

The image features a large American flag in the upper left corner, waving over a blue ocean under a bright sky. In the center-right, the words "AMERICA'S NAVY" are rendered in large, 3D, metallic letters. The letters are white with a grey metallic finish and are reflected in the water below. A small star is positioned above the letter 'A' in "AMERICA'S".

AMERICA'S  
NAVY

Navy Localized Messages  
NRD Los Angeles

CAMPBELL-EWALD | GLOBALHUE | ACCENTMARKETING | GOLINHARRIS



# Global Force for Good Key Messages

The below messages are the overall Global Force for Good key messages that you are referencing when talking to recruits

America's Navy is a global force for good...and good can take many forms:

- Bombs on terrorist hide-outs
- Bullets to protect innocent civilians against extremists
- Bottles of water to those in need after an earthquake
- Bachelor's degree (advanced training and education)

**We protect and defend freedom** around the world, and we also offer great opportunities for a great career.

**All good things take GREAT people!**



# 70-80-90-100 Key Messages

You are also using the 70-80-90-100 messages more frequently in your talking points, in media interviews and when speaking to potential recruits

Sailors serve:

- From the sea...**on the land**
- In ships...**on the water**
- In submarines...**under the water**
- In planes and helicopters...**over the water**

**70** – percent of the Earth's surface is covered by water

**80** – percent of the world's people live near the ocean

**90** – percent of all international trade travels by the sea

**100** – America's Navy is always 100% on watch

**Our mission** is to meet America's threats far away, so those threats cannot harm us here.



# Recruiting Key Messages

We have helped you localize the below messages to help you communicate the strength of the Navy across NRD Los Angeles

## Key Message 1: Forging leaders

- The Navy is more than just a top 50 employer – we forge leaders, allowing regular people to do spectacular things that will shape their future.

## Key Message 2: Preparing you for lifelong success

- The Navy not only offers a greater diversity of career choices than any other branch of the services, but it also allows you to achieve educational opportunities before, during or after your Navy career, preparing you for lifelong success

## Key Message 3: Making a difference

- The Navy takes you beyond the books to a world of experiences that make a difference to your country and to the world.

## Key Message 4: Recruiting a Sailor, Retaining a Family

- The Navy recognizes the demands you face as a Sailor and provides timely and effective family support programs ensuring the welfare of your family - enabling you to serve and excel.

# Localized Recruiting Key Messages

## Key Message 1: Forging leaders

- The Navy is a far-reaching force and it has strength in California, with nearly 16,500 Sailors, Officers and civilians stationed here, serving their country and doing spectacular things. *(This is an example for the entire state – you would tailor this for each area/region in your NRD and provide the number of Sailors, Officers and civilians stationed currently so that the public is aware of the Navy presence.)*
- The Navy forges true leaders such as Petty Officer Dalton Kotz who was named 2011 Navy Region West Naval Special Operations/Naval Special Warfare Recruiter of the Year for recruiting the best and brightest talent for America's Navy. Kotz, a Conejo Valley-based recruiter signed up 25 young men and women for the Navy in 2011. He needed just seven contracts to qualify for the award. *(This is an example you can tailor per rank, per recruiting rating, per local humanitarian/service project.)*
- The Navy is more than just a top 50 employer – it's a calling – where we forge leaders such as LCDR xx who recruits SEALs and Surface Warfare Officers to help defend our national security. *(This is an example where you can swap the priority recruiting rating you want to profile – whether it be Medical, Chaplain, SEALs. You listed Nuke and Spec Ops as recruiting priorities so include a relevant example here.)*
- We are proud that our Navy reflects the face of America and harnesses true diversity. In NRD Los Angeles, we employ xx\* Hispanic, African American and Asian Pacific Islander Sailors and Officers. We need more diversity in our officer ranks. Within 10 years, the Navy's ranks will be one-third minority, and reach one half by 2050. *(You could only reference Officers instead of Sailors, or include one minority group over another, if you prefer.)*

