

TABLE OF CONTENTS

I	General Instructions	
II	Definitions	
III	Respondent Profile	
1	Organizational Information	
2	Mergers, Acquisitions, Divestitures and Joint Ventures	
3	Product/Service Lines	
4	Participation in USG Programs	<p style="text-align: center;">Important Note: The drop-down menus in several later sections are based on your responses in Section 3. In order for all menus to work properly, you must complete these sections in order.</p>
5	Sales & Customers	
6	Business Development	
7	Workforce	
8	Vendors	
9	Financials	
10	Capital Expenditures	
11	Research & Development	
12	Cybersecurity	
13	Outreach & Assistance	
14	Challenges	
15	Certification	

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

Section I: GENERAL INSTRUCTIONS

A.	Your organization is required to complete this survey using an Excel template, which can be downloaded from the U.S. Department of Commerce, Census Bureau website: https://respond.census.gov/C17/download . For your convenience, a PDF version of the survey is available to aid your internal data collection. DO NOT submit the PDF version of your organization's response to U.S. Department of Commerce, Bureau of Industry and Security (BIS).
B.	This survey has been distributed on an organization basis or a business unit/division and should be completed at the requested level. The entire survey document should be completed consistently at the same level (Corporate/Whole Organization or Business Unit/Division).
C.	Respond to every question. Surveys that are not fully completed will be returned for completion. Use the comment boxes to provide any information to supplement responses provided in the survey form. Make sure to record a complete answer in the cell provided, even if the cell does not appear to expand to fit all the information. DO NOT COPY AND PASTE RESPONSES WITHIN THIS SURVEY. Survey inputs must be by typing in responses or by use of a drop-down menu. The use of copy and paste can corrupt the survey template. If your survey response is corrupted as a result of copy and paste responses, a new survey will be sent to you for immediate completion.
D.	Do not disclose any classified information in this survey form.
E.	Estimates are encouraged to ease the time burden.
F.	Questions related to this Excel survey should be directed to: C17@bis.doc.gov (E-mail is the preferred method of contact). You may also speak with a member of BIS survey support staff by calling (202) 482-8280.
G.	After completing, reviewing, and certifying the Excel survey, submit the survey via our Census Bureau web portal: https://respond.census.gov/C17 For the security of your data, do not submit the survey via email.
H.	For questions related to the Industrial Studies division, contact: Brad Botwin, Director, Industrial Studies Office of Technology Evaluation, Room 1093 U.S. Department of Commerce 1401 Constitution Avenue, NW Washington, DC 20230 DO NOT submit completed surveys to Mr. Botwin's postal or personal e-mail address; all surveys must be submitted electronically via our Census Bureau web portal: https://respond.census.gov/C17

Section II: Definitions

See definitions below. Extended definitions are available here: [LINK](#).

Term	Definition
8a Firm	Status given to a firm that is owned and operated by persons deemed to be socially or economically disadvantaged. A business considered an 8(a) Firm is eligible to receive financial assistance, training, mentoring and other forms of assistance. It is specifically outlined in Section 8(a) of the Small Business Act, and is designed to help small, disadvantaged businesses compete in the general market.
Additive Manufacturing (A.M.)/ 3-D Printing	Additive Manufacturing (AM) is an appropriate name to describe the technologies that build 3D objects by <i>adding</i> layer-upon-layer of material. The term AM encompasses many technologies including subsets like 3D Printing, Rapid Prototyping (RP), Direct Digital Manufacturing (DDM), layered manufacturing and additive fabrication.
Aircraft-related	Any activity/component/subsystem/test/product/service that is a) used or intended to be used for flight in the air; b) used to directly or indirectly support aircraft operation; and/or c) used to manufacture any product that is used on an aircraft or directly supports aircraft operation. The product, service or object does not have to be specifically intended to support flight applications.
Applied Research	Systematic study to gain knowledge or understanding necessary to determine the means by which a recognized and specific need may be met. This activity includes work leading to the production of useful materials, devices and systems or methods, including design, development and improvement of prototypes and new processes.
Audit Logs	A record of information such as software, dates, timestamps, source addresses and destination addresses that is used in order to prevent attackers from hiding their location, malicious software and activities on victim machines. Example: Include at least two synchronized time sources from which all servers and network equipment retrieve time information on a regular basis so that timestamps in logs are consistent.
Authorizing Official	Executive officer of the organization or business unit or other individual who has the authority to execute this survey on behalf of the organization.
Basic Research	Systematic, scientific study directed toward greater knowledge or understanding of the fundamental aspects of phenomena and of observable facts.
Business Function	The specific activities that a firm performs in order to produce its product, provide its service or otherwise achieve its objective. Business functions characterize business processes. An example business process is human resource management, whereas activities associated with it such as recruiting, hiring, training, compensating and dismissing personnel, are business functions.
Business Unit/Division	The scope of the survey is limited to organizations which are aircraft-related. If your organization has five business divisions but only one of them is aircraft-related, just that division will need to complete the survey. Information from the other four divisions should be excluded as much as possible, while maintaining consistency throughout the report. If your organization does not maintain company records by division, a Corporate/Whole Organization response will likely be most appropriate. If your organization has six business divisions and three of those are aircraft-related, three surveys should be completed, one for each division.
Capital Expenditures	Investments made by an organization in buildings, equipment, property and systems where the expense is depreciated. This does not include expenditures for consumable materials, other operating expenses and salaries associated with normal business operations.

Commercial and Government Entity (CAGE) Code	Commercial and Government Entity (CAGE) Code identifies companies doing or wishing to do business with the U.S. Federal Government. The code is used to support mechanized government systems and provides a standardized method of identifying a given facility at a specific location. Find CAGE codes at https://cage.dla.mil/search/ .
Commercially Sensitive Information (CSI)	Privileged or proprietary information which, if compromised through alternation, corruption, loss, misuse or unauthorized disclosure, could cause serious harm to the organization owning it. This includes customer/client information, financial information and records, human resources information, intellectual property information, internal communications, manufacturing and production line information, patent and trademark information, research and development information, regulatory/compliance information and supplier/supply chain information.
Corporate/Whole Organization	If your organization operates in a centralized environment a Corporate/Whole Organization response should be followed and cover the entirety of your organization. Do not report at the Corporate level if you are able to provide Business Unit level information consistently through the survey. Larger organizations with multiple aircraft-related divisions should report at the Business Unit level.
Counterfeit	For the purpose of this survey, a counterfeit is a part, material or other product that is not genuine because it 1) is an unauthorized copy; 2) does not conform to original design, model, and/or performance standards; 3) is not produced by the original manufacturer or is produced by unauthorized contractors; 4) is off-specification, defective or used product sold as "new" or working; or 5) has incorrect or false markings and/or documentation.
Customer	An entity to which an organization directly delivers the product or service that the facility produces. A customer may be another company or another facility owned by the same parent organization. The customer may be the end user for the item but often will be an intermediate link in the supply chain, adding additional value before transferring the item to yet another customer.
Cybersecurity	The body of technologies, processes and practices designed to protect networks, computers, programs and data from attack, damage or unauthorized access.
Cybersecurity Training	Training that enables employees to appropriately identify the specific knowledge, skills and abilities needed to support defense of the enterprise. Training should also develop an employees' ability to execute an integrated plan to assess, identify gaps and remediate through policy, organizational planning, training and awareness programs.
Data Universal Numbering System (DUNS)	A nine-digit numbering system that uniquely identifies an individual business. Find DUNS numbers at http://fedgov.dnb.com/webform .
Defense-Related Sales	Sales related to, or in contract with, United States military or defense agencies. Sales to a commercial entity should be include if the end customer is known to be the U.S. military or defense agency.
Development	The design, simulation and testing of a prototype, including experimental software or hardware systems, to validate technological feasibility or concept of operation in order to reduce technological risk, or provide test systems prior to production approval.
Direct Supplier	Direct Suppliers are prime contractors. For the C-17 Globemaster, The Boeing Company is the Prime Contractor to the U.S. Air Force
Full Time Equivalent (FTE) Employees	Employees who work for 40 hours in a normal work week. Convert part-time employees into "full time equivalents" by taking their work hours as a fraction of 40 hours.

