



Global Leader in Munitions Response

Neil Feist
President

Courtney Ingersoll
Vice President

Ivy Harvey
Secretary

Karen Lemley
Treasurer

MINUTES NAOC Board of Directors' Meeting 14 June 2022 0830 – 1230

Location:

Virtual Microsoft Teams

[Click here to join the meeting](#)

Conference Code:

Toll number: 804-404-8749

Conference ID: 118 223 220#

<u>BOD Member Firm</u>	<u>Representative</u>	<u>Present (yes/no)?</u>
Arcadis	Courtney Ingersoll	Yes
EA Engineering	Ivy Harvey	Yes
ECC	Brian Skubin	Yes
HGL	Neil Feist	Yes
TetraTech	Lanette Waite	Not Present at start, but joined shortly after 830AM
Kemron	John England	Yes
NAEVA Geophysics	Karen Lemley	Yes
Parsons	Chris TenBraak	Not Present, Arrived a 9AM
Jacobs	Noah Weinberg	Yes
TLI Solutions	Kristan Avedikian	Yes
Weston Solutions	Ryan Steigerwalt	Yes

Order of Business:

- **Call to Order (President, Neil Feist):** The meeting was called to order at 0830 am.
- **Roll Call of BOD (Secretary, Ivy Harvey):** The Secretary conducted roll call. Representatives from TetraTech and Parsons were not present; however, all other members were present and a quorum was established.
- **Opening Remarks: (President, Neil Feist):** The President welcomed the Board, apologized for the last minute switch to a virtual only event, and thanked Vice President for making that adjustment in his absence. He then directed the Board to the attached Agenda.
- **Secretary's Report (Secretary, Ivy Harvey):** I. Harvey requested comments or approval of the minutes from the 12 January 2022 Board Meeting and the 10 April 2022 Special Board Meeting. Draft meetings minutes were initially distributed shortly after the meetings had taken place, and were



Global Leader in Munitions Response

Neil Feist
President

Courtney Ingersoll
Vice President

Ivy Harvey
Secretary

Karen Lemley
Treasurer

resent to the BOD the night before. There were no comments on the minutes. N. Feist made a motion to approve the minutes and C. Ingersoll seconded the motion. The meeting minutes were accepted.

- **OLD BUSINESS, (President, Neil Feist)**

- **Budget Discussion: *Should there be a charge for the Membership Meeting?*** – K. Meier with Huntsville’s Center of Expertise is potentially bringing back the M2S2 Meeting starting in December 2023. This M2S2 Meeting will likely be held every other year and will reduce the need for NAOC’s large membership meeting (during the years the M2S2 meeting is held). Historically, NAOC has combined the annual membership meeting with the M2S2 meeting, which significantly reduces meeting costs and the planning burden. N. Feist proposed the discussion for charging members to attend the membership be tabled until the next meeting. There was general agreement on this approach.
- **Term Limits: *Should term limits be removed for BOD?*** – Based on the 2021 survey (as presented by N. Sharkey – see attached presentation), the majority of responses suggest membership prefers to keep term limits in place. There was general consensus from the BOD that the results of the survey should be honored. N. Feist stated this topic will be removed from old business and no change will be made at this time.
- **Assistant Treasurer: *Should there be an Assistant Treasurer Position?*** – K. Lemley indicated she could perform Treasurer duties without an assistant for the time being. C. Ingersoll reminded the group that at a minimum, NAOC financial files require additional signatories (as a backup) for the bank account in the event the Treasurer is not available. R. Steigerwalt suggested the Vice President and Secretary be added as additional signature authorities on the NAOC bank account. N. Feist made a formal motion for the board to vote on this and N. Weinberg seconded the motion. All were in favor and approval to add the Vice President and Secretary as additional signature authorities was obtained.

Action – K. Lamely to proceed with adding the Vice President and Secretary to the NAOC bank account as signature authorities.

Action – I. Harvey to update NAOC Policy 001 Duties and Responsibilities to include being listed as a signature authority on the NAOC bank account under the roles and responsibilities for the Vice President and Secretary.

- **Navy MPPEH Training-Update:** N. Feist stated he has reached out to secure Navy MPPEH Training for members (if interested) at the annual membership meeting.

Action – N. Feist to follow up with Navy to confirm they will attend and provide training at annual membership meeting.

- **Membership communication-Membership drive:** I. Harvey reported on the Communications Tiger Team, which has been meeting biweekly to discuss NAOC communication strategies. Participants include C. Ingersoll, L. Waite, I. Harvey, N. Weinberg, S. Corcoran, J. England and N. Feist. The Tiger Team has focused on bolstering email, LinkedIn, and board buddy communications. I. Harvey asked if the Communications Tiger Team should continue to meet regularly. C. Ingersoll suggested the Tiger Team continue to meet on a quarterly basis (in lieu of biweekly). I. Harvey reported that a “membership drive” has not specifically been an area of focus for the Communications Tiger Team.

Action – I. Harvey to continue lead regular Communication Tiger Team meetings at less



Global Leader in Munitions Response

Neil Feist
President

Courtney Ingersoll
Vice President

Ivy Harvey
Secretary

Karen Lemley
Treasurer

frequent intervals (i.e., Quarterly) to ensure continued focus on communications.

- **SCA discussion for UXO Management personnel: *Discussed with lobbyist-need to follow up-White paper?*** – N. Feist explained the Government Affairs Committee and Livingston Group continue to seek updates to the SCA rates policy to clarify how the SCA rates should be applied to all UXO positions (UXO Technicians as well as UXO Management). As currently written, the policy is not clear and sometimes UXO positions are interpreted as exempt and sometimes they are interpreted as non-exempt. J. England seconded moving forward with this issue, reporting that he too has experienced issues with how SCA rates are being applied, which create inequities amongst the UXO team members.

Action – N. Feist will continue to work with the Government Affairs Committee and Livingston Group to develop a white paper to present NAOC's position and recommend an update the SCA rate policy.

- **Tiger Team to review Strategic Objectives (revisit?)** – From the January 2022 BOD meeting there was discussion for committee chairs to review and evaluate current strategic objectives of each committee to see if they are relevant. A tiger team was not established; however, C. Ingersoll will follow up with the committee chairs to make a determination on any updates to committee specific strategic objectives and bring back to the BOD for discussion at the 2022 annual meeting.

Action – C. Ingersoll to email to NAOC Committee Chairs Strategic to review and refine strategic objectives before the next BOD meeting.

- **BRIEFING FROM COMMUNICATIONS TIGER TEAM, Ivy Harvey**

- I. Harvey provided additional updates on Communications Tiger Team activities, including renewed focus email, LinkedIn, and board buddy communications, as well as updates to NAOC internal website. I. Harvey asked the group if a short summary of communication methods and accounts is needed to ensure continued focus and maintain future communications as new board members come and go. General consensus was that this would be helpful and that continuation of the Communications Tiger Team for the remainder of the year would be worthwhile. As written in NAOC Policy 001 communications is predominantly the responsibility of the Vice President position, but given the Vice Presidents other duties, additional support and focus on communications is needed at this time while we strive to refine and bolster communications to better reach NAOC members.
- R. Staigerwald suggested an additional focus of the Communications Tiger Team should be placed on finding out why NAOC loses membership. This information can be used to modify communications and ensure general NAOC members are seeing the value provided by the organization. N. Feist agreed and added that typically those that are volunteering and participating in NAOC activities (i.e., Fly-In, Annual Meeting, etc.) have a better appreciation of the value of the organization because they are seeing NAOC's influence on the Government firsthand. The recent meeting with Ms. Beasley was identified as an example of how general membership communications could be improved. Future high level meetings such as that meeting could be communicated in advance to membership and then followed up with an email to membership including a bulleted list of meeting highlights with more detailed notes as an attachment (as opposed to simply providing the notes). The Communications Tiger Team could be used to develop the meeting highlights and really communicate the benefits to membership. B. Skubin reiterated that future NAOC communications should be tailored to 1) provide an overview (for those with limited



Global Leader in Munitions Response

Neil Feist
President

Courtney Ingersoll
Vice President

Ivy Harvey
Secretary

Karen Lemley
Treasurer

- time/interested) and 2) relay more details for those that are interested.
- I. Harvey asked if there will be other high level meetings that will occur this year that we should communicate. N. Feist indicated that typically there is one meeting with USACE HQ in the Spring of every year; however, he would like to set up a fall meeting this year. C. TenBraak suggested, if a fall meeting is scheduled, it would be a great opportunity to reach out to membership in advance to ensure topics that are meaningful to both USACE and NAOC are discussed.
 - N. Weinberg mentioned the lobbyist is one of the biggest benefits NAOC offers membership aside from face time with clients at the membership meeting. The more we can communicate evidence of those benefits to our members, the better. L. Waite added that another benefit (or pillar) of NAOC that perhaps is under recognized are the NAOC committees and all they do. Each of the committees provide distinct value to NAOC members that should be regularly communicated to general membership (and not limited to committee members). Based on discussions three main benefit/pillars of NAOC were identified as our 1) Lobbyist, 2) Annual Meeting, and 3) NAOC Committees.
 - L. Waite also suggested we engage NAOC members at industry days (i.e., Omaha Industry Day) where NAOC members are in attendance (i.e., announce day and propose/organize membership specific happy hour). It was decided collectively these suggestions should be reviewed and applied by the Communications Tiger Team to enhance overall NAOC communications.
 - I. Harvey asked if we should consider having a calendar to share NAOC and NAOC committees events/meetings. N. Sharkey stated there is a calendar on the NAOC website, but it is internal facing only.

Action Item– I. Harvey with support from Communications Tiger Team to develop a one or two page NAOC Communication Protocol which will provide a summary of different communication methods, expectations, and accounts/access.

Action Item – I. Harvey to revisit the above discussion (three pillars) with the Communications Tiger Team, compile/refine these pillars, and provide recommendations on how we want to communicate them to NAOC membership.

Action Item – N. Feist to reach out to USACE HQ to try to set up a fall meeting.

Action Item – N. Sharkey to make NAOC calendar external facing and to reach out to committee chairs to update calendar and ensure regular committee meetings are posted. Each committee chair should be able to make updates to the calendar (i.e., adjust monthly meetings, post internal document reviews, etc.).

Action Item – I. Harvey to advertise/communicate PMP discount for NAOC members on Linked In. Prior to advertising, I. Harvey will work with N. Sharkey to draft instructions on how to access discount and confirm it works.

- **Amendment of NAOC Policy 001 Duties and Responsibilities** – I. Harvey reviewed the proposed updates to NAOC Policy 001 Duties and Responsibilities based on the Communications Tiger Team discussions, which would reduce the number of NAOC newsletters from three to two. L. Waite agreed with the updates to Policy 001, but added that we need to ramp up information and provide alternate communication on the annual membership meeting to supplement the loss of the October Newsletter. Talk about committee



Global Leader in Munitions Response

Neil Feist
President

Courtney Ingersoll
Vice President

Ivy Harvey
Secretary

Karen Lemley
Treasurer

accomplishments. Need to make sure the communications does not drop off. October communications need to still happen. There was general agreement to accept changes to the policy once updates to roles and responsibilities for the Vice President and Treasurer were made (as discussed earlier in the meeting).

Action Item – N. Feist to coordinate with Kari Meier to establish the agenda for the annual meeting.

- **Break (1000-1005)**

- During the break I. Harvey made final revisions to NAOC Policy 001 Duties and Responsibilities and requested approval of the updates from the BOD. N. Feist made a motion to approve the updated policy and C. Ingersoll seconded the motion. Updates to NAOC Policy 001 Duties and Responsibilities were accepted.

- **TREASURERS REPORT: 2022 BUDGET (KAREN LEMLEY)** - See attached materials. K. Lemley presented the Treasurer's Report. K. Lemley asked the BOD if there was a desire to raise annual dues. Any due increase must be announced by 1 November of the preceding year. Given the state of the budget and lobbyist costs set to remain at 56% of the budget, K. Lemley recommended dues not be increased for 2023 (unless there is anticipated increase in Lobbyist fees). There seemed to be general agreement with this recommendation. K. Lemley mentioned there were still several members companies that have not yet paid their dues. K. Lemley will send out a final reminder to delinquent companies and will recirculate the list of those who still need to submit payment to the BOD. No discussion followed.

