

American Precision Optics Manufacturers Association



Welcome to the DCS General Meeting

April 6, 2022

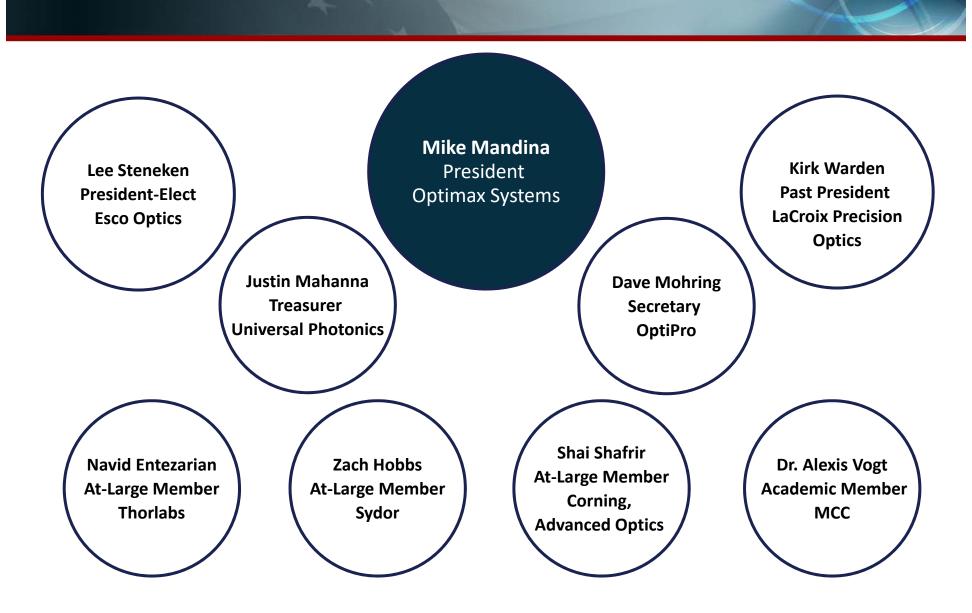
8:30am-9:30am St. George 108 room, Atrium level

Meeting Agenda

- Welcome and Opening Comments
- By-Law changes
- Membership update
- Financial Report
- OEOSC / ISO-10110 Update
- International Business Dr. Andrew Brown
- AmeriCOM
- Apprenticeships
- Technical Workshop in Colorado
- APOMA Benefit Summary



APOMA Board Members 2022



Board Member E-mails

Contact information

- Mike Mandina: <u>mmandina@optimaxsi.com</u>
- Lee Steneken: <u>lee@escooptics.com</u>
- Kirk Warden: kirk@lacroixoptics.com
- Navid Entezarian: NEntezarian@thorlabs.com
- Justin J. Mahanna: justinm@universalphotonics.com
- Shai Shafrir: <u>ShafrirS@Corning.com</u>
- Alexis Vogt: avogt4@monroecc.edu
- David Mohring: dmohring@optipro.com
- Zach Hobbs: <u>zach@Sydor.com</u>
- Michele Stolberg: <u>michlisa@frontiernet.net</u>



Board Rotation (will have 1 year extensions to stagger rotation)

• One year term extensions may be needed for continuity since many terms are scheduled to turn over in 2024.

	Positon	2020	2021	2022	2023	2024	2025
1	President	Mandina	Mandina	Mandina	Steneken	Steneken	?
2	Past-President	Warden	Warden	Warden	Mandina	Mandina	?
3	President-elect	Steneken	Steneken	Steneken	?	?	?
4	Secretary	Sydor	Sydor	Mohring	Mohring	?	?
5	Treasurer	Czajkowsk	Czajkowsk	Mahanna	Mahanna	?	?
6	At Large	Mohring	Mohring	Hobbs	Hobbs	?	?
7	At Large	Mahanna	Mahanna	Entezarian	Entezarian	?	?
8	At Large	Ghio	Ghio	Shafrir	Shafrir	?	?
9	Academic	Vogt	Vogt	Vogt	Vogt	?	?



Increase participation in APOMA Board

- Increase Board Member turnover
 - Term limits
 - Greater visibility and participation in the nomination and election process
 - Changes to membership classification
 - Participation of members in support of board members and committees
 - Possible increase in paid staff



By-Law changes

Classification changes



Classification Definitions

Corporate Members are:

 Companies manufacturing optical components or devices in the US, Canada and Mexico (Latin America), must join as Corporate Members. Dues are based on the number of employees. (\$300 – \$1,300) (2022 rates: \$400 - \$1,500)

Associate Members are:

Companies that supply to or purchase from optics manufacturers. (\$350) (2022 rates:
 \$400 - \$1,500) Note: Michele will be contacting companies to confirm size.

Affiliate Members are:

 Non-North American Companies that manufacture, supply or purchase optical products. Membership is \$1200. (Eliminated Category)

Academic Members are:

 Accredited organizations that engage in research, education or activities benefiting the optical industry. Free membership is limited to those involved in domestic optics.



