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Annual Report 2007

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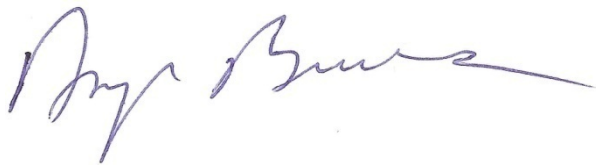
President's Message

Dear Friends,

For humans the transition from youth to middle age is not something that is generally relished; for an association like IPOA it is something to celebrate. It is a celebration of the institutionalization of an idea that unites ethical business with humanitarian values. IPOA is a truly unique association in that we support and advocate for private firms to do their jobs professionally and ethically, and when they do their jobs well, it is international peace efforts and the greater human society that benefit in the end.

While the board meeting is a wonderful chance to network with industry leaders, we also trust attendees will be able to take the opportunity to lay aside their business 'hats' during the meeting and look towards the long-term future of IPOA. Where we are going, what can we do as an industry to promote our value to governments and other clients, how can we continue our impressive growth while maintaining our core values? What can IPOA do on a global policy level that will enable you to do your job better?

The IPOA staff has always been grateful for the significant degree of autonomy granted us by our Membership, but we also grateful for the ideas and energy we get from our members.

A handwritten signature in blue ink, appearing to read "Doug Brooks", with a long, sweeping horizontal stroke at the end.

Doug Brooks
President

History

The idea for the International Peace Operations Association (IPOA) stems from the belief that more can be done to ensure that international efforts to end conflicts succeed and a clear recognition that the private sector can play a larger role to fundamentally improve peace, stability, and disaster relief operations throughout the world. While IPOA acts as a trade association, it was not founded by members of the industry, but rather by individuals with backgrounds in the non-governmental, academic and business sectors who recognized the benefits brought by the private sector to the victims of conflict. Amongst them, Doug Brooks is the President and a founding member of IPOA.

While doing research in Africa in the 1990s, Mr. Brooks met with scores of individuals from Sierra Leone to discuss their experiences living in a conflict environment and to investigate the role of the international community in addressing their needs. This experience offered Mr. Brooks the opportunity to witness and assess the indispensable role of the private sector in conflict environments first hand. Despite the ongoing war, lack of infrastructure, and numerous other impediments inherent to an ongoing conflict, several private firms were involved in logistics and other services in support of the United Nations (UN) operation in the country. Sierra Leonean citizens repeatedly expressed their trust in the private sector for the provision of effective security over the UN. Despite this and other instances of similar support, the vital role of the private sector has been largely ignored by policy-makers and others involved with ensuring effective peace, stability, and disaster relief operations.

Against this background, Mr. Brooks convened a meeting of local and international humanitarian groups, non-governmental organizations, and human rights lawyers, and drew up a document delineating how private companies could be best utilized in conflict, post-conflict, and post-disaster environments. Since that time, the document has continued to be improved and enhanced through the input of dozens of international and non-governmental organizations, human rights lawyers, practitioners, and scholars. Today this document is the ethical foundation of IPOA: the IPOA Code of Conduct.

IPOA was founded in April 2001, shortly after Mr. Brooks returned to Washington, D.C. from Africa. Supported by leading companies in the Peace and Stability Operations Industry, IPOA has grown in size, capability and influence. Through academic and field research, media outreach, opinion editorials, policy papers, presentations, public testimonies, roundtables, sponsored conferences, and white papers, IPOA has become the most ethical, transparent, and effective voice of the Peace and Stability Operations Industry in the world.

Our member companies currently work in every peace operation in the world, doing everything from de-mining to logistics to air lift to armed security. Every day they prove that the private sector can provide the services critical to successful peace, stability and disaster relief operations, both cost-effectively and ethically.

Mission

The International Peace Operations Association (IPOA) is a trade association whose mission is to promote high operational and ethical standards of firms active in the Peace and Stability Operations Industry; to engage in a constructive dialogue with policy-makers about the growing and positive contribution of these firms to the enhancement of international peace, development, and human security; and to inform the concerned public about the activities and role of the industry.