Historically underutilized business zone (HUBZone)	The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities. The program encourages economic development in HUBZones through the establishment of preferences. The program was enacted into law as part of the Small Business Reauthorization Act of 1997.
Indirect Supplier	Indirect suppliers are subcontractors. For the C-17 Globemaster, subcontractors may provide their support through The Boeing Company, the U.S. Air Force, Defense Logistics Agency (DLA) and/or through lower tier suppliers
Inventory of authorized and unauthorized devices	Active management of all hardware devices on the network so that only authorized devices are given access and unauthorized and unmanaged devices are found and prevented from gaining access. Examples: Automated asset inventory discovery tool, Dynamic Host Configuration Protocol server logging (for DHCP).
Inventory of authorized and unauthorized software	Active management of all software on the network so that only authorized software is installed and can execute, and that unauthorized and unmanaged software is found and prevented from installation or execution. Examples: Devising a list of authorized software and versions that are required in the enterprise for each type of system (including servers, workstations, and laptops), Application whitelisting.
IT Administrative Privileges	The person or group who manages the network of an organization. The typically are the only people authorized to make modifications to the system, download new software and manage passwords.
MRO	In the aircraft industry, MRO services include inspection, rebuilding, alteration and the supply of spare parts, accessories, raw materials, adhesives, sealants, coatings and consumables for aircraft manufacturing and MRO
Non-U.S. Company	For the purpose of this survey, a non-U.S. company is an organization (publicly traded, privately held, for profit, not-for-profit or non-profit) that is domiciled at a location outside of the United States. Companies that are a business unit of a parent organization with legal domicile located outside of the United States are non-U.S. companies.
North American Industry Classification System (NAICS) Code	North American Industry Classification System (NAICS) codes identify the category of product(s) or service(s) provided by an organization. Find NAICS codes at http://www.census.gov/epcd/www/naics.html
Organization	A company, firm, laboratory or other entity that owns or controls one or more U.S. establishment(s) capable of designing and/or manufacturing aerospace related products or services. A company may be an individual proprietorship, partnership, joint venture or corporation including any subsidiary corporation in which more than 50 percent of the outstanding voting stock is owned by a business trust, cooperative, trustee(s) in bankruptcy or receiver(s) under decree of any court owning or controlling one or more establishment.
Product/Process Development	Conceptualization and development of a product prior to the production of the product for customers.
Program Technology Transfer Activity	The transfer of product and process knowledge between development and manufacturing, and within or between manufacturing sites to achieve product realization. This knowledge forms the basis for the manufacturing process, control strategy, process validation approach and ongoing continual improvement.
Remediation/Recovery/ Incident Response	An organization's response to a cyber-attack. Example costs include: Insurance premium increases, reputation damage, devaluation of trade name, loss of intellectual property, costs associated with policy changes, downtime, hiring IT security consultants, risk management consultants, lawyers, auditors and public relations consultants.
Research & Development (R&D)	Basic and applied research in the engineering sciences, as well as design and development of prototype products and processes.

Service	An intangible product (contrasted to a good, which is a tangible product). Services typically cannot be stored or transported, are instantly perishable and come into existence at the time they are bought and consumed.
Single Source	An organization that is designated as the only accepted source for the supply of parts, components, materials or services, even though other sources with equivalent technical know-how and production capability may exist.
Small Business Enterprise	The United States Small Business Administration defines a "small business" in terms of the number of employees over the past year, or average annual receipts over the past three years. Size standards vary by industry. Find out if you can be classified as a small business at https://www.sba.gov/contracting/getting-started-contractor/qualifying-small-business
Sole Source	An organization that is the only source for the supply of parts, components, materials or services. No alternative U.S. or non-U.S. based suppliers exist other than the current supplier.
Sudden Data Exfiltration	Data extrusion, exportation or theft that is unauthorized. Advanced Persistent Threats (APTs) are a common method of performing sudden data exfiltration and sensitive information (trade secrets, intellectual property, financial information and customer data) is often the target.
Supplier/Vendor	An entity from which your organization obtains inputs. A vendor may be another firm with which you have a contractual relationship, or it may be another facility owned by the same parent organization. The inputs may be goods or services.
Two factor (or higher) authentication (2FA)	Two-factor authentication (2FA) strengthens access security by requiring two methods (also referred to as factors) to verify your identity. These factors can include something you know - like a username and password, plus something you have - like a smartphone app to approve authentication requests. If a third factor is included, it will likely be a biometric characteristic (e.g. fingerprint, voice recognition, or retina scan).
USG Programs	Programs conducted or executed by a United States Government agency. Ex: Advanced Pilot Trainer (APT) program conducted by U.S. Airforce.
BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act	

Section III WHO MUST RESPOND TO THIS SURVEY

Your organization has been identified as an indirect or direct supplier to the U.S. Air Force/Boeing C-17 Globemaster program, either formerly and/or currently. Describe your role in the program by completing all questions in part A, below

		Time Period	Direct/Indirect	Primary Customer/Affiliation
A.	1. How is your organization a supplier to the C17 program?	Former/ Current/Both/ Neither	<Direct/ Indirect/Both>	Boeing, US Air Force, Both, Other
	2. Is your organization a supplier to the U.S. Air Force or The Boeing Company but with unknown C17 support?	Former/ Current/Both/ Neither	<Direct/ Indirect/Both>	Boeing, US Air Force, Both, Other
	3. Is your organization involved in the maintenance, repair and overhaul (MRO) of the C17 program?	Former/ Current/Both/ Neither		Boeing, US Air Force, Both, Other
	4. If "Other" was selected as an answer to questions 1, 2 or 3, record an explanation:			

EXEMPTION

B.	If your organization selected "Neither" to all of the questions 1-3, your organization may be exempt from completing this survey. If you think your organization is exempt, complete this tab, provide an explanation below and email this document to C17@bis.doc.gov. You may also call 202-482-8280 to discuss.			
			Authorizing Official	

Section 1a: Organization Information

<p>In the box to the right, indicate at which level of reporting this report will be completed at. If your organization has more than one aircraft-related facility, an opportunity to provide the additional facilities included in this response will be provided on tab 1b. NOTE: This survey has been distributed on an organization basis or a division/location basis and should be completed at the requested level. The entire survey document should be completed consistently at the same level (Corporate/Whole Organization or Business Unit).</p>	<Corporate/Whole Organization, Business Unit/Division>
---	--

A.	Provide the following information for your organization (at the level of reporting). If a line is not applicable, write "N/A"			
	Organization Name			
	Business Unit Name (if applicable)			
	Location Name (if applicable) If additional locations are included in this response, their information will be entered on tab 1b			
	Street Address			
	City			
	State	<State List>		
	Zip Code	#		
	Website			
	Phone Number	#		

B.	Does your organization have a parent company? If not, select "No" and skip to section C		<Yes/No>	
	Organization Name			
	City			
	State/Province	<State List>		
	Postal Code/Zip Code	#		
	Country	<Country Drop Down List>		
	Phone Number	#		

C.	Does your organization qualify as any of the following types of business?	<Yes/No>	If Yes, indicate which types:
	A small business enterprise (as defined by the Small Business Administration)		<Yes, No, Unsure>
	8(a) Firm (as defined by the Small Business Administration) For information on SBA's small business size standards, see: http://www.sba.gov/category/navigation-structure/contracting/contracting-officials/eligibility-size-standards		
	A historically underutilized business zone (HUBZone)		
	A minority-owned business		
	A woman-owned business		
	A veteran-owned or service-disabled veteran owned business		

D.	Point of Contact regarding this survey:				
	Name	Title	Phone Number	E-mail Address	State
					<State List>

Comments:	
-----------	--

Section 1b: Organization Information (continued)

Facilities		
A.	1	How many total facilities/locations does your organization currently operate with aircraft-related operations? If you are a single facility organization, select 1 and skip to tab 1C.
	2	Since 2012, how many of these facilities have supported the C17 program (former and current)?

<Pre-populate with # in QA1>

List all facilities identified in question A2 below, completing all columns for each line.

Note: If your organization has more than 10 facilities which support the C17 program, focus on those providing the most support.

