BUSINESS DEVELOPMENT TEAM MEETING
Tuesday, January 19, 2021
8:00am Zoom Meeting

AGENDA

● Introductory Comments
  ● Introductions

● Update on Industry News / Meetings / Tradeshows
  o Kallman Worldwide presents their USA Aerospace and Defense showcase. Mike Petrassi presents a very cool digital aerospace opportunity.
  o Laura Jaworski, DECD, presents STEP grant to help offset costs.

  Upcoming: Discuss virtual tradeshows and meetings

● Metals Procurement Update:
  The Smallidge Report: Latest from the Metal's Industry

● Annual Presidents Meeting: New England Air Museum; May 20th 2:30 to 6:30
  ● Update on event, speaker & contingency plans

● Roundtable Discussion
  ● Update on Covid-19 vaccination plans
  ● ACM Classes, State and Federal Programs
  ● Open discussion on the industry today and how members are managing operations

● Save These Dates:
  Next Business Team Meeting: Tuesday February 16, at 8:00am.
  Upcoming meetings: To be discussed
User-friendly, intuitive design. “Three Clicks to a Meeting”

Content designed to draw attention, AND visitors

Constantly updated schedule of thought leadership sessions in the online FORUM – Live and on demand 24/7

Dynamic Content / Easily Filtered / Widely Promoted and Readily Found
Each exporter at the **GOLD** level is searchable on any key word they provide, and receives the following benefits package:

- 1) High-visibility corporate branding
- 2) Hyper-linked informational poster
- 3) Video demonstrations / announcements on-demand
- 4) Downloadable product brochures
- 5) Links to social network connections
- 6) Direct messaging, scheduling and meeting - all from - within the platform

$2500 annual membership
Each exporter at the PLATINUM level is searchable on any key word they provide, and receives the following benefits package:

- **1) Higher-visibility corporate branding**
- **2) Larger hyper-linked informational poster**
- **3) Additional branding for divisions / partners**
- **4) Video demonstrations / announcements on-demand**
- **5) Additional Downloadable product brochures**
- **6) Links to social network connections**
- **7) Direct messaging, scheduling and meeting - all from within the platform**

$3250 annual membership
Click [here](#) for a guided tour of the USA SHOWCASE

Contact Mike Petrassi at [Mikep@kallman.com](mailto:Mikep@kallman.com) to learn how you can stay connected as part of the series
STEP Grant

• STEP acts as a partial reimbursement. Reimbursements will be made towards eligible small businesses’ registration/service fees and event participation expenses.

• **STEP applications are due prior to participation in project or activity.** No retroactive activities will be funded.

• STEP General Assistance Funds (GAF) shall not exceed **75% of eligible expenses up to a maximum of $7,500 per activity, for a maximum total of $15,000 per eligible company per program year.** All previous STEP FY ‘20 requests for GAF assistance shall be considered in calculating eligible funding limits.

• There are ineligible costs (i.e., travel, printing, dues, meals, networking receptions, passport fees, product samples, etc.). Companies must review our Program Guidelines, available at our STEP portal.

• STEP portal: [www.stepgrant.smapply.io](http://www.stepgrant.smapply.io)
Materials Analysis
- Chemical composition
- Microstructural analysis
- Coating/Plating Thickness
- Weld/Braze inspection
  - Failure Analysis
- Quality Control Consulting
- Over 15 years experience in the Aerospace Industry

Scanning Electron Microscopy
- Customer site equipment rentals
- New User/Staff training
  - Lease-to-own
  - Equipment sales