IPOA is committed to raising the standards of the Peace and Stability Operations Industry to ensure sound and ethical professionalism and transparency in the conduct of peacekeeping, post-conflict reconstruction, and disaster relief activities. To this end, all of our member companies subscribe to the IPOA Code of Conduct. The IPOA Code of Conduct represents a constructive effort towards better regulating private sector operations in unstable environments, and reflects our belief that high standards will both benefit the industry and serve the greater causes of peace, development, and human security.

Innocent civilians form an overwhelming majority of the victims in low-intensity conflicts around the world. Alleviating their suffering and bringing long-lasting solutions to these conflicts is one of the most serious challenges facing the international community in the 21st century. IPOA believes private companies and organizations specializing in peace operations can make a major contribution to this effort by providing fast, successful and cost-effective solutions.

As a forward-thinking organization at the forefront of the debate on the Peace and Stability Operations Industry and its role in contemporary conflict, IPOA welcomes comments and criticisms from those concerned about the role of the private sector in conflict, post-conflict, and post-disaster environments, be they from the government, NGOs, the media, or academia. IPOA is a dynamic organization open to debate and dialogue, and welcomes constructive feedback.

Corporate Members

IPOA continued to grow at a rapid pace during 2007. As of October 1, 2006, IPOA membership consisted of 26 companies. By September 30, 2007, IPOA membership consisted of 41 companies. During this period of time, IPOA added 17 new companies; however, two companies elected to not renew their membership and one company was removed from the membership for failure to pay member dues. The member companies of IPOA represent a broad cross-section of the industry, including private security, security sector reform, medical support, demining and unexploded ordnance removal, airlift capabilities, humanitarian development, manufacturing, training, intelligence, GPS tracking and logistics. Member companies come from a number of different countries, including Kuwait, Germany, South Africa, Spain, Sweden, the United Arab Emirates, the United Kingdom and the United States.

All IPOA member companies are required to abide by the IPOA Code of Conduct. All applications for membership are reviewed by the IPOA Membership Committee, and the granting of membership is by no means automatic.

Member dues for 2006-2007 were set at US \$15,000 for companies that are engaged in operations involving the carrying of firearms by their employees. Companies that do not fall under that classification were assessed dues of US \$5,000.

As of September 30, 2007, IPOA consisted of 41 Corporate Member Companies.

Sequence	Company	IPOA Code	Admitted to IPOA
001	MPRI	MPR	January 2003
002	PAE	PAE	January 2003
003	Demining Enterprises Int'l	DEI	July 2003
004	ArmorGroup	ARG	August 2003
007	Main Street Supply & Logistics	MSL	November 2003
011	Medical Support Solutions	MSS	January 2004
014	Blackwater USA	BWU	August 2004
015	HART Security	HRT	December 2004
016	Evergreen International Air	EVG	January 2005
018	Security Support Solutions	SSS	March 2005
019	AMECO	AME	July 2005
020	OSSI-Safenet	OSI	October 2005
021	Erinys	ERY	October 2005
022	Olive Group	OLV	December 2005
023	AYR Group	AYR	January 2006
025	EOD Technology, Inc.	EOD	January 2006
026	PWC Logistics / Agility	AGL	January 2006
027	Creative Associates International	CAI	March 2006
028	TOIFOR	TOI	March 2006

Sequence	Company	IPOA Code	Admitted to IPOA
029	Centigon	CEN	April 2006
030	REED, Inc.	REE	April 2006
031	RONCO	RON	April 2006
032	MAC Iraq	MIQ	August 2006
035	Greystone	GYS	November 2006
036	Track24	T24	November 2006
037	RA International	RAI	December 2006
038	Regis Trading-Seraph Risk	RGS	December 2006
039	Unity Resources Group	URG	December 2006
040	DynSec Group AB	DYS	December 2006
041	Global Operational Resources	GOR	February 2007
042	DFS Logistics	DFS	February 2007
043	Chemonics International	CHM	April 2007
044	DynCorp International	DYN	April 2007
045	Ge2b International Security	GE2	June 2007
046	Paxton International	PXT	June 2007
047	International Armored Group	IAG	June 2007
048	Scott Insurance	SCT	August 2007
049	Compliance & Security Adv.	CSA	August 2007
050	Total Intelligence Services	TIS	August 2007
051	Gold Coast Helicopters	GCH	August 2007
052	Patriot K-9 Services	PK9	September 2007

Association Leadership

Executive Committee 2007

James Schmitt (Chair)
ArmorGroup

Joe Mayo (Deputy Chair)
EOD Technology, Inc.