APOMA Board Classifications

Past	New
1 401	

Mem Classifications	Vote?	Hold Office?		MemClass	Vote?	Hold Office
Corporate	У	У		Corporate	У	У
Associate	n (assoc y)	only 1		Associate*	У	up to 3
Affiliate	n	n		Eliminate Affiliate Classification		
Academic	n	only 1		No Change		
Retired	n	n		No Change		
Honorary	n	n		No Change		
*change Fee schedule so Corporate and Associate are the same						
Total of 9 or 10 board members						



APOMA Board Classifications

New New

Board Member	Classific	ations	Term (Years)	
Classifications				
President (2+2)	Corp		2	2
President Elect (2)	Corp		2	2
Treasurer	Corp		2	2*
Secretary	Corp		2	2
Past Pres (Director) (2+2+2)	Corp		2	2
Corp	Corp	Corp or Assoc	2	2
Corp	Corp	Corp or Assoc	2	2
Academic	Acad		2	2
Associate	Assoc		2	2

^{*} Create "Past Treasurer" classification that will run for 2 Years.
Will maintain authoriy and oversight during this 2 year timeframe.



Considerations for Treasurer Position

- Must be approved by Board
- Prior Board service preferred
- Associate members are now eligible



New Corporate and Associate Dues

- Rates have not increased in 8 years.
- The new rate schedule for 2022:

Employees	Old		New	/
1 - 15	\$	300	\$	400
16 - 60	\$	450	\$	550
61 - 125	\$	700	\$	900
>125	\$	1,300	\$	1,500



Membership Distribution

- Current memberships to date (113 members):
 - Academic: 29 members
 - Associate: 23 members
 - Corporate <15: 22 members</p>
 - Corporate 16-60: 21 members
 - Corporate 61-125: 9 members
 - Corporate >125 employees: 9 members



New Members in 2022

- Fisba LLC
- Nu-Tek Precision Optical Corp.
- Precitech







APOMA (2020-2021) Income/Expense

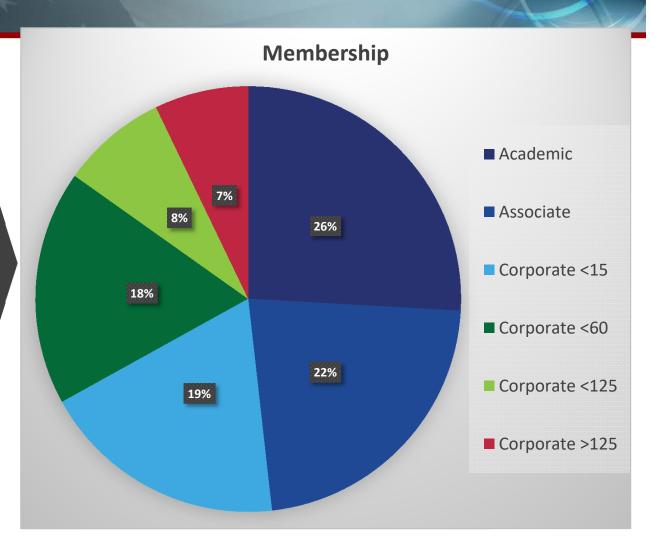
Income (Projected For Year 2022) (Actuals For Year 2021)

Retained Earnings	\$224,745
Member Dues Yr. 2021	\$37,700
Projected Year End Balance Projected Expenses Projected Total Retained	\$261,745 <mark>\$-32,450</mark> \$229,295
Actuals Yr. End 2021 PayPal Account M&T Bank	\$25,581 \$220,402
Year End Total Balance	\$245,983



Membership Distribution

APOMA
Membership
Statistics Yr.
'21





2021 Actual vs Budget

(Actual expenses in in red)



Postage, Supplies	\$150
	\$106
Dues & Licensing	\$5,500
	\$2,770
Tax & Accounting Fees	\$800
	\$635
Advertising	\$416
Web Site Maintenance	\$500
	\$388
Administrative Assistance	\$8,000
	\$3,378
Travel	\$7,500
	\$0,00
Conventions (OptiFab)	\$8,000
	\$549
Contributions	\$5,000
	\$6,500
Workshop	\$0
	\$0
Budgeted Expenses	\$35,450
Actual Spend	\$14,742

2022 Budget

Postage, Supplies	\$150
Dues & Licensing	\$6,500
Tax & Accounting Fees	\$800
Web Site Maintenance	\$2,000
Administrative Assistance	\$4,500
Travel	\$4,500
Conventions (OptiFab)	\$0,000
Contributions	\$5,000
Workshop	\$8,000
Budgeted Expenses	\$31,450



APOMA Updates

- OEOSC / ISO-10110 Update
- Apprenticeship Dr. Alexis Vogt
- AmeriCOM Jeff Ruckman
- International Business Dr. Andrew Brown
- Marketing/Tech Workshop Lee Steneken



OEOSC – ASC OP (National Standards)