# Localized Recruiting Key Messages

## Key Message 2: Preparing you for lifelong success

- As a member of the Navy Nuclear Propulsion community, you will serve in roles and take on responsibilities that even your most talented peers wait years to take on. Imagine being in your early to mid-twenties and assuming control of a \$1.5 billion nuclear-powered submarine. We are searching for the best and brightest to be part of one of the most dynamic environments imaginable, and are recruiting from top universities such as California State and University of Southern California among many others. *(This is an example of showing the strength of the Navy Nuclear community and making it relevant to your local NRD – tailor the universities you are recruiting from and add any recruiting bonuses you give to Nuke Officers.)*
- Defusing bombs, rescuing people in distress. A world of the most impossible missions made possible. More than 8,300 total Navy personnel including more than 2,300 active-duty SEALs, 600 Special Warfare Combatant-craft Crewmen (SWCC), 900 reserve personnel, 3,650 support personnel and more than 880 civilians make up the Naval Special Warfare community. We are always searching for the best and brightest, offering enlistment bonuses for some priority recruiting ratings. *(This is an example focusing on Special Warfare – tailor this message to each priority recruiting rating you want to highlight and give examples of the enlistment rewards you provide.)*
- America's Navy offers hundreds of career opportunities in dozens of exciting fields. Whether you're seeking a position as a SEAL, Nuke Officer or SWCC, you will find unrivaled training and opportunities with the chance to achieve your education before, during or after your Navy career. *(This is an example of profiling some of the priority recruiting ratings needed in NRD Los Angeles.)*

# Localized Recruiting Key Messages

## Key Message 3: Making a difference

- Many young men and women join the Navy to assist in humanitarian missions. These missions take place throughout the world. The Navy can deploy a floating hospital with doctors and dentists that can respond to any crisis worldwide. Here in California, we are interested in recruiting men and women to join us on this mission. *(When tailoring this message, include the specific region or area.)*
- Every day our Navy men and women in uniform across the globe play an important role in keeping peace. And in Los Angeles this weekend, our Sailors' mission was to help eliminate poverty housing and bring a smile to a local family by participating in a Habitat for Humanity renovation project. *(This is an example of tying the Global Force for Good message to what Sailors are doing locally – insert different examples that make sense relative to the events going on in your district.)*
- Los Angeles Navy Week begins today and runs through x. Some of the activities that people can enjoy include The Leap Frogs, the Navy Parachute Demonstration Team and performances by the Navy Band “Destroyers.” For a complete list of Navy Week information, visit <http://www.navyweek.org>. See how America's Navy makes a difference to the community of Los Angeles! *(This is an example of how you may show the citizens of the area you are addressing why the Navy is there and how they are making a difference. There is no Navy Week scheduled for Los Angeles in 2012, but this is an example of how you can make the message locally relevant.)*
- Californians, along with the rest of the American people have high expectations of the United States Navy, and the Navy consistently exceeds these expectations by providing the necessary tools and training for all Navy personnel to do their job. *(This is an example of localizing this message to make it relevant to the people of California, or the people of Nevada, Hawaii, etc.)*

# Localized Recruiting Key Messages

## Key Message 4: Recruiting a Sailor, Retaining a Family

- The United States Navy provides a support network of relevant services and links Navy families with these services through a variety of tools such as Fleet and Family Support Centers, social media – including Facebook, Twitter and NAVYForMoms.com and the Command Ombudsman program – a family’s direct link to the command. For Navy families in Nevada, please reach out to your local Fleet and Family Support Center or network with fellow Navy moms and wives on NAVYForMoms.com. *(When tailoring this message, include the specific region or area.)*
- Thank you to our Navy families in Hawaii. The Navy recognizes the demands you face as a Sailor and is committed to ensuring the welfare of your family. *(When tailoring this message, include the specific region or area.)*

