

FAMA/FEMSA 2005 'Hill Day'

Welcome FAMA/FEMSA Members



FAMA/FEMSA 2005 'Hill Day'

Welcome
Steve Lawrence

Anti Trust Guidelines
Steve Lawrence



FAMA/FEMSA 2005 'Hill Day'

Mission of the Governmental Affairs Committee

The mission of the FAMA/FEMSA Governmental Affairs Committee is to be the primary vehicle through which FAMA and FEMSA will establish and maintain the reputation as a leader and strategic partner with governmental entities as it relates to Emergency Services, Fire Apparatus, and Homeland Security.



FAMA/FEMSA 2005 'Hill Day'



*FAMA/FEMSA Response
to Hurricane Katrina*

Giff Swayne

Jeff Resch

Lunch



FAMA/FEMSA 2005 'Hill Day'

CFSI update
Sean Carroll



FAMA/FEMSA 2005 'Hill Day'

Committee on Homeland Security

Andrew Weis, Esq.



FAMA/FEMSA 2005 'Hill Day'

*Working with
your
Congressional
office
David Gatton*



**CONGRESSIONAL
RECEPTION**

FAMA/FEMSA
GOVERNMENTAL AFFAIRS COMMITTEE
AND
CONGRESSMAN CURT WELDON

September 14, 2005
5:30 pm - 7:30 pm
Rayburn House Office Building
Gold Room
Brief Program at 6:30 p.m.

FAMA PRESIDENT
Jeff Resch
CONGRESSMAN
Curt Weldon
FEMSA PRESIDENT
William Swayne



FAMA/FEMSA
GOVERNMENTAL AFFAIRS
COMMITTEE

How to Effectively Work with Your Congressional Office

David W. Gatton, Development Initiatives, Inc

The Committee Structure

The House of Representatives

- Agriculture
- Appropriations
- Armed Services
- Budget
- Education & the Workforce
- Energy and Commerce
- Financial Services
- Government Reform
- Homeland Security
- House Administration
- International Relations
- Judiciary
- Resources
- Rules
- Science
- Small Business
- Standards of Official Conduct
- Transportation & Infrastructure
- Veterans Affairs
- Ways & Means
- Joint Economic
- Joint Printing
- Joint Taxation
- House Permanent Select Committee on Intelligence

The Senate

- Agriculture, Nutrition, and Forestry
- Appropriations
- Armed Services
- Banking, Housing, and Urban Affairs
- Budget
- Commerce, Science, and Transportation
- Energy and Natural Resources
- Environment and Public Works
- Finance
- Foreign Relations
- Health, Education, Labor, and Pensions
- Homeland Security and Governmental Affairs
- Judiciary
- Rules and Administration
- Small Business and Entrepreneurship
- Veterans Affairs
- Indian Affairs
- Select Committee on Ethics
- Select Committee on Intelligence
- Special Committee on Aging
- Joint Committee on Printing
- Joint Committee on Taxation
- Joint Committee on the Library
- Joint Economic Committee

Rules to Follow

1) PREPARE

Rules to Follow

- 1) **PREPARE**
- 2) **ALWAYS HAVE AN ASK**

Rules to Follow

- 1) **PREPARE**
- 2) **ALWAYS HAVE AN ASK**
- 3) **ARTICULATE YOUR IMPORTANCE**

Rules to Follow

- 1) PREPARE
- 2) ALWAYS HAVE AN ASK
- 3) ARTICULATE YOUR IMPORTANCE
- 4) BECOME A FRIEND

Rules to Follow

- 1) PREPARE
- 2) ALWAYS HAVE AN ASK
- 3) ARTICULATE YOUR IMPORTANCE
- 4) BECOME A FRIEND
- 5) SHOW GRATITUDE FOR THEIR SUPPORT