Adopting ISO 10110

- 1st Group Adopted 12/2021 To be published Q2 2022
 - 10110-1 General
 - 10110-5 Surface Form Tolerances
 - 10110-7 Surface Imperfection Tolerances
 - 10110-8 Surface Texture
 - 10110-18 Stress Birefringence, Bubbles & Inclusions, Homogeneity and Striae
- 2nd Group, To be balloted in 2022
 - 10110-9 Surface Treatment and Coating
 - 10110-11 Non-tolerance Data
 - 10110-12 Aspheric Surfaces
 - 10110-14 Wavefront Deformation Tolerances
 - 10110-19 Freeforms General Description of Surfaces





- OEOSC ASC OP (National Standards) (Cont)
 - Adopting ISO 9211 Optical Coatings
 - Ballot expected late 2022
 - 9211-1 Vocabulary
 - 9211-2 Optical Properties
 - 9211-3 Environmental Durability
 - 9211-4 Specific Test Methods: Abrasion Adhesion and Resistance to Wear
 - 9211-5 Minimum Requirements for Antireflection Coatings
 - 9211-6 Minimum Requirements for Reflection Coatings
 - 9211-8 Minimum Requirements for Coatings Used for Laser Optics
- New Website launching in Summer 2022
 - www.oeosc.org





Seeking new members to participate

- ASC OP National
 - TF4 Imperfections
 - TF6 Infrared materials
 - TF7 Laser applications
- TAG International
 - SC1 Fundamental Standards
 - SC3 Materials and Coatings
 - SC4 Telescopes
 - SC5 Microscopes and Endoscopes
 - SC6 Geodetic Instruments
 - SC9 Lasers and Electro-Optics





Joining OEOSC

- Discount on standards Contact Patrick Augino for more information – <u>paugino@optiamxsi.com</u>
- Direct input on current and future standards Open time commitment
- Interactions with experts in your field
- Website: www.oeosc.org









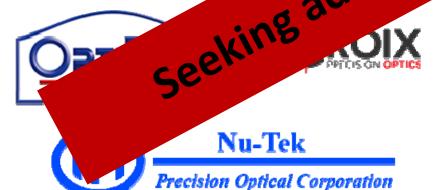
Precision Optics Manufacturing Apprenticeship

Structured earn & learn program: on the job training + related technical















Optics Manufacturing Technician Apprenticeship

Benefits to Employers:

- A more stable workforce
- Improved attendance & job satisfaction
- Reduced turnover
- Increased productivity
- Improved quality

Benefits to Apprentices:

- Paid employment
- Long-term career opportunities
- Gain workplace relevant skills
- Receive industry credential
- Earn academic credit

Check out our APOMA MCC Apprenticeship video!

https://apoma.videoshowcase.net/mcc-apprenticeship-video-2021

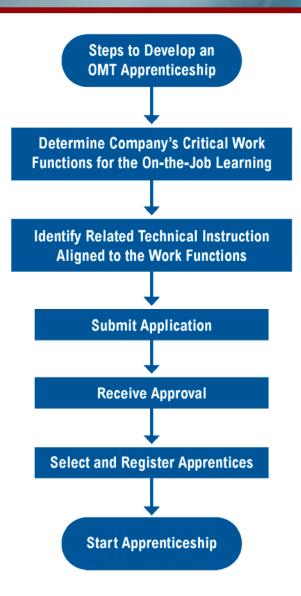


Optics Manufacturing Technician Apprenticeship

Ross Micali

National Work-based Learning Coordinator Monroe Community College Optical Systems Technology rmicali@monroecc.edu (585) 202-1118





AmeriCOM



Booth# 519

americom.org

Jeff Ruckman CEO & President jruckman@americom.org Tom Battley
Vice President,
Government & Partnerships
tbattley@americom.org

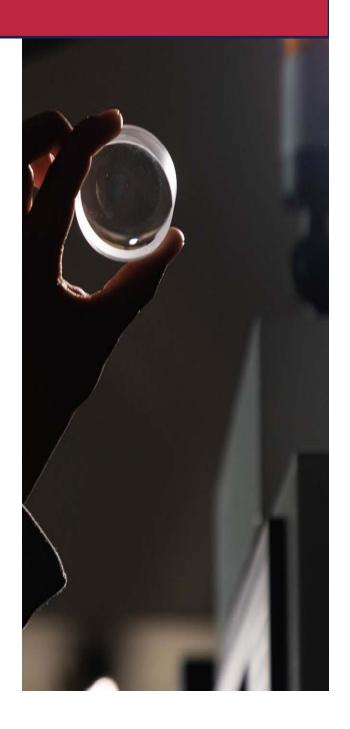
Alexis Vogt, PhD Workforce & Higher Education Executive Director avogt@americom.org





American Center for Optics Manufacturing

The Backbone of America's Precision Optics Industry







Recent history – where did AmeriCOM come from?

What is AmeriCOM's mission?

Why is it relevant to you?

