

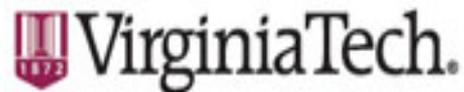


Mid Atlantic Aviation Partnership (MAAP) Progress

For

House Appropriations Committee

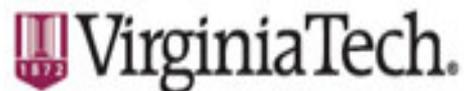
October 19, 2015



Background



- FAA Modernization and Reform Act of 2012 required six UAS Test Sites.
- December 2013
 - \$2.6M from FACT fund
 - \$1.0M FY14
 - \$1.2M FY15
 - \$436K FY16
 - VT (ICTAS) contribution \$300K
 - VT awarded one of six test sites
- MAAP Formed—coalition from NJ/MD/VA led by VT, UMD, Rutgers
- ~70 team members
- First flight Aug 13, 2013



What and where we are flying



flights through Oct 8th

• 909 Flights
• 301 hours



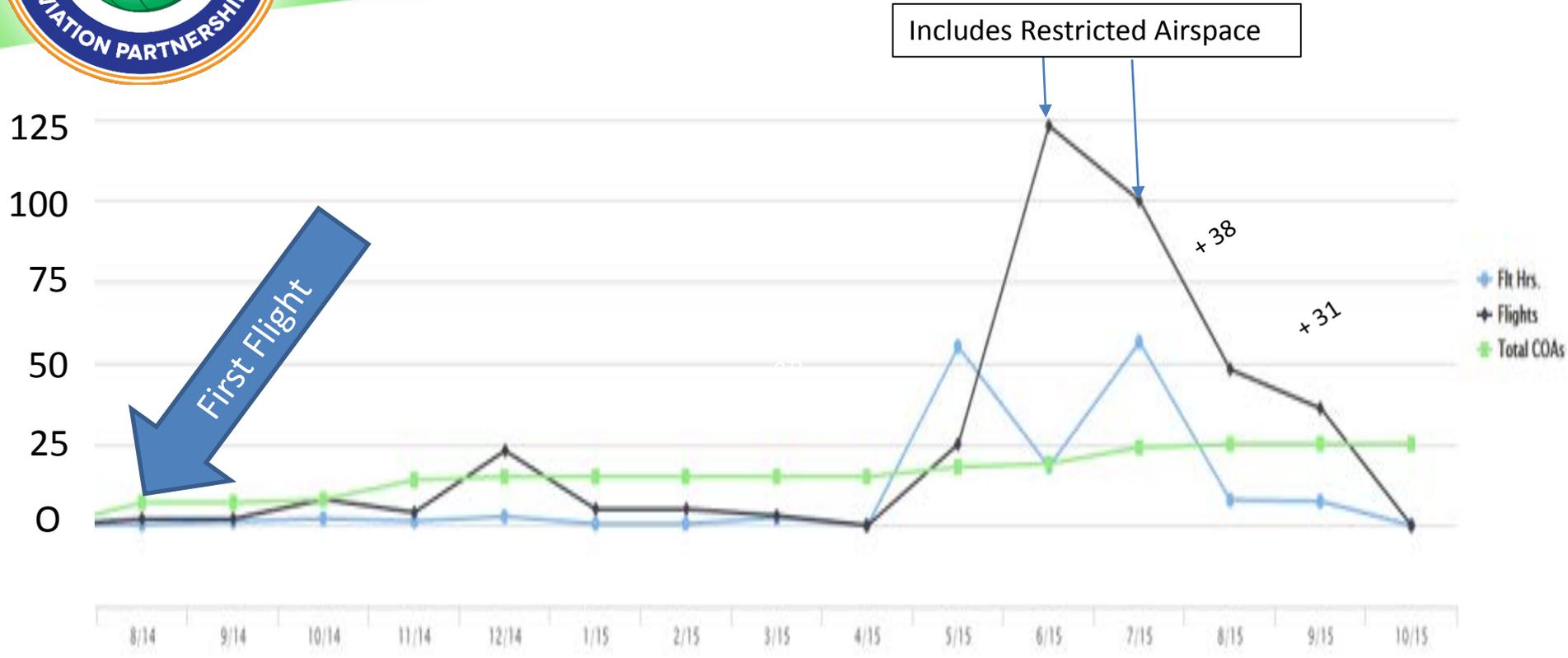
- 3DR IRIS+
- 3DR QUAD
- 3DR X8+
- AEROSONDE
- AERYON SKYRANGER
- AVID EDF-8
- Aerosonde
- AirCover QR425
- Arcturus RS-20
- DAC WATT-200
- DJI 900
- DJI INSPIRE 1
- DJI Inspire 1
- DJI PHANTOM 2
- DJI PHANTOM 2
- DJI S1000
- DJI S1000+
- DJI S900
- FINWING PENGUIN
- FLIRTEY F2.4
- PHOENIX 60
- Phoenix 60
- SENSEFLY EBEE
- Sensefly eBee
- VT ESPAARO