U.S. Metro Economies

Gross Metropolitan Shares of U.S. GDP

\$10.04 Trillion

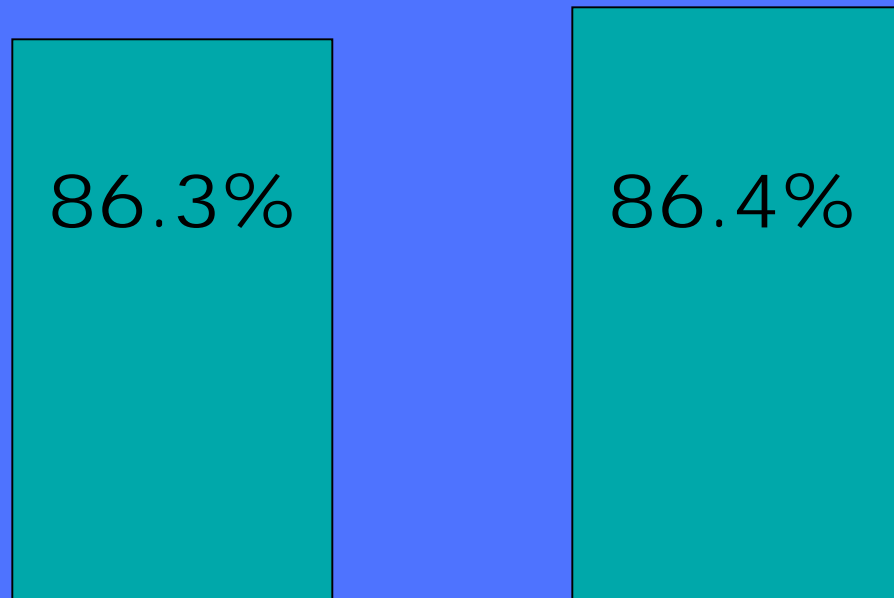
\$10.6 Trillion

86.3%

86.4%

2004

2005



The Importance of U.S. Metros to the World Economy

1	United States	10,988.0			
2	Japan	4,301.0			
3	Germany	2,411.0			
4	United Kingdom	1,800.0			
5	France	1,755.0	31	Saudi Arabia	208.5
6	Italy	1,473.0	32	Indonesia	208.3
7	China	1,411.0	33	Philadelphia, PA-NJ	201.0
8	Canada	867.0	34	Houston, TX	190.6
9	Spain	840.	35	Atlanta, GA	188.2
10	India	631.0	36	Dallas, TX	172.0
11	Mexico	622.0	37	Greece	170.9
12	Korea, South	605.0	38	Finland	162.3
13	Netherlands	514.0	39	Detroit, MI	161.7
14	Australia	508.0	40	South Africa	160.2
15	Brazil	493.0	41	Hong Kong	158.6
16	New York, NY	488.8	42	Orange County, CA	153.8
17	Russia	433.0	43	Ireland	149.2
18	Los Angeles-Long Beach, CA	410.8	44	Portugal	148.4
19	Chicago, IL	366.3	45	Iran	144.5
20	Switzerland	316.3	46	Thailand	143.0
21	Belgium	305.5	47	Minneapolis-St. Paul, MN-WI	135.0
22	Sweden	302.3	48	Phoenix Mesa, AZ	129.1
23	Boston, MA	298.0	49	San Diego, CA	129.0
24	Taiwan	286.5	50	Argentina	127.4
25	Washington, DC-MD-VA-WV	255.0	51	Seattle-Bellevue-Everett, WA	125.4
26	Austria	253.7	52	Nassau-Suffolk, NY	122.9
27	Turkey	238.9	53	San Francisco, CA	110.9
28	Norway	221.9	54	Israel	109.0
29	Denmark	211.6	55	Baltimore, MD	107.6
30	Poland	210.0	56	Oakland, CA	105.8
			57	Newark, NJ	105.1
			58	Riverside-San Bernardino, CA	104.2
			59	Malaysia	103.2
			60	Denver, CO	102.7
			61	St. Louis, MO-IL	96.0
			62	Tampa-St. Petersburg-Clearwater, FL	92.1
			63	Singapore	91.3
			64	Cleveland-Lorain-Elyria, OH	87.5
			65	Pittsburgh, PA	87.4
			66	Czech Republic	85.4
			67	New Haven, CT	85.4
			68	Venezuela	83.9
			69	Hungary	82.8
			70	San Jose, CA	80.7
			71	Philippines	80.4
			72	Portland-Vancouver, OR-WA	78.8
			73	Miami, FL	77.6
			74	Colombia	77.4
			75	New Zealand	77.2
			76	United Arab Emirates	76.5
			77	Sacramento, CA	76.1
			78	Puerto Rico	74.4
			79	Hartford, CT	73.7
			80	Charlotte-Gastonia-Rock Hill, NC-SC	72.2
			81	Chile	72.1
			82	Pakistan	71.3
			83	Kansas City, MO-KS	70.2
			84	Egypt	69.9
			85	Columbus, OH	69.1
			86	Fort Worth-Arlington, TX	67.7
			87	Cincinnati, OH-KY-IN	67.3
			88	Algeria	65.9
			89	Orlando, FL	65.8
			90	Middlesex-Somerset-Hunterdon, NJ	65.7
			91	Norfolk-Virginia Beach-Newport News, VA-NC	65.2
			92	Las Vegas, NV-AZ	64.6
			93	Indianapolis, IN	64.4
			94	Bergen-Passaic, NJ	63.0
			95	San Antonio, TX	61.8
			96	Peru	61.0
			97	Milwaukee-Waukesha, WI	59.4
			98	Romania	57.0
			99	Buffalo-Niagara Falls, NY	55.2
			100	Fort Lauderdale, FL	53.9

FAMA/FEMSA 2005 'Hill Day'

Annex "D" Jeff Resch



FAMA/FEMSA
GOVERNMENTAL AFFAIRS
COMMITTEE

Annex D What is it?