Current status of the effort

Opportunities to participate/shape the agenda





High precision optics are pervasive in the military – from night vision goggles to hypersonic missiles. Our national security is directly tied to the capacity of the optics industrial manufacturing base.

America is America's Center for Optics Manufacturing — a national effort to significantly build and sustain that base.



Recent History of the Optics Fabrication Industry

1980s

Optics industry is labor intensive industry offshoring SME in optics not investing





DoD primes have a problem — no one DoD program can absorb the risk, time or dollars for manufacturing R&D



APOMA eventually leads effort to develop industry modernization effort

1990s

COM
The Future in Focus

COM transforms the optical fabrication industry —
New businesses formed
U.S. industry saved from disappearing
New highly skilled job classifications created
A generation of optics manufacturing leaders trained

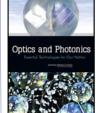


SBIR begins to invest \$60M+ and continues through 2019

2000s

2010s

National Research Council releases report in 2013



2018 Industrial Base Analysis and Sustainment Report Identifies optics as a key technology





Alexis Vogt takes the helm in 2015 and MCC Optics Technology program takes off



Instrumental in educating Congress on the importance of optics





1980s



1990s

2000s

2013















Optics Industry has not automated

- Artisan techniques and labor costs dominate
- Iterative trial and error processes, non-deterministic

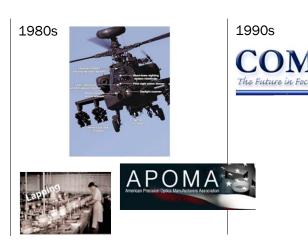
Losing the market

- Cheaper imports capture the commercial market
- DoD and Primes become 60% of the US captured production
- Off-shore encroaches on the DoD markets
- Industry begins to downsize, opticians not being replaced

Industry not investing in new manufacturing technologies

Optical designs limited by mfg capabilities - spherical, plano, IR aspheric









SBIR STTR 2013







DoD Primes Have a Problem

- Oversea dependance
- Need processes for new materials
- Need optics for nex-gen systems (stealth A12, end game missile seekers)
- Need higher performing, less costly systems

No one DoD program can absorb the risk, time or dollars needed to invest in the optics mfg R&D for new capabilities



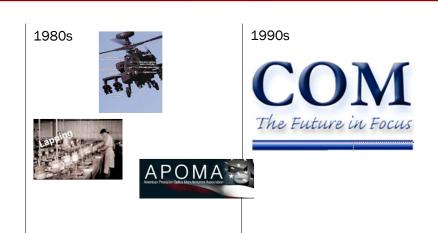


APOMA Reacts

Replaces labor intensive processes with automation, capital, and smart processes based on engineering-driven research

- Proposes an industry modernization effort to the Army
- Creates collaboration between Industry + University + Army Materiel Command / Picatinny Arsenal





Center for Optics Manufacturing Advances the Optics Industry

Invents new equipment and methods of manufacture

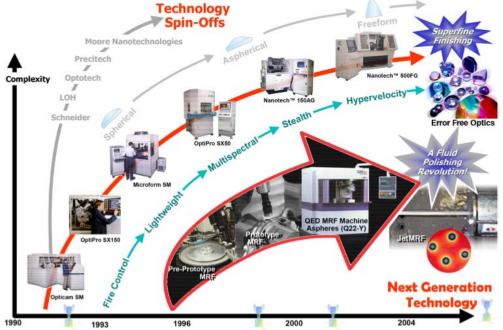
Automated spherical and aspherical generating

Freeform grinding capability

Deterministic micro-grinding – 5x faster

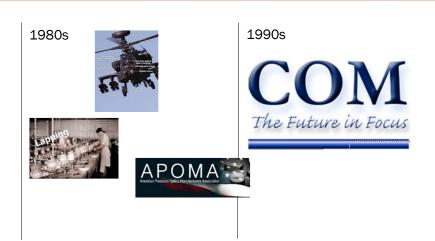
Magnetorheological finishing

Process science and materials understanding



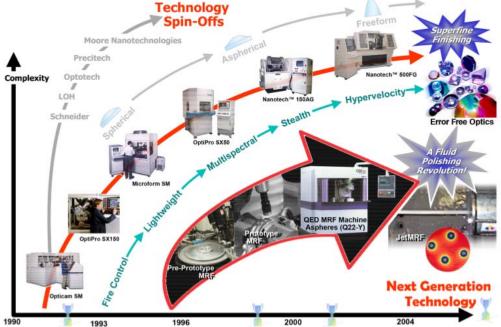
In 1990 you could not buy a CNC-based, optics manufacturing machine. Today, you can't survive as an optics manufacturer without one...





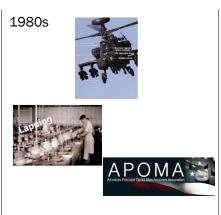
COM Impact

- New businesses form directly out of COM
 - OptiPro, Optimax, QED
- Transformed entire optical fabrication industry
- Saved the US industry from disappearing
- Created new, highly skilled job classifications
- Trained a generation of optics manufacturing leaders
- ~\$2M per year / \$32M total MANTECH Award



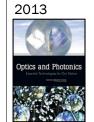
In 1990 you could not buy a CNC-based, optics manufacturing machine. Today, you can't survive as an optics manufacturer without one...

