	U.S. Facility Name	City	State	Number of FTEs in 2016	Primary Product Line	Type of Aircraft Supported	Number of Aircraft programs supported	Degree to which the C17 termination impacted specific location
B.	1				<Product Groups>	<>		<Closed as a result, Negative Impact, No Change, Positive Impact, Unknown>
	2							
	3							
	4							
	5							
	6							
	7							
	8							
	9							
	10							

Comments:

<C17 Only, C17 and other Commerical, C17 and Other Defense/Civil, All, Unknown>

Section 1c: Organization Information (continued)

A.	Provide the aircraft-related identification codes for your organization. If your organization has additional codes to report, ensure that the primary codes are included in the boxes provided and report all additional codes in the comment box at the bottom of the section.				
	Business Identification Information				
	DUNS Codes		Aircraft-related NAICS (6-digit) Code(s)**		** North American Industry Classification System (NAICS) codes identify the category or product(s) or service(s) provided by your company. Find NAICS codes at http://www.census.gov/epcd/www/naics.html
Commercial and Government Entity (CAGE) Code(s) ***		***Commercial and Government Entity (CAGE) Code identifies companies doing or wishing to do business with the U.S. Federal Government. The code is used to support mechanized government systems and provides a standardized method of identifying a given facility at a specific location. Find CAGE codes at https://cage.dla.mil/search/ .			
Indicate your organization's primary and additional business lines and if those lines support the C17 program. Use the third column to explain any irregularities.					
Business Functions		Level of Focus	C17 Aircraft related?	Explain:	
		<Primary, Secondary, Additional>	<Yes-C17 Only, Yes-Other Aircraft, Yes-Both, No>	<Write in>	
Distributor					
Engineering					
Holding company					
Laboratory					
Manufacturer					
Non-profit					
Research & Development					
Service provider					
Testing facility					
Other (specify)		(specify here)			
Comments:					
BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act					

Section 2: Mergers, Acquisitions, Divestitures and Joint Ventures

Mergers, Acquisitions, Divestitures

From 2012-2017, indicate the number of mergers, acquisitions and divestitures (both U.S.-based, and non-U.S. based) in which your organization has been involved which are aircraft related. #

Identify your organization's ten most recent mergers, acquisitions and divestitures, if applicable.

	Organization Name	DUNS	Type of Activity	Country	Year	C17-related?	Primary Objective	Explain
A.	<Write in>	#	<Merger, Acquisition, Divestitures>	<Country Drop Down>	<Year Drop Down>	<Yes/No>	<Primary Objective Drop Down>	<Write in>
	1							
	2							
	3							
	4							
	5							

- <Primary Objective Dropdown>
- Broaden Customer Base
 - Develop New Capabilities
 - Overcome Market Entry Barrier/Geopolitical concerns
 - R&D Access/Coordination
 - Reduce Costs
 - Tax-Related
 - Vertical Integration
 - Other Objective (Explain)

Joint Ventures

From 2012-2017, indicate the total number of joint ventures in which your organization participated which are aircraft related. #

Identify your organization's current joint venture relationships, including public/private R&D partnerships, if applicable. Be sure to provide a description of the joint venture's purpose (e.g. patent licensing, co-production, product integration, after-market support, etc.) and explain.

	Organization/Entity Name	DUNS	Country	Year Initiated	C17-related?	Primary Purpose of Relationship	Explain
B.	<Write in>	#	<Country Drop Down>		<Yes/No>	<Primary Purpose Drop Down>	<Write in>
	1						
	2						
	3						
	4						
	5						

- <Primary Purpose Dropdown>
- Access to Technological resources
 - Broaden Customer Base
 - Creation of New Technologies
 - Improved Access to Foreign Markets
 - Improved Access to U.S. Markets
 - Product Improvements
 - Reduced Costs
 - Reduced Lead Times
 - Risk Sharing
 - Other Objective (Explain)

Comments:

Section 3a: Product and Service List

In Section 3a you are asked to identify the products and services your location(s) manufactures, distributes, researches, provides and/or services. For the purpose of this survey, products and services have been divided into 24 general categories.

Identify each general category in which your location(s) has aircraft-related capabilities, since 2012. In the next four pages you will select the specific type of products or services within these categories in which your location(s) participates. Tab 3e will be the most relevant for organizations that provide general services (consulting, testing and engineering) and sell or distribute raw materials and parts.

The list below contains links that can move you to a particular product and/or service segment. After completing this page you may skip to the sections with the products/services that pertain to your location, but be sure to review all segments to ensure you do not omit any required information.

Part	Product and Service Category	Primary/Additional Business Line
A	Airframe: Forward, Center and Aft Fuselage	<Primary Business Line/Additional Business Line >
B	Airframe: Wings	
C	Horizontal Stabilizer	
D	Vertical Stabilizer	
E	Engine Build-Up Assembly and Nacelle	
F	Fuel Systems	
G	Hydraulic Systems	
H	Propulsion Systems	
I	Auxiliary Power Units Systems	
J	Electrical Power System	
K	Landing Gear, Braking System and Loadmaster System	
L	Communication and Recording Systems	
M	Guidance, Navigation and Control	
N	Flight Control Systems	
O	Mission Computer and Electronic Displays	
P	Radar & Radio Navigation	
Q	Standby Instruments and Warning Systems	
R	Emergency Systems and Fire Detection	
S	Environmental and Oxygen System	
T	Cargo Compartment and Crew Accommodations	
U	Raw Materials and Purchased Parts	
V	Material Processing/Finishing	
W	Testing, Evaluation and Professional Services	
X	Aircraft Servicing, Repair and Overhaul	

Comments:

Section 3b: Product and Service List

Since 2012, indicate all products and services that your organization provides for aircraft related support. Complete all columns for each row and verify that entries on tabs 3b-3e are consistent with the categories identified in section 3a.

Do not disclose any classified information in this survey form.

A: Airframe: Forward, Center and Aft Fuselages

	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
A1 - Forward Fuselage - Skin Panels	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
A2 - Forward Fuselage - Flight Deck Floor Assemblies, Bulkheads (Under Floor), Doors							
A3 - Forward Fuselage - Landing Gear Doors							
A4 - Forward Fuselage Other/Boeing Part Number starting with 17B1, 17N1, 17P1							
A5 - Center Fuselage - Landing Gear Pod Assembly, Doors, Damper Assemblies, Floors, Skin Panels							
A6 - Center Fuselage Other/Boeing Part Number starting with 17B2, 17N2, 17P2							
A7 - Aft Fuselage Stabilizer Struts							
A8 - Aft Fuselage - Ramp Sub-Frame/Ramp Toes, Ramp actuators, Ramp Door							
A9 - Aft Fuselage - Tail Cone, Rudder Fairing, Strike Assembly							
A10 - Other Aft Fuselage/Boeing Part Number starting with 17B3, 17N3, 17P3							

B: Airframe: Wings

	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
B1 - Actuators	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
B2 - Ailerons, Flaps, Spoilers, Vane Assemblies, Winglets, Skins							
B3 - Leading Edges, Trailing Edge Panels, Supports							
B4 - Wing Box - Bulkheads, Ribs & Stingers							
B5 - Wing Tip Assembly							
B6 - Wing Other/Boeing Part Number starting with 17B6, 17N6, 17P6							
B7 - Wing to Fuselage - Fillet Access Doors							
B8 - Wing to Fuselage - Fairing Skins, Fillet/Frame Support							
B9 - Other Wing to Fuselage/Boeing Part Number starting with 17B2, 17N2, 17P2							

C: Horizontal Stabilizer

	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
C1 - Elevators, Stabilizer, Stabilizer Box	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
C2 - Stabilizer Leading Edge, Pitch Trim Fairing, Pitch Trim Actuators							
C3 - Other/Boeing Part Number starting with 17B5, 17N5,							

Comments:

Section 3c: Product and Service List

Since 2012, indicate all products and services that your organization provides for aircraft related support. Complete all columns for each row and verify that entries on tabs 3b-3e are consistent with the categories identified in section 3a.

