

**DRAFT
(NOT FOR PUBLIC DISTRIBUTION)**

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**DEFENSE INDUSTRIAL BASE ASSESSMENT:
U.S. SPACE INDUSTRY**



SCOPE OF ASSESSMENT

The U.S. Department of Commerce, Bureau of Industry and Security (BIS), Office of Technology Evaluation, in coordination with the Defense Science Board (DSB) Task Force on the Space Industrial Base, is conducting a study of the U.S. space industry. Also participating in this joint effort are representatives from the U.S. Air Force, the National Security Space Office (NSSO), the National Oceanic and Atmospheric Administration (NOAA), the National Aeronautics and Space Administration (NASA), and others. The principal goal of this data collection is to analyze the health and competitiveness of the space industry in terms of industrial, financial, and economic performance. This includes an analysis of the effects of foreign competition and export controls on the industry's ability to meet the demand of defense and commercial markets.

RESPONSE TO THIS SURVEY IS REQUIRED BY LAW

A response to this survey is required by law (50 U.S.C. app. Sec. 2155). Failure to respond can result in a maximum fine of \$10,000, imprisonment of up to one year, or both. Information furnished herewith is deemed confidential and will not be published or disclosed except in accordance with Section 705 of the Defense Production Act of 1950, as amended (50 U.S.C App. Sec. 2155). Section 705 prohibits the publication or disclosure of this information unless the President determines that its withholding is contrary to the national defense. Information will not be shared with any non-government entity, other than in aggregate form. The information will be protected pursuant to the appropriate exemptions from disclosure under the Freedom of Information Act (FOIA), should it be the subject of a FOIA request.

Notwithstanding any other provision of law, no person is required to respond to nor shall a person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information displays a currently valid OMB Control Number.

BURDEN ESTIMATE AND REQUEST FOR COMMENT

Public reporting burden for this collection of information is estimated to average 11 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information to BIS Information Collection Officer, Room 6883, Bureau of Industry and Security, U.S. Department of Commerce, Washington, D.C. 20230, and to the Office of Management and Budget, Paperwork Reduction Project (OMB Control No. ---- ----), Washington, D.C. 20503.

December 8, 2006 - DRAFT

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WHO MUST RESPOND/EXEMPTION

Did your Company/Business Unit manufacture products or provide services for the space industry, or integrate products and/or services for the space industry, at any time since January 1, 2003?

check here → Yes No

If “No,” please complete the “Exemption From Survey” box below and the requested information in **1.a** “Company Information” and **24.** “Certification.”

EXEMPTION FROM SURVEY

If your Company’s/Business Unit’s operations do not fall within any of the space products and/or services, as defined in **Question 2** “Product and Service Type Listing” you may be exempt from completing this survey. Please notify one of the contacts listed in “Points of Contact” to verify your status. Once you have received **verbal verification** of your exemption, please fill out the following:

Briefly explain the products and/or services provided by your Company/Business Unit.

GENERAL INSTRUCTIONS

ESTIMATES ARE ACCEPTABLE

It is not our desire to impose an unreasonable burden on any respondent. If information is not available from your records in the form requested, you may furnish estimates. Also, because your calendar year 2007 data will not be complete at the date of submission, please provide estimates.

CERTIFICATION

Please be certain to complete **Question 25**, "Certification," on the last page once your Company/ Business Unit has completed the survey.

POINTS OF CONTACT

Question related to the survey should be directed to Jason Bolton, Trade and Industry Analyst, (202) 482-5936 (jbolton@bis.doc.gov), Ryan Hajen, Trade and Industry Analyst, (202) 482-6294 (rhajen@bis.doc.gov) or Brad Botwin, Program Director, Defense Industrial Base Assessments, (202) 482-4060 (bbotwin@bis.doc.gov). Our facsimile number is (202) 482-5361.

MAILING ADDRESS

**Brad Botwin, Program Director
Office of Technology Evaluation, RM 1093
U.S. Department of Commerce
1401 Constitution Avenue, NW
Washington, DC 20230**

ELECTRONIC INSTRUCTIONS

*[Please Refer to Letter from the Bureau of Industry and Security, Office of Technology Evaluation.
Letter includes required identification, login, and password information.]*

1.a COMPANY INFORMATION

Please provide the name, address, and phone number of your Company/Business Unit.

Company Name					
Division/Business Unit Name					
Street Address					
Suite Number					
City, State, and Zip Code	City →	State →		Zip →	
Phone Number and Extension					Extension →
Fax Number					
Company/Business Unit Web Address					

1.b BUSINESS DESCRIPTION

Please check *ALL* the boxes that describe your space related products and/or services operations and business. Also, provide a description of your business in the box provided below.

The following categories best describe my role in the space industry: *check*

Space Related Prime Contractor		Space Related Engineering	
Space Related Subcontractor		Space Related Consultant	
Space Related Manufacturer		Space Related Information Manager	
Space Related Middle Tier Supplier		Space Related Equipment Distributor	
Space Related Lower Tier Supplier		Space Related Integrator	

My business if focused on the following activities: *check*

Space Systems Integration		Space Electro-Optical Manufacturer	
Space Sub-Components Manufacturer		Space Navigation Equipment Manufacturer	
Space Materials Supply/Manufacturer		Space Communications Provider	
Space Launch Vehicle Manufacturer		Space Component Supplier	
Space Information Systems/Software Designer		Space Systems Supplier	
Space Propulsion Manufacturer		Space Mission Operations	
Space Satellite Payload Manufacturer		Space Radar Manufacturer	
Space Program/System Validation		Space Research and Development	
Space <u>and</u> Ground Systems		Space Services	

Description:

1.c

OWNERSHIP

Please indicate the entities and/or individuals holding 5 percent or more of your Company's voting rights, and also the percentage owned. If more than three, describe below the three entities and/or individuals holding the highest percentages.

If not applicable, check here and go to Question 2.

Parent Entity or Individual Name			
Percentage Owned			%
Address			
City			
State			
Zip Code			
Country			

Parent Entity or Individual Name			
Percentage Owned			%
Address			
City			
State			
Zip Code			
Country			

Parent Entity or Individual Name			
Percentage Owned			%
Address			
City			
State			
Zip Code			
Country			

TERMINOLOGY

DEFINITIONS USED IN SURVEY

AUTHORIZING OFFICIAL – An executive officer of the Company/Business Unit or other individual who may have authority to execute this survey on behalf of the Company/Business Unit.

COMMODITY CLASSIFICATION (CC) – A commodity classification (CC) request is used to determine the regulatory treatment of a particular product or service under the Export Administration Regulations. The CC is performed by the U.S. Department of Commerce.

COMMERCIAL SALES – All sales to industry that are not directly related to defense programs.

COMMODITY JURISDICTION (CJ) – A commodity jurisdiction (CJ) request is used to determine whether an item or service is subject to the export licensing authority of the Department of Commerce or the Department of State. A CJ determination, performed by the Department of State, will only identify the proper licensing authority for an item, and is not a license or approval to export.

CURRENT ASSETS – Refers to cash, accounts receivable, inventory, marketable securities, pre-paid expenses and other assets convertible to cash within one year. Such assets shall refer to current assets held by the Company/Business Unit as a whole, or to a specific business unit, as determined by each particular question referring to Current Assets.

CURRENT LIABILITIES – Refers to accounts payable, notes payable, current maturities and accrued liabilities. Such liabilities shall refer to current liabilities held by the Company/Business Unit as a whole, or to a specific business unit, as determined by each particular question referring to Current Liabilities.

DEFENSE SALES – Sales to domestic and foreign military purchasers.