Action Item – K. Lemley to send a final reminder to member companies that have not yet paid their dues and to email the list to the BOD, so they can reach out to their respective board buddies.

- **COMMITTEE REPORTS/UPDATES**

- **Technology Committee (Jeff Leberfinger)** – J. Leberfinger provided a brief update for the Technology Committee (no slides were presented). J. Leberfinger reminded the BOD that the Second Munitions Response Meeting, as part of SAGEEP 2023, is tentatively being planned for March or April in New Orleans, but they are still trying to confirm the venue. John Jackson has indicated that USACE HQ is fully engaged and will be sending people to attend and present. Karen Lemley, Ivy Harvey, and Craig Murray (Deputy Technology Committee Chair) from NAOC are supporting meeting planning. J. Leberfinger also reminded everyone to save the date for 10 August 2022 for the M2G2 Webinar. An announcement/invite will be distributed in the coming weeks to NAOC members. The topic is broader than is typical for this webinar and will include Kari Meier presenting on more effective ways to write technical proposals and Ryan Steigerwalt presenting on Performance Work Statements for higher quality technical proposals. N. Sharkey suggested that the M2G2 Webinar should be advertised as soon as possible using multiple platforms (i.e., LinkedIn, email, etc.).
- **Action Item** – I. Harvey will post the information for the M2S2 Webinar on LinkedIn.
- **Small Business Committee (David Nelson)** – See attached slide presentation. D. Nelson reviewed missions/objectives of the Small Business Committee, highlighted the recent changes to Small Business Size standards, and discussed inflation and how it is being managed under government contracts. J. England suggested a focused lunch at the annual meeting to promote dialogue amongst small businesses may be worthwhile.



Global Leader in Munitions Response

Neil Feist
President

Courtney Ingersoll
Vice President

Ivy Harvey
Secretary

Karen Lemley
Treasurer

Action Item: D. Nelson and J. England will work together to organize a small business lunch at the annual meeting.

- **Member Services Committee (Nicole Sharkey)** –N. Sharkey provided a brief update for the Member Services Committee and reviewed the results of the 2021 Meeting Survey. See attached presentation. N. Sharkey indicated that annual meeting sponsorships have been set and an initial advertisement circulated. A few sponsorships have been purchased, but we need to get more announcements out to get additional sponsorships. Based on the results of the 2021 Survey, the venue had good ratings, but the rooms need to be refreshed and general consensus is that coffee breaks and snacks should be provided. C. Ingersoll asked if we can offer a smaller room to USACE during the annual meeting as a space in which they can use/convene. N. Sharkey indicated that the larger room can be made into three smaller rooms. N. Feist agreed to reach out to Kari Meier to offer the USACE use of a small room during the annual meeting. N. Sharkey although many of NAOC's requests for the upcoming annual meeting will be honored by the venue, there are still several items left to be resolved (i.e., 5K, discount for internet, etc.) and the venue continues to be unresponsive. C. Ingersoll said this was unacceptable and suggested N. Sharkey reach out to Terri to see if she can get the remaining items resolved.

Action Item – N. Sharkey to reach out to Terri about remaining items to be worked through with venue to facilitate resolution.

- S. Corcoran updated the group on the status of the 5K run/walk for the annual meeting. There is an EOD Unit at Lackland Air Force Base that would support the event, if NAOC needs an alternate location (i.e., the venue is unable to accommodate). Local AMVETS and Legion Alliance may donate t-shirts to the event. The registration fee will likely be \$40 to \$50. Currently the biggest concern is confirming if the 5K can be held at the hotel venue.
- N. Sharkey asked about planning for the 2023 Annual Meeting and if she should proceed with having Terri start looking at venues. N. Feist suggested we wait a little longer to see if the M2S2 meeting will be revived by USACE. He will reach out to Kari Meier to see if there has been any further movement or confirmation on that. N. Sharkey indicated that she will need to start planning next year's annual meeting by October or November at the latest. If the M2S2 is a go in 2023 and USACE has it at the university, NAOC will be able to piggyback off of that and coordinate a meeting room, snacks, etc. through the university.

Action Item – N. Sharkey to set up a call with S. Corcoran and the event staff at the hotel/venue to work through the details of the 5K.

Action Item – N. Feist to get confirmation from K. Meier on the M2S2 meeting and if it will happen in 2023.

- **Operations and Standards Committee (Shawn Corcoran)** – See attached presentation. S. Corcoran provided a brief update for the Operations and Standards Committee (OSC). The OSC has been working closely with J. Leberfinger to support the M2S2 webinars. S. Corcoran highlighted the multiple document reviews/revisions underway which NAOC members have had the opportunity to review and provide feedback (i.e., EM 200-1-15, EM 200-1-12, and UFP-QAPP Module 2). S. Corcoran mentioned that NAOC participation (members commenting and participating in documents review) is declining. C. Tenbraak highlighted that we need to relay to USACE that there is a loss of NAOC participation because status of comments are not being circulated back to membership or followed up with by USACE. NAOC members are not seeing the value from participating in the review



Global Leader in Munitions Response

Neil Feist
President

Courtney Ingersoll
Vice President

Ivy Harvey
Secretary

Karen Lemley
Treasurer

process. J. Leberfing mentioned that NAOC was asked to provide the top ten comments relating to geophysics on the UFP-QAPP Module 2. John Jackson and Andy Schwartz have been trying to get back to NAOC with answers to the most important comments through verbal discussions. S. Corcoran indicated one of the biggest issues NAOC companies have identified as it relates to the UFP-QAPP Module 2 is that EOD is being pushed out of the MMRP process. J. Leberfing indicated this was one of the top ten comments to be discussed with John Jackson and Andy Schwartz. The concern that industry is disengaging from participating in document review was discussed at length (i.e., still no response to EM 200-1-15) and it was asked if this concern should be brought up to USACE HQ. L. Waite suggested we approach USACE carefully as we do not want to lose the opportunity to provide comments on future guidance documents. L. Waite suggested we start with the CX (and not HQ) to find a way to resolve this issue in a positive light. S. Corcoran added that NAOC was unable to get enough persons to attend the MR UFP-QAPP training in Denver, which is another example of disengagement. It was acknowledged that there are likely many factors causing decline in participation. For example, the training session went from a successful online training, to an in person only event adding expenses to participation. Timing is also a big part of disengagement. Many of the document reviews have been released with short turnarounds during an already busy part of the year for most NAOC members.

Action Item –S. Corcoran to reach out to James Salisbury to find out the status of response to comments on EM 200-1-15.

Action Item –N. Feist, C. Tenbraak, and S. Corcoran to set up a meeting to discuss resolution to disengagement and then set up a meeting with the USACE CX.

- S. Corcoran indicated the IVS Memorandum Tiger Team continues to make progress and recently provided comments on the draft IVS Memorandum to the Government. S. Corcoran also mentioned that the NAVEOD Tech Div meeting on publications was attended by N. Feist, C. Ingersoll, and S. Corcoran. The OSC is working to develop a white paper to highlight what publications NAOC members would like to have access to and the rational for/value that access would provide.

- **Break (1140 to 1150)**

- **BRIEFING FROM THE GOVERNMENT AFFAIRS COMMITTEE AND LIVINGSTON GROUP (presented by Michael Barbero)** – See attached slide presentation. M. Barbero highlighted that the FY23 authorization and appropriation funding request from NAOC is \$300M above the Presidents Budget for the MMRP, with \$150M specifically set aside for ER/FUDS. In FY22 there was a \$600M increase in ER funding, but those funding levels were reduced by \$400M for FY23 in the Presidential Budget. This re-enforces mantra of ER being “chronically under-funded.” M. Barbero indicated there was lots of NAOC participation for the virtual fly-in which consisted of 39 NAOC members from 18 different companies from 17 different congressional offices. For congressional offices with no NAOC member volunteers/participation, The Livingston Group attended and participated on NAOC’s behalf.

Action Item – N. Feist to reach out to V. Kantsios to have her develop summary of what The Livingston Group has been doing on behalf of NAOC and will communicate this to membership.



Global Leader in Munitions Response

Neil Feist
President

Courtney Ingersoll
Vice President

Ivy Harvey
Secretary

Karen Lemley
Treasurer

• **NEW BUSINESS**

- **JC King retired, new POC Brian Frey** – N. Feist mentioned JC King’s retirement and reminded the BOD that his replacement would be Brian Frey.
- **USACE HQ Meeting(s) update-M2S2** – N. Feist reported that Ms. Beasley did approve the M2S2 (as reported by Kari Meier), so NAOC can plan accordingly. N. Sharkey will reach out to Terri to let her know we do not need her services to secure a venue for the 2023 Annual Meeting. There was general consensus from the BOD on this matter; however, it was noted that if the M2S2 meeting gets pushed beyond December, NAOC would need to revisit coordination of a separate annual meeting.

Action Item – N. Sharkey will reach out to Terri to let her know we do not need her services to secure a venue for the 2023 Annual Meeting.

- **SAME/NAOC Strategic Partnership?** – C. Ingersoll and L. Waite relayed to the BOD that SAME had reached out to NAOC to see if we wanted to form a strategic partnership with SAME. Reviewing the letter SAME was requesting NAOC leadership sign, the value proposition specific to NAOC members was unclear. General consensus was that SAME would like to expand into a more technical focus. There was overall agreement that signing the letter and forming a strategic partnership with SAME was not necessary. As it currently stands NAOC members are more than willing to support SAME events and signing (or not signing) the Strategic Partnership Letter would have negligible impact on overall NAOC support at SAME events. N. Feist, C. Ingersoll, and L. Waite suggested this message be relayed to SAME and leadership not sign the letter.

Action Item – C. Ingersoll, as the Vice President of NAOC, will respond to the request from Rick Weiss at SAME, letting him know that NAOC is not interested in signing the Strategic Partnership Letter; however, NAOC would like to continue to work with SAME on events and webinars the two organizations are strategically aligned.

Adjourn C. Ingersoll made the motion to adjourn. L. Waite seconded the motion. The meeting was adjourned at 1227.

President
Neil Feist

Secretary
Ivy Harvey



Global Leader in Munitions Response

Neil Feist
President

Courtney Ingersoll
Vice President

Ivy Harvey
Secretary

Karen Lemley
Treasurer

NAOC TREASURER'S REPORT VIRTUAL MEETING 14 JUNE 2022

The financials for NAOC continued to remain sound through 2nd quarter of 2022. As of 14 June 2022, NAOC's cash balance is \$386,515.69. All outstanding expenses from 2021 have been paid. An extension for 2021 Taxes has been submitted and approved and on schedule to be submitted by the extension date, October 17, 2022.

We collected \$151,390.00 in membership dues so far this year, which represents 85.1% of the total dues owed. This falls below last year's 92.2% however exceeds the percent collected at this point the previous two years, 59.2% and 57.5%. Thank you, to those Members that have paid! Additionally, we already have two (2) cash sponsorships for the annual meeting, 1 Platinum and 1 Gold. We are on track to meeting or exceeding the \$12,000.00 allotted in the 2022 Approved Budget.

So far this year NAOC has lost income from one (4) firms (1 small and 3 very small) that declined to renew their Memberships. However, this has been partially offset by two (2) firms joining, one small and one very small. If firms with outstanding dues become current with their membership, there will be a \$3,270.00 loss in income from dues.

NAOC expenditures as of 14 June equaled \$43,159.14 against our 2022 Approved Budget of \$193,195.00. This is \$6,979.25 more than the same time last year. With the difference mainly due to an increase in the Lobbyist Fee. Depending on the status of the Annual Meeting and Sponsorship, we are projected to stay within budget.