Note: As of Aug 1, all six test sites had flown a total of ~400 hours. We had flown 40% of that!



Flight Activity (from FAA)

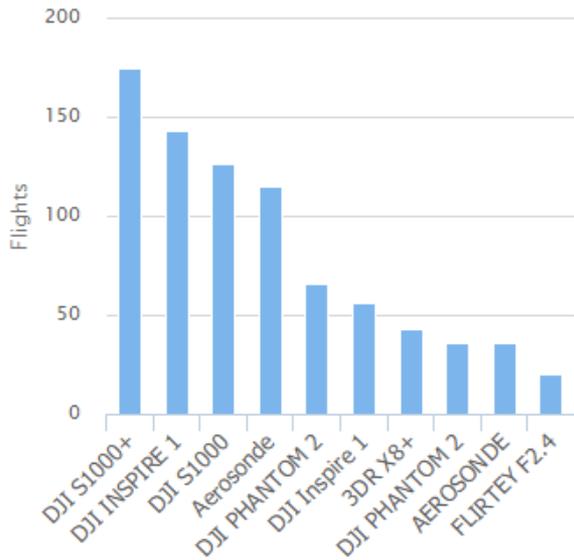




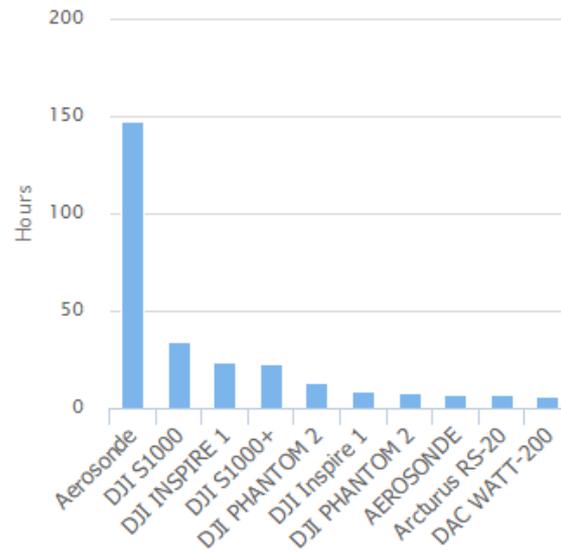
How are we flying?