EXPORT ADMINISTRATION REGULATIONS (EAR) – EAR control the export, re-exports and activities of dual-use items. EAR is administered by the U.S. Department of Commerce

FIRM or COMPANY – An entity that owns, controls or otherwise is affiliated with one or more U.S. entities that, directly or indirectly, manufactures, produces, provides services for and/or integrates products and/or services pertaining to space products and services. Such entity may be an individual proprietorship, partnership, joint venture, business trust, laboratory, cooperative, entity subject to a U.S. Bankruptcy Court or other corporation (including any subsidiary entity in which the U.S. entity owns more than 50 percent of the outstanding economic or voting interest).

FOREIGN-MADE – Any space related products and/or services for which 50 percent or more of the value added of such item (excluding distribution, advertising and other marketing costs) was produced or otherwise generated outside the United States.

INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR) – ITAR control the export and import of defense articles and defense-related services. The U.S. Department of State administers ITAR.

OPERATING INCOME – Gross profits less operating expenses (sales and marketing costs, R&D, and general and administrative costs, including salaries).

OPERATING PROFIT/LOSS – Operating income less interest expenses, all other expenses and losses on disposals.

SALES – Refers to the Company's/Business Unit's sales of space related products and/or services before interest and taxes.

DEFINITIONS USED IN SURVEY *continued*

SATELLITE PRODUCTS/SERVICES – Satellites, spacecraft subsystems, electronic components, space materials, and ground communication equipment. The “Products and Service Type Listing” includes these products, as specified and enumerated on pages 7-11 of this survey.

SPACE QUALIFIED PRODUCTS – Products designed, manufactured, and tested to meet special electrical, mechanical, and environmental requirements to make possible their use in the launch and deployments of satellite or high-altitude flight systems.

TOTAL ASSETS – Refers to all tangible and intangible assets, including fixed assets and Current Assets. Such assets shall refer to total assets held by the Company/Business Unit as a whole, or to a specific business unit, as determined by each particular question referring to Total Assets.

TOTAL LONG-TERM LIABILITIES – Refers to all debt with maturity dates greater than one year from issuance, and including mortgages, lease payments, pensions, revolving notes, and general debt. Such liabilities shall refer to long-term liabilities held by the Company/Business Unit as a whole, or to a specific business unit, as determined by each particular question referring to Long-Term Liabilities.

UNITED STATES – “United States” or “U.S.” includes the 50 states, Puerto Rico, the District of Columbia, the island of Guam, the Trust Territories, and the Virgin Islands.

UNREGULATED EXPORTS – Exports that do not require an export license or are exempt from licensing requirements.

U.S. GOVERNMENT SALES – All sales to U.S. Department of Defense, U.S. Intelligence Community, or civilian agencies of U.S. Government, such as National Aeronautics and Space Administration (NASA) and U.S. Department of Commerce’s National Oceanic and Atmospheric Administration (NOAA).

U.S.-MADE – Any space related products and services for which 50 percent or more of the value added of such item (excluding distribution, advertising and other marketing costs) was produced, conducted, created or otherwise generated within the United States, as defined herein.

2. continued		PRODUCT AND SERVICE TYPE LISTING – continued				
Please check ALL the boxes for the products and/or services categories in A-J that apply to your space related business.						
B.	Spacecraft Subsystems	<i>check <input type="checkbox"/> here →</i>	B.	Spacecraft Subsystems	<i>continued</i>	<i>check <input type="checkbox"/> here →</i>
B.1	Communications Systems		B.34	Analysis		
B.2	Antenna Technology		B.35	Propulsion Subsystems		
B.3	Receiver Technology		B.36	Thermal Control		
B.4	Transmitter Technology		B.37	Thermal Control System Design		
B.5	Microwave Technology		B.38	Analysis		
B.6	Digital Communications Technology		B.39	Thermal Control Components		
B.7	Laser Communication Technology		B.40	Cryogenics		
B.8	Data Handling & Storage, Space Electronics		B.41	Structures		
B.9	Energy Generation		B.42	Structural System Design		
B.10	Solar Cell Technology		B.43	Structural Materials, Manufacturing Technology		
B.11	Solar Array Technology		B.44	Hydraulics, valves, actuators, pneumatics		
B.12	Power Generators (excluding solar)		B.45	Mechanisms (for antennas, solar arrays, masts)		
B.13	Power Conditioning and Energy Storage		B.46	Robotics		
B.14	Batteries and other Energy Storage Equipment		B.47	Safety, Destruction Technology; Pyrotechnics		
B.15	Power Conditioning/Management/Distribution		B.48	Small motors, dampers, and valves		
B.16	Attitude, Determination and Control		B.49	Propellants (Spacecraft only)		
B.17	Attitude Control System Design and Analysis					
B.18	Attitude Control and Stabilization Hardware					
B.19	Guidance and Navigation					
B.20	Sensors and Mechanisms					
B.21	Rendezvous and Docking					
B.22	Propulsion					
B.23	Chemical Propulsion Technology					
B.24	Electric Propulsion Technology					
B.25	Cold Gas Propulsion Systems					
B.26	Optics					
B.27	Attitude Sensors					
B.28	Fiber Optics Technology					
B.29	Infrared Components, Optics Components					
B.30	Visible Detectors (e.g., CCD, CMOS)					
B.31	Laser Technology					
B.32	Optical Instrumentation					
B.33	Optical Communications Technology					

2. *continued* **PRODUCT AND SERVICE TYPE LISTING** *– continued*

Please check **ALL** the boxes for the products and/or services categories in **A-J** that apply to your space related business.

C.	Electronic Components	<i>check ☑ here →</i>	C.	Electronic Components <i>continued</i>	<i>check ☑ here →</i>
C.1	Capacitors				
C.2	Connectors				
C.3	Crystals				
C.4	Diodes				
C.5	Filters				
C.6	Fuses				
C.7	Inductors				
C.8	Microcircuits, Discrete Semiconductor Devices				
C.9	Relays				
C.10	Resistors				
C.11	Thermistors				
C.12	Transistors				
C.13	Wires and Cables				
C.14	Passive Devices				
C.15	Optoelectronic and Liquid Crystal Devices				
C.16	Switches				
C.17	Film and Hybrid Integrated Circuits				
C.18	Printed Boards				
C.19	Tubes, Traveling Wave Tubes (TWT)				
C.20	EEE Parts				
C.21	Gimbals				
C.22	Heat Pipes				

2. continued		PRODUCT AND SERVICE TYPE LISTING – continued			
Please check ALL the boxes for the products and/or services categories in A-J that apply to your space related business.					
D.	Propulsion System	<i>check <input checked="" type="checkbox"/> here →</i>	D.	Propulsion System <i>continued</i>	<i>check <input checked="" type="checkbox"/> here →</i>
D.1	Booster		D.34	Carbonized Rayon Cloth	
D.2	Solid Rocket Motors		D.35	Rayon Weaving	
D.3	Ignition		D.36	Rayon Fiber	
D.4	Safe/Arm Device		D.37	Densification Carbon Fiber Preform	
D.5	Ignition		D.38	Carbon Fiber	
D.6	Thrust Termination		D.39	Heat Sink	
D.7	Explosives		D.40	Flex Seal Bearing	
D.8	Propellant		D.41	Reinforced Glass Fiber	
D.9	Grain		D.42	Rubber and Elastomer	
D.10	Fuel		D.43	Exit Cone	
D.11	Oxidizer		D.44	Ablatives	
D.12	Binder		D.45	Thermal Insulation	
D.13	Plasticizer		D.46	Flight Control	
D.14	Inhibitor		D.47	Thrust Vector Actuation	
D.15	Liner		D.48	Pressurant Tanks	
D.16	Polymer		D.49	Flight Control Electronics	
D.17	Case		D.50	Servoinjectors/Valves	
D.18	Shell		D.51	Roll Control Gas Generators	
D.19	Steel		D.52	Interstages and Skirt	
D.20	Titanium		D.53	Shell	
D.21	Pre-Preg Carbon Fiber		D.54	Stage Separation	
D.22	Filament Wound Composite		D.55	Explosives	
D.23	Fiberglass		D.56	Raceway	
D.24	Aft Closure		D.57	Conduit	
D.25	Propellant Insulation		D.58	Cables	
D.26	EPDM		D.59	Insulation	
D.27	External Protection		D.60	Systems Integration	
D.28	VAMAC Rubber		D.61	Mission Integration	
D.29	Nozzle		D.62	Requirements Analysis	
D.30	Structure		D.63	Systems Architecture	
D.31	Forgings		D.64	Conceptual Design	
D.32	Throat Insert		D.65	Assembly Integration and Test	
D.33	Impregnated Carbon Cloth		D.66	D&D Phase Engineering	