D: Vertical Stabilizer							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
D1 - Actuators, Dorsal Fin & Antenna, Rudders	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
D2 - Access Doors, Stabilizer Box Assembly, Leading Edge & Upper Leading Edge							
D3 - Other/Boeing Part Number starting with 17B4, 17N4, 17P4							
E: Engine Build-Up Assembly and Nacelle							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
E1 - Core Thrust Reverser, Core Cowling	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
E2 - Fan Cowl Doors, Fan Cowling, Fan Thrust Reverser							
E3 - Inlet Assembly							
E4 - Other/Boeing Part Number starting with 17B8, 17N8, 17P8							
F: Fuel Systems							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
F1 - Tanks, Fuel Probes, Fuel System panel, Total Fuel Indicator	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
F2 - Air Refueling System, Extended Range Fuel System							
F3 - Ejector, Jet Fuel, Fuel Management/Gauging System							
F4 - Other Fuel System							
G: Hydraulic Systems							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
G1 - Hydraulic System Controllers, Hydraulic System Panel	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
G2 - Loadmaster A/F Control Panels							
G3 - Pumps (Primary/Sec/Aux/Tran), Ram Air Turbine, System Reservoirs							
G4 - Other Hydraulic System							
H: Propulsion Systems							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
H1 - Engines	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
H2 - AC/Propulsion Data Management Computer							
H3 - Electronic Engine Control System, Standby Engine Display							
H4 - Other Propulsion Systems							
I: Auxiliary Power Units Systems							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
I1 - Auxiliary Power Unit (APU)	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
I2 - APU Build-Up							
I3 - APU Control Panel							
I4 - APU Engine Control Unit							
I5 - Inlet and Exhaust Duct							
I6 - Other APU							
J: Electrical Power System							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
J1 - Batteries, Battery Rack Installation, Battery Charger, Integrated-Drive Generators	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
J2 - Avionic Rack/Structure Build-Up							
J3 - Electrical System Control Panel, EPGS Control Units, LH/RH Electrical Power Centers							
J4 - Main Instrument Panel/Glareshield, Pedestal/Counsoles							
J5 - Other Electrical Power System							
K: Landing Gear, Braking System and Loadmaster System							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
K1 - Antiskid System, Retract Actuation System	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
K2 - Braking System, Brake Temperature Monitor							
K3 - Landing gear Control Panel, Main Landing Gear							
K4 - Main & Nose Landing Gear Tires, Wheels							
K5 - Nose Landing Gear, Nose Wheel							
K6 - Aircrew Data Transfer Device and Tower							
K7 - Drogue Parachute Video System and Printer for Loadmaster							
K8 - Other Landing Gear System							
K9 - Other Braking System							
K10 - Other Loadmaster System							
L: Communication and Recording Systems							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
L1 - Radios (Receiver, High-Frequency, UHF, etc.)	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
L2 - Amplifiers, Transponder and Antenna							
L3 - Integrated Radio Management System, Intercom & Passenger Address Systems							
L4 - Cockpit Voice Recorder and Optical Quick Access Recorder							
L5 - Flight Data Management Unit, Aircrew Data Management System							
L6 - Other Communication and Recording							
Comments:							

Previous Page		Table of Contents				Next Page	
Section 3d: Product and Service List							
Since 2012, indicate all products and services that your organization provides for aircraft related support. Complete all columns for each row and verify that entries on tabs 3b-3e are consistent with the categories identified in section 3a.							
M: Guidance, Navigation and Control							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
M1 - GPS Tracking, Magnetic Directional Systems and Auto Pilot Control Systems	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
M2 - Directional Control Computers and Flight Control Computers							
M3 - Gyroscopic Instruments, LRU Trays and Instrumental Landing							
M4 - Other Guidance, Navigation and Control							
N: Flight Control Systems							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
N1 - Automatic Flight Control System, Mechanical Backup Control System	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
N2 - Co-Pilot/Pilot Control Stick Sensor Assembly							
N3 - Flap Control Module, Integrated Flight Control Module, Pitch Trim Control Module, Rudder Control Module and Throttle Control Module							
N4 - Flight Control Computer and Spoiler Controller/Electronic Flap Computer							
N5 - Other Flight Control System							
O: Mission Computer and Electronic Displays							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
O1 - Heads-Up Display, LRU Trays and Video Integrated Processor	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
O2 - Mission Computer (CIP), Mission Computer Display Unit and Mission Computer Keyboard							
O3 - Multi-Function Display Unit and Multi-Function Control Panel							
O4 - Other Mission Computer and Electronic Displays							
P: Radar & Radio Navigation							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
P1 - Combined Altitude Radar Altimeter System, Formation Flying System, Precision Landing System Receiver	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
P2 - Weather Radar Control Panel, Weather Radar Interface Unit, Weather Radar Processor and Weather Radar Transmitter/Receiver							
P3 - Amplifiers, Distance Measurement Equipment, Low-Frequency Automatic Direction Finding, LRU Trays							
P4 - Tactical Air Navigation, Traffic Alert and Collision Avoidance							
P5 - Other Radar & Radio Navigation							
Q: Standby Instruments and Warning Systems							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
Q1 - Altitude/Airspeed/Standby Altitude Indicators, Bearing Distance Heading Indicator and Differential Pressure Indicator	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
Q2 - Magnetic Compass							
Q3 - Central Aural Warning System, Proximity Sensor Data System, Terrain Avoidance Warning System							
Q4 - Warning and Caution Computer and Warning Annunciator Panel							
Q5 - Other Standby Instruments							
Q6 - Other Warning System							
R: Emergency Systems and Fire Detection							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
R1 - Emergency Egress Sequencer, Emergency Locator Transmitter and Underwater Locator Beacon	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
R2 - Fire Detection & Warning Systems, Fire Extinguishing Systems and Smoke Detector System							
R3 - Hand-held Extinguishers and Sensing Elements							
R4 - Floppage Equipment Deployment System and Life Raft Assembly							
R5 - Other Emergency and Fire Detection Systems							
S: Environmental and Oxygen System							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
S1 - Anti-icing Systems, Avionics Cooling System, Bleed Air System (including MFDC), Cabin Pressure System and Windshield Wiper System	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
S2 - Air Conditioning Pack and Air-Conditioning System							
S3 - Cargo Compartment Floor Heat							
S4 - Environmental Ducting							
S5 - Environmental Panel and Loadmaster Environmental Panel							
S6 - Crew and Passenger Oxygen Systems							
S7 - Liquid Oxygen Bottle Blanket							
S8 - Other Environmental Systems							
S9 - Other Oxygen Systems							
T: Cargo Compartment and Crew Accommodations							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
T1 - Aerial Delivery System Controller, Aerial Delivery Lock Control Panel and Remote Winch Controller	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
T2 - ADS Restraint Rail System, Aero-Medical System and Alt-Loadmaster Station							
T3 - Armor Mask/Kits, Bins & Storage Compartments, Cargo Winch and Emergency Equipment Storage							
T4 - Cargo/Container Delivery System, Center Row Cargo Handling System and Double Row Cargo Handling System							
T5 - Crew and Troop Seats							
T6 - Flight Deck Liners and Liner Assemblies for Cargo							
T7 - Logistic Restraint Rail System and Palletized Roller System							
T8 - Lavatory							
T9 - Potable Water System							
T10 - Refrigeration Unit and Insulation Blankets							
T11 - Other							
Comments:							

Section 3e: Product and Service List

Since 2012, indicate all products and services that your organization provides for aircraft related support. Complete all columns for each row and verify that entries on tabs 3b-3e are consistent with the categories identified in section 3a.

U: Raw Materials and Purchased Parts							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
U1 - Aluminum Sheet/Plate/Rod	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
U2 - Batteries							
U3 - Bolts and Nuts							
U4 - Castings and Forgings							
U5 - Circuit Boards							
U6 - Circuit Breakers							
U7 - Composites							
U8 - Conduit Assemblies							
U9 - Connectors							
U10 - Electrical Cables							
U11 - Fasteners							
U12 - Foams							
U13 - Fuses							
U14 - Insulation							
U15 - Plastics							
U16 - Polymer Products							
U17 - Power Supplies							
U18 - Rivets & Shims							
U19 - Switches							
U20 - Steel Sheet/Plate/Rod							
U21 - Titanium Sheet/Plate/Rod							
U22 - Transformers							
U23 - Other Raw Material							
U24 - Other Purchase Part							
V: Material Processing/Finishing							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
V1 - Coating and Painting	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
V2 - Epoxy Primers							
V3 - Heat Treatment, Brazing and Anodizing							
V4 - Polyurethane Topcoat							
V5 - Welding							
V6 - Other Material Processing/Finishing							
W: Testing, Evaluation and Professional Services							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
W1: Aerodynamic Testing	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
W2: Calibration Testing							
W3: Electrical Testing							
W4: Environmental/Qualification Testing							
W5: Software Testing							
W6: Stress Testing							
W7: Inspection Services							
W8: Consulting Services							
W9: Engineering Services							
W10: Other Testing Service							
W11: Other Professional Service							
X: Aircraft Servicing, Part Repair and Overhaul							
	A. Participation Type	B. Primary Business Function	C. Product/Service Description	D. C17-related Product/Service	E. Primary End Use	F. Impact of C17 termination on Product/Service since 2012	G. If your organization has multiple locations select the primary location responsible for this product or service
X1 - APU Servicing	<Produce Only, Service Only, Both, Other>	<Distributor, Engineer, Manufacturer, Service Provider, R&D/Testing Facility>	<Section 3>	<C17 Only, C17 and Other aircraft, C17 and Non-Aircraft>	<Defense, Civil, Commercial>	<Negative Impact, No Change, Positive Impact, Change Unrelated to C17, Unknown>	<Write In or Feed with responses in 1b>
X2 - Engine Servicing/Part Repair							
X3 - Environmental System Servicing							
X4 - Electrical Part Repair							
X5 - Hydraulics Systems Servicing							
X6 - Landing Gear Servicing							
X7 - Machine Part Servicing/Repair							
X8 - Valve Servicing/Repair							
X9 - Wheel and Brakes Servicing/Repair							
X10 - Other Servicing							
X11 - Other Repair and Overhaul							
Comments:							