The facts – There are approximately 40,000 fire apparatus in the U.S. built prior to the 1991 version of NFPA 1901. – That's over 50% of the apparatus in service today.

The figures of those 40,000 apparatus:

- 10,000 units are older than 30 years
- 17,000 units are 20 – 29 years old
- 13,000 units are 15 – 19 years old

Most communities do not have 15 year old garbage trucks, police cars or school buses... So, why do we allow more than half of our firefighters to ride in vehicles older than 15 years?

The help: Annex D – You Can Live By It!

NFPA 1901 Annex D addresses the problem of older vehicles that do not incorporate current features and safety standards. The annex recommends replacement of any vehicles that were built prior to 1979. It further recommends refurbishment or replacement of any vehicles built between 1979 and 1991. If units are refurbished and retained, they should be placed in reserve status.

Annex D is designed to help departments determine if an apparatus is in need of upgrading or refurbishing.

Beginning with the 1991 edition of NFPA 1901, a number of significant safety features were incorporated into the standards: fully enclosed riding areas, stronger aerial ladders, auxiliary braking systems, reflective striping, improved warning lights and no roof-mounted audible warning devices, to name a few.

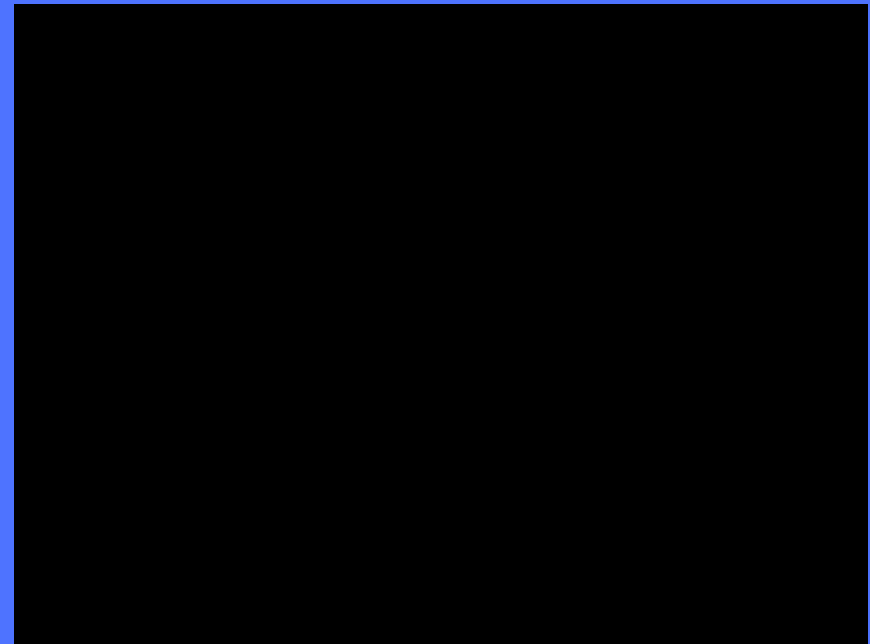
By upgrading to equipment that meets the newer NFPA 1901 standards, you can significantly reduce the potential of serious injury or death resulting from injuries sustained in accidents or operation of these vehicles.

NFPA 1901 Annex D – Read It, Live By It



FAMA/FEMSA 2005 'Hill Day'

Annex "D"
Jeff Resch




FAMA/FEMSA 2005 'Hill Day'

Personal Responsibility Code Giff Swayne



FAMA/FEMSA
GOVERNMENTAL AFFAIRS
COMMITTEE

 **DANGER**
PERSONAL RESPONSIBILITY CODE

The member companies of FEMSA that provide emergency response equipment and services want responders to know and understand the following:

1. Firefighting and Emergency Response are inherently dangerous activities requiring proper training in their hazards and the use of extreme caution at all times.
2. It is your responsibility to read and understand any user's instructions provided with any piece of equipment you may be called upon to use.
3. It is your responsibility to know that you have been properly trained in Firefighting and/or Emergency Response and in the use, precautions, and care of any equipment you may be called upon to use.
4. It is your responsibility to be in proper physical condition and to maintain the personal skill level required to operate any equipment you may be called upon to use.
5. It is your responsibility to know that your equipment is in operable condition and has been maintained in accordance with the manufacturer's instructions.
6. Failure to follow these guidelines may result in death, burns or other severe injury.