2. continued		PRODUCT AND SERVICE TYPE LISTING – continued			
Please check ALL the boxes for the products and/or services categories in A-J that apply to your space related business.					
E.	Launch Vehicle Related Products/Services	<input checked="" type="checkbox"/> →	E.	Launch Vehicle Related P/S <i>continued</i>	<input type="checkbox"/> →
E.1	Launch Vehicle Propulsion System		E.33	Controls	
E.2	Liquid Fuel Booster		E.34	Inertial	
E.3	Chamber		E.35	Gyroscope	
E.4	Propellant Feed		E.36	Processor	
E.5	Igniter		E.37	Controls	
E.6	Solid Rocket Booster		E.38	Safety System	
E.7	Casing		E.39	Destruct Receiver	
E.8	Igniter		E.40	Ordnance	
E.9	Propellant		E.41	Structural System	
E.10	Nozzle		E.42	Interstage	
E.11	Thrust Vector Control		E.43	Fairings	
E.12	Electrical Power		E.44	Skirt	
E.13	Generator		E.45	Telemetry	
E.14	Battery		E.46	Launch System Integration	
E.15	Harness		E.47	Launchers	
E.16	Operating System		E.48	Control Devices	
E.17	Hydraulic		E.49	Valves	
E.18	Servos-Controls		E.50	Launch Related Materials	
E.19	Actuators		E.51	Ablatives	
E.20	Lines-Fittings		E.52	Advanced Composites	
E.21	Pneumatic		E.53	Fibers	
E.22	Servos-Controls		E.54	Handling Equipment	
E.23	Actuators		E.55	Tooling	
E.24	Lines-Fittings		E.56	Protective Devices	
E.25	Electro-Mechanical		E.57	Health Monitoring Equipment	
E.26	Actuators		E.58	Ignition Devices Related Software Algorithms	
E.27	Motors		E.59	Rocket Motors	
E.28	Harness		E.60	Rocket Motor Parts and Devices	
E.29.	Guidance Systems		E.61	Defense Services Related to Launch Vehicle	
E.30	GPS		E.62	Defense Services Related to Rocket Motors	
E.31	Receivers		E.63	Technical Data Related to Launch Vehicle	
E.32	Processor		E.64	Technical Data Related to Rocket Motors	

2. continued		PRODUCT AND SERVICE TYPE LISTING – continued	
Please check ALL the boxes for the products and/or services categories in A-J that apply to your space related business.			
F.	Satellite Services <i>check <input checked="" type="checkbox"/> here →</i>	I.	Ground <i>check <input checked="" type="checkbox"/> here →</i>
F.1	Commercial Services	I.1	Ground Test Software
F.2	Remote Services	I.2	Ground-based Mission Data Processing Equipment
F.3	Product Assurance, Quality Control, Safety	I.3	Electronic Ground Support Equipment
F.4	Assembly, Integration and Testing	I.4	Structure
		I.5	Communications
G.	Spacecraft Operations <i>check <input checked="" type="checkbox"/> here →</i>	J.	Other <i>check <input checked="" type="checkbox"/> here →</i>
G.1	Ground antennas	J.1	Radiation Hardening
G.2	TT&C (Telemetry, Tracking and Control)	J.2	Flight Software
G.3	Equipment	J.3	Mission Performance Analysis and Simulation
		J.4	Mission Architecture Design
H.	Specialty Components <i>check <input checked="" type="checkbox"/> here →</i>		
H.1	Batteries		
H.2	Coatings		
H.3	Communications Devices		
H.4	Cooling/Heating Devices		
H.5	Fiber Optic Parts		
H.6	Infrared/Visible Sensors		
H.7	Integrated Circuits/Semiconductors		
H.8	Passive Electronics		
H.9	Radiation-Hardened/Tolerant Electronics		
H.10	Reaction Wheels		
H.11	Rocket Fuels		
H.12	Software		
H.13	Solar Cell/Panels		
H.14	Space Materials		
H.15	Timing Devices		

3. PRODUCT AND SERVICE TYPE APPLICATIONS					
Please check ALL the applications that correlate to the products and/or services your Company/ Business Unit provide. If the list is inadequate, provide a description of application in the space below.					
↓ Application Code			↓ Application Code		
3.a	Recreation/Entertainment	<i>check <input checked="" type="checkbox"/> here →</i>	3.h	Space Exploration	<i>check <input checked="" type="checkbox"/> here →</i>
3.b	Directed Energy		3.i	Basic Research	
3.c	Global Positioning System		3.j	Mission/Defense Operations	
3.d	Business Communications		3.k	Mapping	
3.e	Tourism/Hospitality		3.l	Meteorology	
3.f	Command and Control		3.m	Robotics	
3.g	Navigation		3.n	Radar	
<i>Description:</i>					

4.a DOMESTIC CORPORATE RELATIONSHIPS

Instructions: Please (1) Identify significant contractual relationships that your Company/Business Unit has with other U.S. business entities; and (2) Describe the nature of these contractual relationships by checking the box of the categories provided, or by providing written explanations in the space below.

Name of Domestic Business Entity	City	State	Type(s) of Relationships <input checked="" type="checkbox"/> (Check all that apply)										
			Joint venture w/ U.S. Firm <input type="checkbox"/>	Percent Ownership %	Licensor to another U.S. Company/Business Unit.	Licensee for another U.S. Company/Business Unit.	Manufacturer for another U.S. Company/Business Unit.	Service provider for another U.S. Company/Business Unit.	Service integrator for another U.S. Company/Business Unit.	Co-production relationship with other U.S. Company/Business Unit	Product integrator for another U.S. Company/Business Unit.	Other: [Please describe in Comments box.]	
1.													
2.													
3.													
4.													
5.													
6.													
7.													
8.													

Comments →

Instructions: Please describe any additional aspects of the domestic business relationship(s) that your Company/Business Unit has with one or more of the business entities identified above.

Comments →

4.b FOREIGN CORPORATE RELATIONSHIPS

Instructions: Please (1) Identify significant contractual relationships that your Company/Business Unit has with other foreign business entities; and (2) Describe the nature of these contractual relationships by checking the box of the categories provided, or by providing written explanations in the space below.

Name of Foreign Business Entity	City	Country	Type(s) of Relationships <input checked="" type="checkbox"/> (Check all that apply)									
			Joint venture w/ U.S. Firm <input checked="" type="checkbox"/>	Percent Ownership %	Licensor to another Foreign Company/Business Unit.	Licensee for another Foreign Company/Business Unit.	Manufacturer for another Foreign Company/Business Unit.	Service provider for another Foreign Company/Business Unit.	Service integrator for another Foreign Company/Business Unit.	Co-production relationship with Foreign Company/ Business Unit	Product integrator for another Foreign Company/Business Unit.	Other: [Please describe in the Comments box.]
1.												
2.												
3.												
4.												
5.												
6.												
7.												
8.												

Comments →

Instructions: Please describe any additional aspects of the foreign business relationship(s) that your Company/Business Unit has with one or more of the business entities identified above.

Comments →

5. MERGERS & ACQUISITIONS

Instructions: For calendar years 2003 through 2006, was your Company/Business Unit involved in any space related merger or acquisition activity?