Section 4: Participation in United States Government (USG) Programs					
A.	Since 2012, identify the total number of USG programs (including non-aircraft programs) that your location(s) have supported :			#	
B.	1. Within the USG, identify your organization's top three customers since 2012.	<U.S. Air Force, All Other DoD, Intelligence Community (non-DoD), Non-Defense USG, State/Local Government>	<U.S. Air Force, All Other DoD, Intelligence Community (non-DoD), Non-Defense USG, State/Local Government>	<U.S. Air Force, All Other DoD, Intelligence Community (non-DoD), Non-Defense USG, State/Local Government>	
	2. Since 2012, indicate the percent of your organization's revenue which is a result of that category, directly or indirectly	%	%	%	
	3. Since 2012, indicate if the support is direct (prime contractor), indirect (sub contractor) or both	<Direct/Indirect/Both>	<Direct/Indirect/Both>	<Direct/Indirect/Both>	
	4. Explain any qualifications to the above				
C.	Since 2012, identify which of the following programs your organization has supported, to include direct and indirect support. Then, indicate if you currently support the program, the primary product/service supplied, and how your support was impacted by the C17 termination. If no programs have been supported, select the drop down option to the right and proceed to the next step.			<This location does not support any of the specific USG programs listed below>	
	Program Name	Currently Support?	Primary Product/Service	Impacted by C17 termination?	Explain
1	<Drop down menu of Programs list>	<Yes/No>	<Fed from section 3>	<Ended Support due to lost/reduced capability. Negative Impact, No Change, Positive Impact, Unknown>	
2	<Specify>				
3	<Specify>				
4	<Specify>				
5	<Specify>				
6	<Specify>				
7	<Specify>				
8	<Specify>				
9	<Specify>				
10	<Specify>				
Comments:					

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

- Boeing Commercial Jets
- Boeing Business Jets
- Airbus Commercial Jets
- Airbus Corporate Jets
- Other Small Aircraft (Cessna 172, Beechcraft 58TC, etc.)
- Other Corporate Aircraft (Cessna Citation, Gulfstream G-V, etc.)
- Other Commuter Aircraft (Bombardier DHC-8, Embraer 145, etc.)
- Other Transport Aircraft (Ilyushin Il-96, Bombardier Cseries, etc.)
- Bell Helicopter (AH-1 SuperCobra, UH-1, etc.)
- Bell Boeing V-22 Osprey
- Boeing B-52 Stratofortress
- Boeing C-135 Stratolifter (Or variant)
- Boeing E-3 Sentry
- Boeing E-4 Advanced Airborne Command Post
- Boeing E-6 Mercury
- Boeing KC-46(Upcoming)
- Boeing Helicopter (Chinook, Apache, etc.)
- Boeing P-8 Poseidon
- Airbus Helicopter (Eurocopter HH-65 Dolphin, UH-72A Lakota, etc.)
- Fairchild A-10 Thunderbolt II
- General Dynamics F-16 Fighting Falcon
- Lockheed C-130 Hercules
- Lockheed C-5 Galaxy
- Lockheed Martin F-22 Raptor
- Lockheed Martin F-35 Lightning II
- Lockheed P-3 Orion
- Lockheed U-2
- Boeing/BAE Systems (McDonnell Douglas) AV-8B Harrier 2
- Boeing (McDonnell Douglas) F/A-18 Hornet
- Boeing F-15 Eagle
- McDonnell Douglas F-4 Phantom II(Training Drones)
- McDonnell Douglas KC-10 Extender
- McDonnell Douglas T-45 Goshawk
- MD Helicopters MH-6 Little Bird
- Northrop F-5N
- Northrop Grumman B-2 Spirit
- Northrop Grumman C-2 Greyhound
- Northrop Grumman E-2 Hawkeye
- Northrop Grumman E-8 Joint Surveillance Target Attack Radar System (Joint STARS)
- Northrop Grumman EA-6B Prowler
- Northrop T-38 Talon
- Raytheon Beechcraft T-6 Texan II
- Raytheon T-1 Jayhawk
- Rockwell B-1 Lancer
- Sikorsky Helicopter (MH-53E Sea Dragon, Black Hawk, etc.)

Section 5: Sales and Customers

From 2012-2016, record your organization's total sales data using the same level of reporting which was selected on tab 1a

In Line A, indicate your total sales (including commercial and government sales).
 In Line B, indicate what percent of your total sales which were non-U.S. sales (sales from U.S. facilities which are exported outside of the U.S.)
 In Line C, indicate what percent of your total sales (Line A) that were defense-related (including commercial, government, and foreign military sales).
 In Line D, indicate what percent of your total sales (Line A) that were aircraft-related
 In Line E, indicate what percent of your total sales (Line A) that supported the C17 program (directly and indirectly)
 Note: "Non-U.S." means export sales from U.S. locations.

Sales		<Corporate/Whole Organization/Business Unit>								
		Record in \$ Thousands, e.g. \$12,000.00 = survey input \$12								
		2012		2013		2014		2015		2016
A.	Total Sales, all domestic and foreign customers									
Lines B-E need not sum to 100%. Estimates are acceptable.										
B.	Total non-U.S. Sales (as a % of A)	%		%		%		%		%
C.	Total Defense-related Sales in the U.S. (as a % of A)	%		%		%		%		%
D.	Total aircraft-related Sales (as a % of A)	%		%		%		%		%
E.	Total C17-related sales in the U.S. (as a % of A)	%		%		%		%		%

Explain any irregularities with the sales data:

Customers

A.	Since 2012, how many direct customers has your organization supported? Note: A direct customer is the immediate entity to which you sell your products/services. Customers can include other business units/divisions within your parent organization, commercial entities and USG agencies, etc.	<Write In>
----	--	------------

Since 2012, record your organization's top 10 direct aircraft-related customers by sales. Then, indicate the type of customer, type of aircraft supported and their location.						
	Customer Name	Type of Customer	Type of Aircraft Supported	Customer City	Customer State (US)	Country
B.	1	<Commercial, Government Defense, Government Non-Defense, University/Non-Profit, Other>	<C17 Only, C17 and other aircraft, Unknown>		<State List*>	<Country List>
	2					
	3					
	4					
	5					
	6					
	7					
	8					
	9					
	10					

C.	1a	What impact did the termination of the C17 program have on your overall customer base?	<No effect/Neutral, Lost Customers, Gained Customers>				
	1b	Explain:					
	2a	To your knowledge, how many of your domestic customers have gone out of business due to the termination of the C17 program, since 2012?					
	2b	If more than zero, record those companies along with their location	Company #1	Company #2	Company #3		
	Name	<Write In>	<Write In>	<Write In>			
	Location	<City Write In>	<State List>	<City Write In>	<State List>	<City Write In>	<State List>

Comments:

- Alabama
- Alaska
- American Samoa
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- District of Columbia
- Florida
- Georgia
- Guam
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Northern Mariana Islands
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Puerto Rico
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virgin Islands
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming

Section 6: Business Development

Assess your organization's preparedness, handling and transition in regards to the C17 program termination.

