



Norwegian-American Defense Industry Council

Annual Meeting of Members
October 14 2019
House of NADIC
1201 Wilson Blvd Arlington VA



Agenda

Annual Meeting of Members

1. Review & approve agenda for Annual Meeting of Members 2019
2. Review & approve Minutes from last Annual Meeting 2018
3. Review & approve 2018 financials and proposed 2020 Budget
4. Presentation of Annual report 2018 – 2019
5. Membership updates
6. Appointments and re-election
7. Any other Business
8. Adjournment



2. Minutes

Annual Meeting of Members was held on Monday, October 8th, 2018

Start time: 8am EST

In attendance

Vidar Skjelstad - Kongsberg
Pete Sioma - NAMMO
Torggrim Jørgensen - Vinghøg
Don Bramer - Bramer Group
Trygve Gustavsen - Axnes
Brett Gardner – Axnes
Cecilie Dybo – Axnes
Martin Grimsgaard - T&G Elektro
Petter Gabrielsen - T&G Elektro
Todd Harmer - American Defense International (ADI)
Per-Arild Konradsen – First Scandinavia
Gudmund Kjaerheim – FLIR Systems Inc.
Rune Johannessen – Nordic Shelter
Maggie Skjelbred – NADIC
Zahra Sabha – NADIC

NADIC's President, Mr. Skjelstad called the meeting to order. Roll call from everyone that was present.

1. Review & Approve Agenda for Annual Meeting of Members 2018

A motion was made to approve the agenda.

First: Don Bramer

Second: Trygve Sten-Gustavsen

2. Review and Approve Minutes from the last Annual Meeting

A motion was made to approve the minutes from the last annual meeting.

First: Don Bramer

Second: Martin Grimsruud

3. Review and approve 2017 Financials and Proposed 2019 budget

Ms. Skjelbred presented the balance sheet for 2017, along with profit and loss for 2017. Chairman Sioma proposed to separate AR for membership dues from AR for other activities, for better overview. Ms. Skjelbred further presented the total income projections for 2018 and the proposed budget for 2019: emphasizing the positive retention of members and the successful implementation of higher membership dues. Additionally, Ms. Skjelbred explained that the rollover for management expenses from 2017 to 2018 show a negative bottom line in 2018. Mr. Sioma comments on the total income projections for 2018, highlighting how all income has been



reinvested into member activities. Mr. Grimsgaard underlines that breaking even should be the overall goal. Mr. Skjelstad explains that for the long-term, NADIC should be able to set aside income for a marketing budget. Lastly, Ms. Skjelbred presents the 2019 budget: expenses related to exhibiting space at tradeshows should be lower than for 2018.

A motion was made to approve the 2017 financials.

First: Torbjørn Svensgaard

Second: Don Bramer

The budget for 2019 was approved by unanimous decision.

4. Presentation of Annual report 2017 – 2018

A motion was made to approve the annual report:

First: Trygve Gustavsen

Second: Don Bramer

5. Membership updates

Mr. Grimsgaard commented on the loss of members in 2018. In response, Ms. Skjelbred laid out the restructuring. Mr. Skjelstad added that revenue has gone up after the restructuring, despite fewer members.

6. Appointments and re-election

Mr. Todd Harmer moved to nominate the whole slate:

Motion was carried.

7. Proposal to Bylaws update

Mr. Skjelstad put the proposal up for debate. Mr. Svensgård commented that continuity can be a challenge when half of board members are up for re-election every two years. Mr. Harmer added that some would not fill their entire term.

Mr. Skjelstad put the proposal up for a vote:

All in favor, motion was passed.

8. Any other Business

Ms. Skjelbred presented new options for securing space at tradeshows and ensuring sustainable income for tradeshows, by securing a 5% down payment for tradeshow space for the forthcoming year. Mr. Skjelstad added that NADIC has carried the financial risk associated with tradeshows and is now looking to spread that risk out. The 5% down payment will prevent the organization from running at a loss and ensure sustainability.

9. Adjournment

A motion was made to adjourn the meeting.

First: Don Bramer

Second: Trygve Gustavsen

Meeting was adjourned at 8:20 / Zahra Sabha (Acting Secretary)



3. Financials

Financials

Annual Meeting of Members

The accounting is done by: Abacus Bookkeeping, Inc., SC
Audit and tax return done by: Huey & Associates PC, VA

Enclosed :

Balance Statement 2018

Year by year comparison:

Actuals 2018

Forecast 2019

Proposed 2020 Budget



Huey and Associates, P.C.