Dr. Dan Harris - NAVAIR SBIR Research Program

- Technical Focus: fabrication and metrology of aerodynamic domes, conformal and freeform windows, optical ceramics with needed opto-mechanical properties,
- Total investment: more than \$60+M in SBIR funds ~17 years
- Ended with final review in Rochester, November 13, 2019





1980s

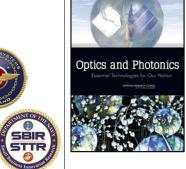
APOMA

2000s

COM
The Future in Focus

1990s

2013









National Research Council Report

Optics and Photonics: Essential Technologies for Our Nation "In order

"In order for the United States to maintain leadership in advanced defense systems, it is critical for the nation to be at the forefront of both research and manufacturing."

2018 Industrial Base Analysis and Sustainment Report

Identifies Optics as a key technology for the DoD





2013

1980s







1990s



2000s

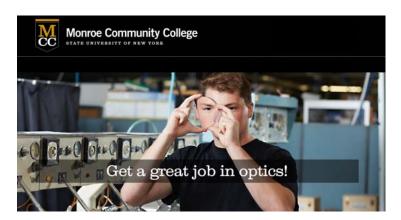












MCC program takes off

- Industry raises \$750K for MCC Optics Program
- Alexis Vogt, PhD takes the helm in 2015
- Establishes the nation's first Optics Technician degree-program
- Awarded grants from NSF and ONR



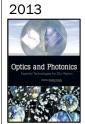


1980s























Instrumental in educating Congress on the importance of optics.

New York State Photonics spins-off AmeriCOM as a 501c3 non-profit organization.





 Presidential executive order on Assessing and Strengthening the Manufacturing Defense Industrial Base and Supply Chain Resiliency of the United States:

"A healthy manufacturing and defense industrial base and resilient supply chains are essential to the economic strength and national security of the United States."

- Optics is key to every system and every program in the Defense Industrial Base
- DoD IBAS identifies optics as a key technology







Our mission:

- Design and execute workforce training programs to support the increasing complexity and growing manufacturing requirements of the nation's optics industry.
- Develop advanced optic manufacturing technologies, testing equipment, and the specialized materials required to support scalable manufacturing.
- Deliver trained new employees to industry and successfully transition mission-critical precision optics technologies from research into sustainable manufacturing operations —the most important measure of success.







Establish and maintain a national network of regional optics ecosystems

Based on the mature MCC-model, we will raise awareness of optics as a career path and recruit students into community college and apprenticeship programs.



Grow the number of high schools and two-year colleges offering precision optics programs

Supported by regional advisory boards, we will build labs, set up a collaborative curricular clearinghouse, and recruit, train, and retain teachers.



Identify and develop new manufacturing technologies

By assessing the current industrial base for gaps in the defense systems supply chain and future needs, we will create a roadmap of needs and develop and deploy new technologies required to support scalable DoD manufacturing.





- Monroe Community College (MCC) has the development mission for optics technician training (curricula, methods) based on their unique, long term, and highly successful model
- AmeriCOM will have responsibility for implementing nationwide selection of colleges and transition execution
 - Use the MCC template and IBAS funding to drive the direct interactions with the extension sites
 - Serve as a catalyst with the MCC DEEP OPS
 (\$4.4 M) Program to increase agility, speed, and flexibility
 of extension to other sites
 - Adapt Rochester technical training model to ecospheres in key areas of the country
 - Train a new generation of optics manufacturing leaders





- Build upon the shoulders of the COM and the NAVAIR SBIR efforts
- Create DoD and industry advisory and review boards to develop DoD priorities and oversee execution of the research agenda
- Oversee National optics fabrication technology











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Image Source

AmeriCOM Technologies

Systems Challenges

Directed energy systems

Extreme optical performance requirements Large, high-performance components at volume

Hypersonic optics

Evolving complex configurations

Complex windows, domes and corrector optics

Materials issues

and more.....

Manufacturing and Design Challenges

Extreme performance systems
Greater accuracy
Difficult to work materials
Difficult geometries
Thin film coatings
New optical materials
Design tools

and more.....