# California Data Points

- The United States is increasing US exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **53** of the Fortune 500 ranked companies are based in cities in California, with Chevron, Hewlett-Packard, McKesson, Wells Fargo, Apple, Intel, Safeway, Cisco Systems, Walt Disney, Northrop Grumman, Ingram Micro, Google and Oracle ranked in the top 100 (ranked in revenues):
  - Chevron, Hewlett-Packard, McKesson, Wells Fargo, Apple, Intel, Safeway, Cisco Systems, Walt Disney, Northrop Grumman, Ingram Micro, Google, Oracle, DirecTV, Occidental Petroleum, Amgen, Gap, PG&E Corp., Health Net, Edison International, Qualcomm, Jacobs Engineering Group, Western Digital, Applied Materials, URS, eBay, Sempra Energy, Synnex, Visa, Gilead Sciences, Ross Stores, Dole Food, Broadcom, AECOM Technology, Avery Dennison, Advanced Micro Devices, Yahoo, Sanmina-SCI, Reliance Steel & Aluminum, Spectrum Group International, Symantec, Mattel, Franklin Resources, Pacific Life, Clorox, Core-Mark Holding, Agilent Technologies, CB Richard Ellis Group, Live Nation Entertainment, Allergan, SanDisk, Charles Schwab, Levi Strauss
- The Navy has a very visible presence in California, with nearly 138,000 Navy personnel employed, including active duty and civilian personnel and nine installations. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including California's export shipments of merchandise which in 2010 totaled \$143.2 billion.



# California Data Points

- According to the *Sacramento Business Journal*, in October 2011, California received a \$2.54 million State Trade and Export Promotion (STEP) grant. Administered by the U.S. Small Business Administration, the grant will be used to promote California exports and increase jobs in the next year, according to California Community Colleges.
  - The Centers for International Trade Development will coordinate training and provide technical help between an initial group of 700 small businesses and STEP partners, like the California Department of Food and Agriculture.
- A total of 57,915 companies exported goods from California locations in 2009. Of those, 55,530 (96 percent) were small and medium-sized enterprises (SMEs) with fewer than 500 employees.
- SMEs generated more than two-fifths (46 percent) of California's total exports of merchandise in 2009. This was the seventh highest percentage among the states, and was well above the 31 percent export share for SMEs nationally.
- Export-supported jobs linked to manufacturing accounted for an estimated 5.1 percent of California's total private-sector employment. Over one-fifth (22.4 percent) of all manufacturing workers in California depended on exports for their jobs (2009 data latest available).



# California Data Points

- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (dollars in thousands):
  - Lockheed Martin Corporation - \$5,827,744
  - The Boeing Company - \$5,035,462
  - Northrop Grumman Corporation - \$4,557,596
  - Health Net INC. - \$2,818,687
  - Science Applications International - \$1,619,906
  - General Dynamics Corporation - \$1,610,783
  - General Atomic Technologies Co. - \$1,316,280
  - Raytheon Company - \$942,511
  - The Aerospace Corporation - \$791,348
  - BAE Systems PLC - \$679,390
- The state's largest export market was Mexico. California posted merchandise exports of \$20.9 billion to Mexico in 2010, 15 percent of the state's total merchandise exports. Mexico was followed by Canada (\$16.2 billion), China (\$12.5 billion), Japan (\$12.2 billion), and Korea (\$8.0 billion).
- The state's largest merchandise export category was computers and electronic products, which accounted for \$43.1 billion of California's total merchandise exports in 2010. Other top merchandise exports were machinery manufactures (\$14.5 billion), transportation equipment (\$13.0 billion), chemicals manufactures (\$11.6 billion), and miscellaneous manufactures (\$11.5 billion)