Pre-Termination					
A	1	1a. What was the year of your organization's last/most recent C17 aircraft related order, including spares and maintenance (direct or indirect)?	<Year>	1b. Was your organization notified in advance of the C17 aircraft program's production termination?	<Yes/No/Unknown>
	2	If yes, record the date of notification and the source.			
		Date:	<Write In>	Source:	Boeing/Air Force/Other If Other, Explain:
Transition					
1	Did the termination of the C17 program change your organization's involvement in the defense industry?				Yes/No/NA
	If yes, how?		<Left Defense Industry, Reduced Involvement in Defense, Increased Involvement in Defense, Unknown>		
Explain:					
2	Did the termination of the C17 program change your organization's involvement in the aerospace industry?				Yes/No/NA
	If yes, how?		<Left Aerospace Industry, Reduced Involvement in Aerospace, Increased Involvement in Aerospace, Unknown>		
Explain:					
B	3	Since 2012, has your organization been able to substitute C17 sales with a new/different program(s)? If yes, complete question 4, listing the top platforms by sales.	< Yes-in Commercial, Yes-in USG, Yes-Both, No, Haven't Tried/Don't Know>		
	4	Since 2012, identify the top three Commercial and USG aircraft platforms which your organization supports as a substitute for the C17 program.			
		Commercial Platforms	USG Platforms		
		<Select From List>	<Select From List>		
		<Select From List>	<Select From List>		
		<Select From List>	<Select From List>		
Explain:					
Lessons Learned from C17 termination					
1a	Did your company make or adjust your business plan in response to the C17 Aircraft program's termination? If No, skip to question two.		<Yes/No/Unknown/NA>		
	If yes, identify the leading strategies used by your organization:				
1b	Strategy		Explain		
	<Increased Investment, M&A/Joint Venture Action, Reorganization, Liquidation of High Value Assets, Repurpose of Equipment, Retraining of Employees, Other>				
	<Increased Investment, M&A/Joint Venture Action, Reorganization, Liquidation of High Value Assets, Repurpose of Equipment, Retraining of Employees, Other>				
2	Rate your organization's response to the termination of the C17 program.		<Handled Well, Handled Moderately Well, Managed with only minor difficulties, Managed with significant difficulties>		
	Explain:		<Write In>		
3	What is the primary advice you have for organizations which experienced/may experience a loss of business, due to the end of a major government program?		<Increase Minimum Buys, Diversify, Reduce Dependency on USG, Other>		
	Explain:		<Write In>		
4	What leading advice would you give to the government and defense contractors, when handling the closure of a major program?		<Provide more/earlier notice, Assist with the identification of new substitute programs, Facilitate/aid in requalification, Recognition/Award for Service, Provide Transition Assistance to MRO phase, Other>		
	Explain:		<Write In>		
5	Record any related comments below:				
		<Write In>			
Comments:					

*Commercial
 Boeing Commercial Jets
 Boeing Business Jets
 Airbus Commercial Jets
 Airbus Corporate Jets
 Other Small Aircraft (Cessna 172, Beechcraft 58TC, etc.)
 Other Corporate Aircraft (Cessna Citation, Gulfstream G-V, etc.)
 Other Commuter Aircraft (Bombardier DHC-8, Embraer 145, etc.)
 Other Transport Aircraft (Ilyushin Il-96, Bombardier Cseries, etc.)

*USG Platforms
 Bell Helicopter (AH-1 SuperCobra, UH-1, etc.)
 Bell Boeing V-22 Osprey
 Boeing B-52 Stratofortress
 Boeing C-135 Stratolifter (Or variant)
 Boeing E-3 Sentry
 Boeing E-4 Advanced Airborne Command Post
 Boeing E-6 Mercury
 Boeing KC-46(Upcoming)
 Boeing Helicopter (Chinook, Apache, etc.)
 Boeing P-8 Poseidon
 Airbus Helicopter (Eurocopter HH-65 Dolphin, UH-72A Lakota, etc.)
 Fairchild A-10 Thunderbolt II
 General Dynamics F-16 Fighting Falcon
 Lockheed C-130 Hercules
 Lockheed C-5 Galaxy
 Lockheed Martin F-22 Raptor
 Lockheed Martin F-35 Lightning II
 Lockheed P-3 Orion
 Lockheed U-2
 Boeing/BAE Systems (McDonnell Douglas) AV-8B Harrier 2
 Boeing (McDonnell Douglas) F/A-18 Hornet
 Boeing F-15 Eagle
 McDonnell Douglas F-4 Phantom II(Training Drones)
 McDonnell Douglas KC-10 Extender
 McDonnell Douglas T-45 Goshawk
 MD Helicopters MH-6 Little Bird
 Northrop F-5N
 Northrop Grumman B-2 Spirit
 Northrop Grumman C-2 Greyhound
 Northrop Grumman E-2 Hawkeye
 Northrop Grumman E-8 Joint Surveillance Target Attack Radar System (Joint STARS)
 Northrop Grumman EA-6B Prowler
 Northrop T-38 Talon
 Raytheon Beechcraft T-6 Texan II
 Raytheon T-1 Jayhawk
 Rockwell B-1 Lancer
 Sikorsky Helicopter (MH-53E Sea Dragon, Black Hawk, etc.)

Section 7a: Workforce

Since 2012, record total number of FTE employees working at the sites identified on tab 1b of the survey. Then, estimate the percent of the total employees that support the listed customer bases in lines 2-4. In part B, identify occupations where your organization has staffing difficulties, completing all columns for each segment.

Note: FTE employees are employees who work for 40 hours in a normal work week. Convert part-time employees into "full-time equivalents" by taking their work hours as a fraction of 40 hours.

Source of Workforce Data:				<Corporate/Whole Organization, Business Unit/Division>				
				2012	2013	2014	2015	2016
A.	1	Total Full Time Equivalent (FTE) Employees						
	2	Defense related employees [as a % of A1]						
	3	Aircraft related employees [as a % of A1]						
	4	C17 related employees [as a % of A1]						
	Lines 2 through 4 need not total 100%				0%	0%	0%	0%

B.	Occupations		Percent of Employees in Occupation for 2016	Difficulty	Primary Explanation	Additional Comment/Explanation:
			%	<Hiring, Retaining, Both, No>	<Location - Too Remote, Location - Other, Lack of Skilled Professionals, Delays in Clearance Processing, Other>	<Write-In>
	Administrative, Management and Legal Staff					
	Designers					
	Engineers, Scientists and R&D Staff					
	Facility and Maintenance Staff					
	Information Technology Professionals					
	Marketing and Sales					
	Production Line Workers/Machinists					
	Testing Operators, Quality Control and Support Technicians					
	Other	(specify here)				
	Other	(specify here)				
	Other	(specify here)				

Comments:

Section 7b: Workforce (continued)

Since 2012, record how your organization's workforce has evolved.

A.	1a	How has the loss of the C17 program changed your workforce?		<Negative, Minimally Negative, Neutral/No Impact, Minimally Positive, Positive, Change Un-related to C17>		
	1b	If your organization selected negative or minimally negative, identify the two leading detriments experienced. If your organization has not experienced any negative workforce changes, proceed to question 1c.				<Yes/No>
		Workforce Detriment #1				
		Workforce Detriment #2				
	1c	If your organization selected positive change, identify the two leading benefits. If your organization has not experienced any positive workforce changes, proceed to question A2.				
		Workforce Benefit #1				
		Workforce Benefit #2				
	2	Did your organization have a plan in place to preserve its workforce in the post C17 environment?				<Yes/No/Unknown/Not Applicable>
		Explain:				
	3	Indicate what, if any, modifications to your workforce implemented in response to the C17 aircraft termination? If none, indicate that in the box to the right and skip to question A4.				<No Change>
		Modification #1	<Repurpose, Outsourcing, Automation, Reduction in Benefits, Retraining, Early Buy Out, Reduction in USG Trained personnel, Other>		Explain:	
		Modification #2	<Repurpose, Outsourcing, Automation, Reduction in Benefits, Retraining, Early Buy Out, Reduction in USG Trained personnel, Other>		Explain:	
		Modification #3	<Repurpose, Outsourcing, Automation, Reduction in Benefits, Retraining, Early Buy Out, Reduction in USG Trained personnel, Other>		Explain:	
4	Did your organization experience a loss of critical skills and/or capabilities in your workforce , attributed to the cancellation of the C17 program which affected other product lines? If yes, identify the business lines affected and provide details.				<Yes/No/Unknown/Not Applicable>	
	Business Line #1	<Section 3 List>		Explain:		
	Business Line #2			Explain:		
	Business Line #3			Explain:		
B.	1	Does your organization work with outside institutions (e.g., community organizations, high schools, community colleges, local trade schools, universities, etc.) on workforce development and/or training?				<Yes/No>
		Explain:				
	2	Indicate if your organization participates in and/or sponsors any of the listed workforce development programs.				
		Program	Participation	Indicate if your organization is interested in participating	If your organization participates in a program (former or current), was it useful in post C17 transition?	Explain
		Apprenticeship	<Current, Former, Never>	<Yes/No>	<Yes-Very, Yes-Somewhat, Neutral, Not useful>	
		Certification				
		Detail/Rotation				
		Executive Training				
		Internship				
		Mentoring				
On-the-job training						
Tuition Reimbursement						
Other						
Comments:						

Section 8: Critical Vendors/Suppliers

Describe the 5 key/critical vendors currently supporting your organization's aircraft-related operations.

Note: For respondents with more than 5 key/critical suppliers currently supporting aircraft-related business, prioritize those vendors affiliated with former/current C17 products/services.