[Check Appropriate Box]

Note: If you answered “Yes,” please complete the description table below for each (up to ten) merger and acquisition that your Company/Business Unit engaged in for the 2003-2006 period.

#	Year of Transaction	Main Entity/Entities Involved in Transaction	Dollar Value of the Transaction (in \$ thousands)	Purchase of a Company	Percent of Ownership	Yes		No	
						Merger of Equals	Percent of Ownership	Acquired by a Company	Percent of Ownership
1.									
2.									
3.									
4.									
5.									
6.									
7.									
8.									
9.									
10.									

6. SPACE RELATED DEFENSE & NON-DEFENSE SALES

Instructions: Please provide sales data for 2003-2007 for your defense and non-defense space-related products and/or services.

Note: Total **Defense** and **Non-Defense** must equal **Total** in the right column. The combination of **Domestic Sales** and **Foreign Sales** must equal **Total Sales** in the bottom row.

	2003 <i>(in \$ thousands)</i>			2004 <i>(in \$ thousands)</i>			2005 <i>(in \$ thousands)</i>			2006 <i>(in \$ thousands)</i>			2007 (estimate) <i>(in \$ thousands)</i>		
	Defense	Non-Defense	Total	Defense	Non-Defense	Total	Defense	Non-Defense	Total	Defense	Non-Defense	Total	Defense	Non-Defense	Total
Domestic Sales \$															
Foreign Sales \$															
Total Sales \$															

7.a TOP 10 PRODUCTS – PRODUCTION & SALES – 2003

Instructions: Please provide the information requested below on each of your Company's/Business Unit's top 10 (as measured by sales revenue) space related products and/or services for **2003 only**. Complete the product information in descending order. Begin with your best (#1) selling **space-related** product or service and end with your tenth (#10) best selling **space related** product or service.

2003 Top Ten Products	Product or Service Code [from Question 2]	Application Code [from Question 3]	<input checked="" type="checkbox"/> [Check Appropriate Box]		Total Sales (in \$ thousands)	U.S. Sales (in \$ thousands)	Foreign Sales (in \$ thousands)	Production Levels (Units/Year)	Maximum Production Capacity (Units/Year)	U.S. Parts Content (%)
			Defense	Non-Defense						
#1										
#2										
#3										
#4										
#5										
#6										
#7										
#8										
#9										
#10										

7.b TOP 10 PRODUCTS – PRODUCTION & SALES – 2004

Instructions: Please provide the information requested below on each of your Company's/Business Unit's top 10 (as measured by sales revenue) space related products and/or services for **2004 only**. Complete the product information in descending order. Begin with your best (#1) selling **space-related** product or service and end with your tenth (#10) best selling **space related** product or service.

2004 Top Ten Products	Product or Service Code [from Question 2]	Application Code [from Question 3]	<input checked="" type="checkbox"/> [Check Appropriate Box]		Total Sales (in \$ thousands)	U.S. Sales (in \$ thousands)	Foreign Sales (in \$ thousands)	Production Levels (Units/Year)	Maximum Production Capacity (Units/Year)	U.S. Parts Content (%)
			Defense	Non-Defense						
#1										
#2										
#3										
#4										
#5										
#6										
#7										
#8										
#9										
#10										

7.c TOP 10 PRODUCTS – PRODUCTION & SALES – 2005

Instructions: Please provide the information requested below on each of your Company's/Business Unit's top 10 (as measured by sales revenue) space related products and/or services for **2005 only**. Complete the product information in descending order. Begin with your best (#1) selling **space-related** product or service and end with your tenth (#10) best selling **space related** product or service.

2005 Top Ten Products	Product or Service Code [from Question 2]	Application Code [from Question 3]	<input checked="" type="checkbox"/> [Check Appropriate Box]		Total Sales (in \$ thousands)	U.S. Sales (in \$ thousands)	Foreign Sales (in \$ thousands)	Production Levels (Units/Year)	Maximum Production Capacity (Units/Year)	U.S. Parts Content (%)
			Defense	Non-Defense						
#1										
#2										
#3										
#4										
#5										
#6										
#7										
#8										
#9										
#10										

7.d TOP 10 PRODUCTS – PRODUCTION & SALES – 2006

Instructions: Please provide the information requested below on each of your Company's/Business Unit's top 10 (as measured by sales revenue) space related products and/or services for **2006 only**. Complete the product information in descending order. Begin with your best (#1) selling **space-related** product or service and end with your tenth (#10) best selling **space related** product or service.

2006 Top Ten Products	Product or Service Code [from Question 2]	Application Code [from Question 3]	<input checked="" type="checkbox"/> [Check Appropriate Box]		Total Sales (in \$ thousands)	U.S. Sales (in \$ thousands)	Foreign Sales (in \$ thousands)	Production Levels (Units/Year)	Maximum Production Capacity (Units/Year)	U.S. Parts Content (%)
			Defense	Non-Defense						
#1										
#2										
#3										
#4										
#5										
#6										
#7										
#8										
#9										
#10										

7.e TOP 10 PRODUCTS – PRODUCTION & SALES – 2007 *projected*

Instructions: Please provide the information requested below on each of your Company's/Business Unit's **projected** top 10 (as measured by sales revenue) space related products and/or services for **2007 only**. Complete the product information in descending order. Begin with your best (#1) selling **space-related** product or service and end with your tenth (#10) best selling **space related** product or service.

2007 Top Ten Products	Product or Service Code [from Question 2]	Application Code [from Question 3]	<input checked="" type="checkbox"/> [Check Appropriate Box]		Total Sales (in \$ thousands)	U.S. Sales (in \$ thousands)	Foreign Sales (in \$ thousands)	Production Levels (Units/Year)	Maximum Production Capacity (Units/Year)	U.S. Parts Content (%)
			Defense	Non-Defense						
#1										
#2										
#3										
#4										
#5										
#6										
#7										
#8										
#9										
#10										

8.a PROCUREMENTS – TOP FIVE U.S. PRODUCTS/SERVICES										
Instructions: For <u>calendar year 2006</u> , please list the <u>five most significant products and/or services</u> (i.e., by value added) that your company procures from <u>domestic suppliers</u> . If your product and/or service is not in Question 2 , provide a description in the space provided. <i>[Please include captive/internal producers.]</i>										
						<input checked="" type="checkbox"/> [Check Appropriate Box]				
#	Product/Service Code (from Question 2)	Domestic Source Company Name	City	State	Is this supplier a sole source?		Are alternate U.S. sources available?		Is there a foreign. source available?	
					Yes	No	Yes	No	Yes	No
1.										
2.										
3.										
4.										
5.										
Description:										

8.b PROCUREMENTS – TOP FIVE FOREIGN PRODUCTS/SERVICES										
Instructions: For <u>calendar year 2006</u> , please list the <u>five most significant products and/or services</u> (i.e., by value added) that your company procures from <u>foreign suppliers</u> . If your product and/or service is not in Question 2 , provide a description in the space below. <i>[Please include captive/internal producers.]</i>										
						<input checked="" type="checkbox"/> [Check Appropriate Box]				
#	Product/Service Code (from Question 2)	Foreign Source Company Name	City	Country	Is this supplier a sole source?		Are alternate foreign sources available?		Is there a U.S. source available?	
					Yes	No	Yes	No	Yes	No
1.										
2.										
3.										
4.										
5.										
Description:										

9. REASONS FOR FOREIGN SOURCING

Instructions: For the five products and/or services cited in the previous question on “Foreign Procurement,” please identify ALL the reasons your Company/ Business Unit procured these products and/or services from **Foreign vendors**. If reason not included here, provide rationale in space provided.

Reasons for Procuring Products and/or Services from Foreign Vendors

(Check all that apply)

#	Product/Service Code (from Question 3)	Better Quality	Not Made in the U.S.	Less Expensive	Better Technology	Business Relationship	Trade Offset Arrangement	Service after Sale	Foreign Subsidies	Customer Preference	Other (specify in comments below)
1.											
2.											
3.											
4.											
5.											

