

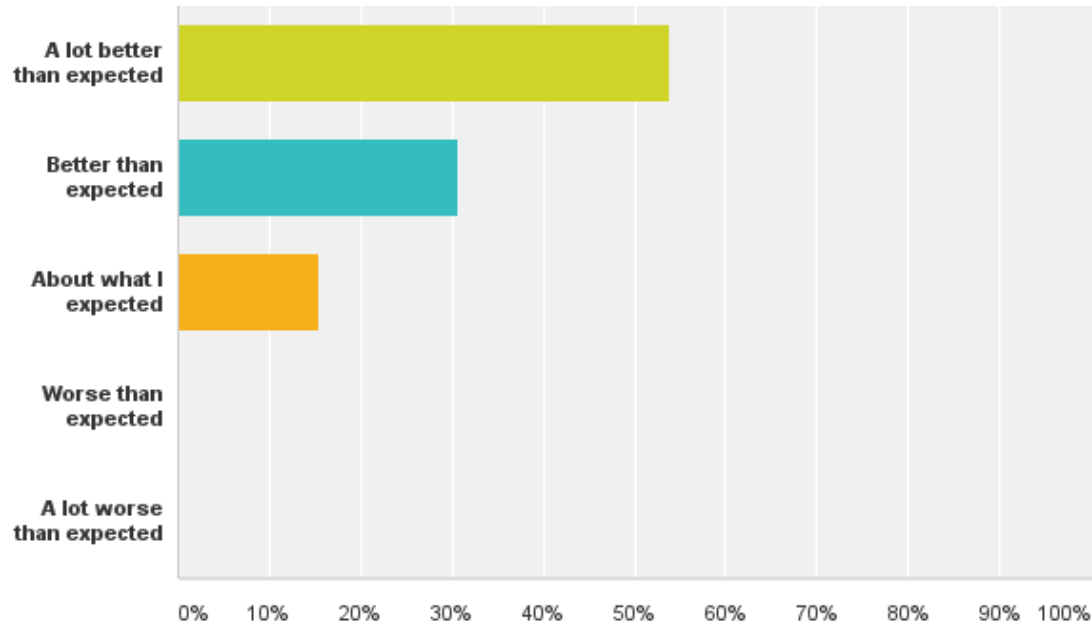


MAMA's Trade Mission to Huntsville, Alabama

Wednesday, May 18, 2016

Q1: How well did the trade mission meet your expectations? Was it...?

Answered: 13 Skipped: 0



Q1: How well did the trade mission meet your expectations? Was it...?

Answered: 13 Skipped: 0

Answer Choices	Responses
A lot better than expected	53.85% 7
Better than expected	30.77% 4
About what I expected	15.38% 2
Worse than expected	0.00% 0
A lot worse than expected	0.00% 0
Total	13

Q2: What were the 3 main reasons for your decision to participate in this Trade Mission?

Answered: 12 Skipped: 1

Answer Choices	Responses	
1	100.00%	12
2	100.00%	12
3	91.67%	11

#	1
1	To join MAMA and understand how it interfaces with industry.
2	We have done these before and found them worthwhile
3	Boeing is a target customer for me
4	Expand Business
5	Learn more about Boeing Defense
6	Looking for additional contacts with Boeing
7	Professional Development
8	Exposure to potential new clients in Huntsville
9	Interact with other MAMA members
10	Opportunity to interact with Boeing
11	Learn about new programs at Boeing
12	Interested in doing business with Boeing Defense
#	2
1	To have the opportunity to network with other MAMA members to work together for future customer opportunities.
2	MAJOR people were at this one.
3	Huntsville is one of our emerging markets
4	Knowledge

Q2 What were the 3 main reasons for your decision to participate in this Trade Mission?