Building team

- President & CEO; Vice President, Government & Partnerships; and Workforce & Higher Education Executive Director, DPOC Executive Director
- National Marketing Manager to develop a workforce training outreach campaign, Administrative Manager, Engineering Manager
- Recruiting other key leadership staff

Building key relationships

- Establishing top-level Optics Advisory Board for DPOC to include representatives from US Air Force, US Army, US Navy
- Will add industrial members to the advisory board soon
- Key subcontracts in place or in work

Building AmeriCOM infrastructure

- AmeriCOM business systems banking, accounting, payroll, legal, contracts, office space, IT
- Driving toward a decision on the need for a R&D space for the precision optics community





Workforce training

- Regional partners facilities -
 - First equipment for SCCC delivered early 2022
 - Working with FRCC to finalize needs
- Evaluating next regional sites for investment Valencia, Pima, others

Defense Precision Optics Consortium

- Assessing the DoD precision optics industrial base
- Mapping supply chain market segments
- Benchmarking trends, identifying gaps in future needs
- Developing a roadmap to fix gaps
- RFIs/RFQs on research/investment topics to be issued soon





- Many of you helped create this opportunity for our industry
- This effort will continue to demand support from the stakeholders
- There will be ongoing opportunities for you and your organization to support and shape our consortium's activities



International Business

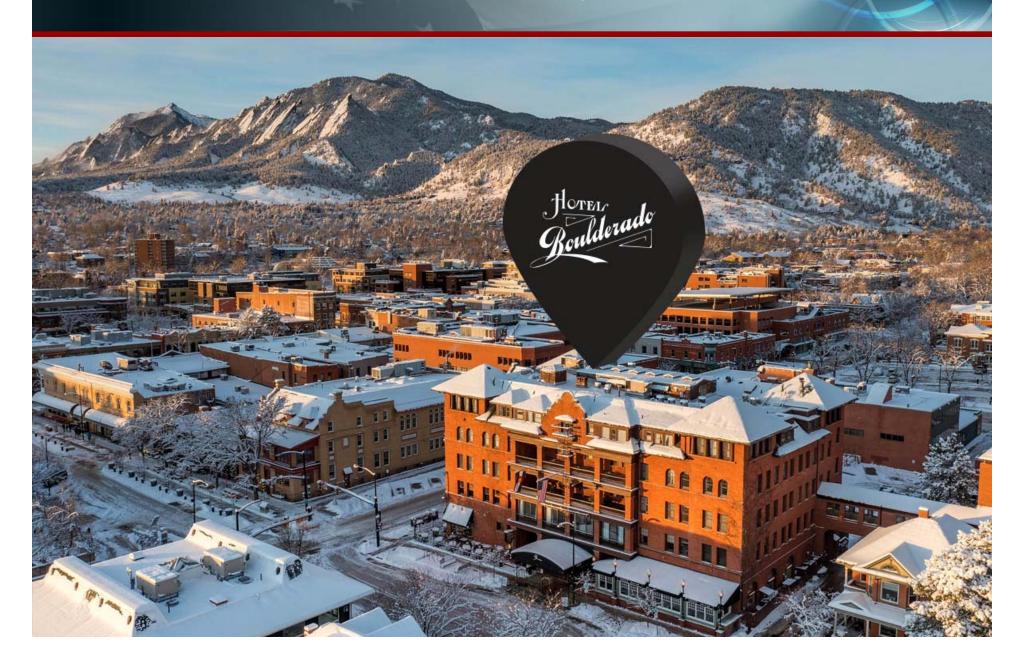
- Dr Andrew Brown
 - Senior Director Global Business Development at SPIE



