



**MICHIGAN DEFENSE CONTRACT
COORDINATION CENTER**

**Southwest Michigan
Manufacturing Diversification Summit
19 August 2009**



Legislative Mandate

The DC3 was created through the efforts of the Governor, the legislature and the MEDC to increase defense business opportunities for Michigan businesses.

(S.B. 0727 of 2005)



The DC3's Mission

- Increase the number of defense and homeland security contracts awarded to Michigan businesses
- Plan to double federal contract spending throughout MI to \$2 billion within the next 18 months

MISSION EQUIPPED IN MICHIGAN



1 V.I.O. INC.

2 DELTA PRODUCTS & DEVELOPMENT CORP.

3 ARMOR EXPRESS, INC.

27 TOPDUCK PRODUCTS, L.L.C.

5 TALBOT OD MOUNTS, INC.

6 AZENTEK

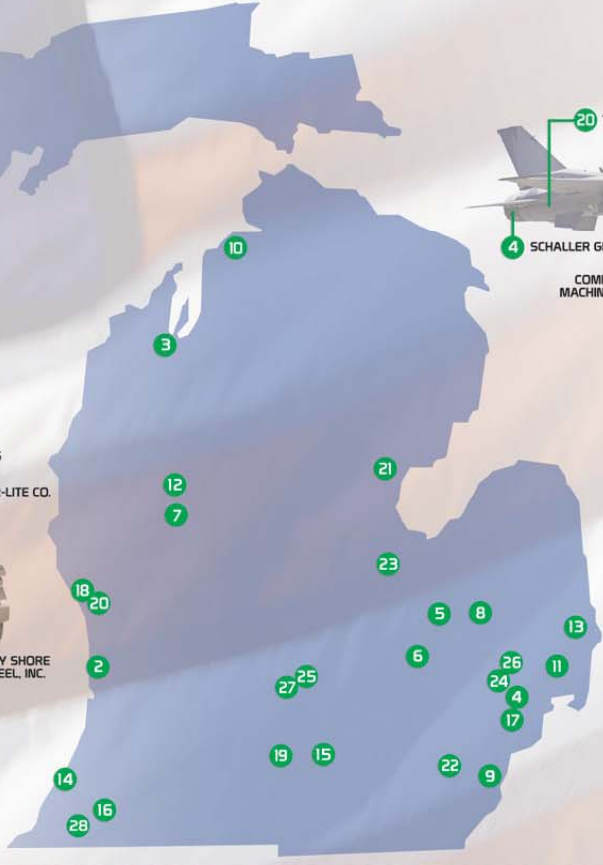
8 LAPEER INDUSTRIES

9 MIRROR-LITE CO.

BADENOCH L.L.C. 24

10 BAY SHORE STEEL, INC.

7 BATES FOOTWEAR



KAYDON CORPORATION 18

FORMSPRAG L.L.C. 17

HRU TECHNICAL RESOURCES 25

20 T.Q. MACHINING, INC.

DELTA TECHNOLOGIES GROUP 26

4 SCHALLER GROUP

COMPETITIVE MACHINING, INC. 21

13 GMA COVER CORP U.S.

BURTEK INC. 11

19 PATRIOT ANTENNA SYSTEMS

12 HARTRON CORPORATION

JANEL'S INDUSTRIES, INC. 16

14 U.S. JACK CORP

NCP COATINGS, INC. 28

23 CIGNYS

15 FULHAM MACHINE & TOOL

LOC PERFORMANCE PRODUCTS, INC. 22





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The Opportunity

The Department of Defense (DoD) purchases \$400-800 billion in goods and services a year.



The PTAC Network

- The PTACs are the frontline to the DC3.
- Results:
 - \$315 million reported in FY07
 - \$760 million achieved in FY08
 - 143% increase



Our Strategy

The DC3 is the connector:

- Connecting DoD buyers with Michigan capabilities
- Connecting Michigan technological innovation with DoD requirements
- Pursuing connections in the area of unmanned vehicles (land, air, sea)



The Defense Capabilities Directory

An efficient search tool to help DoD buyers and primes find companies capable of meeting immediate needs



Small Business Subcontracting Goals

23% Small Businesses

7% Small Disadvantaged Businesses

7% Woman-Owned Small Businesses

3% HUBZone Small Businesses

3% Veteran-Owned Small Businesses

3% Service-Disabled Veteran-Owned
Small Businesses



Tech Review Process

- Industry experts evaluate company technology and competencies
- Connecting Michigan technological innovation with DoD requirements



Call us at 1-800-946-6829