Fire and Emergency Manufacturers and Services Association, Inc.
P.O. Box 147, Lynnfield, MA 01940 www.FEMSA.org

Copyright 2004 FEMSA. All Rights Reserved

FAMA/FEMSA 2005 'Hill Day'

The “Bigger Picture” Homeland Security Opportunities Beyond DHS

David Bates



David Bates
Contributing Editor
Homeland Protection Professional

The Bigger Picture:
**Homeland Security
Opportunities
Beyond DHS**



Homeland Security

Defining The Market

- Homeland security market – Evolving. Consists of more than DHS or the local fire service.
- Focused exclusively on DHS? You're missing billions of dollars in opportunities at other federal departments and agencies.
- Focused exclusively on the federal level? You're missing some \$4 billion in annual opportunities at the state, tribal and local levels of government.
- DHS does NOT procure ONLY homeland security-specific acquisitions. It also buys goods and services for:
 - Legacy missions (Coast Guard, Customs and Border Patrol, etc).
 - Overall management and administrative operations (IT, ADP).

Homeland Security Funding Streams To Vendors

Financial Assistance –v.- Procurement

Financial Assistance

Flows to vendors:

- Directly, via R&D aimed at speeding development of new homeland security solutions.
- Indirectly, via state and local spending of grants on homeland security goods and services.



Homeland Security Funding Streams To Vendors

Major Sources of Financial Assistance

- DHS: For FY05 \$3.2 billion to states, \$1.2 billion in R&D to academia and private sector.
- HHS: \$1.3 billion from CDC & HRSA to states, \$1.8 billion from NIH in R&D to academia and private sector.

NOTE: Since 9/11, DHS & HHS together have awarded states and localities some \$19 billion in assistance.

Other important R&D funders include:

- USDA
- DOJ
- TSWG

Homeland Security Funding Streams To Vendors

Financial Assistance –v.- Procurement

Procurement

Flows to vendors:

- Directly, via agency acquisitions of homeland security goods and services.
- Indirectly, via subcontracts with prime contractors.

Homeland Security

Major Procurers – State/Local

- States, Tribes and Localities still have an estimated \$9 billion in DHS/HHS financial assistance to spend.
- Congress will likely appropriate at least another \$4 billion in DHS and HHS aid to the states in FY06.
- Most DHS grants are spent on equipment, less on training and exercises.
- HHS cooperative agreements are spent on training, planning and upgrading equipment and facilities.

Homeland Security

Major Procurers – State/Local

State Level

- State and tribal police
- State emergency management agencies
- State public health services
- State military offices, which often house the state's homeland security office and, or operations
- State homeland security offices
- Transit agencies
- Port authorities
- State laboratories

Local Level

- County and municipal law enforcement
- County and municipal fire and rescue services
- County emergency management agencies
- County public health services
- Local hospitals
- Public works departments

Homeland Security

Major Procurers – Federal

Big Buyers

- DHS spent slightly more than \$6 billion on procurements in FY04 and will spend about \$10.92 billion in FY05.
- HHS will spend about \$1 billion on homeland security procurements in FY05, much of that for vaccines, anti-toxins, and medical equipment for the Strategic National Stockpile.
- Besides SNS procurements, HHS currently has another \$2.37 billion in BioShield funds to spend on biological countermeasures until FY09, when another \$2.17 billion will be released for the program's purchases.

Homeland Security

Major Procurers – Federal

Other Significant Buyers

(Each with homeland security budgets of at least \$500 million in FY05)

- **Department of Justice:** heavily IT- and ADP-related investments, plus \$2.7 billion over 7-10 years on Integrated Wireless network.
- **Department of Energy:** Rad/Nuke sensor technology, transport, storage, security and facilities management.
- **Department of State:** ADP, communications, electronic countermeasures, physical security.
- **Department of Agriculture:** IT, instruments and lab equipment, studies and analyses.

NOTE: Virtually every federal department and agency is procuring some type of homeland security goods and services on some level.

Homeland Security Funding Vehicles

How Are They Paying?