Thank you,
Karen Lemley
Treasurer, NAOC

NAOC TREASURER'S REPORT

Balance on: 1/1/2022*	\$ 278,253.66		
INCOME	Actual YTD	Budgeted	Variance
Membership Dues	151,380.00	181,195.00	(29,815.00)
Sponsorship	-	12,000.00	(12,000.00)
Guests	-	-	-
Other Income (Interest+Raffle)	31.17	-	31.17
TOTAL INCOME	\$ 151,411.17	\$ 193,195.00	\$ (41,783.83)
EXPENDITURES			
Lobbyist			
<i>Fees</i>	42,808.52	102,000.00	59,191.48
<i>Expenses</i>	-	5,000.00	5,000.00
Meetings			
<i>Capitol Fly-in</i>	-	2,000.00	2,000.00
<i>Board Meetings</i>	-	2,000.00	2,000.00
<i>Annual Membership Meeting</i>	-	54,650.00	54,650.00
Partnering Sessions			
<i>Conference/Symposium/Meeting Attendance</i>	-	2,000.00	2,000.00
Committees			
<i>Government Affairs</i>	-	500.00	500.00
<i>Membership</i>	-	1,000.00	1,000.00
<i>Operations and Standards</i>	-	500.00	500.00
<i>Technology</i>	-	500.00	500.00
<i>Small Business</i>	-	500.00	500.00
Officers' Accounts			
<i>President</i>	-	2,000.00	2,000.00
<i>Vice-President</i>	-	-	-
<i>Secretary</i>	-	-	-
<i>Treasurer (accounting software)</i>	-	250.00	250.00
Scholarship			
<i>EOD Warrior Foundation</i>	-	5,000.00	5,000.00
Website			
<i>Hosting and support</i>	300.00	1,940.00	1,640.00
<i>G Apps</i>	30.00	60.00	30.00
Miscellaneous			
<i>Printing Fees</i>	-	1,500.00	1,500.00
<i>Fed Ex</i>	-	1,500.00	1,500.00
<i>Bus Cards</i>	-	-	-
<i>DC Corp Filing</i>	-	100.00	100.00
<i>Tax Preparation</i>	-	2,000.00	2,000.00
<i>Certificates</i>	-	500.00	500.00
<i>General Expenses</i>	-	3,000.00	3,000.00
<i>Legal fees</i>	-	-	-
<i>Leadership Award</i>	-	2,695.00	2,695.00
<i>New Brochures</i>	-	-	-
<i>Insurance</i>	-	2,000.00	2,000.00
<i>Portable Scroll Booth Cases</i>	-	-	-
<i>New Booth Panels</i>	-	-	-
Credit Card Fees	20.62	-	(20.62)
TOTAL EXPENDITURES	\$ 43,159.14	\$ 193,195.00	\$ 150,035.86
TOTAL VARIANCE	\$ 108,252.03		
Balance on: 1/12/2022**	\$ 386,505.69		

*Cash balance Amount Adjusted to actual

**Possible 1 Hotel Receipt for Livingston missing (~\$500)

Membership Dues Status									
# of MBRS	# in Firm Size	NAOC Member	Size of Firm	Dues	Payment Status	Amount Paid	Fees	Amount Owed	Notes
1	1	Acorn Science & Innovation, Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	Check was for \$1590, refunded \$10.
2	2	A.E.S. UXO	Small <\$5M	\$ 1,580.00		\$ -	\$ -	\$ 1,580.00	
3	3	Alpine Ocean Seismic Survey, Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
4	4	American EOD Services, Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
5	5	AOR International, Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
6	6	Aqua Survey, Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
7	7	ATI, Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
8	8	Black Tusk Geophysics	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
9	9	ECM Consultants	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
10	10	Exploration Instruments	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
11	11	H&L Environmental Services, LLC	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
12	12	Ho'olaulima Government Solutions, LLC (HGS)	Small <\$5M	\$ 1,580.00		\$ -	\$ -	\$ 1,580.00	0
13	13	InDepth Corporation	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
14	14	ISSI UXO and Consulting, LLC	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
15	15	International Mine Warfare Consultancy (IMIWC) LLC	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00			Joined January 2022
16	16	Kaarta, Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
17	17	MuniRem Environmental, LLC	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	Sent check for \$1625.82, refunded 45.82 on 4/15/22
18	18	Munitions Management Group	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
19	19	Na Aii Consulting & Sales LLC	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
20	20	NiKai Environmental LLC	Small <\$5M	\$ 1,580.00		\$ -	\$ -	\$ 1,580.00	0
21	21	Ordinance Holdings, Inc. (OHI)	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
22	22	Robotics Fabrication Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
23	23	Seres Engineering & Services, LLC	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
24	24	Tanaq Environmental, LLC	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ 1.63	\$ -	0
25	25	Timberline Environmental Services	Small <\$5M	\$ 1,580.00		\$ -	\$ -	\$ 1,580.00	0
26	26	UEG, Inc. dba. UNITEK ENVIRONMENTAL GUAM (UNITEK MEC)	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	Updated Profile indicates company should be small business - emailed to determinat status
27	27	UXO Pro, Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
28	28	VRHabillis LLC	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
29	29	White River Technologies, Inc.	Small <\$5M	\$ 1,580.00	Paid in Full	\$ 1,580.00	\$ -	\$ -	0
30	1	1st Line Defense LLC	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
31	2	AEROSTAR SES (or SES Construction & Fuel Services SCF)	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
32	3	Ahtna Environmental, Inc.	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
33	4	Bay West LLC	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ 2.96	\$ -	0
34	5	Cabrera Services Inc.	Small	\$ 3,160.00		\$ -	\$ -	\$ 3,160.00	0
35	6	Cape Environmental Management, Inc.	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
36	7	Cayuse(formerly Native Hawaiian Veterans, LLC)	Small	\$ 3,160.00		\$ -	\$ -	\$ 3,160.00	0
37	8	Dawson Technical, LLC	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
38	9	ECC	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	Changed from Large to Small
39	10	Engineering/Remediation Resources Group, Inc. (ERRG)	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
40	11	PPM Remediations, Inc.	Small	\$ 3,160.00		\$ -	\$ -	\$ 3,160.00	0
41	12	Geometrics	Small	\$ 3,160.00		\$ -	\$ -	\$ 3,160.00	0
42	13	Geosoft, Inc.	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
43	14	Gradient Technology	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
44	15	GSI North America	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
45	16	HydroGeoLogic, Inc.	Small	\$ 3,060.00	Paid in Full	\$ 3,060.00	\$ -	\$ -	\$100 referral for Guest at NAOC Meeting
46	17	KEMRON Environmental Services, Inc.	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
47	18	KOMAN Government Solutions, LLC	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
48	19	Matrix Environmental Services, LLC	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
49	20	NAEVA Geophysics, Inc.	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
50	21	Northwest Demolition and Dismantling	Small	\$ 1,720.00	Paid in Full	\$ 1,720.00	\$ -	\$ -	Joined 2nd quarter and was a guest in 2021 at annual meeting (\$3160-(650+790)/25% of dues)
51	22	PIKA International, Inc.	Small	\$ 2,910.00	Paid in Full	\$ 2,910.00	\$ -	\$ -	\$250 referral bonus for Kaarta joining 11/2021
52	23	Relyant	Small	\$ 3,160.00		\$ -	\$ -	\$ 3,160.00	0
53	24	Schonstedt Instrument Company	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
54	25	TerranearPMC, LLC	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
55	26	TLI Solutions, Inc.	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
56	27	USA Environmental, Inc.	Small	\$ 3,160.00	Paid in Full	\$ 3,160.00	\$ -	\$ -	0
57	1	AECOM, Inc.	Large	\$ 4,425.00	Paid in Full	\$ 4,425.00	\$ 4.03	\$ -	0
58	2	Aptim Federal Services, LLC (formerly CB&I Federal Services, LLC)	Large	\$ 4,425.00	Paid in Full	\$ 4,425.00	\$ 4.03	\$ -	0
59	3	ARCADIS US, Inc.	Large	\$ 4,425.00	Paid in Full	\$ 4,425.00	\$ -	\$ -	0
60	4	Acuity International (formerly Calburn and Janus)	Large	\$ 4,425.00		\$ -	\$ -	\$ 4,425.00	0
61	5	EA Engineering, Science and Technology, Inc.	Large	\$ 4,425.00	Paid in Full	\$ 4,425.00	\$ -	\$ -	Changed from Small to Large
62	6	HDR	Large	\$ 4,425.00	Paid in Full	\$ 4,425.00	\$ -	\$ -	0
63	7	Jacobs (formerly CH2M)	Large	\$ 4,425.00	Paid in Full	\$ 4,425.00	\$ -	\$ -	0
64	8	LEIDOS	Large	\$ 4,425.00	Paid in Full	\$ 4,425.00	\$ 4.03	\$ -	0
65	9	Parsons Infrastructure & Technology Group, Inc.	Large	\$ 4,425.00	Paid in Full	\$ 4,425.00	\$ -	\$ -	0
66	10	Tetra Tech, Inc.	Large	\$ 4,325.00	Paid in Full	\$ 4,325.00	\$ 3.94	\$ -	\$100 referral for Guest at NAOC Meeting
67	11	Weston Solutions, Inc.	Large	\$ 4,425.00	Paid in Full	\$ 4,425.00	\$ -	\$ -	0
		Total		\$ 177,925.00					
		Amount Collected			57	\$ 151,380.00	\$ 20.62		
		Amount Owed			-10	\$ 85.08%		\$ 26,545.00	

Paid

DESIGNATION	DUES	% by Dues	COUNT	% by Count
Small <\$5M	\$ 39,500.00	86.21%	25	86.21%
Small	\$ 67,730.00	81.08%	22	81.48%
Large	\$ 44,150.00	90.89%	10	90.91%
TOTAL	\$ 151,380.00		57	

Total

DESIGNATION	DUES	% by Dues	COUNT	% by Count
Small <\$5M	\$ 45,820.00	25.75%	29	43.28%
Small	\$ 83,530.00	46.95%	27	40.30%
Large	\$ 48,575.00	27.30%	11	16.42%

Membership Dues Status										
C	# of MBRS	# in Firm Size	NAOC Member	Size of Firm	Dues	Payment Status	Amount Paid	Fees	Amount Owed	Notes
					TOTAL	\$ 177,925.00	100.00%	67	100.00%	
			Members Not Renewing in 2022							
			NovaTEM LLC	Small <\$5M	\$ 1,580.00					Dropped out of NAOC 3/11/2022
			Sustainment and Restoration Services, LLC (SRS) (Formerly Oneida Total Integrated Enterprises (OTIE))	Small	\$ 3,160.00					Dropped out of NAOC 1/7/2022
			Plexus Scientific Corporation	Small	\$ 3,160.00					Dropped out of NAOC 3/11/2022
			R3 Strategic Support Group (R3SSG)	Small	\$ 3,160.00					Dropped out of NAOC 3/3/2022
			Members Not Renewing in 2021							
1	1		Earth Resources Technology, Inc. (ERT)	Small	\$ 3,160.00					Dropped out of NAOC 6/11/2021
2	1		Titan Associates	Small <\$5M	\$ 1,580.00					Dropped out of NAOC 11/9/2021
25	25		Texas A&M Engineering Extension Service (TEEX)	Small <\$5M	\$ 1,580.00					Removed from NAOC 11/12/2021 - for non-payment