# California Data Points

- Five metropolitan areas in California exported over \$5 billion in merchandise in 2009. The leading metropolitan area in exporting was Los Angeles-Long Beach-Santa Ana with \$51.5 billion in merchandise exports for 2009. This area represented 40.3 percent of California's exports, and ranked as the third largest metro area exporter nationally. Other major metropolitan areas in California that exported in 2009 included San Jose-Sunnyvale-Santa Clara (\$21.4 billion), San Francisco-Oakland-Fremont (\$16.0 billion), San Diego-Carlsbad-San Marcos (\$13.4 billion), Riverside-San Bernardino- Ontario (\$5.4 billion), Sacramento-Arden-Arcade-Roseville (\$3.5 billion), Oxnard-Thousand Oaks-Ventura (\$2.5 billion), El Centro (\$2.0 billion), and Bakersfield (\$1.8 billion).

# California Data Points

- Seven ships have borne the name *USS California*:
  - The first U.S. warship named *California* was a screw sloop built in 1867.
  - The second *USS California* (ACR-6), 1907-1918 (Renamed *San Diego* in 1914) was a 13,680-ton *Pennsylvania* class armored cruiser, built at San Francisco, California. She was commissioned in August 1907, and spent the next ten years serving in the Pacific. She regularly operated along the North American west coast, with occasional cruises to Hawaii and other oceanic islands. In 1912, she briefly deployed to the western Pacific for service on the Asiatic Station. In September 1914, *California* was renamed *San Diego* to make her original name available for assignment to a battleship. She frequently was employed as Pacific Fleet flagship between September 1914 and July 1917, when she was sent to the Atlantic for World War I service. *San Diego* operated as a convoy escort in the North Atlantic until 19 July 1918, when she was torpedoed and sunk off Fire Island, New York, by the German submarine U-156.
  - *USS Hauoli* (SP-249), 1917-1920 (Named *USS California* (SP-249) in 1917-18) was originally the civilian yacht *Hauoli*, built in 1903 and later renamed *California*. *Hauoli*, a 299-ton yacht built in 1903 at Brooklyn, New York, was purchased by the Navy in August 1917 under the name *California*. Commissioned in December 1917, she served as *USS California* (SP-249) until February 1918, when she was renamed *Hauoli*. Through 1918, she served on patrol duties in the New York area. Beginning in January 1919, *Hauoli* was employed for underwater sound experiments under the noted inventor Thomas A. Edison. She was decommissioned in October 1919 and sold in September 1920.
  - *California* (Motor Boat, 1910) served as *USS California* (SP-647) and *USS SP-647* in 1917-1918. She was built in 1910 at San Francisco, California, for local employment as a pilot boat. She was taken over by the Navy in the spring of 1917 and placed in commission as *USS California* (SP-647). Later renamed *SP-647*, she served on Section Patrol duties for the rest of World War I and was returned to the San Francisco Bar Pilot's Association in November 1918.