Comments:

10. EXPORTS OF SPACE PRODUCTS AND SERVICES – 2003-2007

Did your Company/Business Unit export space-related products and/or services in calendar years 2003-2007? [Check Box] → **No** **Yes**

Top Exports of Space Products & Services By Country – 2003-2007

Instructions: Based upon export revenues, please list in descending order the top five countries to which your Company/Business Unit exported space-related products for years 2003-2007. Export revenues include sales to foreign distributors, resellers, retailers, brokers, or consumers of related products and/or services, regardless of whether your Company's/Business Unit's products and/or services are subsequently resold to U.S. customers.

Export Revenue
[in \$ thousands]

Note: The combination of revenues for exported products reported for the **ITAR**, **EAR** and **Other** categories must equal **Total** annual exports for that country.

Country		ITAR (in \$ thousands)	EAR (in \$ thousands)	Other* (in \$ thousands)	Total (in \$ thousands)
2003	1.				
	2.				
	3.				
	4.				
	5.				
2004	1.				
	2.				
	3.				
	4.				
	5.				
2005	1.				
	2.				
	3.				
	4.				
	5.				
2006	1.				
	2.				
	3.				
	4.				
	5.				
2007 <i>(projected)</i>	1.				
	2.				
	3.				
	4.				
	5.				

*Other represents non-ITAR, non-EAR licensing procedures implemented by the U.S. Federal Government.

11.a DOMESTIC MARKET FORECAST				
Instructions: Describe expectations for your Company's/Business Unit's domestic space-related business for the 2008-2012 period.	<input checked="" type="checkbox"/> [Check Appropriate Box]			
	Declines	No Changes/ Flat	Moderate Growth	Significant Growth
I. What types of systems, subsystems and services are most likely to be in greatest demand by domestic customers in the 2008-2012 period? <i>[Please describe in the space provided below.]</i>				
Response: 				
II. Will your company be well positioned to compete in the domestic markets in the 2008-2012 period? <i>[Please describe in the space provided below.]</i> If "Not at All," indicate below the primary reasons.				
	<input checked="" type="checkbox"/> [Check Appropriate Box]			
	Strongly	Moderately	Poorly	Not at All
Response: 				

11.b EXPORT MARKET FORECAST				
Instructions: Describe expectations for your Company's/Business Unit's export of space-related products/ services for the 2008-2012 period.	<input checked="" type="checkbox"/> [Check Appropriate Box]			
	Declines	No Changes/ Flat	Moderate Growth	Significant Growth
I. What types of systems, subsystems and services are most likely to be in greatest demand by foreign customers in the 2008-2012 period? <i>Please describe in the space provided below.</i>				
Response: 				
II. Will your company be well positioned to compete in the foreign markets in the 2008-2012 period? <i>[Please describe in the space provided below.]</i> If "Not at All," indicate below the primary reasons.				
	<input checked="" type="checkbox"/> [Check Appropriate Box]			
	Strongly	Moderately	Poorly	Not at All
Response: 				

12. FOREIGN COMPETITORS – 2003-2006

Instructions: Please list the top ten products and/or services (by revenue, largest to smallest) that competed directly with your Company's/Business Unit's space-related products and/or services from 2003-2006. Also, specify what factors make foreign producers' products competitive relative to your company's products.

↓ Please use the *Product and Service Type Listing in Question 2.*

Top Ten Foreign Products and/or Services	Product or Service Code	Foreign Product Name	Company	Country	<input checked="" type="checkbox"/> (check all that apply)										
					Cost	Product Performance	Product Quality	Ability to Pay Bribes/Kickbacks	Bonus Features/Services	Delivery Time/Scheduling	Foreign Exchange	Export Licensing Requirements	Trade/Offset Arrangements	Access to Raw Materials	Other (specify in comments below)
#1															
#2															
#3															
#4															
#5															
#6															
#7															
#8															
#9															
#10															

Comments:

13. LICENSING APPLICATION & DECISION HISTORY – 2003-2006										
	<i>Total Number of License Applications Filed</i>		<i>Total Number of Licenses Approved</i>		<i>Total Number of Licenses Denied**</i>		<i>Total Sales* Attributable to Approved Licenses:</i>		<i>Total Lost Sales Attributable to License Process:</i>	
	Regulatory Regime		Regulatory Regime		Regulatory Regime		Regulatory Regime		Regulatory Regime	
<i>Year</i>	<i>ITAR*** #</i>	<i>EAR*** #</i>	<i>ITAR #</i>	<i>EAR #</i>	<i>ITAR #</i>	<i>EAR #</i>	<i>ITAR (in \$ thousands)</i>	<i>EAR (in \$ thousands)</i>	<i>ITAR (in \$ thousands)</i>	<i>EAR (in \$ thousands)</i>
2003										
2004										
2005										
2006										

* Sales = Sales of products and/or services realized from licenses.
 ** Does not include *Returned without Action* (RWAs)
 *** EAR = Export Administration Regulations; ITAR = International Traffic In Arms Regulations

14. SPACE PRODUCTS AND SERVICES – Licensing – 2003-2006	
The following questions 14.a-17.a pertain to your Company's/Business Unit's space related business and overall experience with the export licensing process for years <u>2003-2006</u> . The questions are divided into the following <u>four</u> sections:	
Space Products and Services: Denied Export Licenses	14.a-14.d
Space Products and Services: Export Licenses Approved but Sales Lost	15.a-15.d
Space Products and Services: License Approved, Sale Made, Follow-On Lost	16.a-16.d
Company Views on Seeking Future Export Licenses	17.

14.a SPACE PRODUCTS AND SERVICES: DENIED EXPORT LICENSES – 2003

Instructions: For space related products and/or services denied an export license in 2003, please: **1)** State the type of product and/or service your Company/Business Unit was attempting to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User,” “Estimated Export Value.” **3)** Indicate with a check mark in the box whether a competitor offered a “Comparable Item,” and if “Yes,” provide up to three detailed examples in the “Comments” section. **4)** Identify the Company/Business Unit that won the award, if known.

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Export Value <i>(in \$ thousands)</i>	Competitor Had Comparable Item		Winning Company/ Business Unit <i>(If known)</i>
	ITAR	EAR					Yes	No	
1.									
2.									
3.									
4.									
5.									
6.									
7.									
8.									
9.									
10.									

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Comments:

Proceed to the Next Page to List 2004 Export License Denials

14.b SPACE PRODUCTS AND SERVICES: DENIED EXPORT LICENSES – 2004

Instructions: For space related products and/or services denied an export license in 2004, please: **1)** State the type of product and/or service your Company/Business Unit was attempting to export and indicate with a check on the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User,” “Estimated Export Value.” **3)** Indicate with a check mark in the box whether a competitor offered a “Comparable Item,” and if “Yes,” provide up to three detailed examples in the “Comments” section. **4)** Identify the Company/Business Unit that won the award, if known.

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Export Value <i>(in \$ thousands)</i>	Competitor Had Comparable Item		Winning Company/ Business Unit <i>(if known)</i>
	ITAR	EAR					Yes	No	
1.									
2.									
3.									
4.									
5.									
6.									
7.									
8.									
9.									
10.									
Comments – from License Examples #1-10 here → <input type="checkbox"/>		Comments:							
Comments – from License Examples #1-10 here → <input type="checkbox"/>		Comments:							
Comments – from License Examples #1-10 here → <input type="checkbox"/>		Comments:							

Proceed to the Next Page to List 2005 Export License Denials

14.c SPACE PRODUCTS AND SERVICES: DENIED EXPORT LICENSES – 2005

Instructions: For space related products and/or services denied an export license in 2005, please: **1)** State the type of product and/or service your Company/Business Unit was attempting to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User,” “Estimated Export Value.” **3)** Indicate with a check mark in the box whether a competitor offered a “Comparable Item,” and if “Yes,” provide up to three detailed examples in the “Comments” section. **4)** Identify the Company/Business Unit that won the award, if known.