CERTIFIED PUBLIC ACCOUNTANTS

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JONATHAN L. NICHOLS, CPA

February 13, 2019

CONFIDENTIAL

Norwegian-American Defense Homeland
601 King Street, Ste 400
Alexandria, VA 22314

Dear Client:

We have prepared the following returns from information provided by you without verification or audit.

Return of Organization Exempt From Income Tax (Form 990)

We suggest that you examine these returns carefully to fully acquaint yourself with all items contained therein to ensure that there are no omissions or misstatements.

Federal Filing Instructions

None is required. Your Form 990 for the year ended 12/31/18 shows no balance due.

Your return is being filed electronically with the IRS and is not required to be mailed. If you mail a paper copy of your return to the IRS it will delay the processing of your return. Your electronically filed return is not complete without your signature. You are using a Personal Identification Number (PIN) for signing your return electronically. Form 8879-EO, IRS *e-file* Signature Authorization for an Exempt Organization should be signed and dated by an authorized officer of the organization and returned by **uploading, emailing, faxing or mailing it to us as soon as possible.**

Important: Your return will not be filed with the IRS until the signed Form 8879-EO has been received by this office. If previously signed and returned no further action is required.

Also enclosed is any material you furnished for use in preparing the returns. If the returns are examined, requests may be made for supporting documentation. Therefore, we recommend that you retain all pertinent records for at least seven years.

In order that we may properly advise you of tax considerations, please keep us informed of any significant changes in your financial affairs or of any correspondence received from taxing authorities.

If you have any questions, or if we can be of assistance in any way, please call.

Sincerely,

Huey and Associates, P.C.



02/19/19

NADIC
Balance Sheet
As of December 31, 2018

	Dec 31, 18
ASSETS	
Current Assets	
Checking/Savings	
Burke & Herbert Bank	14,317.22
Total Checking/Savings	14,317.22
Accounts Receivable	
Pledges Receivable	23,493.00
Total Accounts Receivable	23,493.00
Other Current Assets	
Employee Advances	940.00
Total Other Current Assets	940.00
Total Current Assets	38,750.22
Fixed Assets	
Fixed Asset	
Accumulated Depreciation	-3,854.88
Computers	3,452.38
Event Equipment	4,155.19
Total Fixed Asset	3,752.69
Total Fixed Assets	3,752.69
TOTAL ASSETS	42,502.91
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Due to NACC MA	3,069.95
Payroll Liabilities	
Federal Withholding	314.00
State Withholding	175.00
Total Payroll Liabilities	489.00
Total Other Current Liabilities	3,558.95
Total Current Liabilities	3,558.95
Total Liabilities	3,558.95
Equity	
Retained Earnings	24,419.26
Net Income	14,524.70
Total Equity	38,943.96
TOTAL LIABILITIES & EQUITY	42,502.91



NADIC	Actuals	Actuals	Forecast	Budget
	2017 USD	2018 USD	2019 USD	2020 USD
INCOME				
Membership Dues	92,037.00	218,750.00	243,000.00	250,000.00
Event Income	241,634.69	272,930.52	275,000.00	300,000.00
Other Income [NACC MA & Projects]	34,802.59	52,875.00	55,000.00	52,000.00
House of NADIC			94,198.82	135,000.00
Total Income	<u>368,474.28</u>	<u>544,555.52</u>	<u>667,198.82</u>	<u>737,000.00</u>

EXPENSES				
Event Expenses [Conference, Tradeshows, Events]	176,077.31	321,625.17	235,000.00	260,000.00
Admin [Accounting-CPA-payroll-management agreement]	108,310.66	97,610.86	135,000.00	140,000.00
Operations [facility-membership-legal-web-supply-other expenses]	57,972.13	86,201.24	173,400.00	175,000.00
House of NADIC			85,000.00	125,000.00
Travel & meetings	16,619.15	24,593.55	22,000.00	20,000.00
Total Expense	<u>358,979.25</u>	<u>530,030.82</u>	<u>650,400.00</u>	<u>720,000.00</u>
Net Income	9,495.03	14,524.70	16,798.82	17,000.00



4. Annual Report 2018/2019

Main activity

Vikings @ the Warf week – October 2018 Washington DC

Featuring

- NACCMA's Annual Business Reception
- NADIC's From Invasion to Innovation Seminar & H4A kick-off
- NADIC's Annual Member's Dinner
- Additional events hosted by the Embassy, Kongsberg/Yara
- AUSA Tradeshow with 7 exhibiting companies:
 - Axnes, DSG Technology, Fjord Defence, Nordic Shelter, Sensoror, Kitron and Aker Biomarine

Xponential – April 2019 Chicago

- NADIC facilitated a pavilion at AUVSI Xponential for 4 Norwegian companies (members & prospects)
 - Squarehead, Robot Aviation, Radionor and Nordic Unmanned
- Business reception hosted by NADIC Member Greensfelder

