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Annual Report 2009

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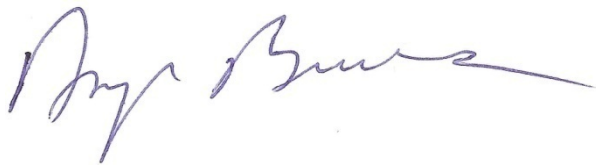
President's Message

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". The signature is fluid and cursive, with a long horizontal stroke at the end.

Doug Brooks
President

History

The idea for 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

IPOA is a trade association whose mission is to promote high operational and ethical standards of firms active in the 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 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 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 2009. As of October 1, 2008, IPOA membership consisted of 51 companies. By September 30, 2009, IPOA membership consisted of 61 companies. During this period of time, IPOA added 20 new companies; however, 10 companies elected to not renew their membership or were 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 the United States, the United Kingdom and countries in Europe, the Middle East and Africa.

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 2008-2009 were set at US \$8,000 for general membership, US \$5,000 for small businesses (with annual revenues below US \$3million per year) and US \$2,000 for product companies.

As of September 30, 2009, IPOA consisted of 61 Corporate Member Companies.

Sequence	Company	IPOA Code	Admitted to IPOA
001	MPRI	MPR	January 2003
004	ArmorGroup	ARG	August 2003
011	Medical Support Solutions	MSS	January 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
022	Olive Group	OLV	December 2005
025	EOD Technology, Inc.	EOD	January 2006
026	PWC Logistics / Agility	AGL	January 2006
030	REED, Inc.	REE	April 2006
037	RA International	RAI	December 2006
039	Unity Resources Group	URG	December 2006
041	Global Operational Resources	GOR	February 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
051	Gold Coast Helicopters	GCH	August 2007

Sequence	Company	IPOA Code	Admitted to IPOA
053	SkyLink USA	SKY	October 2007
054	SOS International	SOS	November 2007
055	Tangiers International, LLC	TGR	January 2008
056	Insitu, Inc.	ISU	February 2008
057	Overseas Lease Group	OLG	February 2008
058	Rutherford	RUF	February 2008
061	American Glass Products	AGP	April 2008
062	AECOM	AEC	April 2008
063	Ecolog International	ECO	April 2008
064	FSI Worldwide	FSI	May 2008
065	Crowell & Moring LLP	CWM	May 2008
066	Arkel International	AKL	May 2008
068	Cyrus Strategies LLP	CYR	June 2008
070	Securiguard, Inc.	SGI	June 2008
071	Minewolf System Solutions	MWS	July 2008
072	Exploration Logistics Group	EXL	July 2008
073	Triple Canopy	TCY	July 2008
074	New Century Consulting	NCC	July 2008
075	Mission Essential Personnel	MEP	July 2008
076	CTG Global	CTG	July 2008
077	Whitney, Bradley & Brown, Inc.	WBB	September 2008
079	Threat Management Group	TMG	September 2008
080	GardaWorld	GDW	September 2008
081	Tundra	TDR	September 2008
082	Burton Rands Associates	BRA	December 2008
083	Pax Mondial	PXM	January 2009
084	Securiforce International	SFI	January 2009
085	DLA Piper LLP	DLA	January 2009
087	J-3 Global Services	J3G	February 2009
088	Dreshak International North America	DNA	March 2009
089	Aviazapchast	AVZ	March 2009
090	ASPIC	ASP	April 2009
091	Worldwide Shelters	WWS	April 2009
092	URS Corporation, EG&G Division	URS	April 2009
093	Critical Mission Support Services	CMS	April 2009
094	Holland & Hart LLP	HHT	April 2009

Sequence	Company	IPOA Code	Admitted to IPOA
095	Shook, Hardy & Bacon LLP	SHB	April 2009
097	Danimex	DMX	June 2009
098	Global Fleet Sales	GFS	June 2009
099	SOC	SOC	August 2009
100	Paramount Logistics	PTL	August 2009