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Export Value <i>(in \$ thousands)</i>	Competitor Had Comparable Item		Winning Company/ Business Unit <i>(if known)</i>
	ITAR	EAR					Yes	No	
1.									
2.									
3.									
4.									
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7.									
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9.									
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Proceed to the Next Page to List 2006 Export License Denials

14.d SPACE PRODUCTS AND SERVICES: DENIED EXPORT LICENSES – 2006

Instructions: For space related products and/or services denied an export license in 2006, please: **1)** State the type of product and/or service your Company/Business Unit was attempting to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User,” “Estimated Export Value.” **3)** Indicate with a check in the box whether a competitor offered a “Comparable Item,” and if “Yes,” provide up to three detailed examples in the “Comments” section. **4)** Identify the Company/Business Unit that won the award, if known.

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Export Value <i>(in \$ thousands)</i>	Competitor Had Comparable Item		Winning Company/ Business Unit <i>(if known)</i>
	ITAR	EAR					Yes	No	
1.									
2.									
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15.a SPACE PRODUCTS AND SERVICES: EXPORT LICENSES APPROVED BUT SALES LOST – 2003

Instructions: This table pertains to instances where, in 2003, export licenses were granted, but a sale was lost because of the lengthy approval process and/or export licensing conditions. Please: **1)** State the type of product and/or service your Company/Business Unit was authorized to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User,” “Estimated Export Value.” **3)** Indicate with a check in the box whether a competitor offered a “Comparable Item,” and if “Yes,” provide up to three detailed example(s) in the “Comments” section. **4)** Identify the Company/Business Unit that won the award, if known.

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Export Value <i>(in \$ thousands)</i>	Competitor Had Comparable Item		Winning Company/ Business Unit <i>(If known)</i>
	ITAR	EAR					Yes	No	
1.									
2.									
3.									
4.									
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Proceed to the Next Page to list examples of licenses granted in 2004, but a sale was lost.

15.b SPACE PRODUCTS AND SERVICES: EXPORT LICENSES APPROVED BUT SALES LOST – 2004

Instructions: This table pertains to instances where, in 2004, export licenses were granted, but a sale was lost because of the lengthy approval process and/or export licensing conditions. Please: **1)** State the type of product and/or service your Company/Business Unit was authorized to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User,” “Estimated Export Value.” **3)** Indicate with a check in the box whether a competitor offered a “Comparable Item,” and if “**Yes**,” provide up to three detailed example(s) in the “Comments” section. **4)** Identify the Company/Business Unit that won the award, if known.

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Export Value <i>(in \$ thousands)</i>	Competitor Had Comparable Item		Winning Company/ Business Unit <i>(If known)</i>
	ITAR	EAR					Yes	No	
1.									
2.									
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4.									
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Proceed to the Next Page to list examples of licenses granted in 2005, but a sale was lost.

15.c SPACE PRODUCTS AND SERVICES: EXPORT LICENSES APPROVED BUT SALES LOST – 2005

Instructions: This table pertains to instances where, in 2005, export licenses were granted, but a sale was lost because of the lengthy approval process and/or export licensing conditions. Please: **1)** State the type of product and/or service your Company/Business Unit was authorized to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User,” “Estimated Export Value.” **3)** Indicate with a check in the box whether a competitor offered a “Comparable Item,” and if “Yes,” provide up to three detailed example(s) in the “Comments” section. **4)** Identify the Company/Business Unit that won the award, if known.

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Export Value <i>(in \$ thousands)</i>	Competitor Had Comparable Item		Winning Company/ Business Unit <i>(If known)</i>
	ITAR	EAR					Yes	No	
1.									
2.									
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Proceed to the Next Page to list examples of licenses granted in 2006, but a sale was lost.

15.d SPACE PRODUCTS AND SERVICES: EXPORT LICENSES APPROVED BUT SALES LOST – 2006

Instructions: This table pertains to instances where, in 2006, export licenses were granted, but a sale was lost because of the lengthy approval process and/or export licensing conditions. Please: **1)** State the type of product and/or service your Company/Business Unit was authorized to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User,” “Estimated Export Value.” **3)** Indicate with a check in the box whether a competitor offered a “Comparable Item,” and if “Yes,” provide up to three detailed example(s) in the “Comments” section. **4)** Identify the Company/Business Unit that won the award, if known.

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Export Value <i>(in \$ thousands)</i>	Competitor Had Comparable Item		Winning Company/ Business Unit <i>(If known)</i>
	ITAR	EAR					Yes	No	
1.									
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16.a SPACE PRODUCTS AND SERVICES: LICENSE APPROVED, SALE MADE, FOLLOW-ON LOST – 2003

For year 2003, did your Company/Business Unit lose follow-on business with foreign customers as a consequence of export control-related issues, even though an export license was approved and a sale was made? If **“Yes,”** please: **1)** State the type of product and/or service your Company/Business Unit was licensed to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User” and “Estimated Lost Future Export Value.” **3)** Indicate with a check in the box whether a competitor offers a “Comparable Item,” and then provide up to three detailed example(s) in the “Comments” section. **Note:** If you responded **“No,”** proceed to the next section.

Check Appropriate Box

Yes

No

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Lost Future Export Value <i>(in \$ thousands)</i>	Competitor Has Comparable Item	
	ITAR	EAR					Yes	No
1.								
2.								
3.								
4.								
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6.								
7.								
8.								
9.								
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Comments:

Proceed to the Next Page to List 2004 Lost Follow-On Space Related Business.

16.b SPACE PRODUCTS AND SERVICES: LICENSE APPROVED, SALE MADE, FOLLOW-ON LOST – 2004

For year 2004, did your Company/Business Unit lose follow-on business with foreign customers as a consequence of export control-related issues, even though an export license was approved and a sale was made? If **“Yes,”** please: **1)** State the type of product and/or service your Company/Business Unit was licensed to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User” and “Estimated Lost Future Export Value.” **3)** Indicate with a check in the box whether a competitor offers a “Comparable Item,” and then provide up to three detailed example(s) in the “Comments” section. **Note:** If you responded **“No,”** proceed to the next section.

Check Appropriate Box

Yes

No

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Lost Future Export Value <i>(in \$ thousands)</i>	Competitor Has Comparable Item	
	ITAR	EAR					Yes	No
1.								
2.								
3.								
4.								
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6.								
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Proceed to the Next Page to List 2005 Lost Follow-On Space Related Business.

16.c SPACE PRODUCTS AND SERVICES: LICENSE APPROVED, SALE MADE, FOLLOW-ON LOST – 2005

For year 2005, did your Company/Business Unit lose follow-on business with foreign customers as a consequence of export control-related issues, even though an export license was approved and a sale was made? If **“Yes,”** please: **1)** State the type of product and/or service your Company/Business Unit was licensed to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User” and “Estimated Lost Future Export Value.” **3)** Indicate with a check in the box whether a competitor offers a “Comparable Item,” and then provide up to three detailed example(s) in the “Comments” section. **Note:** If you responded **“No,”** proceed to the next section.

Check Appropriate Box

Yes

No

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Lost Future Export Value <i>(in \$ thousands)</i>	Competitor Has Comparable Item	
	ITAR	EAR					Yes	No
1.								
2.								
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Comments:

Proceed to the Next Page to List 2006 Lost Follow-On Space Related Business.

16.d SPACE PRODUCTS AND SERVICES: LICENSE APPROVED, SALE MADE, FOLLOW-ON LOST – 2006

For year 2006, did your Company/Business Unit lose follow-on business with foreign customers as a consequence of export control-related issues, even though an export license was approved and a sale was made? If **“Yes,”** please: **1)** State the type of product and/or service your Company/Business Unit was licensed to export and indicate with a check in the box whether it applied to the *ITAR* and/or *EAR* licensing regimes. **2)** Provide other information requested regarding “Potential Customer,” “Destination Country,” “Intended End User” and “Estimated Lost Future Export Value.” **3)** Indicate with a check in the box whether a competitor offers a “Comparable Item,” and then provide up to three detailed example(s) in the “Comments” section. **Note:** If you responded **“No,”** proceed to the next section.