Dues Collected															
		2021													
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Fees	Total Collected
1st Line Defense LLC	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
Acorn Science & Innovation, Inc.	\$ 1,580.00			\$ 1,590.00											\$ 1,590.00
AECOM, Inc.	\$ 4,425.00			\$ 4,425.00										\$ 4.03	\$ 4,425.00
AEROSTAR SES (or SES Construction & Fuel Services SCF)	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
A.E.S. UXO	\$ 1,580.00														\$ -
Ahtna Environmental, Inc.	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
Alpine Ocean Seismic Survey, Inc.	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
American EOD Services, Inc.	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
AOR International, Inc.	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Aptim Federal Services, LLC (formerly CB&I Federal Services,	\$ 4,425.00					\$ 4,425.00								\$ 4.03	\$ 4,425.00
Aqua Survey, Inc.	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
ARCADIS US, Inc.	\$ 4,425.00			\$ 4,425.00											\$ 4,425.00
ATI, Inc.	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Bay West LLC	\$ 3,160.00		\$ 3,160.00											\$ 2.96	\$ 3,160.00
Black Tusk Geophysics	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Cabrera Services Inc.	\$ 3,160.00														\$ -
Acuity International (formerly Caliburn and Janus)	\$ 4,425.00														\$ -
Cape Environmental Management, Inc.	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
Cayuse(formerly Native Hawaiian Veterans, LLC)	\$ 3,160.00														\$ -
Dawson Technical, LLC	\$ 3,160.00				\$ 3,160.00										\$ 3,160.00
EA Engineering, Science and Technology, Inc.	\$ 4,425.00		\$ 3,160.00	\$ 1,265.00											\$ 4,425.00
ECC	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
ECM Consultants	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Engineering/Remediation Resources Group, Inc. (ERRG)	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
Exploration Instruments	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
FPM Remediations, Inc.	\$ 3,160.00														\$ -
Geometrics	\$ 3,160.00														\$ -
Geosoft, Inc.	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
Gradient Technology	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
GSI North America	\$ 3,160.00				\$ 3,160.00										\$ 3,160.00
H&L Environmental Services, LLC	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
HDR	\$ 4,425.00			\$ 4,425.00											\$ 4,425.00
Ho'olaulima Government Solutions, LLC (HGS)	\$ 1,580.00														\$ -
HydroGeoLogic, Inc.	\$ 3,060.00			\$ 3,060.00											\$ 3,060.00
InDepth Corporation	\$ 1,580.00				\$ 1,580.00										\$ 1,580.00
ISSI UXO and Consulting, LLC	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
International Mine Warfare Consultancy (IMIWC) LLC	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Jacobs (formerly CH2M)	\$ 4,425.00				\$ 4,425.00										\$ 4,425.00
Kaarta, Inc.	\$ 1,580.00				\$ 1,580.00										\$ 1,580.00
KEMRON Environmental Services, Inc.	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
KOMAN Government Solutions, LLC	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
LEIDOS	\$ 4,425.00		\$ 4,425.00											\$ 4.03	\$ 4,425.00
Matrix Environmental Services, LLC	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
MuniRem Environmental, LLC	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Munitions Management Group	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Na Ali'i Consulting & Sales LLC	\$ 1,580.00				\$ 1,580.00										\$ 1,580.00
NAEVA Geophysics, Inc.	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
Nikkei Environmental LLC	\$ 1,580.00														\$ -
Northwest Demolition and Dismantling	\$ 1,720.00					\$ 1,720.00									\$ 1,720.00
Ordnance Holdings, Inc. (OHI)	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Parsons Infrastructure & Technology Group, Inc.	\$ 4,425.00				\$ 4,425.00										\$ 4,425.00
PIKA International, Inc.	\$ 2,910.00					\$ 2,910.00									\$ 2,910.00
Relyant	\$ 3,160.00														\$ -
Robotics Fabrication Inc.	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Schonstedt Instrument Company	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
Seres Engineering & Services, LLC	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Tanaq Environmental, LLC	\$ 1,580.00					\$ 1,580.00								\$ 1.63	\$ 1,580.00
TerranearPMC, LLC	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00

Dues Collected															
2021															
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Fees	Total Collected
Tetra Tech, Inc.	\$ 4,325.00			\$ 4,325.00										\$ 3.94	\$ 4,325.00
Timberline Environmental Services	\$ 1,580.00														\$ -
TLI Solutions, Inc.	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
UEG, Inc. dba, UNITEK ENVIRONMENTAL GUAM (UNITEK MEC	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
USA Environmental, Inc.	\$ 3,160.00			\$ 3,160.00											\$ 3,160.00
UXO Pro, Inc.	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
VRHabilis LLC	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Weston Solutions, Inc.	\$ 4,425.00			\$ 4,425.00											\$ 4,425.00
White River Technologies, Inc.	\$ 1,580.00			\$ 1,580.00											\$ 1,580.00
Monthly Totals		\$ -	\$ 10,745.00	\$110,100.00	\$ 19,910.00	\$ 10,635.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20.62	\$ 151,390.00
DUES OUTSTANDING	\$ 177,925.00	\$177,925.00	\$167,180.00	\$57,080.00	\$37,170.00	\$26,535.00	\$26,535.00	\$26,535.00	\$26,535.00	\$26,535.00	\$26,535.00	\$26,535.00	\$26,535.00		\$ 26,535.00
% OUTSTANDING	CHECK	100.0%	94.0%	32.1%	20.9%	14.9%	14.9%	14.9%	14.9%	14.9%	14.9%	14.9%	14.9%		14.9%

Bank Account Interest and Fees													
	Bank Account Misc Deposits, Interest and Fees												
	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Total
Intrest													
Checking													\$ -
Savings	\$ 6.40	\$ 5.78	\$ 6.40	\$ 6.19	\$ 6.40								\$ 31.17
Fees													
Checking													\$ -
Savings													\$ -
Total	\$ 6.40	\$ 5.78	\$ 6.40	\$ 6.19	\$ 6.40	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 31.17

Lobbyist														
	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Total	Budget
Fees	\$8,808.52	\$8,500.00	\$8,500.00	\$8,500.00	\$8,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$42,808.52	\$102,000.00
Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00
Monthly Totals	\$ 8,808.52	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 42,808.52	
Cumulative Totals	\$ 8,808.52	\$ 17,308.52	\$ 25,808.52	\$ 34,308.52	\$ 42,808.52	\$ 42,808.52	\$ 42,808.52	\$ 42,808.52	\$ 42,808.52	\$ 42,808.52	\$ 42,808.52	\$ 42,808.52		
Budget Balance	\$98,191.48	\$ 89,691.48	\$ 81,191.48	\$ 72,691.48	\$ 64,191.48	\$ 64,191.48	\$ 64,191.48	\$ 64,191.48	\$ 64,191.48	\$ 64,191.48	\$ 64,191.48	\$ 64,191.48		
Budget:														\$107,000.00
Fees	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00
Expenses	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67	\$ 416.67

Meetings														
	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Totals	Budget
Capital Fly-in	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0.00	\$ 2,000.00
Board Meetings	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0.00	\$ 2,000.00
Annual Membership Meeting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0.00	\$ 54,650.00
Monthly Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0.00	
Cumulative Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Budget Balance	\$79,747.50	\$79,747.50	\$79,747.50	\$79,747.50	\$79,747.50	\$79,747.50	\$79,747.50	\$79,747.50	\$79,747.50	\$79,747.50	\$79,747.50	\$79,747.50		
Budget	\$ 79,748													

Partnering Sessions														
	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Totals	Budget
SAGEEP 2020	-	-	-	-	-	-	-	-	-	-	-	-	\$0.00	
SAME Omaha Industry Day	-	-	-	-	-	-	-	-	-	-	-	-	\$0.00	
MR-QAPP Training	-	-	-	-	-	-	-	-	-	-	-	-	\$0.00	
Conference/Symposium/Meeting Attendance	-	-	-	-	-	-	-	-	-	-	-	-	\$0.00	
Monthly Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000.00
Cumulative Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Budget Balance	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	
Budget	\$ 2,000													\$ -

Committees														
	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Totals	Budget
Government Affairs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0.00	\$ 500.00
Membership	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0.00	\$ 1,000.00
Operations & Standards	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0.00	\$ 500.00
Technology	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0.00	\$ 500.00
Small Business	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0.00	\$ 500.00
Monthly Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,000.00
Cumulative Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Budget Balance	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00		

Officers														
	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Total	Budget
President	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000.00
Vice President	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Secretary	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Treasurer	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250.00
Monthly Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,250.00
Cum. Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Cum Balance	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00	\$ 2,250.00		
Budget	\$ 2,250.00													

Scholarship														
	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Totals	Budget
EOD Warrior Foundation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000.00
														\$ 5,000.00
Monthly Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Cum. Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Cum. Balance	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000		
Budget	\$ 5,000													

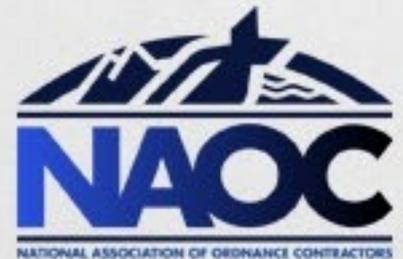
Website														
	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Totals	Budget
Web Site Hosting	\$100.00	\$100.00	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ 300.00	\$ 1,940.00
G Apps	\$6.00	\$6.00	\$6.00	\$6.00	\$6.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ 30.00	\$ 60.00
														\$ 2,000.00
Monthly Totals	\$ 106.00	\$ 106.00	\$ 106.00	\$ 6.00	\$ 6.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 330.00	
Cumulative Totals	\$ 106.00	\$ 212.00	\$ 318.00	\$ 324.00	\$ 330.00	\$ 330.00	\$ 330.00	\$ 330.00	\$ 330.00	\$ 330.00	\$ 330.00	\$ 330.00		
Budget Balance	\$ 1,894.00	\$ 1,788.00	\$ 1,682.00	\$ 1,676.00	\$ 1,670.00	\$ 1,670.00	\$ 1,670.00	\$ 1,670.00	\$ 1,670.00	\$ 1,670.00	\$ 1,670.00	\$ 1,670.00		
Budget	\$ 2,000													

Other Misc														
	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Totals	Budget
Printing Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,500.00
Fed Ex	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,500.00
Bus Cards	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
DC Corp Filing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100.00
Tax Preparation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000.00
Certificates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500.00
General Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,000.00
Legal fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Leadership Award	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,695.00
New Brochures	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000.00
Portable Scroll Booth Cases	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
New Booth Panels	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Monthly Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Cumulative Totals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Budget Balance	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00	\$ 15,295.00		
Budget	\$ 15,295													

NAOC Meeting – 14 June 2022

Treasurer's Report

- NAOOC's financials remain sound
- Current cash balance is \$386,515.69
- 2022 Expenses to date are \$43,159.14 vs 2022 Approved Budget of \$193,195
- Expecting to have a \$3,270.00 loss in income from dues
 - Lost 1 small and 3 very small business members
 - Gained 2; 1 small, 1 very small

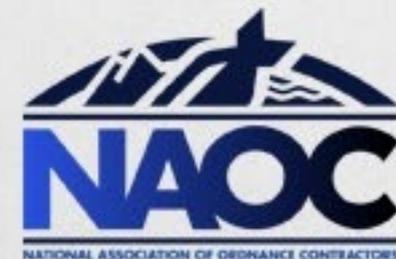


Treasurer's Report

- Dues Status
 - 2022 dues collected to date \$151,390.00
 - Approximately 85.1% of the dues have been paid
 - 57 of 67 member firms have paid.
 - Another reminder email will be sent out next week.
- Extension filed for 2021 Taxes, expected to be filed by October 17, 2022.
- Treasurer audit still needs to be scheduled for later this year.

2022 Approved Budget

Approved 2022 Budget - 12 January 2022		
<u>Income</u>		Totals
Income:		
Membership Dues	\$ 181,195.00	
Sponsorships	\$ 12,000.00	
Guests		
Other (Interest, Raffle)		
		\$ 193,195.00
<u>Expenses</u>		Totals
Lobbyist:		
Fees	\$ 102,000.00	
Module	\$ -	
Expenses	\$ 5,000.00	
		\$ 107,000.00
Meetings:		
Annual Membership Meeting	\$ 54,650.00	
Prepaid Meeting	\$ 21,097.50	
Board Meetings	\$ 2,000.00	
Capital Fly-in	\$ 2,000.00	
		\$ 79,747.50
Partnering Sessions:		
Conference/Symposium/Meeting Attendance	\$ 2,000.00	
		\$ 2,000.00
Committees:		
Government Affairs	\$ 500.00	
Membership	\$ 1,000.00	
Operations & Standards	\$ 500.00	
Technology	\$ 500.00	
Small Business	\$ 500.00	
		\$ 3,000.00
Officers' Accounts:		
President	\$ 2,000.00	
Treasurer (accounting software)	\$ 250.00	
		\$ 2,250.00
Scholarship		
EOD Warrior Foundation	\$ 5,000.00	
		\$ 5,000.00
Miscellaneous:		
Web Site	\$ 2,000.00	
Printing Fees	\$ 1,500.00	
Fed Ex	\$ 1,500.00	
Bus Cards	\$ -	
DC Corp Filing	\$ 100.00	
Tax Preparation	\$ 2,000.00	
Credit Card Fees	\$ -	
Certificates	\$ 500.00	
General Expenses	\$ 3,000.00	
Legal fees	\$ -	
Leadership Award	\$ 2,695.00	
New Brochures	\$ -	
Insurance	\$ 2,000.00	
Portable Scroll Booth Cases	\$ -	
New Booth Panels	\$ -	
		\$ 15,295.00
Total Budget		\$ 193,195.00
Operating Budget including Prepaid Amounts		\$ 314,292.50



Treasurer's Report

- Dues Increase?
 - Per Policy, any raise in Dues was to be announced by November 1. (7.5. Notification of Dues Increases. Notification of dues increases will be provided to the Membership after BOD approval by November 1st of the fiscal year prior to the rate increase going into effect.)
 - As a result of the revised Lobbyist costs, set to remain at ~56% of Membership dues, recommended to not raise dues. Unless there is an anticipated increase in Lobbyist fees.