Grants

- Primary source of funds for state and local first responders to purchase products and services.
- DHS “authorized equipment list” stipulates what may be purchased with grant funds.
- Purchases must meet need in state homeland security strategy.
- Pre-FY05 funds released on a reimbursement basis, meaning states and localities had to pay for procurements first. This contributed to slow use of funds. Some FY05 HS grant funds are now available before recipients must spend own funds.

Homeland Security Funding Vehicles

Cooperative Agreements

- Involves far more collaboration between recipient and funding agency than grant funding.
- Primary funding source for public health labs and agencies to improve surge capacity and expand/upgrade facilities.
- Emphasizes achieving goals and improving capabilities rather than procuring specific equipment.
- Used frequently by HHS' CDC and HRSA.

Homeland Security Funding Vehicles

R&D/Prototyping Contracts

- Private sector firms and academia are primary recipients.
- Often used to finance product development, advance promising technology to prototype stage, and improve understanding of threats.
- DHS' HSARPA, inter-agency TSWG, NIH, USDA, and DOJ are main HS R&D funders.

Homeland Security Funding Vehicles

Procurement

- Schedules used to procure readily available and clearly defined products and services.
- Federal agencies can acquire variety of goods and services off of HS-related GSA schedules, such as Sched 70 (IT) and Sched 84 (law enforcement/ security/fire/rescue/etc.).
- RFPs frequently used to acquire solutions and systems, rather than specific products.
- States tend to use traditional supply contracts for standard equipment and issue IFBs for acquisition of more sophisticated HS technology.

Homeland Security Tips & Opportunities

- Identify the right agency, office or officer.
- Influence the requirements for upcoming RFPs.
- Industry days.
- Vendor outreach sessions.
- Subcontracting opportunities.

Homeland Security Tips & Opportunities

- Mentor-protégé programs.
- 1122 and other federal purchasing programs.
- Small Business Innovative Research Programs.
- R&D Contracts (DHS-S&T, HHS-NIH, DOJ, etc.).
- Prototype Programs (HSARPA, TSWG).

Homeland Security Tips & Opportunities

- Business incubators.
- Business development offices (state- and facility-based agencies).
- State Cooperative Purchasing Agreements (WSCA, HIRE)
- The political approach.
- Industry associations.



Homeland Security Questions?

David Bates

Contributing Editor

Homeland Protection Professional

301-270-5396



FAMA/FEMSA 2005 'Hill Day'

“Our message”
Steve Lawrence



FAMA/FEMSA 2005 'Hill Day'

I. It is often very useful to leave the Congressman or key staff member with the following:

--**You're Company's most recent annual report or brochure**

--**A fact sheet, which includes:**

Type of equipment sold or manufactured by your company

Key facilities in the Congressional District

Number of employees in the Congressional District (broken down by facility if practical)

Information on New Company Developments e.g. new products, expansions, etc.

--***The FEMSA/FAMA Priority Statements: Leadership through service***, this is what we as an industry are committed to. Private industry can make a “real” difference, as we become a primary resource for our nation’s “First Responders”.

“Better Equipment, Better Training- The fire service has to do more technical work in today’s environment with less personnel (both in the career and volunteer departments). For our first responders to do their job safely, and effectively, we need to place our development emphasis on new innovations in products and training.



FAMA/FEMSA 2005 'Hill Day'

II. Points for Visiting with Congressional Member and/or staff

--Tell them who you are, introduce your company with a brief description and where you are located in his district. (1 minute)

--Thank the Congressman for past and future support of the Fire Service, first responders and the Fire Grants Program (1 minute)

--Tell him/her why you are in town, and talk about one or two key FEMSA/FAMA issues that you are asking him/her to support or take a serious look at. (3 minutes)

--Tell him/her something positive about how your company is helping his/her congressional district, be it retaining jobs, expanding jobs or social/first responder outreach. (1 minute)



FAMA/FEMSA 2005 'Hill Day'

--Talk about how your products help first responders; in other words, educate him/her on how important your products are to first responders. (1 minute)

--Invite him/her to visit your facility in a future visit to his/her district. (1 minute)

--If you have a specific issue affecting your company, brief him/her on it. (2 minutes)

--Thank him/her for his/her time and encourage him/her to drop by the reception

--Give the person you are meeting with time to ask questions at any point. Give and take is always better.

If you are meeting with a member of Congress, remember to be brief, courteous and respectful of his/her hectic schedule. They seldom get thanked for their support of various programs.



FAMA/FEMSA 2005 'Hill Day'

BE BRIEF

BE COURTEOUS

BE INFORMATIVE



FAMA/FEMSA 2005 'Hill Day'

We design and build
products and services
that save peoples lives.



FAMA/FEMSA 2005 'Hill Day'

