



HOUSE COMMITTEE ON SMALL BUSINESS  
Witness Disclosure Statement  
Required by House Rule XI, Clause 2(g)

|   |   |  |
|---|---|--|
| Your Name: <b>KIRK J. FLITTIE</b>   |   |  |
| 1. Are you testifying on behalf of a Federal, State, or Local Government entity?  | YES                                     | NO <input checked="" type="checkbox"/> |
| 2. Are you testifying on behalf of an entity other than a Government entity?  | YES <input checked="" type="checkbox"/> | NO                                     |
| 3. Other than yourself, please list what entity or entities you are representing:<br><b>AEROVIRONMENT, INC</b>  |   |  |
| 4. Please list any offices or elected positions held or briefly describe your representational capacity with the entities disclosed in question 3.<br><b>VICE PRESIDENT AND GENERAL MANAGER</b>   |   |  |
| <i>(For those testifying on behalf of a Government entity, ignore these questions below)</i>  |   |  |
| 5. a) Please list any Federal grants or contracts (including subgrants or subcontracts), including the amount and source (agency) which <u>you</u> have received and/or been approved for since January 1, 2013:<br><b>ATTACHED</b>   |   |  |
| b) If you are testifying on behalf of a non-governmental entity, please list any federal grants or contracts (including subgrants or subcontracts) and the amount and source (agency) received by the <u>entities listed under question 3</u> since January 1, 2013, which exceeded 10% of the entities' revenues in the year received:<br><b>N/A</b> |   |  |
| 6. If you are testifying on behalf of a non-governmental entity, does it have a parent organization or an affiliate who you specifically do not represent? If so, list below:   | YES                                     | NO <input checked="" type="checkbox"/> |
|   |   |  |