NAOC SMALL BUSINESS COMMITTEE

NAOC BOD MEETING

JUNE 2022

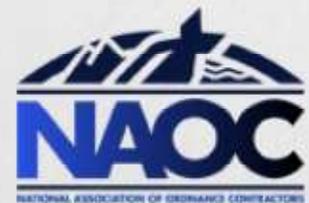
DAVID NELSON

COMMITTEE CHAIR



SB Committee Mission

To provide a platform for NAOC to move forward the mission, objectives and interest of the Association in concert with the advancement and assistance of its Small Business members by presenting the means for open dialogues and debates, professional interaction, understanding the SBA rules and assistance programs, teaming interaction, joint venture exploration, mentor protégé arrangements, technology exchanges and other ways for the betterment of the entire membership.



SB Committee Objectives

Revised Committee Objectives – January 2022

- 1. Endeavor to increase the opportunities for small business within the MMRP industry.**
- 2. Collaborate with Federal agencies to meet small business set-aside goals specifically for MMRP.**
- 3. Track and Monitor "actual" SB utilization related to MMRP opportunities.**
- 4. Engage with other associations (SAME, SEBAC) focused on supporting small business related to our industry and collaborate to enhance NAOC small business membership.**
- 5. Provide assistance in matchmaking/fostering relationships between NAOC's small and large business member firms.**



What's on SBA's Regulatory Plate for 2022? A Hint: Increased Size Standards

- *Small Business Size Standards: Professional, Scientific and Technical Services; Management of Companies and Enterprises; Administrative and Support and Waste Management and Remediation Services.*

This [proposed rule](#) would increase size standards for 46 industries in Sector 54 (Professional, Scientific and Technical Services), Sector 55 (Management of Companies and Enterprises), and Sector 56 (Administrative and Support, Waste Management and Remediation Services). For example, 541330 Engineering Services is increasing to \$22.5 million from \$16.5 million, while 541310 Architectural Services is increasing to \$11.0 million from \$8.0 million. SBA expects the final rule in June 2022.

- **For NAICS 562910, SBA proposes to increase the ERS size standard to 1,000 employees.**
- **SBA must receive comments to this proposed rule on or before June 27, 2022.**

Inflation

- As of now, inflation is steadily rising.
- As a result, contractors with fixed-price contracts are forced to shoulder skyrocketing supply costs since fixed-price contractors bear the risk of increased costs.
- On **May 25, 2022**, DOD has added policy-level direction ([Guidance on Inflation and Economic Price Adjustment](#)) to contracting officers detailing the agency position on allocating inflation risks in ongoing contracts and new contracts.
- *Contractors affected by inflation on their federal contracts should pay close attention to this guidance as they negotiate and enter new government contracts.*
- Guidance Memorandum offers hope to contractors currently negotiating contracts. It highlights that “DOD contractors and contracting officers (COs) alike have expressed renewed interest in using economic price adjustment (EPA) clauses.”

Inflation

- **The Guidance Memorandum also offers direction to COs regarding how to appropriately craft an EPA clause. It stresses several key factors, including:**
 - 1. Considerations for selecting an index to measure inflation that is linked to cost components that are most unstable;**
 - 2. Limitations on the scope of the EPA to exclude costs that are unlikely to be affected by inflation;**
 - 3. Allowance for both upward and downward adjustments in price; and,**
 - 4. Establishing formulas for calculating the new pricing instead of merely reopening price negotiations.**
- **Advice for contractors with existing fixed-price contracts: *“[i]n the absence of an applicable contract clause, such as an EPA clause authorizing a contract price adjustment as a result of inflation, there is no authority for providing contractual relief for unanticipated inflation under an FFP contract.”***

Inflation

- **Government contractors should review and understand the implications of the Guidance Memorandum prior to bidding for their next contract and pursuing relief under current contracts. There are at least three key takeaways:**
 1. **Contractors should push contracting officers to add EPA clauses to any solicitation but may want to target those requests to adjustments for the component(s) with the most instability.**
 2. **Contractors should couch any request for adjustments of current contracts on a contractual provision or other government action that entitles contractors to relief (i.e., changes/delay).**
 3. **Contractors should consider raising prices for future contracts to make up for the increased inflationary costs incurred on current contracts.**

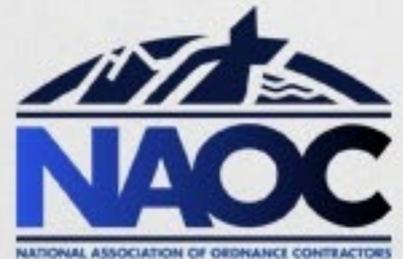


QUESTIONS?

NAOC Board of Directors Meeting

Member Services Report

• June 2022



2021 Meeting Survey

• **2 portions to Survey:** Purpose was to help us determine what can be changed for next year, or what should be planned for 2023.

1. For this specific Venue what people liked or didn't like and see if we can work with the hotel on some of the topics

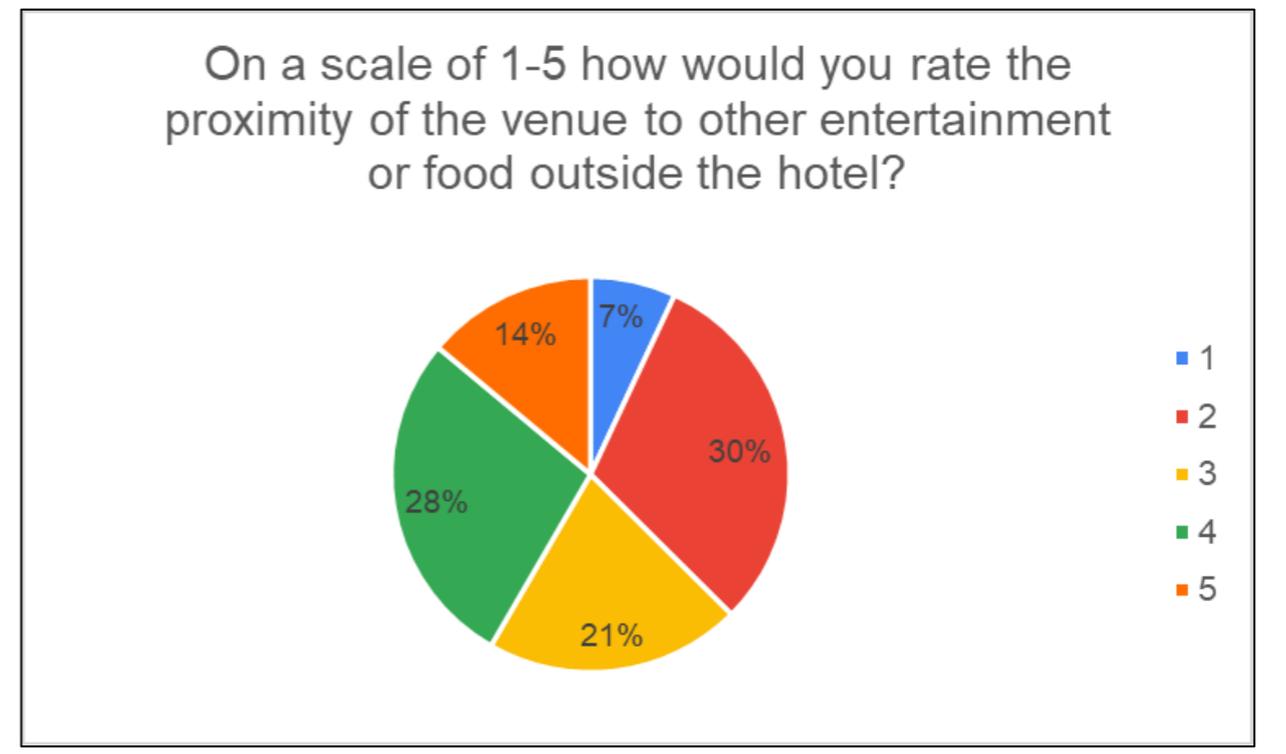
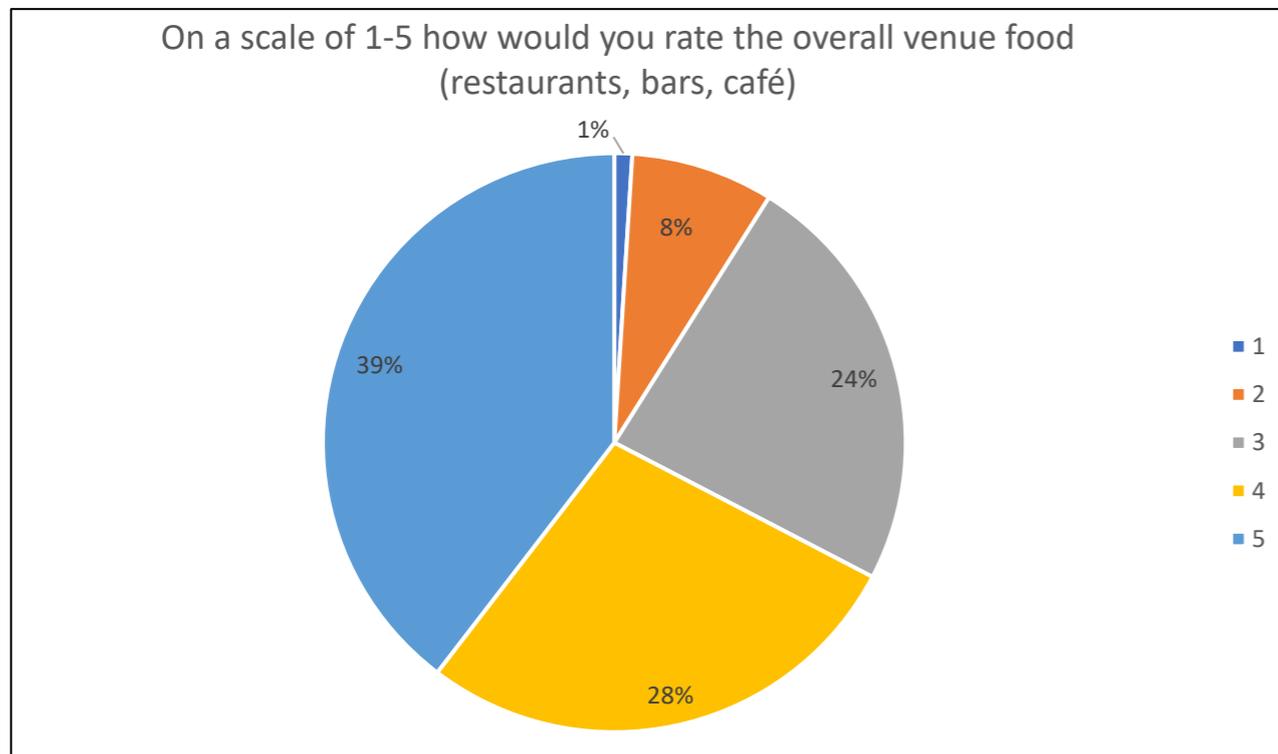
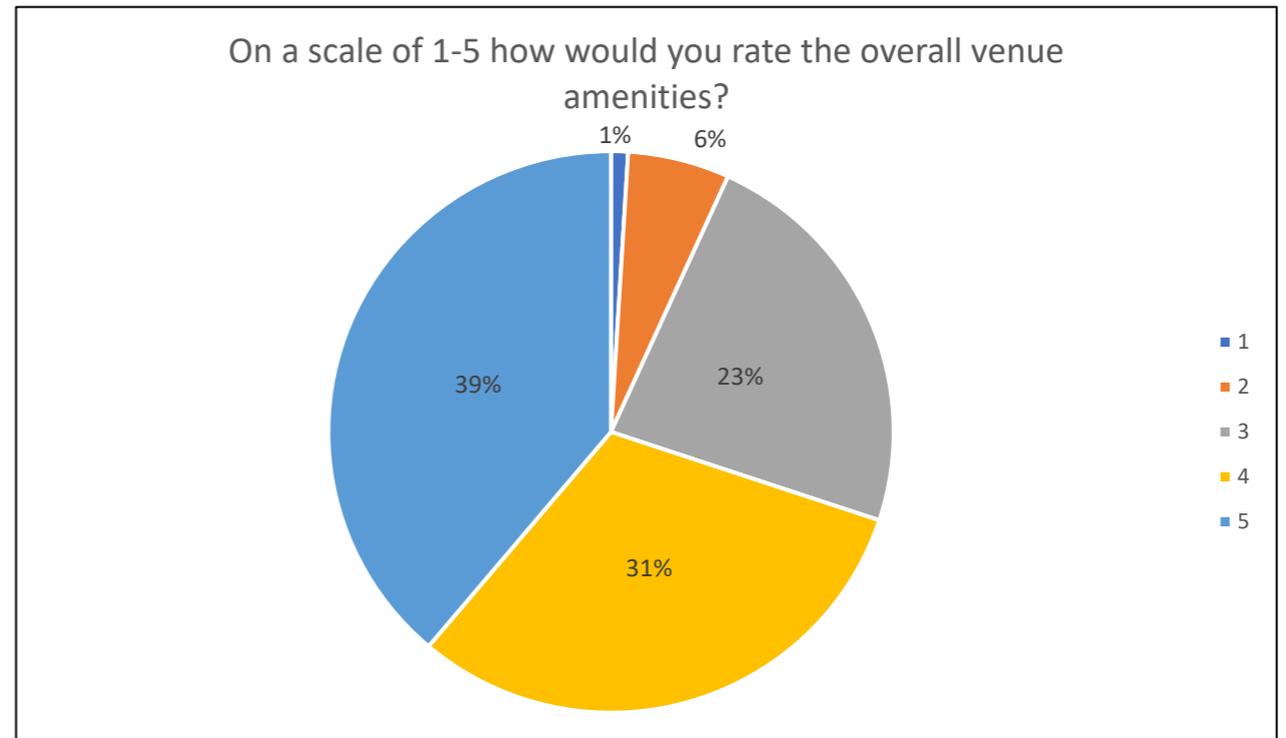
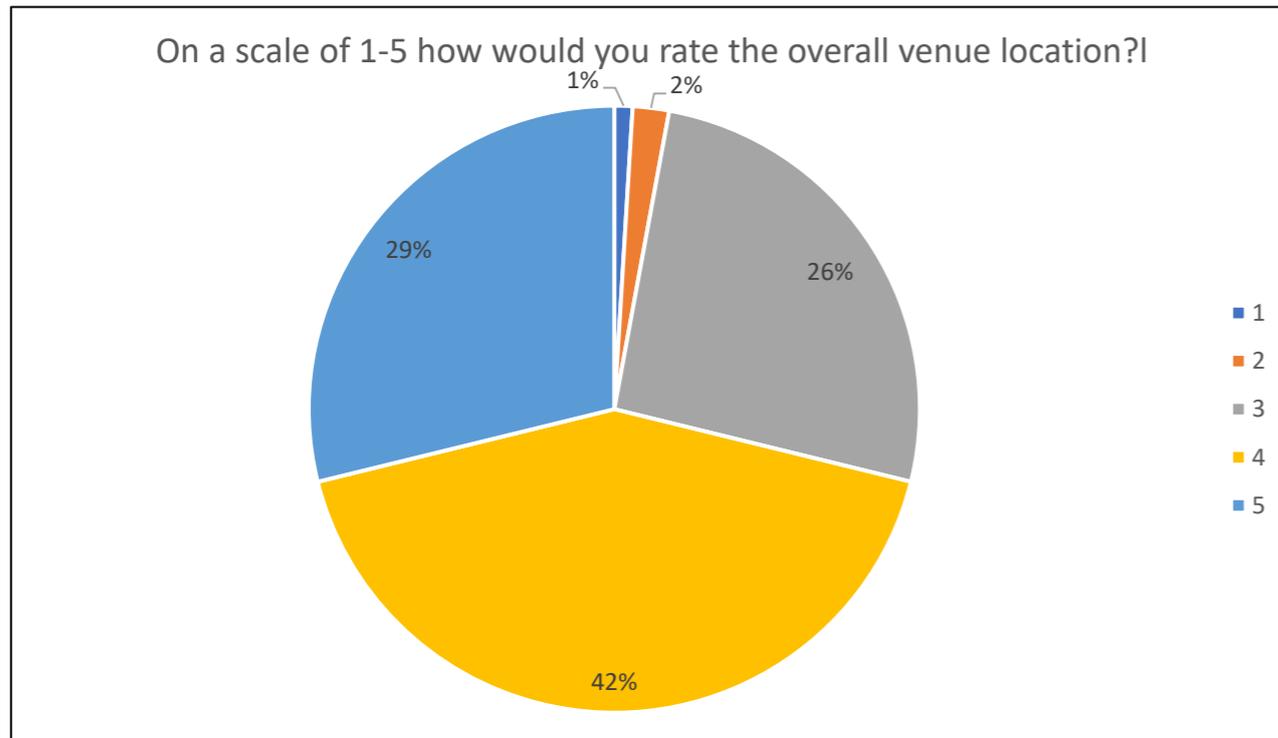
- On a scale of 1-5 for each Topic: location, venue, food, reception, hotel room, meeting room, types of food, comfort of room, proximity to other entertainment or food outside the hotel, climate, seating adequate, AV.
- Provide constructive feedback for the hotel in anticipating of returning next year, what feedback could be provided?