William Clontz
MPRI

Pieter de Weerd
Medical Support Solutions

Simon Falkner OBE MBE
HART Security

Mike Griffin (Partial Year)
Olive Group

Judith McCallum (Partial Year)
Olive Group

Chris Taylor (Partial Year)
Blackwater USA

Membership Committee 2007

Raymond Uren (Chair)
Medical Support Solutions

Mike Bailey
RONCO

Danielle Morrison
Blackwater USA

Aric Mutchnick
ArmorGroup

William Pearse
EOD Technology, Inc.

Standards Committee 2007

Hank Allen (Chair, Partial Year)
MPRI

Judith McCallum (Chair, Partial Year)
Olive Group

Manuel Cortizo
Ge2b

Pieter de Weerd
Medical Support Solutions

Thomas Johnson
EOD Technology, Inc.

Aric Mutchnick
ArmorGroup

Melvin Smith
Paxton International

General Counsels Committee 2007

David Hammond (Chair)
Crowell & Moring LLP

Government Affairs Committee 2007

Mike Griffin (Chair)
Olive Group

*Financials: Revenue***Revenue**

Membership Dues	271,782.50	
Other Program Income	12,641.63	
Events Income	56,850.78	
Advertising Income	52,496.20	
Other Income	11,968.14	
Total Revenue		471,050.25

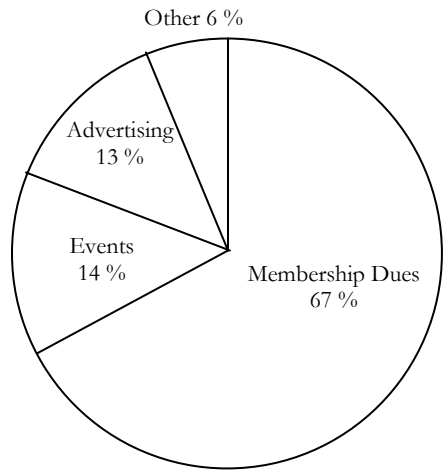
Expenses

Employee Expenses	230,009.85	
Administrative Expenses	125,425.57	
Travel Expenses	42,857.37	
Program Expenses	30,185.46	
Reconciliation Discrepancies	511.01	
Total Expenses		428,989.26

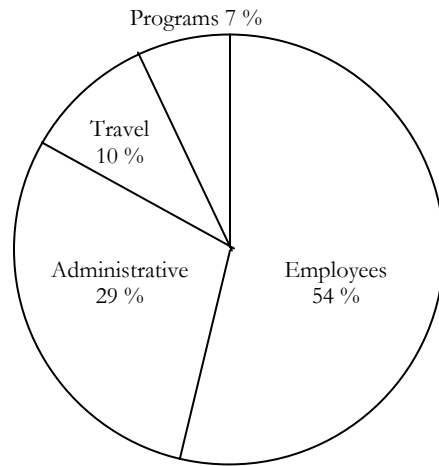
Net Income 2006-2007		-23,998.01
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Charts