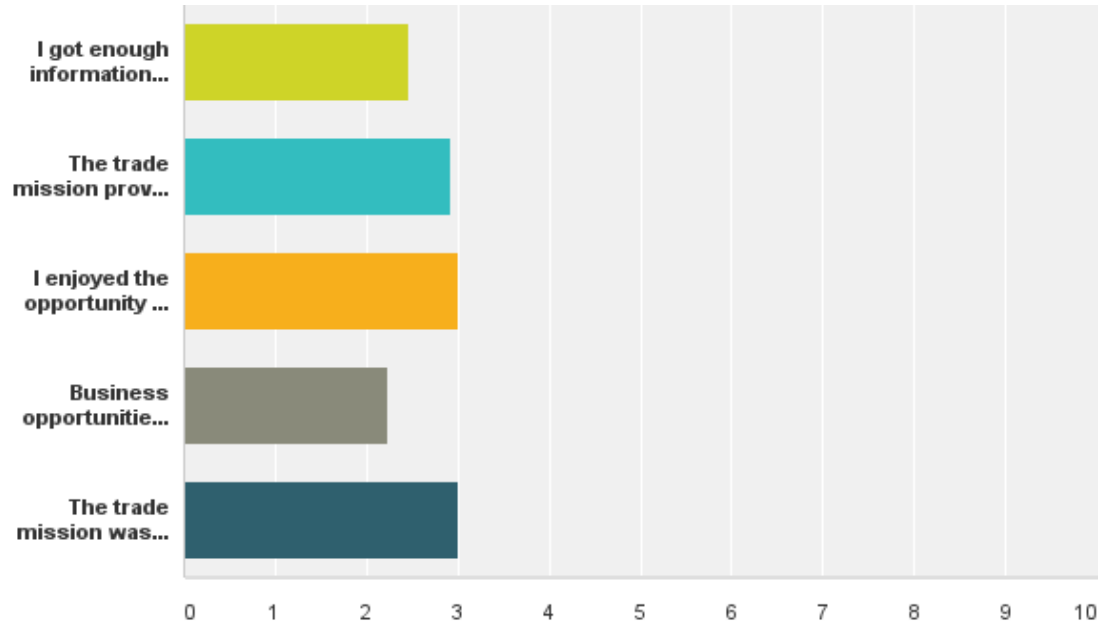
Answered: 12 Skipped: 1

5	Introduction to defense Aerospace
6	Network with other MAMA companies
7	Networking
8	Networking with fellow members to seek new clients among the MAMA member base
9	Develop a relationship with Boeing
10	Opportunity to interact with fellow MAMA members
11	Network with Boeing Personnel
12	Begin developing relationships with Boeing
#	3
1	To understand Boeing's Defense groups desire to work with industry providers to always provide cutting edge technology for lean manufacturing efficiency.
2	New contacts , not in my area
3	wanted to meet members of MAMA for future business
4	Develop Local Relationships
5	Develop leads
6	Support MAMA's efforts
7	Learn more about the industry
8	Learn more about the mission of MAMA and the missions of the companies we visited
9	Learn more about Aerospace business needs
10	Network with MAMA members
11	Better understand Boeing Huntsville operations

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Q3: Would you agree with the following points?