NOTE: Provision of supplier information is mandatory. Per Section 705(d) of the Defense Production Act, all data contained in this survey response remains business confidential and is exempt from Freedom of Information Act (FOIA) requests.

Top Vendors

	Input and Vendor Details				Input Utilization		Criticality	
	1: Vendor Name	2: Input Area Provided By Vendor	3: Input Description	4: Vendor State	5: Vendor Country (if not U.S.)	6: Primary Product/Service in which the Input is Utilized	7: Associated with C17 Program	8: Impact due to loss of C17 business
<i>Example</i>	<i>Sara's Engine Works</i>	<i>P4 - Combustion engines</i>	<i>Truck engines</i>	<i>Alabama</i>	<i>China</i>	<i>N1 - Light armored vehicles & designs</i>	<i>Yes</i>	<i>Sole Source</i>
1		<Section 3 - All>		<State List>	<Country Drop Down List>	<Section 3-selected>	<C17 Specific, C17 and other USG, Both, Neither, Unknown>	<Long Lead Time, Single Source, Sole Source, Supports multiple aircraft programs, Supports legacy/obsolescing parts/components/systems. Contributes significantly to end value, Prequalified/cleared for USG work, Other, None>
2								
3								
4								
5								
Comments:								

Lost Vendors

B1	To your knowledge, have any of your organization's domestic vendors gone out of business due to the termination of the C17 platform?		<Yes/No/Unknown>					
If yes, record those companies along with their location and primary business line								
B2		Organization Name	City		State	Primary Business Line		
	Organization #1	<Write In>	<Write In>		<List>	<Section 3 - All>		
	Organization #2							
	Organization #3							
Comments:								

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

State List	Country List
Alabama	Albanian
Alaska	Algeria
American Samoa	Andorra
Arizona	Angola
Arkansas	Antigua and Barbuda
California	Argentina
Colorado	Armenia
Connecticut	Anuba
Delaware	Australia
District of Columbia	Austria
Florida	Azerbaijan
Georgia	Bahamas, The
Guam	Bahrain
Hawaii	Bangladesh
Idaho	Barbados
Illinois	Belarus
Indiana	Belgium
Iowa	Belize
Kansas	Benin
Kentucky	Bhutan
Louisiana	Bolivia
Maine	Bosnia and Herzegovina
Maryland	Botswana
Massachusetts	Brazil
Michigan	Brunei
Minnesota	Bulgaria
Mississippi	Burkina Faso
Missouri	Burma
Montana	Burundi
Nebraska	Cambodia
Nevada	Cameroon
New Hampshire	Canada
New Jersey	Cabo Verde
New Mexico	Central African Republic
New York	Chile
North Carolina	China
North Dakota	Colombia
Northern Mariana Islands	Comoros
Ohio	Congo, Democratic Republic of the
Oklahoma	Congo, Republic of the
Oregon	Costa Rica
Pennsylvania	Cote d'Ivoire
Puerto Rico	Croatia
Rhode Island	Cuba
South Carolina	Curacao
South Dakota	Cyprus
Tennessee	Czechia
Texas	Denmark
Utah	Djibouti
Vermont	Dominica
Virgin Islands	Dominican Republic
Virginia	East Timor (see Timor-Leste)
Washington	Ecuador
West Virginia	Egypt
Wisconsin	El Salvador
Wyoming	Equatorial Guinea
	Eritrea
	Estonia
	Ethiopia
	Fiji
	Finland
	France
	Gabon
	Gambia, The
	Georgia
	Germany
	Ghana
	Greece
	Grenada
	Guatemala
	Guinea
	Guinea-Bissau
	Guyana
	Haiti
	Holy See
	Honduras
	Hong Kong
	Hungary
	Iceland
	India
	Indonesia
	Iran
	Iraq
	Ireland
	Israel
	Italy
	Jamaica
	Japan
	Jordan
	Kazakhstan
	Kenya
	Kiribati
	Korea, North
	Korea, South
	Kosovo
	Kuwait
	Laos

Section 9: Financial Information

Provide the following financial line items for your location(s) from 2012-2016.
 Note: If your organization declared in Section 1a that this survey is a Business Unit/Division-level response, this section should contain only Business Unit/Division-level data

Income Statement						
Source of Income Statement Items:		<Corporate/Whole Organization/Business Unit/Division>				
Reporting Schedule:		<Calendar Year/Fiscal Year>				
Income Statement (Select Line Items)		Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12				
		2012	2013	2014	2015	2016
A.	A. Net Sales (and other revenue)					
	B. Cost of Goods Sold					
	C. Total Operating Income (Loss)					
	D. Earnings Before Interest and Taxes					
	E. Net Income					

Balance Sheet						
		<Corporate/Whole Organization/Business Unit/Division>				
B.	A. Total Current Assets					
	B. Total Assets					
	C. Total Current Liabilities					
	D. Total Liabilities					
	E. Total Owner's Equity					

Note: Total Owners Equity (Line E) must equal Total Assets (Line B) less Total Liabilities (Line D)
 Use the space provided to qualify with narrative any anomalies, transactions or non-recurring events reflected in your financial statement line items, e.g. reporting restatement, merger and acquisition, Chapter 11, SEC investigation, etc.

Comments:

Financial Challenges		
1	Overall, what financial impact has your organization experienced due to the end of the C17 program?	<Negative Impact, No Change, Positive Impact, Unknown>
C.	Explain:	<Write In>
	2	Has your organization experienced any additional financial impacts due to the termination of the C17 program?
	Explain:	<Write In>

Comments:

Section 10: Capital Expenditures

From 2012-2016, record your organization's total <u>capital expenditures</u> and <u>aircraft-related capital expenditures</u> . If your organization has made no capital expenditures since 2012 (including investments in Additive Manufacturing/3D Printing), verify this in the box to the right and proceed to tab 10.	<Since 2012, my organization has not have any capital expenditures>
--	---

Capital Expenditures

Source of Capital Expenditure Data:		<Corporate/Whole Organization/Business Unit/Division>				
Capital Expenditure Category		Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12				
		2012	2013	2014	2015	2016
A.	Total Capital Expenditures (in \$ 000s)					
	1 Total defense-related (as a % of A1)					
	2 Total aircraft-related [as a % of A]					
	3 Total C17-related [as a % of A]					
Lines 1 through 3 need not total 100%		0%	0%	0%	0%	0%
B.	From 2012-2016, were your organization's C17-related capital expenditures adversely impacted by reductions in USG defense spending?	<Yes/No/Unknown>				
	If yes, describe the impact.	<Severe Negative Impact, Negative Impact, Inconvenient but not Measurable>				

Additive Manufacturing (A.M.)/3-D Printing

A.	1a	Has your organization explored the use of 3D printing in order to manage obsolescence issues?	<Yes, No, No Obsolescence issues>			
	1b	If yes, is your interest aircraft related?	<Yes-C17 specific, Yes-general aircraft, No-not aircraft-related>			
	2	Does your organization have 3D Printing capabilities? If No, skip to tab 10		Yes/No/Unknown/NA		
		If yes, which business line(s)?	<Section 3 - All>		<Section 3 - All>	
		Explain:	<Write In>			
	3	Does your organization use 3D printing to supplement/replace obsolete parts?		Yes/No/Unknown/NA		
	4	Does your organization fulfill 3D printing requests from outside organizations?		Yes/No		
		If yes, who is the primary end user?	<USG-Defense, USG-Civil, Commercial, University/Non-Profit, Other>			
	5	Has your organization experienced any difficulties related to workforce capabilities and 3D printing?		Yes/No		
		Explain:	<Write In>			
	6	Has your organization experienced any difficulties related to supplies needed for 3D printing?		Yes/No		
		Explain:	<Write In>			
	Comments:					

Section 11: Research & Development

A.	1	Does your organization conduct <u>research and development (R&D)</u> ? If no, answer question A2 then proceed to tab 12.	<Yes/No>
	2	If funding by the USG was available, would your organization pursue Research and Development?	<Yes, Yes but not aircraft related, No>

In Section B, record your organization's total dollar R&D expenditures, defense-related R&D expenditures, aircraft-related R&D expenditures and C17-related R&D expenditures for 2012 to 2016.
 In Section C, record your organization's R&D funding sources by percent of total R&D dollars sourced for years 2012-2016.
 Note: Defense-related R&D expenditures refer to R&D spending by your organization on products or applications intended for use by the U.S. Department of Defense (DoD), including the U.S. Armed Forces.