Check Appropriate Box

Yes

No

Product/Service	Regulatory Regime		Potential Customer	Destination Country	Intended End Use	Estimated Lost Future Export Value <i>(in \$ thousands)</i>	Competitor Has Comparable Item	
	ITAR	EAR					Yes	No
1.								
2.								
3.								
4.								
5.								
6.								
7.								
8.								
9.								
10.								

Comments – from License Examples
#1-10 here →

Comments:

Comments – from License Examples
#1-10 here →

Comments:

Comments – from License Examples
#1-10 here →

Comments:

Finished with this Section

17. COMPANY VIEWS ON SEEKING FUTURE EXPORT LICENSES						
Has your Company/Business Unit decided not to apply for export licenses because of past experiences with denials, conditions or extended delays? Please explain in "Comments" below.	check <input checked="" type="checkbox"/> here →	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%; text-align: center;">Yes</th> <th style="width: 50%; text-align: center;">No</th> </tr> </thead> <tbody> <tr> <td style="height: 40px;"></td> <td style="height: 40px;"></td> </tr> </tbody> </table>	Yes	No		
Yes	No					
Comments:						
Has your Company/Business Unit considered changed its business model in response to export requirements? Please explain in "Comments" below.	check <input checked="" type="checkbox"/> here →	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%; text-align: center;">Yes</th> <th style="width: 50%; text-align: center;">No</th> </tr> </thead> <tbody> <tr> <td style="height: 40px;"></td> <td style="height: 40px;"></td> </tr> </tbody> </table>	Yes	No		
Yes	No					
Comments:						
Is your Company/Business Unit considering limiting its business activities or product lines to domestic customers only? Please explain in "Comments" below.	check <input checked="" type="checkbox"/> here →	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%; text-align: center;">Yes</th> <th style="width: 50%; text-align: center;">No</th> </tr> </thead> <tbody> <tr> <td style="height: 40px;"></td> <td style="height: 40px;"></td> </tr> </tbody> </table>	Yes	No		
Yes	No					
Comments:						

18.a EXPORT LICENSING CONDITIONS

Has your Company/Business Unit applied for an export license that involves participation in a Technical Assistance Agreement (TAA) or Manufacturer License Agreements (MLA)? check here →

Yes	No

If “Yes,” 1.) How many were approved? 2.) How long did the process take, on average?	Year	Number Approved		Average Processing Time (in days)	
		TAA	MLA	TAA	MLA
	2003				
	2004				
	2005				
	2006				

Have amendments, conditions, return shipments or other added factors involving receipt of an export license for performing Technical Assistance Agreements (TAA) or Manufacturer Licensing Agreements (MLA) negatively impacted your business? check here →

Yes	No

If “Yes,” provide examples of the negative impacts resulting from Technical Assistance Agreements (TAA) and Manufacturer Licensing Agreements (MLA). *Comments:*

Do **non-U.S.** export control regimes give your **competitors** an advantage in the marketplace? check here →

Yes	No

If “Yes,” identify the countries (up to three) and describe the competitive advantage realized by your competitor(s) through processing licenses in those particular countries.	Country	Competitive Advantage
	1.	
	2.	
	3.	

Has your Company/Business Unit ever submitted a Commodity Jurisdiction (CJ) or Commodity Classification (CC) request? check here →

Yes	No

If “Yes,” 1.) How many were approved? 2.) How long did the process take, on average?	Year	Number Approved		Average Processing Time (in days)	
		CJ	CC	CJ	CC
	2003				
	2004				
	2005				
	2006				

Have the Commodity Jurisdiction (CJ) or Commodity Classification (CC) processes negatively impacted your **space related business**? check here →

Yes	No

If “Yes,” provide examples of the negative impacts on your space related business resulting from Commodity Jurisdiction (CJ) or Commodity Classification (CC) requests. *Comments:*

18.b EXPORT LICENSING CONDITIONS *continued*

Has your Company/Business Unit received a Return Without Action (RWA) from the U.S. Federal Government? check here →

	Yes	No

If “Yes,” 1.) How many RWAs were received and resubmitted ? 2.) How many RWAs were due to inadequate submission or regulatory prohibition ?	Year	RWA Numbers				RWA Rationale			
		<i>Received</i>		<i>Resubmitted</i>		<i>Inadequate</i>		<i>Prohibition</i>	
		<i>ITAR</i>	<i>EAR</i>	<i>ITAR</i>	<i>EAR</i>	<i>ITAR</i>	<i>EAR</i>	<i>ITAR</i>	<i>EAR</i>
		2003							
	2004								
	2005								
	2006								

Please comment below on any other **concerns** related to Return Without Action (RWA) determinations.

Comments:

Please estimate the **financial costs of complying with export controls**, in terms of the following categories, from 2003-2006.

Year	Salaries/DECA*/Outside Legal <i>(in \$ thousands)</i>	DTSA** Monitoring <i>(in \$ thousands)</i>	Compliance Training <i>(in \$ thousands)</i>	Consulting Services/Software <i>(in \$ thousands)</i>
2003				
2004				
2005				
2006				

Please comment below on any other **concerns** or **difficulties** related to the financial costs of compliance.

Comments:

How would you modify the license requirements concerning hardware repair/return items? <i>[Please respond in the comment box.]</i>	<i>Comments:</i>
--	------------------

How would you modify the license requirements concerning meetings (domestic and foreign), insurance or phone calls ? <i>[Please respond in the comment box.]</i>	<i>Comments:</i>
--	------------------

How would you classify the U.S. Congressional role in approving the sale of ITAR controlled products and/or services? <i>[Please explain in the comment box.]</i>	<input type="checkbox"/> Burdensome <input type="checkbox"/> Not Very Burdensome <input type="checkbox"/> Not a Problem	<i>Comments:</i>
--	---	------------------

*DECA is the Designated Export Control Authorities
 **DTSA is the Defense Technology Security Administration

19. COMPETITIVENESS FACTORS AND INDUSTRY OUTLOOK

BUSINESS PROSPECTS

Place a check in the box that best describes your Company's/Business Unit's space-related outlook in the next **10 years**.

Business likely to	Improve Greatly	<input type="checkbox"/>	← [check <input checked="" type="checkbox"/> here]	Comments:
	Improve Some	<input type="checkbox"/>		
	Stay the Same/Flat	<input type="checkbox"/>		
	Decline Some	<input type="checkbox"/>		
	Decline Greatly	<input type="checkbox"/>		

Please explain your response in the "comments" space provided.

PAST ACTIONS TO IMPROVE COMPETITIVENESS

Please describe the actions your Company/Business Unit *has taken* in the **Last Five Years** to improve your competitiveness in the space market?

Comments:

FUTURE PLANS TO IMPROVE COMPETITIVENESS

Please describe the actions your Company/Business Unit *plans to take to improve your competitiveness* over the **Next Five Years**.

Comments:

U.S. GOVERNMENT ACTIONS

Please indicate what **actions, policy changes** or **regulatory reforms** the Federal Government could implement to improve your Industry's and/or Company's/Business Unit's overall competitiveness.

Comments:

EFFECT OF CHANGES IN GOVERNMENT EXPENDITURES

How have changes in spending and allocations by U.S. Department of Defense (DoD), NASA, NOAA, and other agencies impacted your Company/Business Unit in the following categories?

Products and Services	Response →
Personnel/Staffing	Response →
Operations	Response →

Please describe the strategies your Company/Business Unit has developed to respond to the above issues.