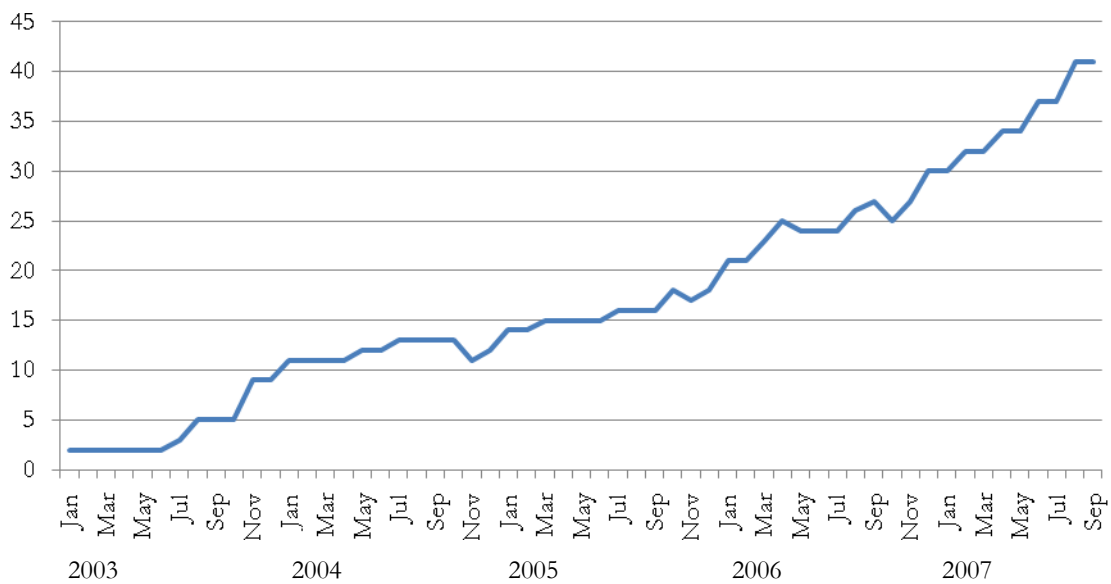
Revenue by Source



Expenses by Category



Corporate Membership Growth Trend



Permanent Staff

Doug Brooks

President

The founder of the International Peace Operations Association, Doug is a specialist in African security issues and has written extensively on the regulation and constructive utilization of the private sector for international stabilization, peacekeeping, and humanitarian missions. He has testified before Congress, appeared on a range of national and international news programs, and has lectured at numerous universities and colleges. Previously, he has been an Adjunct Faculty member at American University and an Academic Fellow and Research Associate with the South African Institute of International Affairs (SAIIA), Johannesburg.

J. J. Messner

Director of Programs & Operations

Originally from Adelaide, Australia, J.J. is completing his Master's degree in Peace Operations from George Mason University School of Public Policy where he specializes in refugees and post-conflict elections, with an emphasis on the fledgling nation of Timor-Leste. In addition, J.J. holds a B.A. in Politics and International Studies from the University of Adelaide, during which he also studied at the University of Adelaide Law School and the College of William & Mary in Williamsburg, Virginia. J.J. previously worked in the field of corporate antitrust law for a large firm in Washington, D.C. and for education-related non-profit organizations in Australia.

Derek Wright

Director of Membership & Finance

After beginning as a research associate in the summer of 2005, Derek joined IPOA full-time in January 2006. Derek recently graduated from Georgetown University's Security Studies Program, where he specialized in conflict resolution and post-conflict reconstruction with an area focus in the Middle East and North Africa. Derek received his undergraduate degree in International Studies at the University of Chicago in June of 2003. While at Chicago, Derek participated as a fellow in the Program on International Security Policy, studied abroad in Germany, and interned at the U.S. Embassy in Vienna, Austria.

Short-Term Staff

Carrie Schenkel

*Events Coordinator
Research Associate
United States*

Cecilie Beise

*Research Associate
Norway*

Jennifer Brooke

*Publications Associate
Canada*

Teye Brandsma

*Research Associate
Netherlands*

Iveta Cherneva

*Special Assistant to the President
Bulgaria*

Patricia D'Costa

*Senior Associate
Canada*

Ylana Gracielli

*Media Research Associate
Brazil*

Mathias Hedlund

*Research Associate
Sweden*

Boshen Jia

*Research Associate
China/United States*

Fiona Mangan

*Senior Associate
Ireland*

Denitza Mantcheva

*Research Associate
Bulgaria*

Kerstin Mikalbrown

*Research Associate
United States*

Audrey Roberts

*Senior Associate
United States*

Christopher Rochester

*Research Associate
United States*

Robert Vainshtein

*Legal Affairs Associate
United States*

