

FY 2012 Appropriations Process Kick-off



THOMAS L. BAPTISTE, Lt Gen, USAF (Ret)
President/Executive Director
National Center for Simulation (NCS)
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OUTLINE

- Why are we here?
- Lessons learned from last year
- FY 2012 process
- Timeline/way ahead
- Questions



BACKGROUND

- Two strategic objectives and core support responsibilities of NCS are:
 - To seek opportunities to expand M&S technology & its applications
 - To seek business development opportunities for NCS Members
- The annual Appropriations process provides an avenue to pursue these objectives
 - Earmark/plus-up funding is not tied to a specific RFP
 - The process permits pursuit of projects that advance the state-of-the-art of M&S technology & applications
 - Projects that find sponsors finally see the light of day!



Lessons Learned from FY 2011

Process 1 of 3

- Start the FY 2012 process earlier (mid-September)
- Sponsor a kick-off event and discuss lessons learned from the previous year
- Provide Members an instruction guide for preparation of White Papers
- Require letters of support (2) to accompany White Papers
- Require submitters to provide some estimate of the economic impact of their project proposal (jobs, revenue, commercialization opportunities, etc.)—there should be a clear linkage to sponsor District(s)
- Require submitters to secure support from a Gov't sponsor/ POC in advance of White Paper submission
 - POC must be identified in the White Paper and capable of defending a proposal if questioned by a Congressional office(s)



Lessons Learned from FY 2011

Process 2 of 3

- Require submitters to specify at least a primary and secondary District/Senate office to sponsor their proposal
 - The proposal should provide rationale for the targeted District(s)—work performed in the District(s) is an important consideration
 - Remember—not every proposal can be targeted at the FL 24th District!
- NCS with Cornerstone Gov't Affairs should profile “hot button” topics for FL Congressional leadership
- For projects with multiple teammates—require a breakdown of each partner’s effort and required level of funding
 - Again—work performed in a targeted District(s) is an important consideration
- Be aware of the Democratic Leadership policy on earmarks/plus-ups to profit versus not-for-profit organizations
- Also be aware of Senior Republican House Leadership decision to forego all plus-ups last year



LESSONS LEARNED FROM FY 2011 PROCESS 3 OF 3

- Consider, in advance, frequently asked questions common to most Congressional offices
- Require a 4-5 slide power point presentation to brief each proposal in the Congressional office(s)
- Complete the rack and stack of project proposals prior to I/ITSEC 2010
- Encourage the project lead to send a representative to attend the project briefing(s) on the Hill
- Non-FL Member Companies should also consider support from their own State's Congressional leadership



FREQUENTLY ASKED QUESTIONS 1 of 3

- Explain the significance of your project to our Congressional district/state.
- Who is your government sponsor (agency/organization/service) and contact info (telephone & email)?
- Is this project on any Unfunded Requirement List? Is there a written needs statement?
- What contribution to National Security does this project provide, as the oversight Committees will ask us...
- Why is this project a good use of taxpayer dollars?
- How much funding are you requesting? Would additional funding be needed in a subsequent year?
- What is the minimum amount of funding needed to initiate the project (if a new start) or complete the project (if prior year funding has been rec'd)?



FREQUENTLY ASKED QUESTIONS 2 of 3

- Where would these funds be expended (by location)?
- Have you identified/sought funding from any other sources to support this effort, i.e. grants, loans, stimulus?
- Has a request for Congressional support been made in a prior year?
- Explain any previous Congressional funding and what Member offices were approached/supported that request.
- How many employees do you currently have?
- How many jobs (FT/PT) would be created if the requested funding was provided?
- Would you expand your facilities to accomplish this additional work?