Type Aircraft

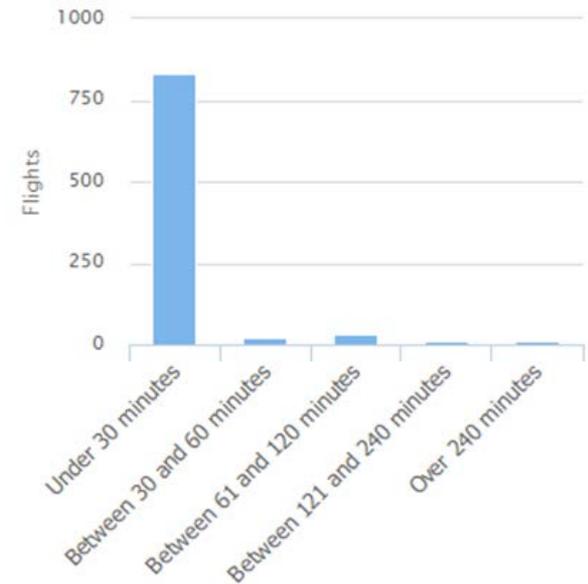
Top 10 Aircraft Shown



Only Top 10 Aircraft Shown



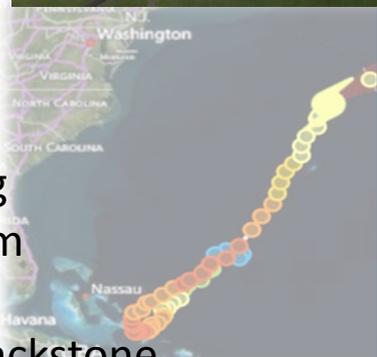
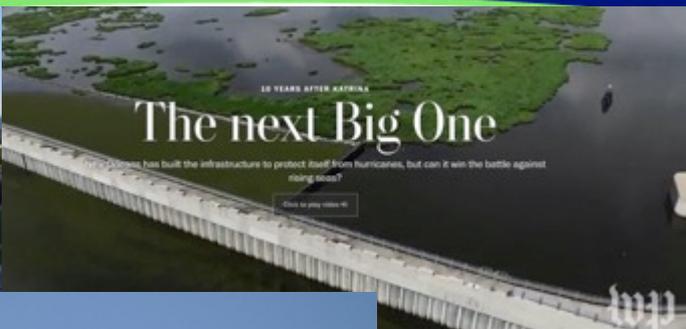
Flights By Duration





Virginia Flight Ops Highlights

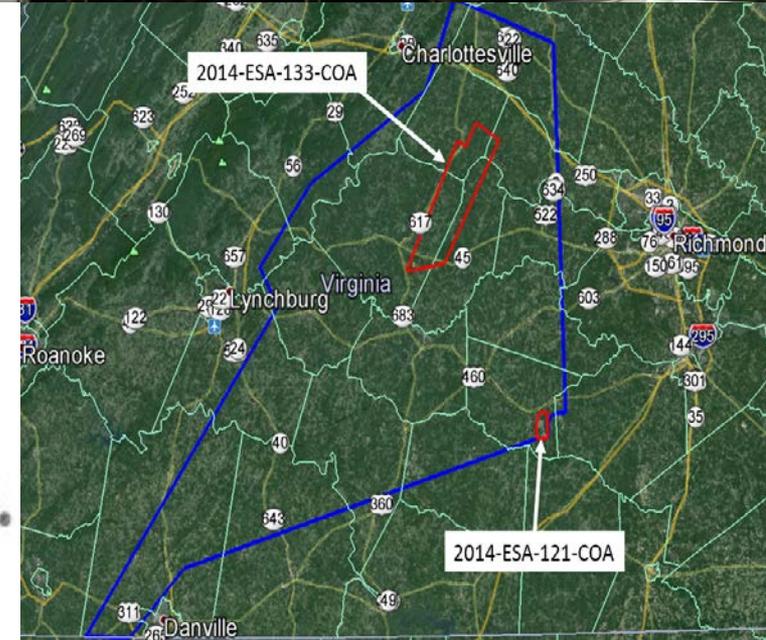
- News Coverage/videography
 - News Media Coalition
 - Pathfinder like program
- Energy Infrastructure
 - Dominion Power/Hazon
 - AVID EDF-8 at Blacksburg
 - AATI RS-20 in Buckingham
- Flight Testing
 - Textron Aerosonde at Blackstone
- Package Delivery – first approved in US
 - Flirtey at Wise Free Medical Fair
- First Response
 - Hannah Graham Search
 - Prepared to respond for Joaquin
 - First Responder Workshop





Initiatives

- “Urban” Test Site
- Beyond the Horizons
- First Responders
- Flight testing / training
 - Bringing work to VA
 - Jobs from MS and CA? to Blackstone
 - Hampton Roads
- Regional initiatives
 - Blackstone
 - Wise
 - Hampton Roads
 - Eastern Shore
 - New River Valley





Impact: Some Early Wins



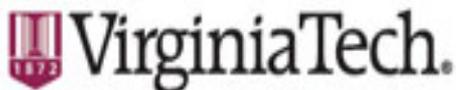
- Blackstone/UAVPro and Textron
 - Zero to 65 jobs from 2011 to present
 - UAVPro evicted from warehouse on Ft. Pickett for State Dept. program, Textron weighing options
 - As a result of MAAP, All jobs retained and \$1.4M construction underway

- Chesapeake/Hazon

The professionalism and support from MAAP has been crucial to HAZON's many successes. From providing superb support with UAS expertise, safety observers supporting our numerous testing operations; COA development and submission to the FAA; to funneling new hires our way – the MAAP leadership and staff have been key to HAZON's business growth despite cumbersome FAA regulations. HAZON Solutions is excited about the strong partnership with MAAP and looks forward to continued collaboration and synergy in research, development and exploring future utilization of this exciting technology in the commercial sectors. As a Veteran Owned and Operated small business, it's comforting to know that MAAP is working hard to support our success.