2. Preplanning for 2023.

- Would you be willing to pay extra for food or training?
- What would like to see at the 2023 meeting? Ideas for speakers or topics?
- Suggestions for locations for the 2023 meeting (check boxes with east coast, west coast, central, or Southwest) and with a write-in for specific city

2021 Meeting Survey

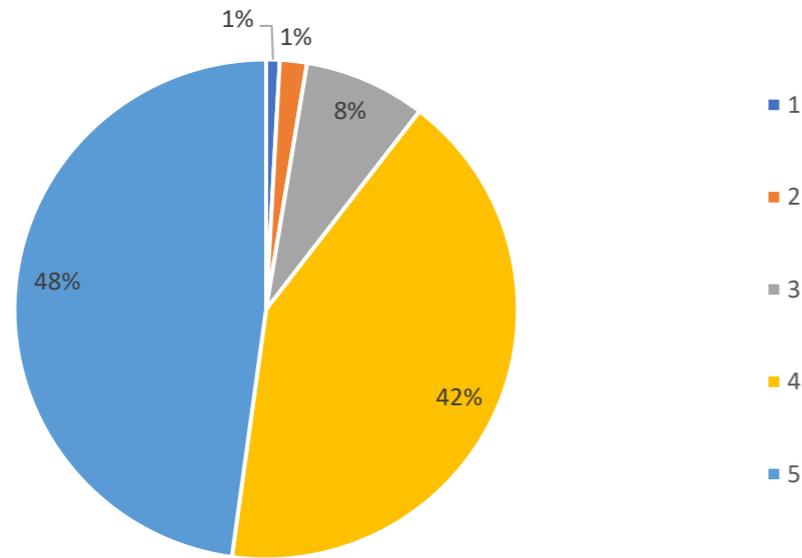
Venue Topics:



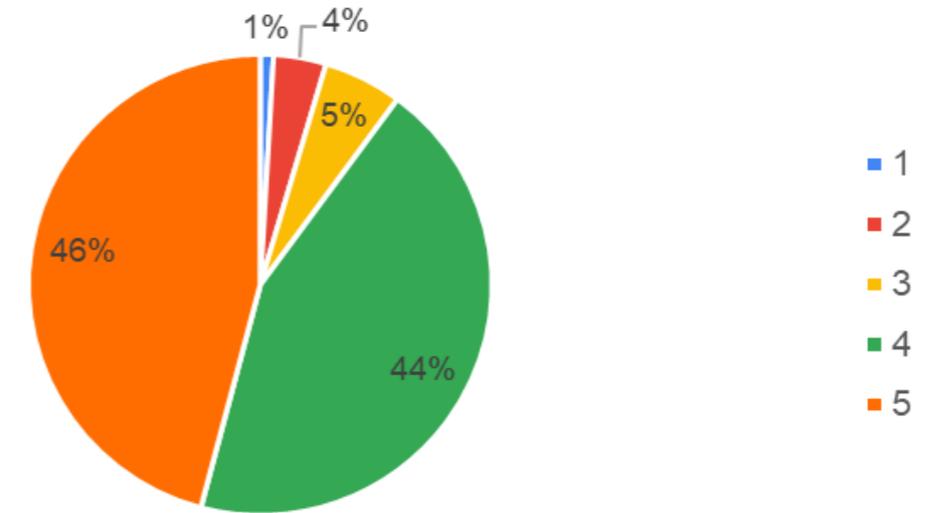
2021 Meeting Survey

Ballroom and Reception Topics:

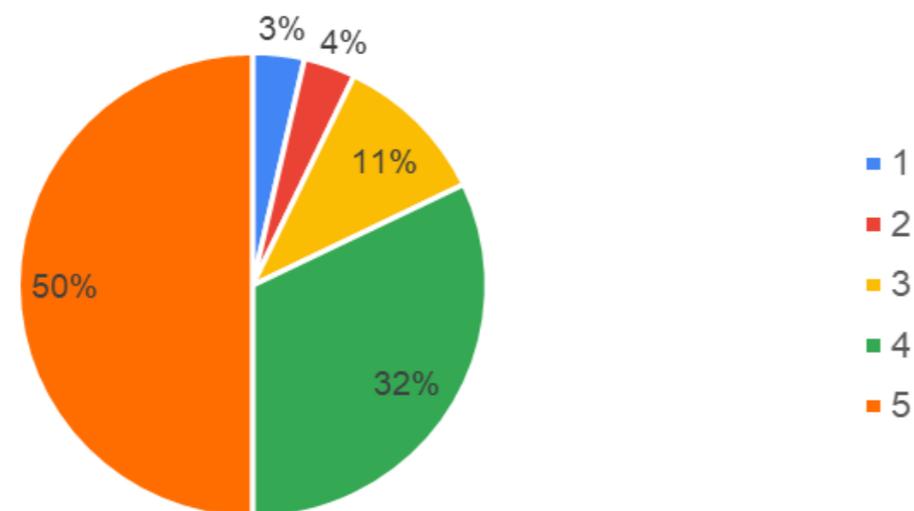
On a scale of 1-5 how would you rate the ballroom where the meeting was held in regards to size and lighting?



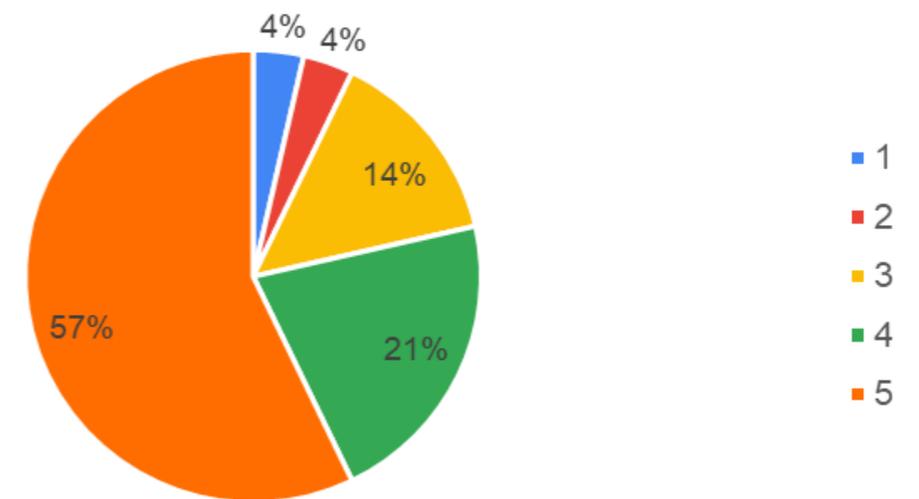
On a scale of 1-5 how would you rate the seating within the ballroom?