B.	Source of R&D Data:		<Corporate/Whole Organization/Business Unit/Division>				
	Schedule of R&D Data:		<Calendar Year/Fiscal Year>				
			Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12				
			2012	2013	2014	2015	2016
	1	Total R&D Expenditures (in \$ 000s)					
	2	Defense-Related (as a % of B1)					
	3	Aircraft-related R&D Expenditures (as a % of B1)					
	4	C17-related R&D Expenditures (as a % of B1)					
Lines 2 through 4 need not total 100%		0%	0%	0%	0%	0%	

C.	Since 2012, report your primary and secondary sources of R&D funding. Then, indicate if the R&D activity is <u>aircraft-related</u>						
	1	Primary Source of R&D Funding	<Internal/Self-Funded, DoD, Other USG, State and Local Government, Universities, U.S. Industry, Non-U.S. Investors, Other>			Aircraft-related?	<Yes, No>
		Secondary Source of R&D Funding	<Internal/Self-Funded, DoD, Other USG, State and Local Government, Universities, U.S. Industry, Non-U.S. Investors, Other>			Aircraft-related?	<Yes, No>
	2	If your organization conducted aircraft-related R&D since 2012, identify how it was impacted by the termination of the C17 program					
			<Ended R&D funding program as a Result, Negative Impact, No Impact/Neutral, Positive Impact>				
	Explain:						

Comments:

Section 12: Cybersecurity

Record your organization's cybersecurity information below, applicable to the location(s) identified on tab 1a. Refer to the [Definitions](#) tab of the survey if needed.

Security Expenditures							
Estimate your organization's spending on physical and cyber security, in thousands of dollars:							
Source of Income Statement Items:			<Corporate/Whole Organization, Business Unit/Division>				
Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12							
			2012	2013	2014	2015	2016
A.	1	Cybersecurity Expenditures					
	2	Percent of Cyber Expenditures spent on remediation/recovery/incident response, post attack					
	3	Physical Security Expenditures					
		Explain any irregularities in the financials listed:					

Security Policies		Internal Network		External Network		
1a	What group is responsible for administering your organization's computer networks?	<Internal Group, External Group, Both, N/A>		<Internal Group, External Group, Both, N/A>		
1b	If an external group is used, provide their name and location.					
2	Estimate the percent of employees with IT administrative privileges? (e.g. Network Administer)					
3	Does your organization have defined, written protocols in place for responding to a cybersecurity breach?	<Yes/No>	Explain:			
B.	4	Does your organization require 100% of employees to use two factor (or higher) authentication (2FA) for network access?	<Yes/No>	If No, estimate the percentage of employees using 2FA.		
	5	Does your organization require annual cybersecurity training of employees?	<Yes/No/Yes with exceptions>	Explain:		
	6	Does your organization maintain an inventory of authorized and unauthorized devices?	<Yes/No/Yes with exceptions>	Explain:		
	7	Does your organization maintain an inventory of authorized and unauthorized software?	<Yes/No/Yes with exceptions>	Explain:		
	8	Does your organization maintain, monitor and analyze audit logs?	<Yes/No/Yes with exceptions>	Explain:		

Internal Network						
1	Does your organization allow remote access to your networks?	<Yes, No, No Approval Required, NA>	If yes, answer the remaining questions in part C. Otherwise, skip to section D below			
2	Who approves remote access requests?	<Network Admin Only/Other>	If Other, explain:			
3	What percentage of your organization has remote access authority?					
4	What services/data are available remotely without strong authentication or VPN?	Company email	Cloud Storage	Employee Data	CSI	
		<Yes/No/Unknown>	<Yes/No>	<Yes/No>	<Yes/No>	
	Explain:					

Cyber Security Measures						
1	Does your organization employ any safe guards against sudden data exfiltration? (e.g. based on volume or DLP?)					<Yes/No>
2	Estimate the percentage of your organization's Commercially Sensitive Information (CSI) stored with external data/cloud storage provider(s):					%
3	Does your organization either restrict or prohibit your external data/cloud storage provider(s) from storing CSI outside of the U.S.?					<Yes/No>
D.	4	Indicate whether your organization typically encrypts CSI data in each of the following states:				
	In storage (at rest):	<Yes/No>	Transmitted across internal networks	<Yes/No>	Transmitted outside your organization's networks	<Yes/No>

Cyber Incidents						
E.	1	Since 2012, has your organization experienced any cyber-attacks?	<Yes/No>	If yes, how many?		
	2	Describe the nature of the attack(s), costs, parties involved and actions taken:				

Note: The FBI encourages recipients to report information concerning suspicious or criminal activity to their local FBI field office or the FBI's 24/7 Cyber Watch (CyWatch). Field office contacts can be identified at <http://www.fbi.gov/contact-us/field>. CyWatch can be contacted by phone at 855-292-3937 or e-mail at CyWatch@ic.fbi.gov. When available, each report submitted should include the date, time, location, type of activity, number of people, and type of equipment used for the activity, the name of the submitting organization, and a designated point of contact.

Section 13: Outreach & Assistance

A.	1	Since 2012, has your organization participated in any aircraft-related associations or collective organizations? Examples include, Aerospace Components Manufactures (ACM) and the Light Aircraft Manufactures Association (LAMA).	<Yes, No>
	2	Since 2012, has your organization requested assistance from outside organizations to improve its health and competitiveness? Examples include the Small Business Administration and the National Cyber Security Alliance.	<Yes, No>

B.	1	If you answered yes to either question one or two, list the group, identify their type, the effectiveness of engagement and what, if any, assistance was provided.				
		Group Name	Type of Organization	Effectiveness of Engagement	Type of Assistance	Explain
		<Write In>	<Industry / Non-Profit / Federal Government / State and Local Government / Both Government and Industry/ Other >	<Very Effective, Somewhat Effective, Neutral, Not useful, Waste of Time, Wish I hadn't participated>	<Certification/Qualifications, Education/Training/Workforce Development, Networking, Technology Upgrades, Other, None>	<Write in>
	1	<Write In>				
	2	<Write In>				
	3	<Write In>				
	4	<Write In>				

There are many federal and state government programs and services available to assist your organization to better compete in the global marketplace. If your organization would like more information regarding these government programs, select the specific areas of interest below. The Commerce Department will follow-up with your organization regarding your selections.				
C.	Continuous Improvement/ Lean Manufacturing	<Yes/No>	Market Expansion/Business Growth	<Yes/No>
	Cyber Security		Product Design	
	Design for Assembly		Prototyping	
	Design for Manufacturability		Quality Management and Control	
	Energy and Environmentally Conscious Manufacturing		Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) contracts	
	Export Assistance		Supply Chain Optimization	
	Export Licensing (ITAR/EAR)		Technology Acceleration	
	Government Procurement Guidelines		Vendor/Material Sourcing	

Comments:

Section 14: Challenges

Identify the issues that have negatively impacted your organization from 2012-2016.
 In column A, select YES/NO from the dropdown menu.
 In column B, rank your top five issues (1 = Most Important; 5 = Least Important) by selecting numbers one through five, using each rank exactly once.
 In column C, provide an explanation for the relevant issues.

Type of Issue	A	B	C
	-Yes/No-	Rank Top 5	Explanation of Issue:
Aging equipment, facilities or infrastructure	<Yes/No>	<1, 2, 3, 4, 5>	
Aging workforce			
Counterfeit parts			
Cyber security			
Domestic competition			
Environmental regulations/remediation			
Export controls/ITAR & EAR			
Foreign competition			
Government acquisition process			
Government purchasing volatility			
Government regulatory burden			
Healthcare			
Input availability			
Intellectual property/patent infringement			
Labor availability/costs			
Obsolescence			
Pension costs			
Proximity to customers			
Proximity to suppliers			
Qualifications/certifications			
Quality of inputs			
R&D costs			
Reduction in USG demand			
Taxes			
Worker/skills retention			
Other	(specify here)		

Comments:

Section 15: Certification

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge. It is a criminal offense to willfully make a false statement or representation to any department or agency of the United States Government as to any matter within its jurisdiction (18 U.S.C.A. 1001 (1984 & SUPP. 1197))

Once this survey is complete, first save it to your computer, and then submit the document via the Census Bureau portal linked here:
<https://respond.census.gov/C17>

Business/Division Unit Name	
Organization Name	
Organization's Internet Address	
Name of Authorizing Official	
Title of Authorizing Official	
E-mail Address	
Phone Number and Extension	
Date Certified	

In the box below, provide any additional comments or any other information you wish to include regarding this survey assessment.

--

How many hours did it take to complete this survey?	
---	--

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