–David Culler (CEO)

- On the horizon:
 - Significant programs from Mississippi and California
 - AATI
 - Flirtey



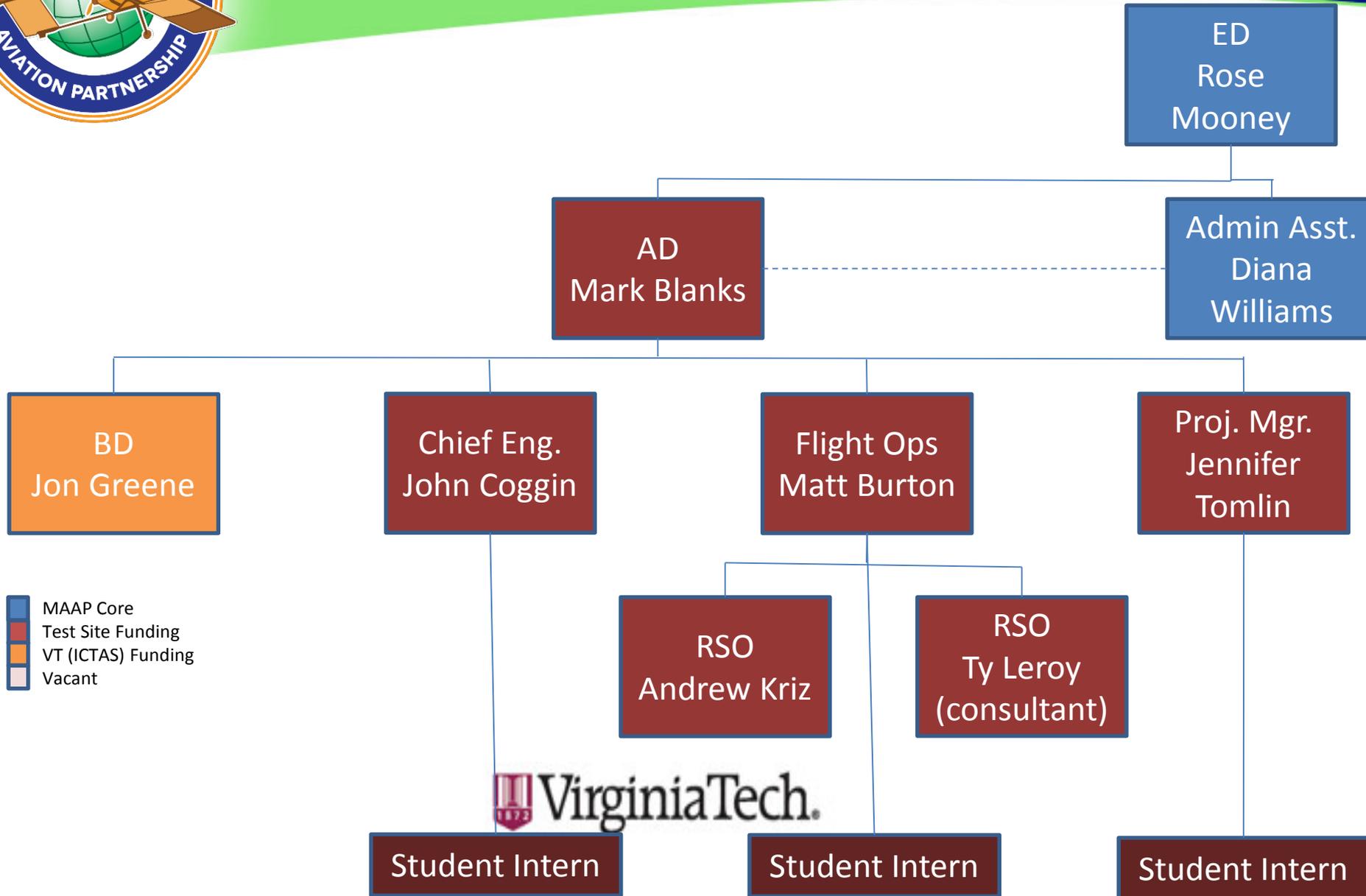


MAAP Organization

- Each state...independent business unit
 - Director of State Test site also MAAP Associate Director
 - Funding/management responsibility of the state
 - Cooperation and competition with other states
