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10 UNITED STATES DISTRICT COURT
11 NORTHERN DISTRICT OF CALIFORNIA
12 SAN FRANCISCO DIVISION

13	AMERICAN SMALL BUSINESS LEAGUE,)	CASE NO. CV 14-2166 WHA
14	Plaintiff,)	DECLARATION OF AMY M. JOHNSON
15	v.)	
16	DEPARTMENT OF DEFENSE,)	
17	Defendant.)	
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DECLARATION OF AMY M. JOHNSON

I, Amy M. Johnson, declare as follows:

1. I am over the age of eighteen years, understand the meaning and obligations of an oath, and am competent to testify in the matters set forth in this declaration. Unless stated otherwise, the facts and other information stated in this declaration are based upon my personal knowledge.

2. I am currently the Director Supply Management at Sikorsky Aircraft Corporation ("Sikorsky") and have been an employee of Sikorsky since June 1989.

3. I understand that the purpose of this declaration is to support the response to the Freedom of Information Act request of the American Small Business League for Sikorsky's subcontracting plan for participation in the Comprehensive Subcontracting Plan Test Program (the "FOIA Request"), as described in the August 19, 2014 letter to Sikorsky from the Office of Small Business Programs of the Department of Defense.

4. My education is as follows: MBA Penn State, BA Alfred University

5. In my current position, I am responsible for the Purchasing Business System as well as providing executive leadership for a broad spectrum of Supply Management personnel encompassing Demand & Asset Planning, Non Product Procurement, Business Process Management, Compliance, and Proposal Support & Cost Price Analysis. My responsibilities also include the preparation and submission of the subcontracting plan that is the subject of the FOIA Request.

6. The information subject to the FOIA Request was provided to the Government by Sikorsky in response to the requirement under Department of Defense regulations for participation in the Comprehensive Subcontracting Plan Test Program. The information consists of Sikorsky's operational strategies and methods, including the company's make-or-buy process, the types of supplies and services subcontracted by Sikorsky, the techniques of identification and development of potential sources, subcontractor proposal evaluation criteria,

flow-down of subcontracting requirements, the company's socio-economic goals used in subcontracting, the methods for developing such goals, selected industry categories targeted for major outreach initiatives, case-study examples, data regarding administration of the plan, as well as the associated organizational structure and the roles and responsibilities of specific individuals.

7. Sikorsky does not release the information in the documents subject to the FOIA Request to the public. It marked the document as proprietary when it disclosed it to the Government and included a legend informing the recipient that the document was exempt from disclosure under FOIA. To ensure the security and confidentiality of such information, Sikorsky employs secure IT networks that are password protected and allow access to authorized personnel only. Additionally, sensitive hard-copy data, such as that at issue here, are maintained in secured filing system with limited key access. Sikorsky has armed security on the premises 24 hours a day, 365 days a year with an internal and external security camera system. Sikorsky also has a Non-Disclosure Agreement policy that controls the distribution of proprietary information, such as that at issue here, to any third parties.

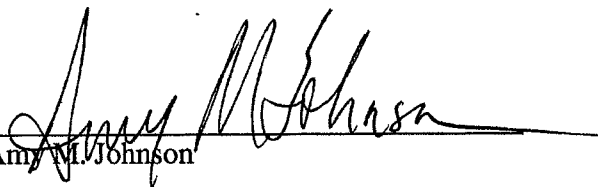
8. Release of the information subject to the FOIA Request would cause substantial harm to the company's competitive position. Based on my experience and on my understanding of and familiarity with the information requested – information that Sikorsky does not release to the public – it is my professional opinion that a competitor with similar expertise could readily use the information to determine Sikorsky's approach to key manufacturing and sourcing decision that are competitively evaluated as part DoD contract proposal review. If a competitor had access to this information, it could use the information to determine the relative strengths and weaknesses of Sikorsky's proposals, as well as to misappropriate operational and manufacturing strategies that are the product of Sikorsky's innovation or substantial effort. The competitor could then use all of this data and information to Sikorsky's detriment when preparing its own proposals or marketing materials for such contracts.

9. Aerospace, the aircraft manufacturing, and particularly the helicopter manufacturing, service and supply industries are intensely competitive. There are multiple competitors in this market, including, but not

limited to Bell, Boeing, Agusta Westland, Eurocopter, Lockheed, Northrup-Grumman, Russian Helicopters, DynCorp, BAE Systems, and L3 MAS. Many of these companies are located outside the United States and are not subject to the DoD Comprehensive Subcontracting Plan Test Program requirements. Sikorsky is currently competing, or expects to compete, for significant US and non-US government and civil contracts that will determine the future of the company. Disclosing the data in the response to the FOIA Request provides a potential competitor with information that will allow a competitor to better understand how Sikorsky has done business in the past, how it structures its proposals, and how it was able to win certain government contracts. This information provides valuable insight into how Sikorsky continues to strategically plan for and execute its contracts, thereby enabling the competitor to utilize Sikorsky's proprietary information to improve its own operations and to undercut Sikorsky's competitive advantage.

I declare under the penalty of perjury that the foregoing is true and correct.

This 26th day of August, 2014


Amy M. Johnson