Answered: 13 Skipped: 0



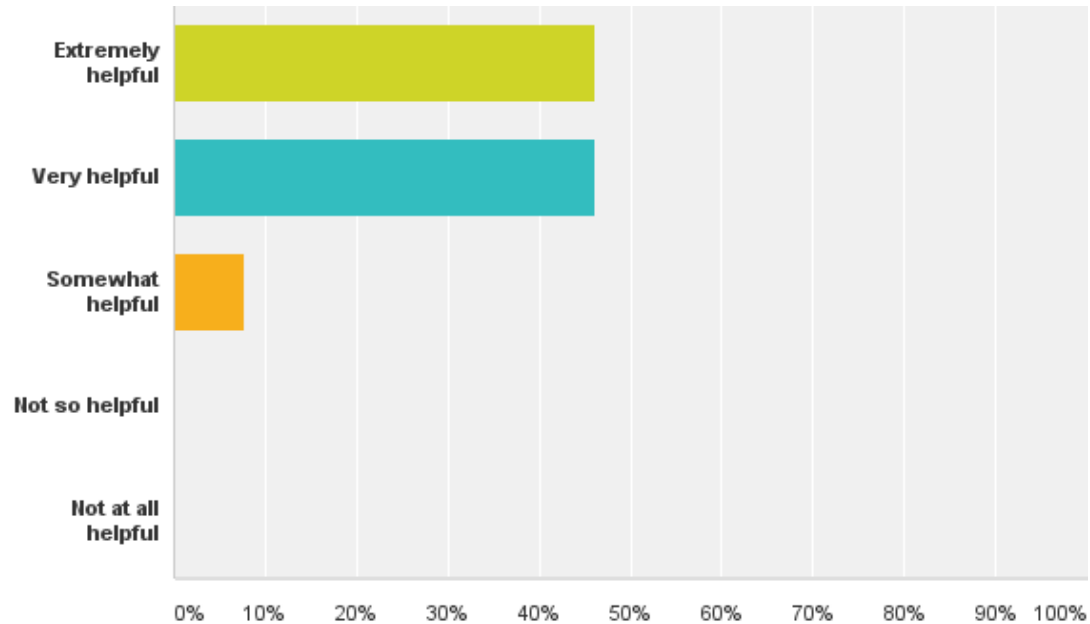
Q3: Would you agree with the following points?

Answered: 13 Skipped: 0

	Disagree	Neutral	Agree	Total	Weighted Average
I got enough information beforehand	0.00% 0	53.85% 7	46.15% 6	13	2.46
The trade mission proved useful to find new contacts	0.00% 0	7.69% 1	92.31% 12	13	2.92
I enjoyed the opportunity to network with fellow MAMA members	0.00% 0	0.00% 0	100.00% 13	13	3.00
Business opportunities for my company will result from this trade mission	15.38% 2	46.15% 6	38.46% 5	13	2.23
The trade mission was conducted professionally	0.00% 0	0.00% 0	100.00% 13	13	3.00

Q4: How helpful was the content presented at Boeing?

Answered: 13 Skipped: 0



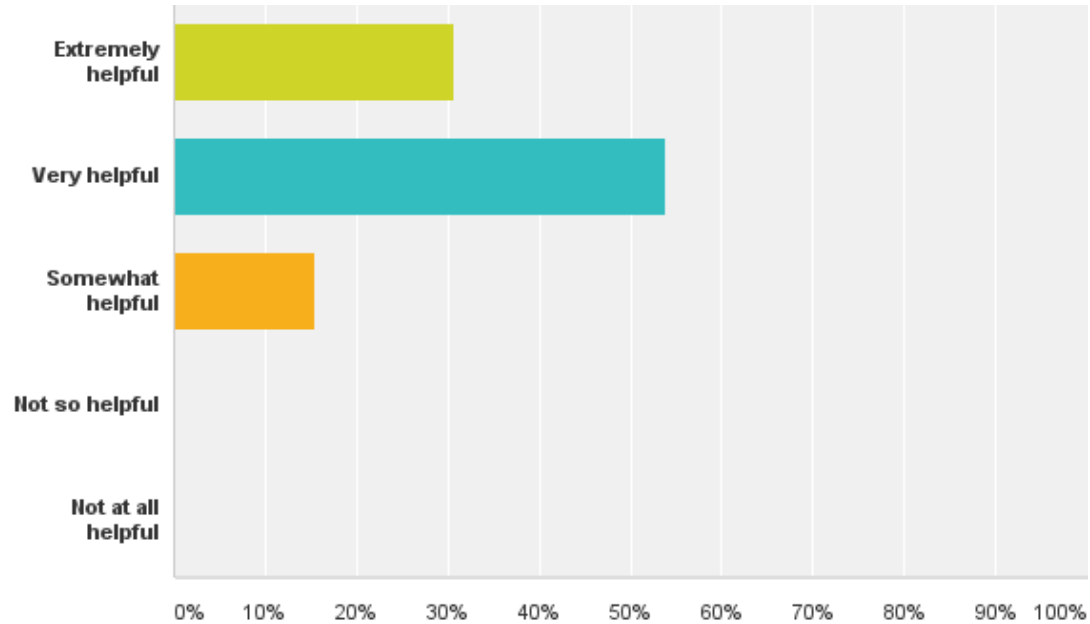
Q4: How helpful was the content presented at Boeing?