- MAAP Core...the corporate headquarters
 - Executive Leadership
 - Government engagement
 - Coordinate state engagement on Capital Hill
 - FAA
 - NASA
 - Business Development/Marketing



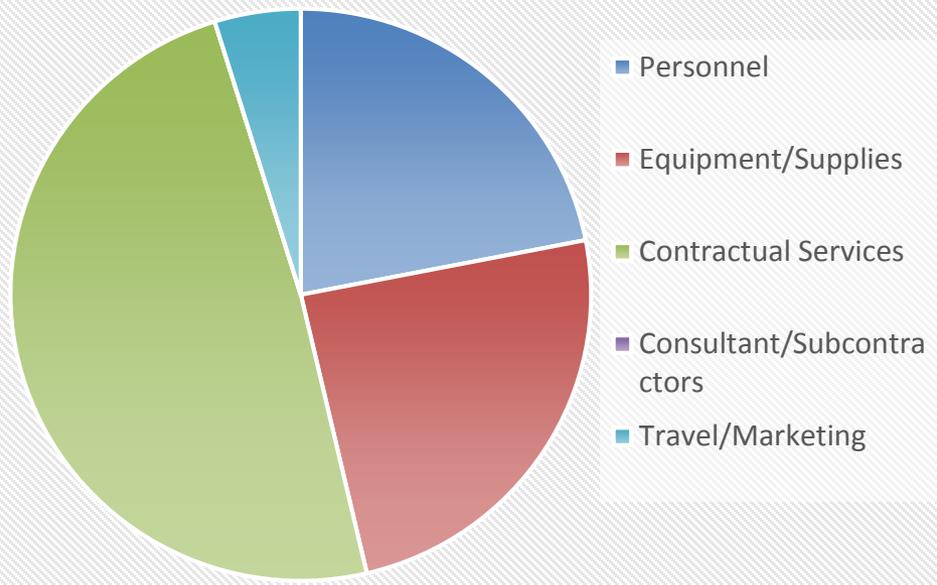
Virginia MAAP Team



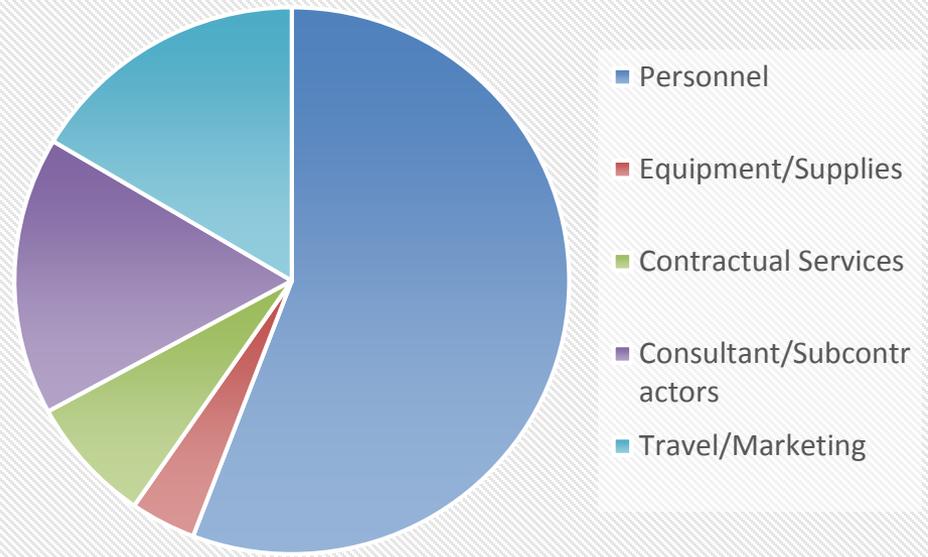


How FACT \$ has been spent

FACT Expenditures FY 14 (\$1.0M)