# California Data Points

- Continued...:
  - The fifth USS *California* (BB-44), 1921-1959 a 32,300-ton *Tennessee* class battleship, was built at the Mare Island Navy Yard, California, and commissioned in August 1921. During the 1920s and 1930s, she actively participated in the activities of the United States Battle Fleet, often acting as flagship. In 1925, *California* was one of the ships that conducted a major trans-Pacific cruise to Australia and New Zealand. With most of the fleet, *California* deployed to Hawaii in 1940 and was based there as tensions rose in the Pacific over the next year. When Japanese carrier planes raided Pearl Harbor on 7 December 1941, she was badly damaged by torpedoes and bombs, slowly settling to the harbor bottom over the next few days. Her salvage, repair and modernization represented a major undertaking by the Pearl Harbor and Puget Sound Navy Yards and was not completed until January 1944. Over two and a half years after she was sunk, *California* reentered combat, providing heavy gunfire support for the invasions of Saipan, Guam and Tinian during June and July 1944. Damaged by a "Kamikaze" suicide plane on 6 January 1945, she remained in action for more than two weeks before steaming to the U.S. for repairs and an overhaul. *California* returned to the Western Pacific in June 1945, in time to take part in the final stages of the Okinawa campaign. In December 1945, the battleship was generally inactive until her formal decommissioning in February 1947. After twelve years in the Reserve Fleet, USS *California* was sold for scrapping in July 1959.
  - The sixth USS *California* was the lead ship of the fourth class of nuclear powered guided missile cruisers in the Navy and the sixth ship in the Navy to bear the name. For ten years, she steamed the Atlantic and Indian Oceans as well as the Mediterranean Sea, serving three times with the Sixth Fleet and twice with the Seventh Fleet. In the summer of 1977, she represented the United States Surface Fleet at the Silver Jubilee Review in Portsmouth, England. In September 1983, the "Golden Grizzly" left Norfolk for the last time, steaming through the Panama Canal to its new homeport, Naval Air Station, Alameda, California. During the spring of 1986, she conducted several weeks of Bering Sea operations and became the first cruiser to visit Adak, Alaska, since World War II. In June 1994, she joined the USS *Kitty Hawk* (CV 63) battle group in the Western Pacific for the ship's first deployment in five years. In September 1995, the "Golden Grizzly" sailed in a parade of ships through Pearl Harbor as part of the ceremony commemorating the end of World War II. The USS *California* Deactivation Ceremony was held on 28 August 1998 at the Puget Sound Naval Shipyard in Bremerton, Washington.



# California Data Points

- Continued...:
  - The seventh USS *California* (SSN-781) was commissioned during a ceremony at Naval Station Norfolk on 29 October 2011, becoming the Navy's eighth *Virginia* class submarine. The *Virginia* class submarines are the Navy's most modern subs. They have capabilities that allow them to perform better in shallow water than other subs and have special features to help them support special forces. The *California* cost about \$2.3 billion to build and was delivered more than eight months ahead of schedule by Newport News Shipbuilding in Virginia. The ship will be home ported at Naval Submarine Base New London in Groton, Conn.

# California Data Points

- California is proud to be home to 129 Medal of Honor recipients that span from the Civil War to the War on Terror:
  - Master-At-Arms Second Class Michael A. Monsoor received a Medal of Honor for gallantry and intrepidity at the risk of his life above and beyond the call of duty while serving as Automatic Weapons Gunner in SEAL Team 3, in support of Operation Iraqi Freedom on 29 September 2006. Tasked with providing early warning and stand-off protection from a rooftop in an insurgent-held sector of Ar Ramadi, Iraq, Petty Officer Monsoor distinguished himself by his exceptional bravery in the face of grave danger. In the early morning, insurgents prepared to execute a coordinated attack. Snipers thwarted the enemy's initial attempt by eliminating two insurgents. The enemy continued to engage them with a rocket-propelled grenade and small arms fire. As enemy activity increased, Petty Officer Monsoor took position with his machine gun between two teammates on an outcropping of the roof. While the SEALs vigilantly watched for enemy activity, an insurgent threw a hand grenade from an unseen location, which bounced off Petty Officer Monsoor's chest and landed in front of him. Petty Officer Monsoor chose to protect his teammates. Instantly and without regard for his own safety, he threw himself onto the grenade to absorb the force of the explosion with his body, saving the lives of his two teammates. By his undaunted courage, fighting spirit, and unwavering devotion to duty in the face of certain death, Petty Officer Monsoor gallantly gave his life for his country.
  - Captain William Loren McGonagle received a Medal of Honor for gallantry and intrepidity at the risk of his life above and beyond the call of duty as Commanding Officer of the USS *Liberty* in the Mediterranean Sea on 8 and 9 June 1967. Sailing in international waters, the *Liberty* was attacked without warning by Israeli Air Force jet fighter aircraft and Israeli Navy torpedo boats which inflicted many casualties among the crew and caused extreme damage to the ship. Although severely wounded during the first air attack, Captain McGonagle remained at his battle station on the badly damaged bridge and, with full knowledge of the seriousness of his wounds, subordinated his own welfare to the safety and survival of his command. He calmly continued to exercise command of his ship for 17 hours. Despite continuous exposure to fire, he maneuvered his ship, directed its defense, supervised the control of flooding and fire, and saw to the care of the casualties. Captain McGonagle's extraordinary valor under these conditions inspired the surviving members of the *Liberty's* crew, many of them seriously wounded, to heroic efforts to overcome the battle damage and keep the ship afloat. Captain McGonagle's professionalism, courageous fighting spirit, and valiant leadership saved his ship and many lives.



