

**SUMMARY OF DOD INDEPENDENT RESEARCH AND DEVELOPMENT AND BID PROPOSAL
COSTS INCURRED AND SALES ACHIEVED BY MAJOR DEFENSE CONTRACTOR**

FOR CONTRACTOR FISCAL YEARS 2009 AND 2010

	2009 (IN MILLIONS)			2010 (IN MILLIONS)		
	INCURRED COSTS ALLOCABLE TO GOVT & COMMERCIAL WORK	ALLOWABLE COSTS ALLOCABLE TO GOVT & COMMERCIAL WORK	DoD SHARE OF ALLOWABLE COSTS	INCURRED COSTS ALLOCABLE TO GOVT & COMMERCIAL WORK	ALLOWABLE COSTS ALLOCABLE TO GOVT & COMMERCIAL WORK	DoD SHARE OF ALLOWABLE COSTS
Independent Research and Development (IR&D)	4,912	4,574	3,213	4,975	4,607	3,055
DoD Foreign Military Sales (FMS)			168			154
DoD Excluding FMS			3,045			2,901
Bid and Proposal (B&P)	3,203	3,175	2,149	3,381	3,359	2,084
DoD FMS			95			91
DoD Excluding FMS			2,054			1,993
Total IR&D and B&P Costs	<u>8,116</u>	<u>7,749</u>	<u>5,363</u>	<u>8,357</u>	<u>7,965</u>	<u>5,140</u>
Sales, Total Government & Commercial for Reporting Units	<u>389,296</u>			<u>375,455</u>		
Sales, DoD Excluding FMS			209,803			211,463
Sales, DoD FMS			12,039			12,413
Sales, Total DoD			<u>221,842</u>			<u>223,876</u>

Note: Minor differences in amounts are due to rounding