Signature: **Kirk J. Flittie**

Date: **4/1/2016**

| CONTRACT NUMBER               | CONTRACT_VALUE  | PRIORITY_SHORT_DESCR | CUST_NAME   |
|-------------------------------|-----------------|----------------------|---|
| FA8650-10-C-7013              | \$20,738,266.00 | DO-A1                | SBIR / ENGINEERING TASK IN SUPPORT OF ' AIR FORCE RESEARCH LABORATORY                                       |
| HR0011-13-C-0099              | \$21,363,667.00 | Unrated              | DARPA   |
| SPE7L7-15-M-3933              | \$33,709.26     | DO-C9                | DEFENSE LOGISTICS AGENCY COLUMBUS   |
| SPE7L7-15-M-4367              | \$28,158.55     | DO-C9                | DEFENSE LOGISTICS AGENCY COLUMBUS   |
| SPE7L7-15-M-6539              | \$16,895.13     | DO-C9                | DLA - PUMA Battery PN 50318 -RFID REQ./H DEFENSE LOGISTICS AGENCY COLUMBUS                                  |
| SPE7L7-15-M-4855              | \$1,628.64      | DO-C9                | DLA Raven Battery Spares - P/N 52503  |
| SPE7L7-16-M-0265              | \$18,510.83     | DO-C9                | DLA Raven Battery Spares - P/N 54677 -RFID R DEFENSE LOGISTICS AGENCY COLUMBUS                              |
| SPE7L7-16-M-0451              | \$57,616.44     | DO-C9                | DLA Raven Battery Spares - P/N 54677 -RFID R DEFENSE LOGISTICS AGENCY COLUMBUS                              |
| SPE7L7-16-M-0476              | \$58,221.28     | DO-C9                | DLA Raven Battery Spares - P/N 50318 -RFID R DEFENSE LOGISTICS AGENCY COLUMBUS                              |
| SPE7L7-16-M-2073              | \$33,267.96     | DO-C9                | DLA Columbus -Purchase of Puma Battery (PN : DEFENSE LOGISTICS AGENCY COLUMBUS                              |
| SPE7M5-15-M-2973              | \$1,303.73      | DO-C9                | DLA Columbus - FFP for PN 61192 -Antenna. R: DEFENSE LOGISTICS AGENCY COLUMBUS                              |
| SPE7M5-16-M-0151              | \$8,611.54      | DO-C9                | DLA Award - PN 56104 - No GSI, No DCMA / V DEFENSE LOGISTICS AGENCY COLUMBUS                                |
| SPE5EM-15-M-1284              | \$861.00        | DO-C9                | DLA Philadelphia -Purchase of Raven Snap Scr DEFENSE LOGISTICS AGENCY PHILADEL                              |
| SPE5EM-15-M-1284              | \$1,202.40      | DO-C9                | DLA Philadelphia -Purchase of Raven Tapes   |
| SPE8EE-16-M-7156              | \$1,646.19      | DO-C9                | DLA Philadelphia -Purchase of Raven Spares  |
| SPE4A6-15-M-A114              | \$12,649.36     | DO-C9                | DLA SPARES ORDER  |
| SPE4A6-16-M-1409              | \$1,522.37      | DO-C9                | DLA SPARES ORDER  |
| SPE4A6-16-M-1445              | \$2,979.50      | DO-A1                | DLA SPARES ORDER - RFID Req.  |
| SPE4A6-16-M-1552              | \$659.02        | DO-C9                | DLA SPARES ORDER  |
| SPE4A6-16-V-7926              | \$659.02        | DO-C9                | DLA Richmond - Purchase of PN 56285 (1) - RF DEFENSE LOGISTICS AGENCY RICHMOND                              |
| SPE4A7-15-M-B458              | \$2,115.94      | DO-C9                | DLA Award - 2 PN 60360 - RFID Required  |
| SPE4A7-15-M-B465              | \$1,943.76      | DO-C9                | DLA Award - 3 PN 60380 - RFID Required  |
| SPE4A7-16-M-1103              | \$1,513.68      | DO-A1                | DLA Award - PN 63383- RFID Required   |
| SPE4A7-16-M-2319              | \$7,941.92      | DO-A1                | DLA Richmond -PN 60360 (qty 8), RFID Require DEFENSE LOGISTICS AGENCY RICHMOND                              |
| SPE4A7-16-V-1135              | \$4,914.00      | DO-C9                | DLA Richmond - Purchase of PN 61950 (120) RIDEFENSE LOGISTICS AGENCY RICHMOND                               |
| FA8307-15-C-0015              | \$370,235.00    | DO-C9                | Raven Gimbals, and SW Update to HUBS and I- DEPARTMENT OF THE AIR FORCE                                     |
| FA8307-15-M-0068              | \$39,590.92     | DO-A7                | 27 RAVEN REPAIRS - PN 60292 (Note PN 6062: DEPARTMENT OF THE AIR FORCE                                      |
| CC 9-18-15                    | \$22,641.00     | Unrated              | FBI Thor/Puma Spares  |
| CC-Thor-Pumall Launcher-31016 | \$23,964.00     | Unrated              | FBI CC Order for Puma Launcher Items /  |
| CC-THOR-Repairs-31616         | \$23,245.31     | Unrated              | FBI CC Order / Puma Repairs -Early/Partial Shij   |
| CC-THOR-Triage-22616          | \$3,095.82      | Unrated              | FBI CC Order / Triage (7) Puma Items  |
| FA7000-15-P-0124              | \$192,185.00    | Unrated              | USAF Academy / 4 Raven Gimbal Payloads PN HQ USAF/DFE   |
| W911QY-13-D-0073 / DO47       | \$7,087,669.08  | DO-A1                | D047 Mod 1 - Updated Shipping Info / DODAAC NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG    |
| W911QY-13-C-0108              | \$1,139,478.00  | Unrated              | LEBANON FMS - RAVEN Analog  |
| W911QY-15-C-0102              | \$9,049,306.00  | Unrated              | Ukraine - FMS Order for 24 Raven Analog Syste NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG  |
| W911QY-15-C-0104              | \$3,461,799.35  | Unrated              | Romania - FMS Order for 12 Raven DDL System NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG    |
| W911QY-15-C-0105              | \$1,593,340.00  | Unrated              | Kenya - FMS Order for 4 Raven Analog Systems NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG   |
| W911QY-15-C-0131              | \$872,700.62    | Unrated              | Lithuania - FMS Order for 3 Raven DDL System: NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG  |
| W911QY-15-C-0132              | \$2,529,762.30  | Unrated              | Ethiopia - FMS Order for 6 Raven Analog Syste NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG  |
| W911QY-15-C-0135              | \$435,025.00    | Unrated              | Philippines - FMS Order for 1 Raven Analog Sys NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG |
| W911QY-15-P-0392              | \$40,761.00     | Unrated              | Natick Order for Transit Bays w/Shipping  |
| W911QY-13-D-0073 / DO52       | \$9,268,691.22  | DO-A1                | RQ-20A / Repair Parts/Delivery Orders ADDS GI NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG  |
| W911QY-13-D-0073 / DO53       | \$9,702,875.50  | DO-A1                | ADDS CLINS 0035, 0036, 0037, 0038, 0039 ANI NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG    |