Answered: 13 Skipped: 0

Answer Choices	Responses	
Extremely helpful	46.15%	6
Very helpful	46.15%	6
Somewhat helpful	7.69%	1
Not so helpful	0.00%	0
Not at all helpful	0.00%	0
Total		13

Q5: How helpful was the content presented at United Launch Alliance?

Answered: 13 Skipped: 0



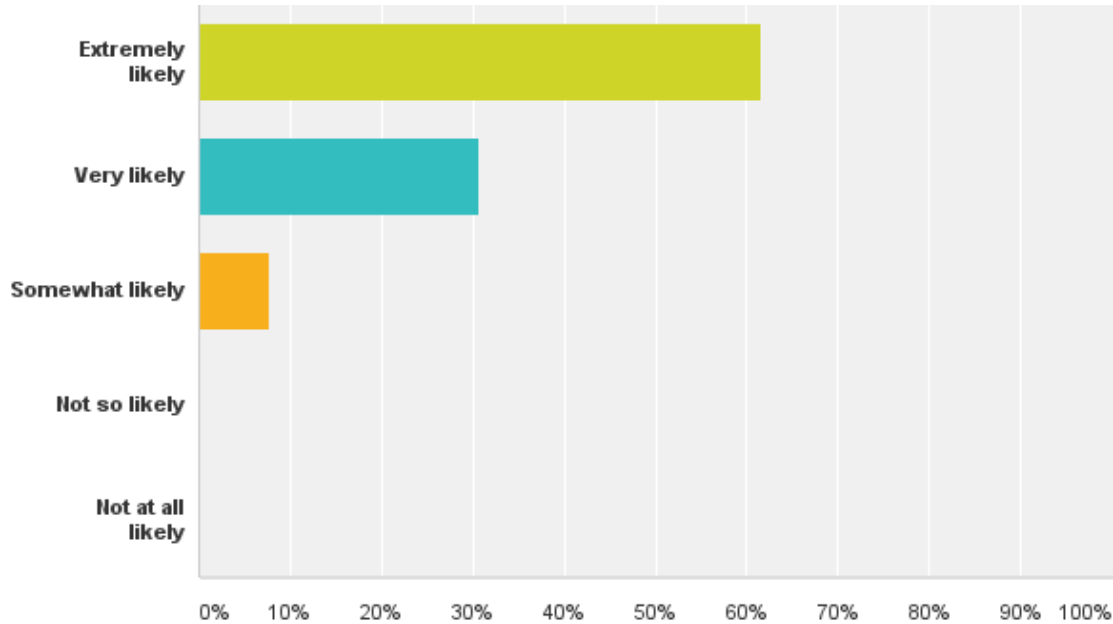
Q5: How helpful was the content presented at United Launch Alliance?

Answered: 13 Skipped: 0

Answer Choices	Responses	
Extremely helpful	30.77%	4
Very helpful	53.85%	7
Somewhat helpful	15.38%	2
Not so helpful	0.00%	0
Not at all helpful	0.00%	0
Total		13

Q6: How likely are you to attend another MAMA trade mission again in the future?

Answered: 13 Skipped: 0



Q6: How likely are you to attend another MAMA trade mission again in the future?

Answered: 13 Skipped: 0

Answer Choices	Responses	
Extremely likely	61.54%	8
Very likely	30.77%	4
Somewhat likely	7.69%	1
Not so likely	0.00%	0
Not at all likely	0.00%	0
Total		13

Q7: What was the single most valuable thing you learned at during the trade mission?