Norwegian-American Defense Week – May 2019 Washington DC

Featuring

- Welcome-reception at Kongsberg/NADIC offices
- Cocktails on the Hill, (Industry meet Congress staffers) at Sonoma Wine Bar
- SeaAirSpace tradeshow with 5 exhibiting companies:
 - Nammo, Axnes, Kitron, Aker Biomarine, Norwegian Special Mission
- Henry Bacon Seminar (hosted by the Defence attaché's office)
- NADIC Dinner co-hosted with Defence Attaché at Army Navy Club
- 7th Annual Norwegian-American Defense Conference at the National Press Club
- Ambassador's Conference Reception, Ambassador's Residence
- Industrial Participation day with Lockheed Martin

SOFIC – May 2019 Tampa

NADIC visited the show, with aim to facilitate with a National pavilion at SOFIC 2020

Kick off Business reception hosted and sponsored by Innovation Norway

Other activities:

HNoMS Thor Heyerdahl – Explorer's Evening August 2019 New York

NDIA's Quadrilateral Conference US-UK-CA-AUS September 2019 London

DSEI Tradeshow September 2019 London

HNoMS Thor Heyerdahl – Business Reception & Seminar September 2019 St John's CA

Organization Updates

September 2019:

- Welcome to Jonas, Antonia and Chris, our fall interns from American University
 - Zahra left her position with NADIC (contract ended) and is now back in Oslo working for Gambit Hill & Knowlton
- NADIC will interview new hire(s) end of 2019 with aimed starting date January 2020.



Board of Directors 2018/2019

Chairman of the Board
Mr. Peter Sioma, Nammo

President
Mr. Eirik Tord Jensen, KDA (replaced Vidar Skjelstad, KDA February 2019)

Directors
Mr. Peter Sioma, Nammo
Mr. Eirik Tord Jensen, KDA (replaced Vidar Skjelstad, KDA February 2019)
Mr. Torbjørn Svensgård, FSi
Mr. Ola Skrivervik, Nammo
Mr. Scott Burk, KDA
Mr. Trygve Gustavsen, Axnes (Replaced Martin Grimsgaard, T&G Elektro July 2019)
Mr. Torgrim Jørgensen, Fjord Defence (previously representing Rheinmetall/Vinghog)
Mr. Erlend Skjold, Chemring Nobel
Mr. Don Bramer, Bramer Group

Treasurer
Ms. Chloe Friberg, NADIC

Secretary
Ms. Chloe Friberg, NADIC (replaced Zahra Sabha, NADIC September 2019)



5. Membership update

Current Membership base as of October 2019:

PLATINUM	SILVER	GOLD (NO)	GOLD (US)	BRONZE (NO)	BRONZE (US)
KONGSBERG Nammo	FSi	Aker Biomarine Axnes Chemring Nobel FLIR Norway UAS Kitron T&G Elektro Sensoror Wilhelmsen Gr.	Bramer Group Republic Consulting	Barco Comrod DSG Technology Fieldmade First Scandinavia Fjord Defence Galleon E. C. Kongsberg Maritime KSAT Light Structures Norbit Nordic Shelter Norwegian Special Mission Squarehead Teleplan Globe Rheinmetall	ADI Align-Strategies Escorial Consulting JARI Kem & Associates Greensfelder O'Brien Gentry & Scott Product Knowledge Werfel Cronogue

2020 Membership Dues - index /inflation forecast adjustments of 2.5%

LEVEL	2019 rate	2020 rate
Platinum	46,125.00	47,278.00
Gold (NOR)	7,688.00	7,880.00
Gold (US)	3,844.00	3,940.00
Silver	3,203.00	3,283.00
Bronze (NOR)	3,844.00	3,940.00
Bronze (US)	1,922.00	1,970.00



6. Appointments & Re-election

2019/2020

Directors unlimited

Mr. Peter Sioma, Nammo
Mr. Eirik Tord Jensen, KDA
Mr. Ola Skrivervik, Nammo
Mr. Scott Burk, KDA
Mr. Torbjørn Svensgård, FSi

Directors term 2016-2020

Mr. Trygve Gustavsen, Axnes
Mr. Torgrim Jørgensen, Fjord Defence
Mr. Erlend Skjold, Chemring Nobel

Directors term 2017-2021

Mr. Don Bramer, Bramer Group

Proposed officers to be elected

2019-2020

President - Eirik Tord Jensen, KDA
Treasurer – Chloe Friberg
Secretary – Chloe Friberg



7. Any Other Business

8. Adjourn