# California Data Points

- Continued...:
  - Rear Admiral Daniel Judson Callaghan received a Medal of Honor for extraordinary heroism and intrepidity above and beyond the call of duty on board the USS *San Francisco*, during action against enemy Japanese forces off Savo Island on the night of 12 - 13 November 1942. Although out-balanced in strength and numbers by a desperate and determined enemy, Rear Admiral Callaghan, with ingenious tactical skill and superb coordination of the units under his command, led his forces into battle against tremendous odds, thereby contributing decisively to the rout of a powerful invasion fleet, and to the consequent frustration of a formidable Japanese offensive. While faithfully directing close-range operations in the face of furious bombardment by superior enemy fire power, he was killed on the bridge of his flagship. His courageous initiative, inspiring leadership, and judicious foresight in a crisis of grave responsibility were in keeping with the finest traditions of the U.S. Naval Service.

# Hawaii Data Points

- The United States is increasing US exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- There are no Fortune 500 ranked companies in Hawaii.
- The Navy has a visibly strong presence in Hawaii with approximately 24,000 Navy personnel employed, including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Hawaii's export shipments of merchandise which in 2010 totaled \$909.2 million.
- According to an announcement made by The Hawaii State Department of Business, Economic Development and Tourism in September 2011, Hawaii received a \$485K State Trade and Export Promotion (STEP) grant. Administered by the U.S. Small Business Administration, the grant will be used to promote Hawaii exports in 2012.
- A total of 678 companies exported from Hawaii locations in 2009. Of those, 638 (89 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over one-third (37 percent) of Hawaii's total exports of merchandise in 2009. This is the **tenth highest figure among the states**, and is well above the national share of total exports of 31 percent.
- Export-supported jobs linked to manufacturing accounted for an estimated 1.0 percent of Hawaii's total private-sector employment. Nearly one-tenth (6.0 percent) of all manufacturing workers in Hawaii depended on exports for their jobs (2009 data latest available).

# Hawaii Data Points

- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Tesoro Petroleum Corporation - \$189,367
  - BAE Systems PLC - \$150,400
  - Watts Constructors, LLC - \$81,080
  - NAN Inc. - \$79,026
  - Hawaiian Dredging Construction - \$72,676
  - Hawaiian Electric Industries - \$69,194
  - Science Applications International - \$59,148
  - Manu Kai, LLC - \$52,104
  - Su-mo Builders Inc. - \$42,826
  - J & J Maintenance Inc. - \$41,779
- The state's largest export market was Singapore. Hawaii posted merchandise exports of \$136 million to Singapore in 2011, 15 percent of the state's total merchandise exports. Singapore was followed by Australia (\$125 million), Canada (\$123 million), China (\$100 million), and South Korea (\$96 million).
- The state's largest merchandise export category was transportation equipment, which accounted for \$425 million of Hawaii's total merchandise exports in 2011. Other top merchandise exports were waste and scrap (\$129 million), petroleum and coal products (\$79 million), computers and electronic products (\$67 million), and food products (\$36 million).
- In 2009, the metropolitan area of Honolulu exported \$358 million in merchandise, 84.6 percent of Hawaii's total merchandise exports.

