

Advancing Aerospace Business Opportunities in Virginia



Roundtable Discussion, Findings and Action Items

Virginia Aerospace Business Association



February 2019

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Meeting Summary

A meeting took place on February 7, 2019, 8:00 AM-10:00 AM at the SunTrust Center, 919 E. Main Street Richmond, Virginia. It was hosted by The Virginia AeroSpace Business Association (VASBA) and the Aerospace States Association (ASA), of which VASBA is the Virginia Chapter.

After Welcome and Opening Comments by VASBA and the City of Hampton, Stephen Moret, President and CEO of the Virginia Economic Development Partnership (VEDP), shared an overview of the industry and plans for supporting the cluster moving forward. Then Linda Fowler, Strategic Technology Partnerships Consultant to NASA, facilitated a Roundtable Discussion in support of aerospace businesses in Virginia. In attendance were members from the various organizations that represent the aerospace community to discuss how to “Connect the Dots” between state government offices, local federal agency interests, academia and industry. Our combined goal was to identify ways to enhance collaboration between our organizations to meet our individual missions, and thus advance aerospace endeavors throughout Virginia. Particular focus on UAS occurred this time, although we will be addressing all major aspects of the aerospace sector in future meetings.

The following is the Action Plan that was created to address themes of interest.

Next Steps (either ongoing or to be completed by next meeting):

1. Tracy Tynan, with Virginia’s Center of Innovative Technology (CIT) and Bob Stolle, CIT will work together to link regions to waivers from FAA to use for non-designated testing sites. (Ongoing)
2. Tracy Tynan is starting a Speaker’s Bureau to build awareness about UMS. Some of the network members are interested in being speakers.
3. Tom McMahan, Sr. VP of Association for Unmanned Vehicle Systems International (AUVSI), will share market assessments of UAS companies and Charlie Cockrell, NASA Langley Research Center (LaRC) offered to add NASA’s expertise regarding industry challenges, applications and future trends. (Ongoing)
4. VASBA will reach out to Catherine C. McGhee, P.E., Director of Research and Innovation, Commonwealth of Virginia to attend next meeting and join the network. (by April meeting)
5. VASBA will reach out to Megan Healy, Workforce Development Cabinet Member to attend next meeting and join the network. She is working on workforce programs to attract and retain technology companies, including UMS, Cybersecurity, and Aerospace. (by April meeting)
6. Jay Wilmott, Virginia Aviation Business Association (VABA), and Mary Sandy, Virginia Space Grant Consortium, Linda Fowler, NASA LaRC agreed to connect off line on talent development strategies and funding for the industry. (by April Meeting).
7. Linda Fowler and Jennifer Hubble-Viudez will draft a federal funding map to support supply chain mapping and other related initiatives. (by April Meeting).
8. CIT will share market intelligence data as appropriate. Members of the network can enhance based on their knowledge. (Ongoing)



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9. AABO is meeting on Friday at NIA to make team assignments for collecting needs from industry end users of UMS. They will share their findings with the state network. Lead on this activity is Daniel Morris, Director of REaKTOR UAS Accelerator.
10. Marty Kaszubowski and NASA LaRC team are working on prototyping a design challenge for the Hampton Roads Region to address data/information needs of industry partners.
11. Linda Fowler recommended that the group link to DOD funding for SBIR/STTR and Rapid Innovation Funds. She will share the concept of a Defense/Aerospace Summit. (by April meeting)
12. VASBA will send a Doodle Poll for next meeting. (within 2 weeks)

Parking Lot: (Participants raised the following areas of opportunity for future consideration):

- UAS site in York County
- Mine Sites in Southern areas of the Commonwealth which are ready for development with significant incentives to build production facility.
- UAS opportunities at Military Facilities
- Space Port Opportunities
- Opportunity Zones
- Develop industry cluster: find companies that exist, look at what their needs are and connect them
- Small airports open for UAS use

Ongoing Framing Questions:

- How do we build the aerospace sector ecosystem?
- How do we grow the Customer Base?
- How do we engage the customers and understand their requirements?

Linkages to Report of the Joint Commission on Technology and Science, (HJR 97/SJR 97, 2016):

Aerospace in Virginia is an opportunity for Economic Growth. In January 2017, the Committee on the Commonwealth's Aerospace Industry of the Virginia Academy of Science, Engineering, and Medicine stated that industry growth in UMS and commercial space are two specific areas of opportunity for Virginia. Their findings included a number of distinct advantages and assets to support commercial space initiatives, however these advantages are not coordinated in a way to maximize potential.

- Linkage to action steps 1, 2, and 5- *Virginia must support, strengthen, and market current assets including governmental, commercial, and academic assets.*
- Linkages to actions steps 5 and 6: *The growth depends on a highly skilled and specialized workforce.*
- Linkages to actions steps 6 and 7, and 11: *Virginia must aggressively search for new opportunities in the financially constrained federal sector and secure these opportunities for the Commonwealth.*

Conclusion

This was our initial meeting to set expectations and goals. VASBA will hold the next roundtable meeting in the April timeframe to continue with the progress made and to status the action items.



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