Association Leadership

Executive Committee 2009

Hank Allen (Chair)
MPRI

Pieter de Weerd (Vice Chair)
Medical Support Solutions

Tracy Badcock
Overseas Lease Group

Jeff Dakers
Security Support Solutions

Mark Dewitt (Partial Year)
Triple Canopy

Joe Mayo (Partial Year)
EOD Technology

Mel Smith
Paxton International

John South
DynCorp International

Membership Committee 2009

Mark Dewitt
Triple Canopy

Alex Caffee
Mission Essential Personnel

Christopher Catrambone
Tangiers International

Laura Engelbrecht
New Century

David Hammond
Crowell & Moring LLP

Bibiana Popal
Agility

Nicola Lowther
Burton Rands Associates

Vic Stamey
MPRI

Raymond Uren
Medical Support Solutions

Jonny Norman
Exploration Logistics Group

Standards Committee 2009

Tracy Badcock (Chair)
Overseas Lease Group

Hank Allen
MPRI

Doug Ebner
DynCorp International

Jana Kadlecova
Ge2b

Jim LeBlanc
Unity Resources Group

Kevin Kuklok
EOD Technology, Inc.

Trevor Roodt
Medical Support Solutions

Melvin Smith
Paxton International

Government & Legal Affairs Committee 2009

Tara Lee (Chair)
DLA Piper LLP

Member Services Working Group 2009

Laura Engelbrecht (Chair)
New Century

Private Security Companies Working Group 2009

Jim Bond (Chair)
DynCorp International

*Financials: Revenue & Expenses***Revenue**

Membership Dues	450,880.95	
Other Program Income	43,596.76	
Events Income	358,738.46	
Advertising Income	135,028.18	
Other Income	9,357.94	
Total Revenue		997,602.29

Expenses

Employee Expenses	363,517.29	
Administrative Expenses	191,169.33	
Travel Expenses	37,559.05	
Program Expenses	280,277.61	
Bad Debt Expense	16,342.60	
Total Expenses		888,865.88

Net Income 2008-2009		108,736.41
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*Financials: Balance Sheet***Current Assets**

Bank Accounts – Cash-at-Hand	178,928.37
Accounts Receivable	184,380.00
Other Current Assets	4,950.00

Total Current Assets	368,258.37
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Fixed Assets

79,633.69

Other Assets

10,589.04

Total Assets

458,481.10

Current Liabilities

904.00

Current Equity

Opening Balance Equity	101,061.84
Unrestricted Net Assets	247,778.85
Net Income	108,736.41

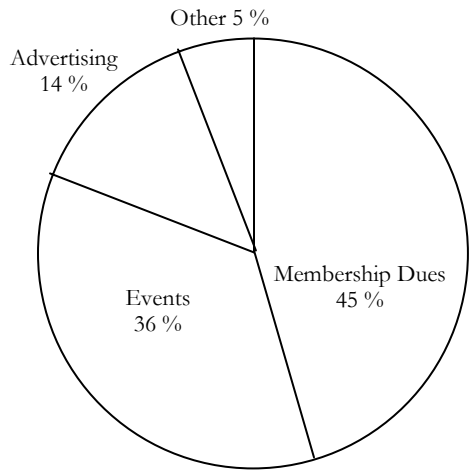
Total Equity	457,577.10
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Total Liabilities and Equity