# Hawaii Data Points

- Two ships have borne the name USS *Hawaii*:
  - The first USS *Hawaii* (CB-3) (1940 program -- never completed) was the third 27,500-ton *Alaska* class large cruiser, and one of a group of big-gun combatants (including the five *Montana* class battleships and three more *Alaskas*) whose construction was suspended in May 1942 before work began so that materials and facilities could be used to build more urgently needed ships such as ASW escorts. *Hawaii* was reinstated in the building program in June 1943 and her keel was laid the following December, almost two years after her sister *Guam*. She was launched in November 1945, after the end of the war, and more work was done before construction was suspended in February 1947. In the later 1940s, *Hawaii* was considered for conversion to a guided-missile ship. She was later included in the 1952 budget for conversion to a Large Tactical Command Ship and was reclassified CBC-1 in February 1952. This project was subsequently dropped and her classification reverted to CB-3 in September 1954. Her partially-installed secondary armament was removed when she was prepared for mothballing in 1946, and her three 12" turrets were subsequently removed in preparation for conversion. The incomplete *Hawaii* was sold for scrapping in April 1959.
  - The second USS *Hawaii* (SSN-776) is the third *Virginia* class nuclear-powered attack submarine and the first commissioned ship in the Navy named after the state of Hawaii. Commissioned 5 May 2007, she bears the name *Hawaii* to recognize the tremendous support the Navy has enjoyed from the people of the Aloha State and in honor of the rich heritage of submarines in the Pacific theater. *Hawaii* has improved stealth, sophisticated surveillance capabilities and special warfare enhancements that will enable her to meet the Navy's multi-mission requirements.
- Hawaii is proud to be home to 18 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Seaman James Smith received a Medal of Honor for extraordinary heroism in action, while serving on board the USS *Kansas*. Smith displayed great coolness at the time CDR A. F. Crosman and others were drowned near Greytown, Nicaragua, 12 April 1872, and by extraordinary heroism and personal exertion, prevented greater loss of life.

# Japan Data Points

- The Navy has a visibly strong presence in Japan. Japan is host to the headquarters of U.S. Forces Japan (USFJ) and Yokota Air Base, consisting of an estimated 38,000 military personnel. Commander Naval Forces Japan consists of about 6,000 personnel, and the U.S. Seventh Fleet, which is under the operation control of Commander, Pacific Fleet, has approximately 13,000 sailors. The total number of Marines in Japan is approximately 18,000.
- In 2011, Japan exported \$820.8 billion in merchandise.
- Japan's largest export market was China. Japan posted merchandise exports of \$161.5 billion to China in 2011, 19.7 percent of its total merchandise exports. China was followed by the United States (\$125.7 billion), South Korea (\$65.9 billion), Taiwan (\$50.7 billion), and Hong Kong (\$42.8 billion).
- Japan's largest merchandise export category was transport equipment, which accounted for over \$16.7 billion (23 percent) of its total merchandise exports in 2011. Other top merchandise exports were machinery (\$15.7 billion), electrical machinery (\$12.6 billion), and manufactured goods (\$9.3 billion).



# Guam Data Points

- Guam is host to an estimated 2,972 U.S. military personnel, 973 of which are Navy and Marine Corp personnel.
- In 2010, Guam exported \$132.5 million in merchandise.
- Guam's largest export market was Japan. Guam posted merchandise exports of \$13.2 million to Japan in 2010, 9.9 percent of its total merchandise exports. Japan was followed by Germany (\$12.8 million), Hong Kong (\$7.4 million), Micronesia (\$7.3 million), and the Philippines (\$4.8 million).
- Guam's largest merchandise export category was transportation and parts, which accounted for over \$21.5 million (16.2 percent) of its total merchandise exports in 2010. Other top merchandise exports were food and non-alcoholic beverages (\$8.7 million), jewelry of precious metals (\$3.9 million), and construction materials (\$3.2 million).

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