Colorado Tech Workshop 2022 – Lee Steneken



Colorado Tech Workshop





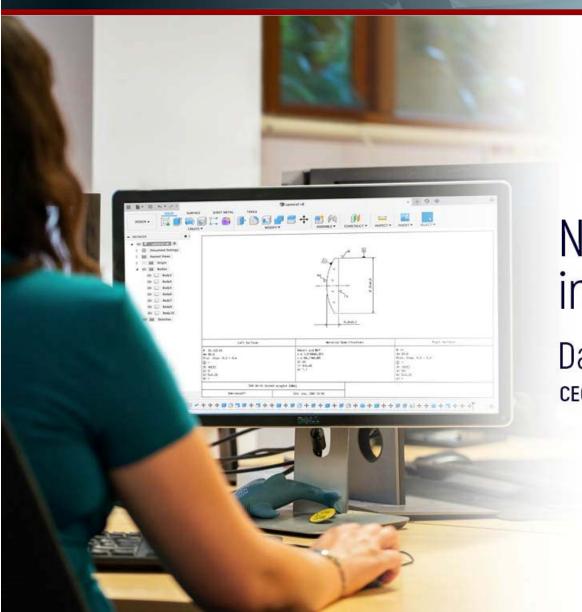


How Mechanical and Chemical Reactions Impact Ultra-Low Roughness Polishing

Jayson Nelson

MANUFACTURING TECHNOLOGY MANAGER

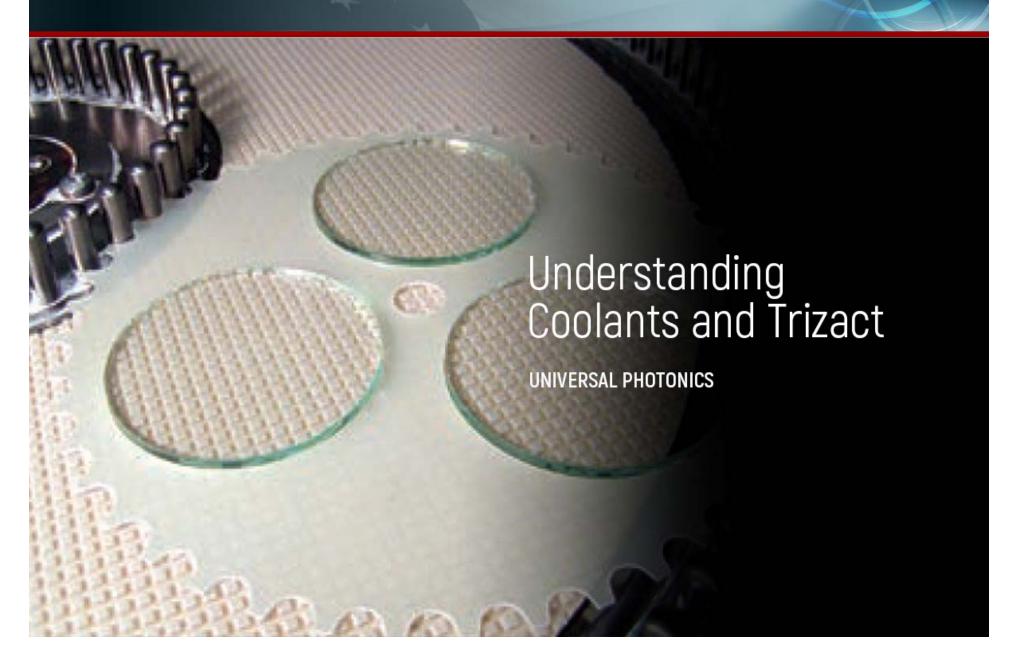
EDMUND OPTICS



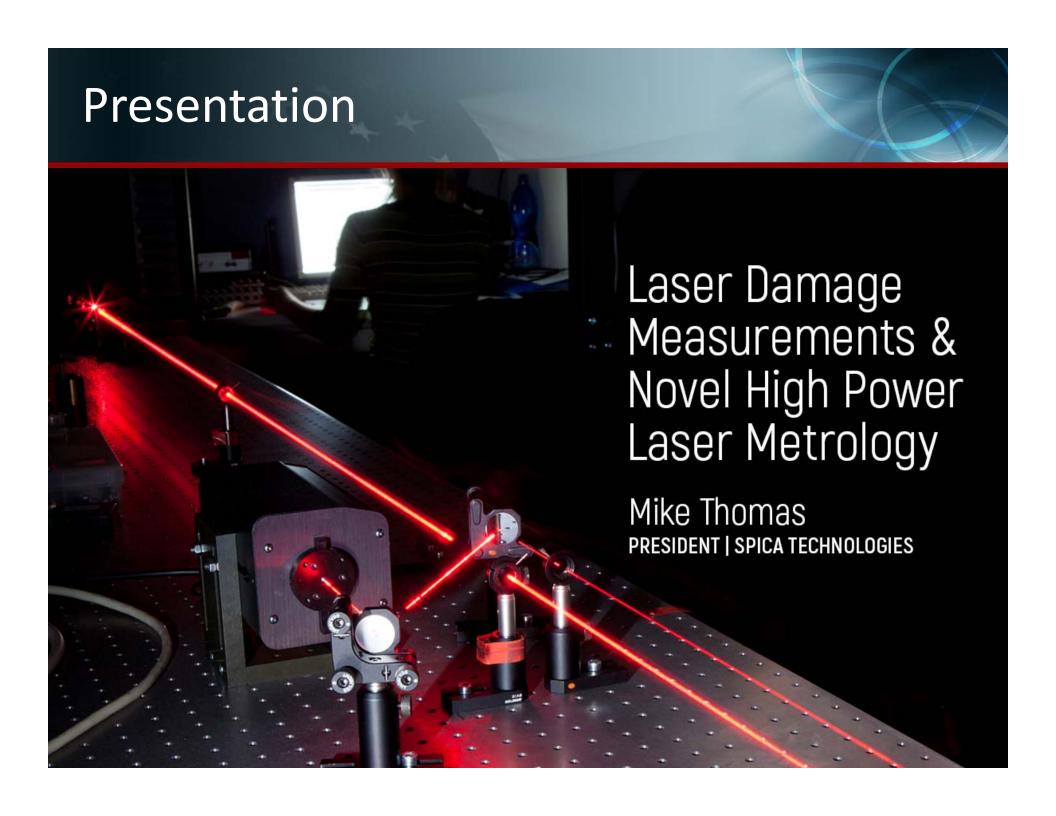
New Developments in ISO Standards

Dave Aikens CEO | SAVVY OPTICS







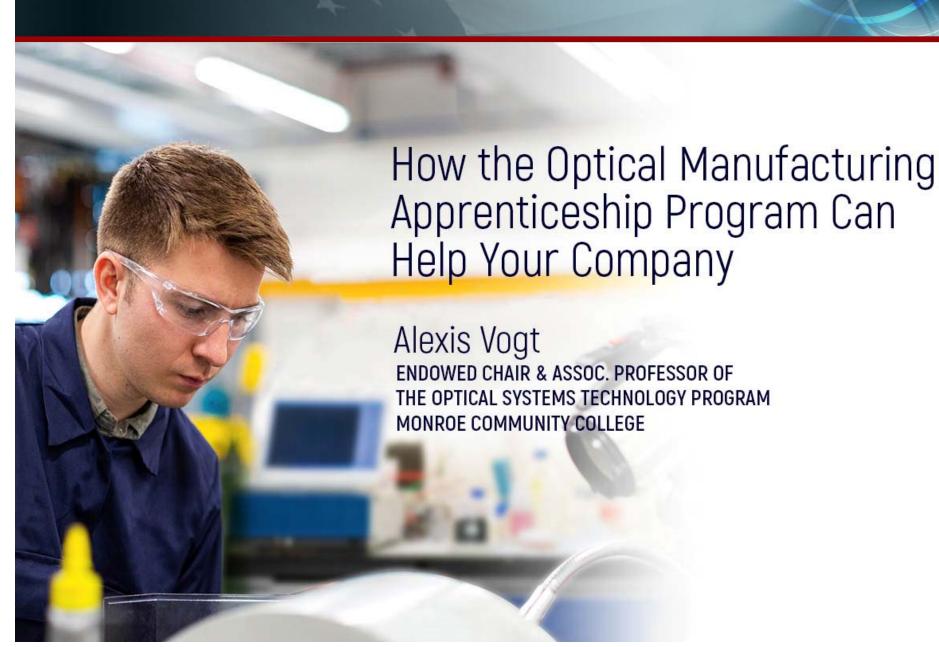












Additional Presentations by





COST PER PERSON

\$350

Hotel Boulderado

2115 13th St. Boulder, CO 80302 APOMA discount rate \$179

Lodging details & current agenda available online

REGISTER TODAY

APOMA.org

Additional hotels 1.5 miles away

Hilton Garden Inn \$149 Hilton Embassy Suites \$169 Residence Inn Marriott \$189 Boulder Marriott \$179

Thank you

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SPIE. SCHOTT Heraeus

















OPTIFAB

- Every 2 years alternating with OptoTec in Frankfort, GE
- Founding organization for the show which is in its 20th year,
- Members receive discounts.
- Co-sponsor of the Optics Clambake in association with OPTIFAB.



Workforce Education and Training

- Exclusive APOMA Technical Workshops offered in alternating years with exclusive speakers
- Key partner establishing the National Precision Optics
 Manufacturing (POM) Technician Apprenticeship including our partnership with Dr. Alexis Vogt at (MCC) in Rochester, NY
- Support of AmeriCOM American Center for Optics
 Manufacturing a national initiative based in Rochester to promote technician training and defense precision optics manufacturing capabilities
- APOMA produced video segment promoting Apprenticeships:
 APOMA / MCC MCC Apprenticeship Video 2021 (videoshowcase.net)



Online presence for our industry

- APOMA website that directs business to your facilities and offers job postings
