very Small Business (less than \$5 million in annual revenue)

Strategic Objectives

- *Increase Program Funding Levels to Improve Opportunities for NAOC Members*
- *Achieve Global Recognition for Superb Munitions Response Services*
- *Enhance Membership Benefits*
- *Collaborate in the Development and Application of Technology, Guidance, and Regulations*

History

- Established on February 22, 1995
- 21 Founding Members, who were all UXO service providers
- Comprised of more than 70 companies representing multiple facets of the industry

Highlights

- Annual General Membership Meeting: Speaker sessions and workshops including high-level government speakers from the Department of Defense and international organizations, discussing a broad range of topics of interest such as safety, quality, contracting, and regulatory issues
- Annual Fly-In: Meetings on Capitol Hill with key representatives from Federal Agencies to discuss the MMRP and program funding
- Partnering sessions with DoD to provide a forum for open communications and problem resolution
- Collaboration in the development and application of technology by interacting with SERDP/ESTCP (Environmental Security Technology Certification Program (ESTCP) and Strategic Environmental Research and Development Program (SERDP))
- Opportunities for early review and to provide comments and input on DoD documents and policies relating to MMRP work
- Receive early distribution of the latest MMRP information
- Opportunities to participate in the development of industry-related standards of practice
- Participation in MMRP-related training and educational webinars

Structure

- NAOC is a not-for-profit, tax-exempt corporation
- Membership is open to all companies, domestic and international
- Officers: President; Vice-President; Secretary and Treasurer
- 11 Board of Directors
- Committees: Government Affairs, Member Services, Operations & Standards, Technology; International Affairs Special Committee
- Dues structure for membership is according to company revenues and size

Annual Meeting picture: 2012 NAOC Annual Membership Meeting and Speaker Session held in Fort Lauderdale, FL



2012 Industry Leadership Award Recipient, Mr. Robert Faye, Sr



Presentation by Congressman Earl Blumenauer at the 2013 Capitol Hill Fly-in, Washington, DC

Election Process

- Annual Elections are for Board of Directors, Officers, and Committee Chairpersons, who each serve a one-year term
- Eleven Directors are elected by NAOC member companies each year at the Annual Membership Meeting; the newly elected Board of Directors elects a President, Vice President, Secretary, and Treasurer from their group by majority vote
- Committee Chairs Election: Nominations are accepted for Chairpersons of each committee, including the four standing committees and any special committee during the first Board of Directors meeting following the annual General Membership Meeting. Each Committee Chair nomination is voted upon by the Board of Directors. The newly elected Board of Directors, Officers, and Committee Chairpersons hold transition meetings with their predecessor after the annual meeting but before the end of the year

Proxy

- A Member Firm may designate, in writing, an alternate or proxy to represent him or her at the annual or other specific meetings of the Board of Directors, or any Standing Committee or any Special Committee; with authority to act on his or her behalf in every respect.