|                         |                 |         |  |
|-------------------------|-----------------|---------|--|
| W911QY-13-D-0073 / DO59 | \$682,272.00    | DO-A1   | Deliver Systems Engineering documentation for NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG   |
| W911QY-13-D-0073 / DO46 | \$2,256,183.36  | DO-A1   | Raven Spares - DO46/Mod 1 - See Standard No NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG     |
| W911QY-13-D-0073/DO48   | \$2,596,751.60  | DO-A1   | - See Standard Notes for Shipping Info NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG          |
| W911QY-13-D-0073 / DO51 | \$3,420,846.89  | DO-A1   | RQ-11B Spare/Repair Parts - Delivery Order ad NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG   |
| W911QY-13-D-0073 / DO54 | \$798,405.94    | DO-A1   | RQ-20A/REPAIR PARTS/DELIVERY ORDER AI NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG           |
| W911QY-13-D-0073 / DO57 | \$6,875,290.97  | DO-A1   | PUMA REPAIR PARTS AND RAVEN REPAIR P/NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG            |
| W911QY-13-D-0073        | \$2,832,587.50  | DO-A1   | RQ-11B/REPAIR PARTS - Raven NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG                     |
| W911QY-13-D-0073        | \$2,297,689.55  | DO-A1   | RQ-11B LOT OF 50 SPARES ON CLIN 0058AA NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG          |
| W9112QY-15-C-0061       | \$3,358,710.00  | Unrated | SPAIN - RQ-11B Raven, Contract Logistics, and NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG   |
| W911QY-13-C-0051        | \$1,492,185.60  | Unrated | Bulgaria - Provide two (2) unmanned aircraft RQ NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG |
| W911QY-14-D-0074        | \$3,554,742.00  | Unrated | (8) RQ-11B Analog Raven Systems w/SPs NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG           |
| W911QY-14-D-0074/DO 001 | \$2,553,796.00  | Unrated | Clin 0001 includes 8 Raven B Analog (8 Channe NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG   |
| W911QY-14-D-0074/DO 002 | \$339,177.00    | Unrated | Analog Raven Systems and ISPs / Long Lead It NATICK CONTRACTING DIVISION, US ARMY CONTRACTIN COMMAND, APG    |
| N41756-16-M-4526        | \$127,913.00    | Unrated | Languard - Puma UAV SDR Transmitter Integrat NAVY ENGINEERING LOGISTICS OFF                                  |
| N41756-14-C-3322        | \$6,098,865.00  | Unrated | Deliver TetherEye Systems with OPTION 1 for at NAVY ENGINEERING LOGISTICS OFF                                |
| N41756-15-C-3352        | \$6,918,082.00  | Unrated | Cyclops - NAVY ENGINEERING LOGISTICS OFF   |
| N41756-15-M-3371        | \$87,464.00     | Unrated | Tigers Eye Switchblade NAVY ENGINEERING LOGISTICS OFF  |
| 314-21722-15-15         | \$2,547.00      | Unrated | Wasp Repairs on 2 Parts - Paid in Full via Credit U.S. DEPARTMENT OF DEFENSE                                 |
| 314-37284-16            | \$18,645.00     | Unrated | Stitch Backpacks (15) and Power Adapters (15) U.S. DEPARTMENT OF DEFENSE                                     |
| 314-38444-16            | \$549,880.00    | Unrated | Purchase of 10 ITV PN 76812 - See Standard N.U.S. DEPARTMENT OF DEFENSE                                      |
| W31P4Q-11-D-0032 / TO14 | \$358,463.00    | Unrated | AMRDEC US ARMY CONTRACTING COMMAND   |
| W31P4Q-11-D-0032 / TO15 | \$1,813,451.00  | Unrated | AMRDEC - Task Order 15 (Total w Options = \$5, US ARMY CONTRACTING COMMAND                                   |
| W31P4Q-11-D-0032 / TO13 | \$3,636,273.00  | Unrated | AMRDEC - Research and Development US ARMY CONTRACTING COMMAND  |
| W31P4Q-11-D-0032        | \$39,267,040.00 | Unrated | AMRDEC - Research and Development US ARMY CONTRACTING COMMAND  |
| W31P4Q-12-C-0263        | \$73,416,790.90 | DO-A2   | SwitchBLADE JUONS US ARMY CONTRACTING COMMAND  |
| CC-REF-2916             | \$21,318.00     | Unrated | Project 54993 - Items for Puma - US Army Rapi US ARMY RAPID EQUIPPING FORCE                                  |
| N00014-15-C-5099        | \$638,885.00    | DO-C9   | ONR - Technical and Engineering Support US OFFICE OF NAVAL RESEARCH  |
| HSCG32-16-P-PO4123      | \$100,748.90    | Unrated | PUMA II Turnkey Training for the USCG-RDC, S USCG R&DC CONTRACTING OFFICE                                    |
| B16-2015310G004         | \$17,000,000.00 | Unrated | Diego Classified - See Standard Notes for invoice USG  |
| 102437                  | \$1,642.60      | Unrated | SOCOM / Puma Spares - Notify Diana Coralles   USSOCOM REGIONAL CONTRACT OFF                                  |