- APOMA e-Newsletter (bimonthly) and member notifications via Constant Contact
- Active APOMA LinkedIN group
- Access to APOMA technical papers & conference proceedings through the Members Only portion of the website



Industry Promotion

- Member recognition at optics conferences and exhibitions (APOMA badge ribbons, member easels and flags for exhibiting members)
- Member notifications of events of interest to the industry

 (i.e. Formation and meetings of the Congressional Optics and
 Photonics Caucus https://www.lightourfuture.org/home/get-involved/congressional-optics-photonics-caucus/)
- Reciprocal sponsorships with regional optics clusters for special events (i.e. Arizona Photonics Days)



Industry Promotion (continued)

- Support the Annual Optics Golf Tournament with proceeds benefiting UR Golisano Children's Hospital in Rochester, NY
- Optics industry Clam Bake at Optifab sponsored by Sydor Optics with proceedings matched by SPIE and benefitting MCC's optics program with scholarships
- Supporter of the 2022 United Nations Worldwide International Year of Glass (IYOG)



Other

- APOMA member General Meetings at key conferences with relevant industry updates
- Establishment of scholarship funds in memory of founding members: Robert Novak, Harvey Pollicove, Richard Nasca
- Active APOMA Board of Directors with representatives from multiple member companies that met regularly via Zoom to discuss topics effecting the membership



Charitable activities

APOMA Western NY Golf Tournament coming up this summer!

- 3rd Thursday in July (7/21/22) at the Victor Hills Golf Club (22nd Annual), entry costs same as 2019.
- Proceeds to go to UR Golisano Children's Hospital .





Join our group!

APOMA Linkedin:

American Precision Optics Manufacturers Association (APOMA)

https://www.linkedin.com/groups/2804066/



DCS Update?

SPIE