Answered: 12 Skipped: 1

#	Responses
1	How to work with and in the Boeing organization with the information that was provided during the briefing(s).
2	Rules about BOEING vendors.
3	That we are already focusing on the key area of Boeing that fits my company. The GS&S out of St. Louis. Very interested in talking with MAMA about new contacts at that facility. Happy to share all of my contacts in return.
4	I picked up some additional understanding of working with Boeing.
5	Amount of business opportunities for organizations from Michigan.
6	There is available work at Boeing and they are willing to look at qualified small businesses.
7	Understanding the end customer, their expectations, and what they need from a supply chain.
8	A better understanding of the capabilities and needs of Boeing and ULA
9	Making relationships within MAMA
10	Realistic onboarding requirements of Boeing (including expected time and knowledge requirements before engaging)
11	The most valuable thing that we got at the trade mission was the connection with senior people within Boeing.
12	How to really do business with Boeing. During the Boeing visit in December we were directed to websites, now we actually have people to work with

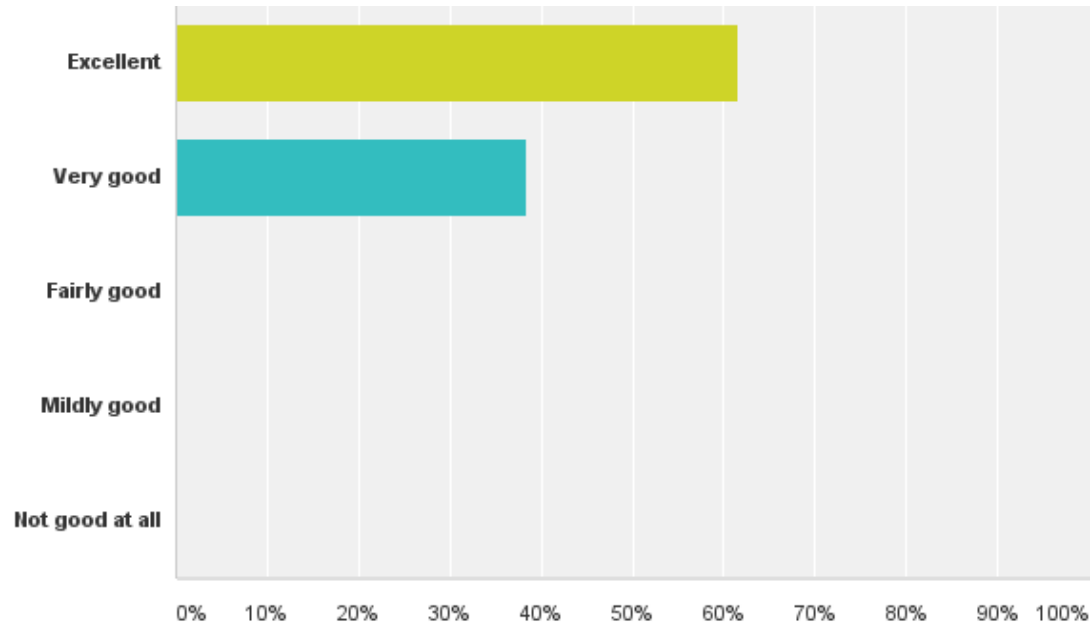
Q8: Is there anything else you'd like to share about this trade mission that we can quote?

Answered: 6 Skipped: 7

#	Responses
1	No additional comments.
2	I was a nice touch that a few people from Boeing attending the dinner on Sunday night.
3	I was very appreciative of the amount of resources and time that Boeing and ULA dedicated to this trip. They put aside undivided attention for our delegation, and that was excellent.
4	The executives from Boeing were prior military heroes and very inspiring leaders.
5	MAMA did an EXCELLENT job coordinating the right places to visit and the right people to see. This trip was so successful because it was so well planned.
6	This was an excellent event.

Q9: Overall, how would you rate MAMA's Huntsville trade mission?

Answered: 13 Skipped: 0



Q9: Overall, how would you rate MAMA's Huntsville trade mission?

Answered: 13 Skipped: 0

Answer Choices	Responses	
Excellent	61.54%	8
Very good	38.46%	5
Fairly good	0.00%	0
Mildly good	0.00%	0
Not good at all	0.00%	0
Total		13