



DEFENSE SECURITY COOPERATION AGENCY

201 12TH STREET SOUTH, STE 203  
ARLINGTON, VA 22202-5408

APR 26 2012

MEMORANDUM FOR SECURITY COOPERATION ORGANIZATIONS (SCOs)  
COMBATANT COMMANDS (CCMDs)

SUBJECT: Inputs to Fiscal Year 2013 & 2014 Foreign Military Sales (FMS) Forecast and  
Calendar Year 2013 Javits Report

Reference: Arms Export and Control Act (AECA), Section 25(a)(1) and (2)

I request all Security Cooperation Organizations (SCOs) provide through their Combatant Commands their inputs to the FY 2013 & 2014 FMS Forecast and CY 2013 Javits Report required by Section 25(1) and (2) of the AECA no later than June 8, 2012. In addition, request Point of Contact information for each Combatant Command be provided by May 4, 2012.

Each year DSCA must prepare a forecast of highly probable sales to foreign nations of weapons systems and related defense goods, services, and training for the upcoming fiscal year and the following year. The forecast is provided to the State Department for submission to Congress via the Congressional Budget Justification for Foreign Operations. The forecast is also provided to the Office of Management Budget and used to help defend the requested resources for the FMS Administrative Budget to resource the security cooperation community. DSCA also prepares the FMS portion of the Javits Report, which the State Department submits to Congress about proposed arms sales (both foreign military sales and direct commercial sales) that meet delineated dollar value thresholds that are to take place during the calendar year.

The detailed request for information needed is attached at Tab A. My point of contact for this action is Debbie Morgan, 703-601-3705, [debra.morgan@dscamil](mailto:debra.morgan@dscamil).

**Scott R. Schless**  
**Principal Director**  
**For Strategy**

Attachment:  
As stated



**Combatant Command (CCMD) and Security Cooperation Organizations (SCO)  
Inputs to the FY 2013 & 2014 Foreign Military Sales (FMS) Forecast and  
CY 2013 Javits Report**

General

Each year DSCA must prepare a forecast of highly probable sales to foreign nations of weapons systems and related defense goods, services, and training for the upcoming fiscal year and the following year. The forecast is provided to the State Department for submission to Congress via the Congressional Budget Justification for Foreign Operations. The forecast is also provided to the Office of Management Budget and used to help defend resources for the FMS Administrative Budget to resource the security cooperation community. DSCA also prepares the FMS portion of the Javits Report, which the State Department submits to Congress about proposed arms sales (both foreign military sales and direct commercial sales) that meet delineated dollar value thresholds that are to take place during the calendar year.

Due to the overlap of data required for both the FMS Forecast and the Javits Report, DSCA combines the collection and staffing processes. CCMDs and SCOs are required to provide information for a single input; DSCA will derive the Javits report information from the FMS Forecast.

CCMDs and SCOs are required to provide input on the projected sales for the next two fiscal years: 2013 and 2014. The inputs should include projected sales funded by any source, including partner national funds or U.S. appropriations such as Foreign Military Financing (FMF), Section 1206, Afghanistan Security Forces Fund (ASFF), Pakistan Counterinsurgency Capability Fund (PCCF), etc. The inputs should not include Direct Commercial Sales (DCS) but should include any support cases as the result of a DCS.

Preparation

SCOs should download the FMS Forecast Input Worksheet in Microsoft Excel® format from either the DSCA website ([www.dsca.mil](http://www.dsca.mil)--click on Forecast/Javits in left column) or SANWEB (<https://www.idss.ida.org/san/lonin.prg>--click on Libraries/DSCA/Last item in DSCA Library). The SANWEB site also includes a listing of milestones, due dates, and instructions. SCOs and CCMDs should not alter the worksheet, as any alteration to the form will prevent it from being successfully uploaded to the database.

SCOs should fill in all fields for each entry; only the remarks column is optional. Do not use letters or characters in a foreign language and round all dollar amounts to the nearest million. Provide a separate worksheet for each country. Submit a negative report if there are no projected sales for the country and remember to address both fiscal years. Individual country submissions should be marked as *Unclassified/For Official Use Only*.

SCOs should provide accurate information on the name and description for all hardware systems and services. The Worksheet includes drop-down menus of weapon systems and descriptions for most systems. SCOs should annotate the type of sale, which is the funding source for the sale: partner nation national funds, FMF, etc. If uncertain, please contact the appropriate Country Program Director at DSCA. SCOs should include line items in the forecast for unspent and future FMF funds if the nation is an FMF recipient. FMF allocation levels for each nation are resident in the FMF/IMET Budget Web Tool which should be the starting point to formulate your forecast for those with FMF funds. For access or assistance, contact Ms. Judy Washington, Strategy Directorate, Plans Division, judy.washington@dsc.mil, 703-601-4292, DSN 329-4292.

SCOs should annotate with a double asterisk (\*\*) items the country may request through the Excess Defense Articles (EDA) program. For assistance, contact Ms. June Squire, Programs Directorate, BPC Division, june.squire@dsc.mil, 703-601-3833, DSN 329-3833.

SCOs should annotate the status of the Letter of Request (LOR) for each projected sale. Include only LORs that will result in Letters of Offer and Acceptance (LOA), not those for Price and Availability (P&A). If the LOR has already been submitted, indicate the quarter in which it was submitted. If the LOR is anticipated, indicate the quarter in which it will likely be received. Additionally, annotate the quarter in which the LOA is likely to be offered.

SCOs should categorize each projected sale as either Category A or Category B. Category A indicates the sale is highly probably (90% or greater), meaning the purchasing country has expressed interest and there are no known barriers to the sale such as technology transfer or funding concerns. Category B indicates the sale is possible but the purchasing country is still deliberating requirements or sources, they are holding a competition, or there are potential barriers to the sale. All potential sales in which the country is making a selection based upon a competition will be categorized as Category B.

SCOs should include the best estimate of the number of students that may require English language training as result of a potential sale so that DSCA can better estimate the future demand for courses at the Defense Language Institute English Language Center.

### Submission

CCMDs should review and validate inputs for each country, in particular providing a regional perspective on the likelihood of each major sale. CCMDs should submit a single input consisting of each country worksheet to DSCA by June 8, 2012. The compilation of worksheets must be sent on SIPRNET to debra.morgan@dsc.osd.smil.mil as the aggregation of information on potential sales is classified as Confidential.

## Coordination

CCMDs should provide to DSCA a point of contact for the FMS Forecast and Javits Report by May 4, 2012.

### DSCA Point of Contact for the FMS Forecast:

Ms. Debbie Morgan  
Strategy Directorate, Plans Division  
DSN 329-3705  
COM 703-601-3705  
NIPRNET: [debra.morgan@dsc.mil](mailto:debra.morgan@dsc.mil)  
SIPRNET: [debra.morgan@dsc.osd.smil.mil](mailto:debra.morgan@dsc.osd.smil.mil)

### DSCA Point of Contact for the Javits Report:

CDR Jeff Hammer  
Programs Directorate, Weapons Division  
DSN 664-6527  
COM 703-604-6527  
NIPRNET: [jeffrey.hammer@dsc.mil](mailto:jeffrey.hammer@dsc.mil)  
SIPRNET: [jeffrey.hammer@dsc.osd.smil.mil](mailto:jeffrey.hammer@dsc.osd.smil.mil)