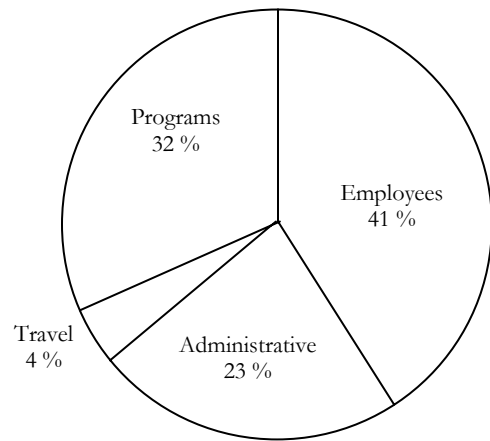
458,481.10

Charts

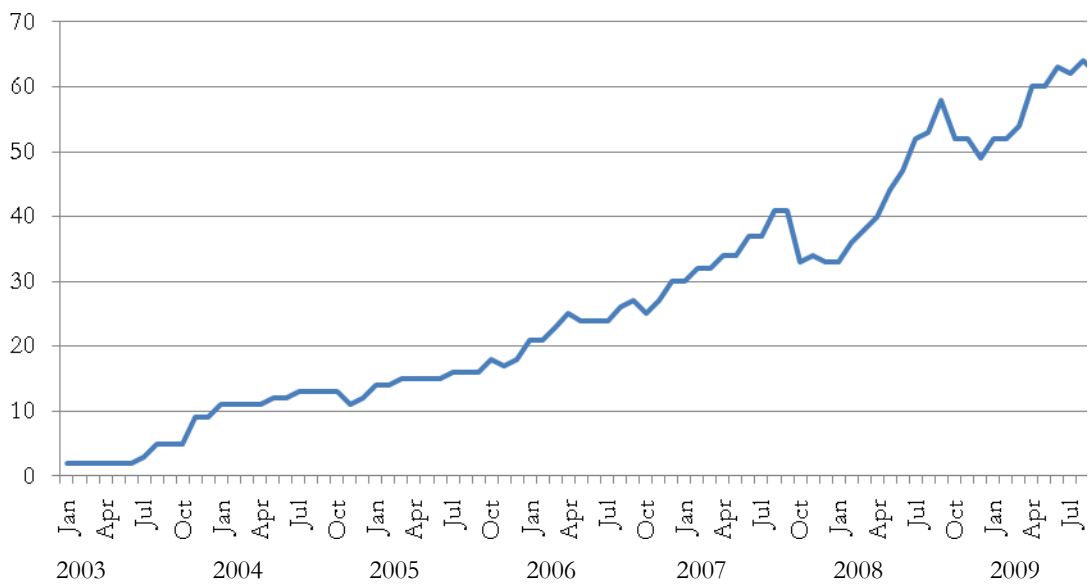
Revenue by Source



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.

Melissa Sabin

Manager of Business Development

Melissa returns to IPOA after a stint of business development and recruitment at Catapult Consultants, an Arlington, Virginia-based financial management, acquisition management, program management and information assurance firm serving U.S. government agencies. Prior to this, Melissa was an External Relations Associate at IPOA. Previously, Melissa was a correspondent in Beirut, Lebanon and Fez, Morocco for Sayidaty (a pan-Arabic women's magazine) and the Middle East Reporter, also in Beirut. Melissa's academic background includes a joint degree in International Affairs and Middle Eastern studies from the Elliott School of International Affairs at the George Washington University and Diplomacy and International Affairs studies at Seton Hall University in New Jersey. Melissa is also conversant in Arabic.

Jared Lawyer

Manager of Business Development

Jared has a background in business development within the Oil & Gas industry and the private post-secondary online education sector. He earned a MA in Political Science from UC, Santa Barbara, where he presented and published findings on private sector effectiveness and efficiency vs. UN Africa operations. He earned a BA in International Relations from Fort Lewis College in Durango, CO. He also holds a diploma in International Conflict Resolution and Mediation from Erasmus University, Rotterdam, The Netherlands.

Short-Term Staff

Alison Barbieri

*Events Coordinator
United States*

Angela Arañas

*Research Associate
Canada*

Naveed Bandali

*Development Associate
Canada*

Jessica Bryant

*Publications Associate
United States*

Connolly Butterfield

*Member Services Associate
United States*

Emma Cosgrove

*Publications Associate
United States*

Charlotte Gambling

*Government & Legal Affairs Associate
United Kingdom*

Peggy Hu

*Member Services Associate
United States*

Yasmeen Husain

*Development Associate
United States*

Cyril Magnon-Pujo

*Research Associate
France*

Julien Marneffe

*Research Associate
Belgium*

Katrina Mason

*Government & Legal Affairs Associate
United States*

Natalie Ng

*Government & Legal Affairs Associate
Malaysia*

Caitlin Tyler-Richards

*Publications Associate
United States*

Callie Wang

*Publications Associate
United States*