Response →

BARRIERS TO ENTRY IN FOREIGN COUNTRIES

Please provide the FIVE most significant barriers to entry faced by your Company/Business Unit when attempting to market products in foreign countries. [Note: List in order of relevance/impact; #1. is the most significant barrier.]	#	Country	Barrier to Entry
	1.		
	2.		
	3.		
	4.		
	5.		

20. FINANCIALS – INCOME STATEMENT FOR SPACE RELATED BUSINESS

Instructions: Organizations that operate as part of a larger company with non-space related business operations should provide *income statement data only* for their **Space Related Business**.

Corporate Figures represented below ← check here
Business Unit Figures represented below

My Company/Business Unit operates on a: <input checked="" type="checkbox"/> here →		Fiscal Year	2003 (in \$ thousands)	2004 (in \$ thousands)	2005 (in \$ thousands)	2006 (in \$ thousands)	2007 (est.) (in \$ thousands)
		Calendar Year					
A.	Net Sales (and other revenue)						
B.	Cost of goods sold						
C.	Gross Profit						
D.	Selling, general and administration expenses						
E.	Depreciation						
F.	Total Operating Expenses						
H.	Operating Income						
I.	Interest Expense						
J.	Other non-operating expenses						
K.	Total Nonoperating Expenses						
L.	Income before income taxes						
M.	Provision for income taxes						
N.	Net Income						

BUSINESS CONFIDENTIAL – Per Section 705(d) of the Defense Production Act

21.a FINANCIALS – BALANCE SHEET

Instructions: Organizations that operate as part of a larger company with non-space related business operations should provide **balance sheet data only** for their **Space Related Business**.

Corporate Figures represented below ← Check here
Business Unit Figures represented below

My Company/Business Unit operates on a: <input checked="" type="checkbox"/> here →		Fiscal Year	2003	2004	2005	2006	2007 (est)
		Calendar Year					
A. Current Assets (in \$ thousands)							
1.	Cash						
2.	Marketable securities						
3.	Accounts receivable, net						
4.	Inventories						
5.	Prepaid expenses						
6.	Other current assets (please specify)						
7.	Total current assets						
B. Non-Current Assets (in \$ thousands)							
8.	Property, plant and equipment						
	Break out capital expenditures. [Do not double count PP&E in "Total Non-Current Assets."]	9. - Property					
		10. - Buildings					
		11. - Machinery & Equipment					
12.	Investments						
13.	Intangibles (patents, trademarks, goodwill)						
14.	Less accumulated depreciation						
15.	Other assets (please specify)						
16.	Total non-current assets						
17.	Total assets						
C. Liabilities and Owners' Equity (in \$ thousands)							
D. Current Liabilities (in \$ thousands)							
18.	Accounts payable						
19.	Estimated tax liability (e.g., income taxes payable)						
20.	Accrued expenses						
21.	Long-term debt (current portion) due in 1 year						
22.	Other current liabilities (please specify)						
23.	Total current liabilities						
E. Non-Current Liabilities (in \$ thousands)							
25.	Long-term debt (less current portion)						
26.	Deferred income taxes						
27.	Other long-term liabilities (please specify)						
28.	Total non-current liabilities						
29.	Total liabilities						
F. Owners' Equity (in \$ thousands)							
30.	Common stock						
31.	Additional paid-in capital						
32.	Total paid-in capital						
33.	Retained earnings						
34.	Less treasury stock (stock repurchase)						
35.	Total owners' equity						
36.	Total Liabilities and Owners' Equity*						

*Note: Please report any significant one-time events on the next page of this survey.

21.b FINANCIALS – BALANCE SHEET <i>continued</i>	
Reporting of Significant One-Time Events	
Corporate Events represented below	<input type="checkbox"/> ← Check <input checked="" type="checkbox"/> here
Business Unit Events represented below	<input type="checkbox"/>
Year	Instructions: Please provide an explanation of any significant one-time events that would skew assessments of the economic performance of your Company/Business Unit.
2003	Comments:
2004	Comments:
2005	Comments:
2006	Comments:
2007(est.)	Comments:

BUSINESS CONFIDENTIAL – Per Section 705(d) of the Defense Production Act

22.a EMPLOYMENT

OCCUPATIONAL BREAKDOWN – WORKFORCE – U.S.

For the years listed below, please provide the average number of **space-related** full-time equivalent employees (**35-40 hours/week for a full 12 months**) in your Company's/Business Unit's products/services operations.

Please fill in the table below as it corresponds **only** to your **domestic** operations and full-time equivalent workers.*

Corporate Employment Figure represented below ← here

Business Unit Employment Figures represented below

Professional Occupation		2003 #	2004 #	2005 #	2006 #	2007 (est.) #
1.	Administrative Staff (Front Office)					
2.	Production Managers/Supervisors					
3.	Development Staff					
4.	Research Staff					
5.	Production Line Workers					
6.	Support Technicians					
7.	Quality Control					
8.	Test Operators					
9.	Export License Personnel (ITAR & EAR)					
10.	Sales and Marketing					
11.	Operations and Maintenance					
12.	Other					
13.	Total Employment*					

Education Level		2003 #	2004 #	2005 #	2006 #	2007 (est.) #
14.	BA/BS degree only					
15.	Master's educated level					
16.	PHD educated level					
17.	Total Degree Staff					

From 2003 through 2007, were personnel related to your space business permanently terminated or furloughed as a result of denials and/or processing delays of export license applications? here →

Yes	No
<input type="text"/>	<input type="text"/>

Furloughed & Terminated		2003 #	2004 #	2005 #	2006 #	2007 (est.) #
18.	Furloughed Due to Export Controls					
19.	Total Furloughed (all operations)					
20.	Terminated Due to Export Controls					
21.	Total Terminated (all operations)					

*Total need not include all categories if there are personnel redundancies listed.
 ** Full-time equivalent refers to part-time workers who, in the aggregate, work a 35-40 hour work-week (e.g., 10 part-time employees working 20 hours/week for a full 12 month period each are the full-time equivalent of five full-time employees for that 12 month period).

22.b SPACE-RELATED EMPLOYMENT PRACTICES

Has your Company/Business Unit had any trouble hiring personnel in its core competencies for its space related business? If “Yes,” explain in box below. <i>check <input checked="" type="checkbox"/> here →</i>	Yes	No

Response →

How has export license compliance complicated the hiring/training of personnel in your Company/Business Unit? Please respond in box below.

Response →

23.a RESEARCH AND DEVELOPMENT

Instructions: Companies/organizations whose **sole focus** is space-related products should report Corporate-wide R&D **expenditures**. Those companies/organizations that are part of a larger company with other non-space related business operations should report R&D **expenditure figures only** at the **space-related Business Unit** level. Please specify whether Corporate R&D figures or Business Unit R&D figures with a check in the corresponding box.

SPACE-RELATED R&D – EXPENDITURES BY FUNCTION

Corporate R&D	<input type="checkbox"/>	← check <input checked="" type="checkbox"/> here
Business Unit R&D	<input type="checkbox"/>	

R&D Expenditures Supporting Space Related Activities
(in \$ thousands)

CATEGORY	2003	2004	2005	2006	2007 (est.)
Basic Research					
Applied Research					
Product Development					
Process Development					
Total R&D					

23.b SPACE-RELATED R&D – FUNDING SEGMENT BY SOURCE

Corporate R&D	<input type="checkbox"/>	← check <input checked="" type="checkbox"/> here
Business Unit R&D	<input type="checkbox"/>	

R&D Funding Sources for Space Related Activities
(in \$ thousands)

CATEGORY	2003	2004	2005	2006	2007 (est.)
Parent Company (internal)					
Federal Government					
State and Local Government					
U.S. Private Entity [Includes industry, universities, and all other non-governmental organizations.]					
Foreign Investors [Includes private, industry, governments, and universities.]					
Other (please specify in box below)					
Total R&D					

Other →	Comment →

