



Press Release  
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## Defense Alliance Finds New Host

Defense Alliance, founded by Minnesota Wire in 2004, has been acquired by Logistic Specialties, Inc. (LSI) of Salt Lake City, Utah. A regional business alliance for the defense industry, the Defense Alliance has steadily built a national presence and influence over the past twelve years from its base in the Twin Cities, and now has Membership in 34 states. LSI is a leading business and economic development consulting firm with more than 60 locations in the U.S. and overseas.

The acquisition includes the U.S. Small Business Administration (SBA) contract to operate the Advanced Power & Energy Cluster (APC) – one of 14 SBA-funded Regional Innovation Clusters, and one of three Advanced Defense Technology Clusters in the nation. Since 2011, APC has assisted Member companies gain over \$200 Million in government and commercial business, while helping to create over 2,000 high technology jobs, principally in the Upper Midwest.

Defense Alliance was founded by Minnesota Wire Chairman & CEO Paul Wagner, whose vision was to foster the growth of the defense industry in Minnesota and neighboring states. It has had great success in helping mostly small, high technology businesses access and execute Federal contracts and grants, team with other businesses and grow the ecosystem of support among industry, government, nonprofits and academia – while simultaneously bringing innovative solutions to help America's warfighters achieve mission success and safety. Membership for the Defense Alliance and the APC has always been free, and federal funding through the SBA allowed the organization's staff of industry professionals to provide extensive consulting services to its Members.

According to the Defense Alliance executive director, operations of the alliance are not expected to change in the near term. LSI's broad range of expertise in business development services, and presence at most prime contractor locations, government centers of procurement and policy, and agencies and depots, will augment the existing portfolio of services provided by Defense Alliance and the APC.



The Defense Alliance is an independent business network headquartered in St. Paul, Minnesota. Its mission is to network and expand the defense and homeland security industries, to create and retain high quality jobs, and to further promote the region's important contributions to our men and women of the armed forces. The Defense Alliance is an Advanced Defense Technologies (ADT) Cluster for the U.S. Small Business Administration (SBA), principally focused on advanced power and energy technology solutions in the Upper Midwest (with Members currently in 34 states).