On a scale of 1-5 how would you rate location of the Wednesday night Reception?



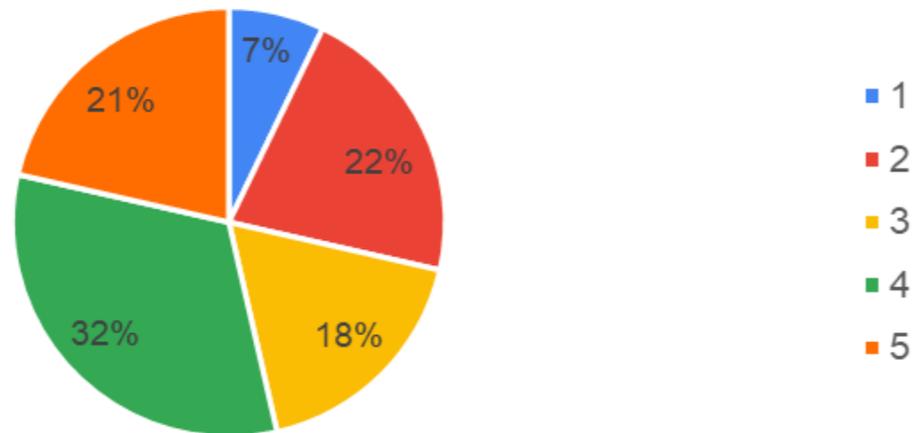
On a scale of 1-5 how would you rate location of the Wednesday night Reception?



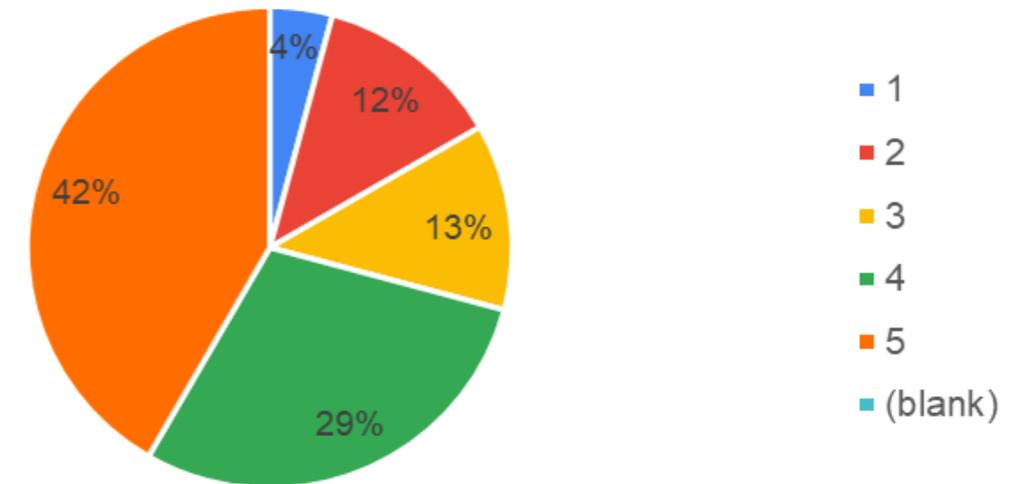
2021 Meeting Survey

Coffee Break and Room Topics:

Sum of On a scale of 1-5 how would you rate the coffee breaks and snacks provided during the meeting breaks?



Sum of On a scale of 1-5 how would you rate your individual room?

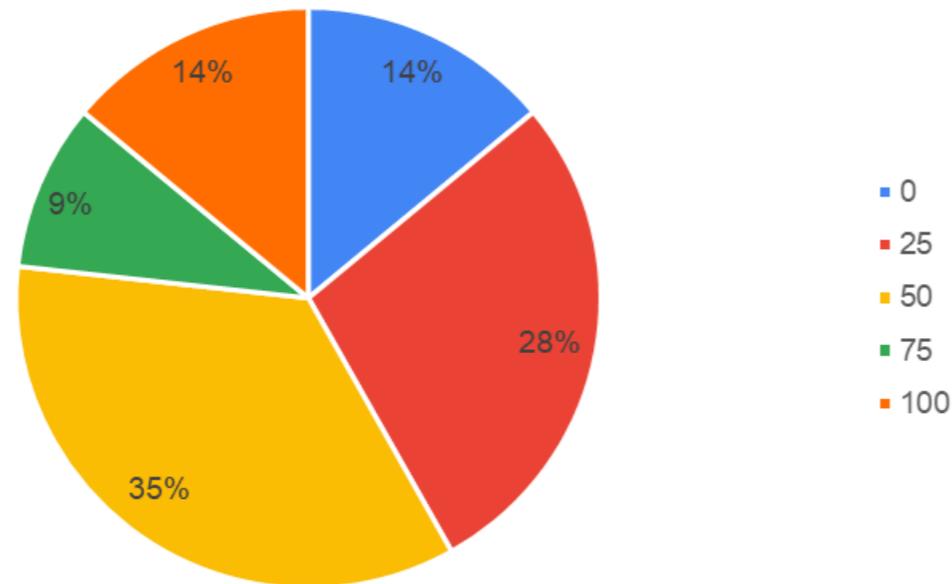


- Additional Comments
- Sleeping rooms definitely need a refresh.
- Overall onsite restaurant options seemed limited.
- Coffee and breakfast should be provided prior to the starting of the main session.
- Would be better to choose locations where a car isn't needed.
- We need representation from other groups not jus the same people each time with dust off Presentations.

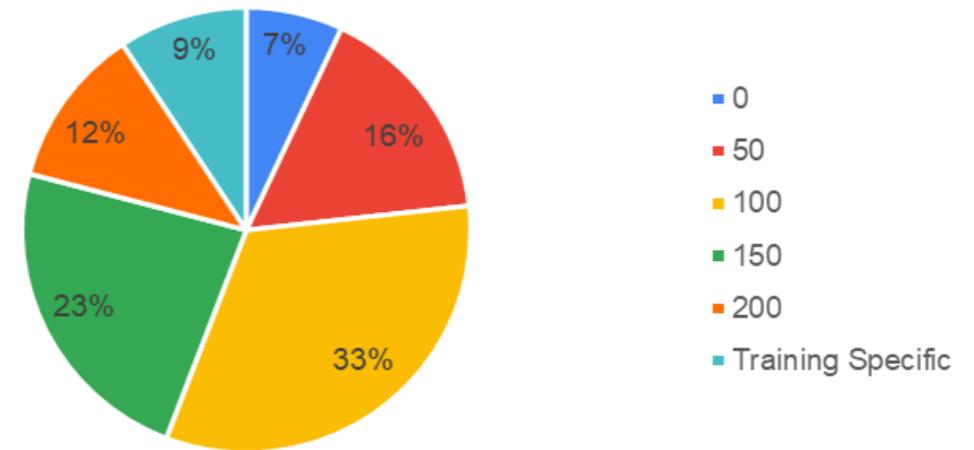
2021 Meeting Survey

Additional Fee Topic:

Would you be willing to pay a nominal fee for extra food to be provided during the breaks or breakfast? This would be a one-time fee during the meeting.



Count of Would you be willing to pay a nominal fee for the ability to attend high demand training session session (e.g., MPPEH, CQM, other for which PDUs are available) before or after the annual meeting? This would be a one-time fee per training.

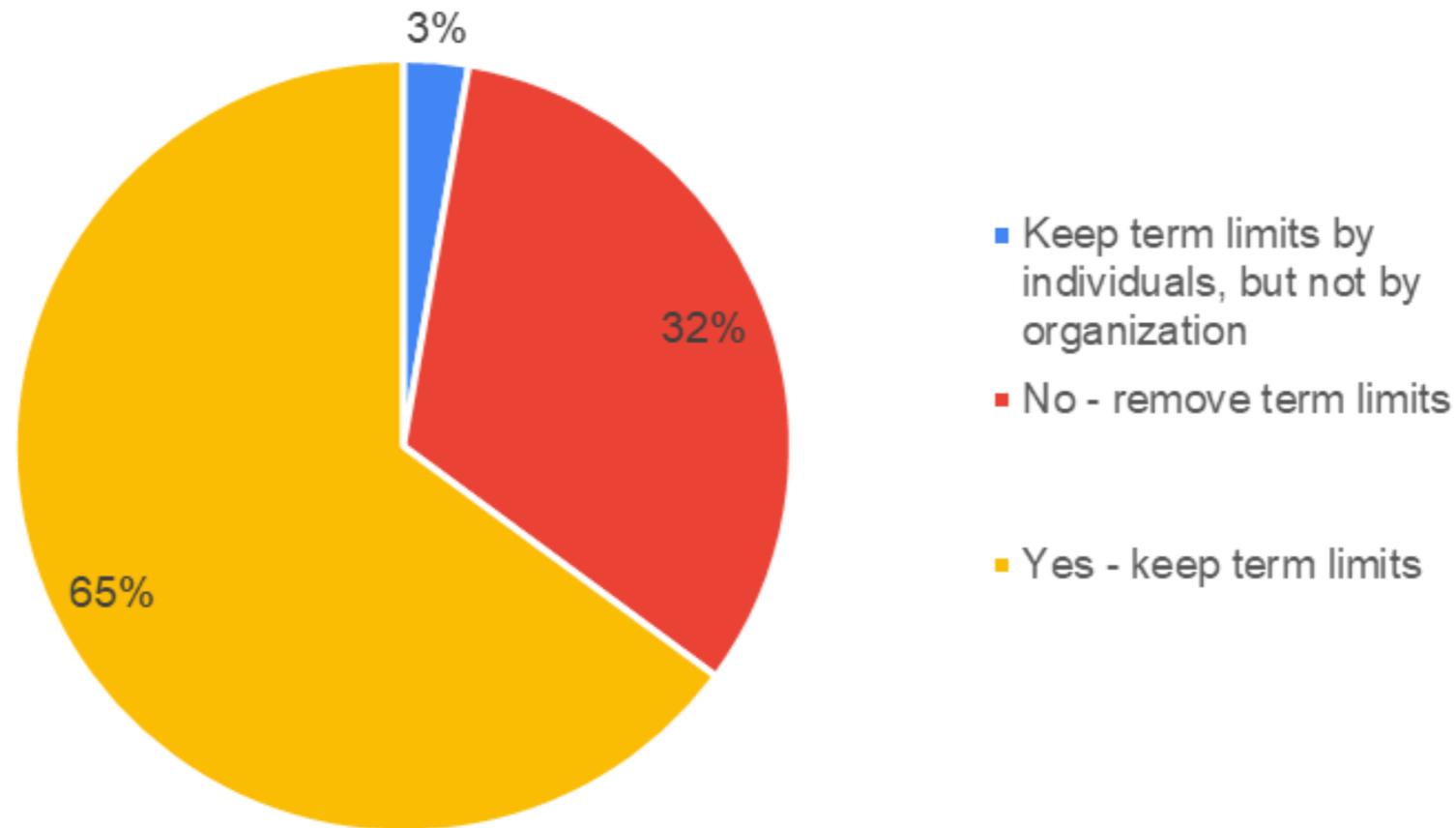


- Additional comments:
- Fee should be paid at registration

2021 Meeting Survey

Term Limits Topic:

The Board of Directors would also like your input regarding whether to keep Term Limits for board members.



Annual Meeting Cost Analysis

	2021	2019	2018	2017	2016	2014	2012
Company Count	43	59	69	64	74	69	58
average attendees by company	2.5	2.3	2.4	2.4	2.0	2.1	1.9
Total Government Attendees	31	52	43	35	22	32	12
companies over 5 attendees	6	6	9	6	6	5	2

	2021	2019	2018
TOTAL Cost:	\$ 34,892.71	\$ 36,799.42	\$ 56,906.45
total attendees	147	194	242
cost per person	\$ 237.37	\$ 189.69	\$ 235.15
cost per non-gov attendees	\$ 329.18	\$ 272.59	\$ 285.96

Member Services Committee Contact

Member Services Committee Chairperson

Nicole Sharkey

Weston Solutions, Inc.