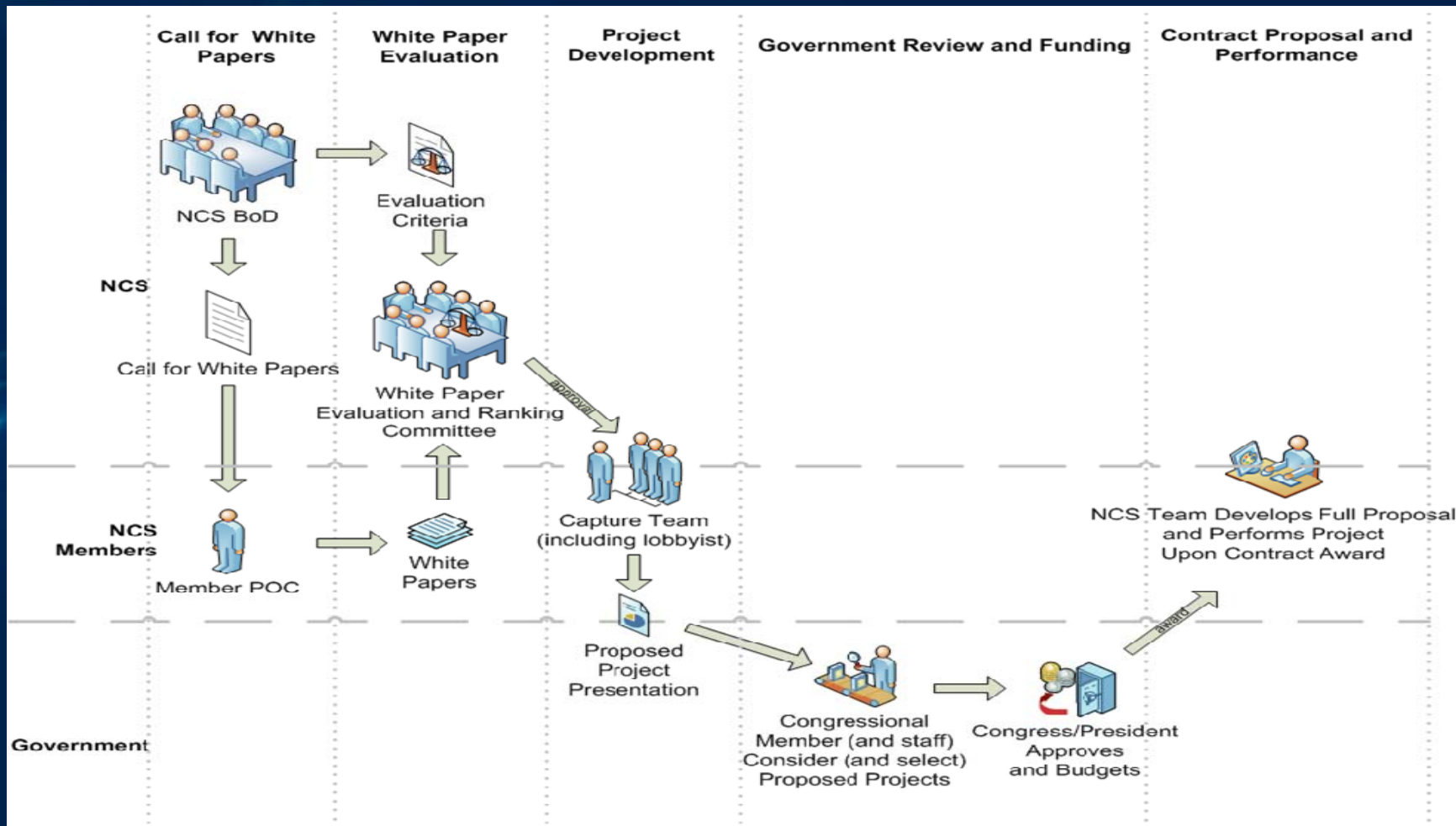


FREQUENTLY ASKED QUESTIONS 3 of 3

- Do you have any team partners/subcontractors who would also benefit from this project (provide location)?
- Do you have letters of support from any federal/state/local government or economic development officials?
- What other Congressional office(s) will be asked to support this request? What office is expected to take the lead?
- Provide us a detailed proposed budget breakdown that includes manpower, equipment and infrastructure costs.
- If the service/agency was required to compete the funding, are you positioned to win? Who would be potential competitors and where are they located?



FY 2012 PROCESS





TIMELINE/WAY AHEAD

- Call for White Papers—16 Sep 10
 - Submit White Papers NLT 5:00 p.m. EST, 15 Nov 10
- White Paper assessment/rank ordering 23 Nov 10
 - Feedback to submitters ASAP after the assessment process
- Advocate project proposals to targeted Congressional offices
 - NCS/Cornerstone/Member POC?—Feb-Mar 11
- Government review/funding decisions
 - Remainder of 2011
 - President's budget release—early 2012
- Contract proposal and execution
 - TBD based on contract award



WHITE PAPER INSTRUCTIONS

- Go to the NCS website @ www.simulationinformation.com and sign in to the Members only section
 - You must be credentialed (i.e. with a username & password) to access the Members only section (call Ron Stiles if you need credentials)
 - Download two copies of the White Paper template
 - One is blank and can be downloaded to your desktop and used to complete the White Paper
 - The second is annotated with detailed instructions on what is required in each section of the White Paper template
 - When the White Paper is complete, return to the website and load it to the appropriate tab
 - You will receive a computer generated prompt indicating NCS has received and stored your White Paper
- Any questions: contact us at 407-384-6111 or via e-mail at tbaptiste@simulationinformation.com or rstiles@simulationinformation.com

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EVENTS

SUBSCRIPTION & TRAINING

EDUCATION

MEMBER

APPROPRIATIONS 2012

Page *Appropriations 2012* has been updated.

Congressional Project Advocacy Process

Request for White Papers - September 16, 2010

To complete a white paper submission, download the DOC file below and complete the template using the word processing application of your choice. Detailed instructions can be found below and must be carefully followed.

Once the White Paper template is completed and saved on your local computer, return to this page and use the form to upload your White Paper to our servers. You will receive a computer generated prompt indicating the upload was successful.



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PRESIDENT'S CORNER





QUESTIONS?