610-701-3425 (office)

434-996-7650 (cell)

Nicole.Sharkey@Westonsolutions.com



Global Leader in Munitions Response



Operations and Standards Committee

NAOC Board of Directors Meeting
June 14, 2022

OSC Actions for January – June 2022

- M2S2 Webinars
 - March 23, 2022 *Life of a CSM: Concept to Response Complete* – presented by Nick Stolte
 - May 25, 2022 *MMRP Conceptual Site Model Project Studies* - presented by Richard Perry, Dr. Heather McDonald, and Julie Ange
- USACE Training Webinar – NIST 800-171/CMMC Training for OE Contractors

OSC Actions for January – June 2022, cont'd.

- Regulation Reviews –
 - EM 200-1-15 MMRP – Still in works and anticipated sometime this year, awaiting dates for resolve
 - EM 200-1-12 CSM – Received comments in combination with the Technology Committee and all NAOC comments have been forwarded to Government – awaiting responses/actions
 - UFP-QAPP Module 2 – IGQTF requested advance review which was provided by the combined OSC and Technology Committee

OSC Actions for January – June 2022, cont'd.

- Training Courses from IGQTF
 - Module 1 Course via Zoom on Mar 15-17 attended by 18 NAOC companies
 - Module 1 Course scheduled for June 22-23 for in-person: cancelled due to lack of NAOC participation
 - Call scheduled to discuss options to go back to e-format

OSC Actions for January – June 2022, cont'd.

- IVS Memo Tiger Team (Matt Barner)
 - Workgroup provided comments to John Jackson and Government participants
- NAVEODTECHDIV Meeting on Pubs
 - Attended by Neil, Courtney and myself
 - Moving forward with a White Paper to TECHDIV by end of year to keep topic moving forward



Global Leader in Munitions Response



Questions or Comments?

Chairman, Operations and Standards Committee

Shawn Corcoran

Office/Mobile: (281) 642-9672

scorcoran@pikainc.com



Global Leader in Munitions Response

Government Affairs Committee June 14, 2022 BOD Meeting

FY23 Legislative Goals

- Work with champions in both House & Senate
- Sustain MMRP funding in PFAS era
 - Money requested for MMRP should be used for that purpose
 - Services should budget for PFAS - not pilfer other ER accounts
 - Language in Defense appropriations and NDAA committee reports to keep funding in program for which it was requested (i.e., prevent MMRP being spent for PFAS)
- Increase EOD Caucus membership
- Amend FY19 NDAA to include “Munitions-Related Services” as not appropriate for LPTA contracting

FY23 Authorization & Appropriation Funding Request

- \$300M above the PB for the MMRP
 - Of that \$300M, \$150M is specifically for ER, FUDS.
- Report language directing DOD and the Services to execute funding for the MMRP in a manner consistent with their budget requests
- Directive language adding \$50M to each Service account

FY22 Enacted Spending Levels

- ER, FUDS: \$292,580,000 (+\$74mil)
- ER, Army: \$299,008,000 (+ \$98.8mil)
- ER, Navy: \$390,113,000 (+\$167.3mil)
- ER, Air Force: \$522,010,000 (+\$222.2mil)
- ER, Defense-Wide: \$10,979,000 (+\$2.1mil)
- BRAC: \$384,639,000 (+\$100mil)

Total Net over \$600M increase from FY22 Budget Request

FY23 President's Budget Request

- ER, FUDS: \$227,262,000
- ER, Army: \$196,244,000
 - MMRP: \$14.9mil
- ER, Navy: \$359,348,000
 - MMRP: \$86.06mil
- ER, Air Force: \$314,474,000
 - MMRP: \$17.09mil
- ER, Defense-Wide: \$8,924,000
- BRAC: \$284,687,000

FY23-FY22 PB Request Comparison

FY23 President's Budget

- ER, FUDS: \$227,262,000
- ER, Army: \$196,244,000
- ER, Navy: \$359,348,000
- ER, Air Force: \$314,474,000

FY22 Enacted

- ER, FUDS: \$292,580,000
- ER, Army: \$299,008,000
- ER, Navy: \$390,113,000
- ER, Air Force: \$522,010,000

\$400M BELOW FY22 Enacted Level
Enforces our mantra: "Chronically under-funded"

April 25-29 2022 Rolling Virtual Fly-In

- Virtual due to Covid and House/Senate procedures
- HAC(D), SAC(D), HASC/SASC PSM separate from Fly-In
- Despite the pandemic:
 - 39 NAOC people from 18 member companies
 - Met with 17 different congressional offices
 - Excludes committee staff meetings
 - Many NAOC members participated in more than one meeting
 - NO Executive Branch portion this year
- TLG had numerous meetings with congressional offices where no NAOC member was available.

FY23 Status

- Overall, The Livingston Group submitted **119 separate Appropriations requests to Senators (35) and Representatives (84) from 44 States and Territories.**
- Reps. Crawford and Panetta sent a bipartisan letter to HAC Chair DeLauro/Ranking Member Granger supporting NAOC's FY22 request.
- Initial indications from HASC Readiness Subcommittee Mark –
Language:

GUIDANCE AND TARGET DEADLINE RELATING TO FORMERLY USED DEFENSE SITES PROGRAMS.

(a) GUIDANCE RELATING TO SITE PRIORITIZATION. —The Assistant Secretary of Defense for Energy, Installations, and Environment shall issue guidance setting forth how, in prioritizing sites for activities funded under the “Environmental Restoration Account, Formerly Used Defense Sites” account established under section 2703(a)(5) of title 10, United States Code, the Assistant Secretary shall weigh the relative risk or other factors between Installation Restoration Program sites and Military Munitions Response Program sites. (b) TARGET DEADLINE FOR MILITARY MUNITIONS RESPONSE PROGRAM. —The Assistant Secretary of Defense for Energy, Installations, and Environment shall establish a target deadline for the completion of the cleanup of all Military Munitions Response Program sites.

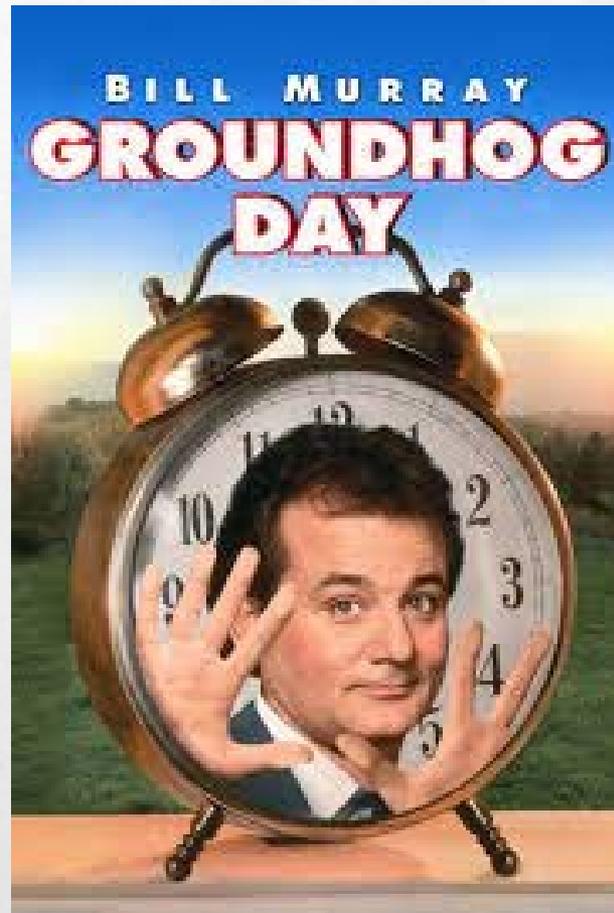
Other FY23 Issues

- Lowest Price Technically Acceptable Contracts for “Munitions-Related Services”
 - Amend FY19 NDAA
 - HASC Staff changed approach mid-process
 - Expect Rep. Kahele to submit bipartisan full committee markup amendment
 - June 17 deadline
- FY20 NDAA GAO Report
 - Due date was June 2020
 - Expected release this week
 - Rep. Nelson and HASC staff persistent efforts to get report completed
 - Expect report to highlight ongoing planning and execution problem areas
- Department of Labor Service Contract Act (SCA) categories
 - No legislative approach based on discussions with DOL and HASC/SASC staff
 - More work to be done with DOL

Outlook

- HASC
 - Subcommittee markup June 7-9
 - Full Committee June 22
- HAC (D)
 - Subcommittee markup June 15 (Closed)
 - Full Committee June 22
 - Expected floor consideration July 12-28
- SASC
 - Readiness Subcommittee markup June 14 (Closed)
 - Full Committee markup June 15-16 (Closed)
 - Floor TBD
- SAC(D) – No schedule to date

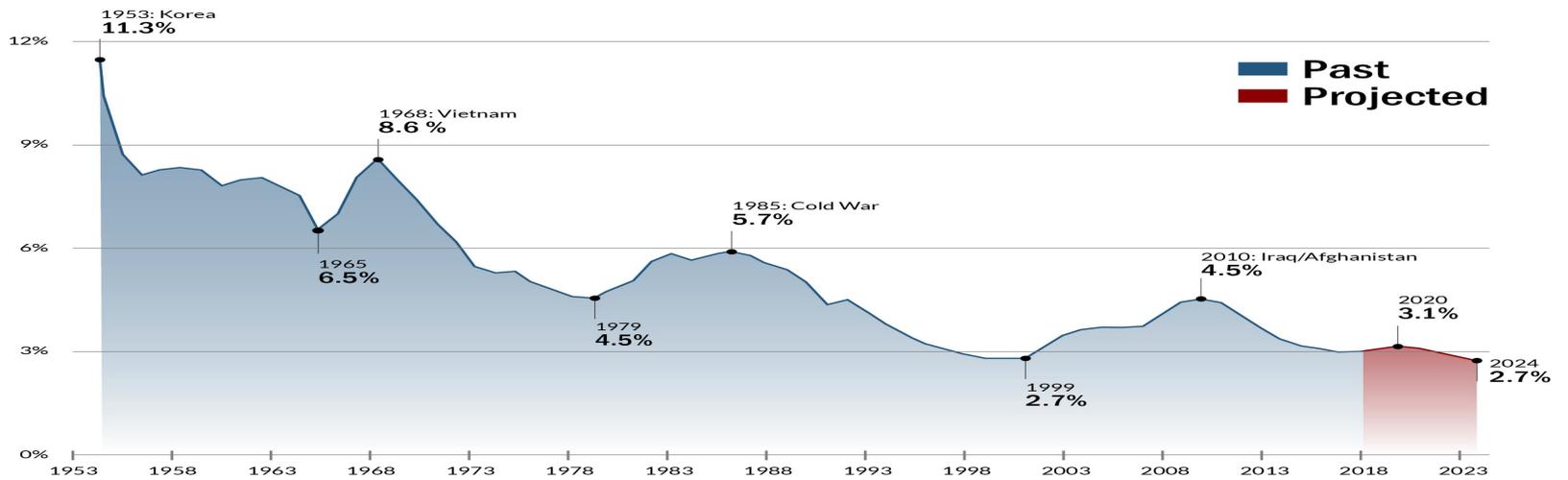
FY23 End Game



New/Ongoing Issues facing NAOC

- Due to COVID-19, many companies have had to cease or contract operations.
 - Many remediation projects are still on hold, and countless more were indefinitely paused for most of the pandemic.
- NAOC member companies were already struggling due to funds intended for the MMRP being spent on PFAS remediation. COVID-19 has put them further at risk.

Defense Spending as a % of Gross Domestic Product (GDP)



Source: National Defense Budget Estimates for FY 2019 (Table 6-13); historical and projected GDP from both the FY 2019 and FY 2020 Budget of the United States Government.

DOD funding is near a record low as a percentage of our economy



Global Leader in Munitions Response

Questions?