FACT Expenditures FY 15 (\$1.2M)





MAAP Financial Outlook

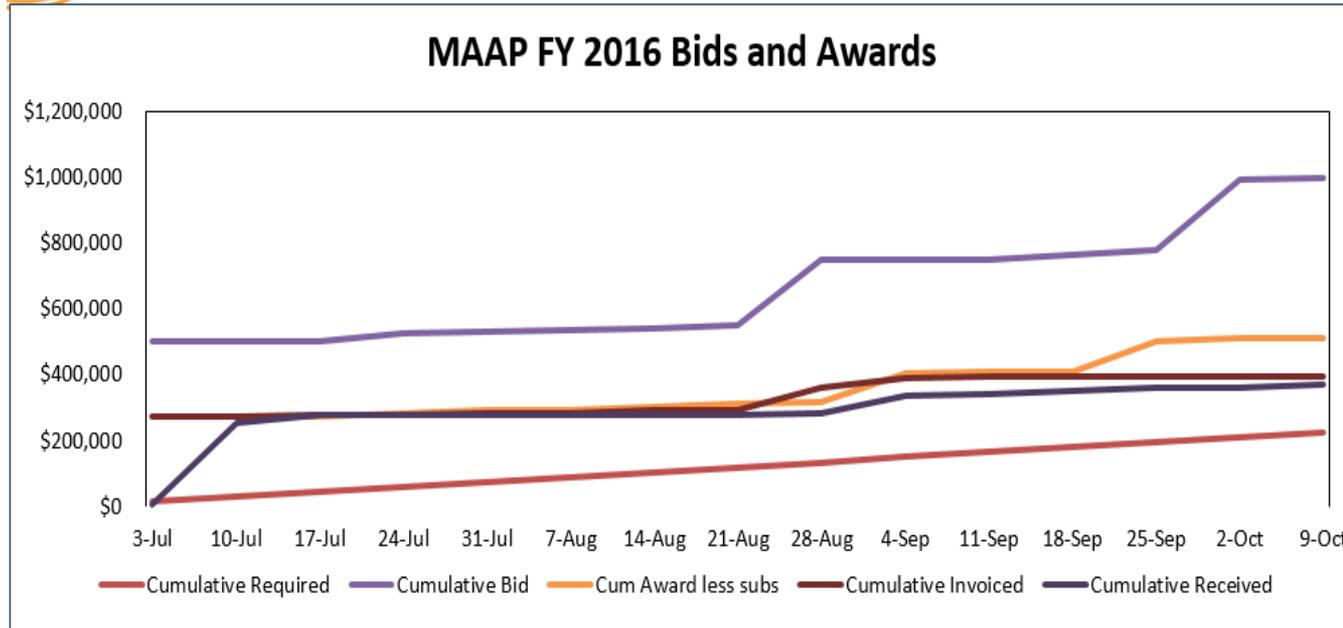
Costs

- VA test site: \$1.2M/yr
 - MAAP Core: 750K/yr
- \$1.95M Total**

Revenue

- Planned:
 - \$436K FACT
 - \$750K research/test
 - \$75K membership fees
 - \$500K FY16 dues MD/NJ
- \$1.761M TOTAL**

- Projection
 - \$436K FACT
 - \$334K research/test
 - \$75K membership fees
 - \$500K FY16 dues MD/NJ
 - \$225K NJ FY15 dues
- \$1.570M TOTAL**



Current funds support operations through May



Issues/Plan Going Forward

- NJ and MD

- Value:

- Political (Congressman LoBiondo, Senators Booker and Mikulski)
- Relationships—FAA Technical Center/NAVAIR Pax

- NJ (\$100K total)

- \$75K proposal support
- \$25K contribution to MAAP core (short \$225K)
- FY16?

- MD (\$250K total)

- \$250K FY 15 contribution to MAAP core
- FY 16 pending

- Site Sustainability

- Some help required
- Working through VT

- We want to keep the team together
- November 11th Board Meeting
 - Go/No Go decision
- Contingency plan in place
- Alternatives
 - Associate Members?
 - Adding other states?

Impact for the State



- Jobs
 - Blackstone Model
 - Leg up for VA companies
 - Similar wins on the horizon
 - BIG wins lurking
- Key pillar of the larger unmanned systems effort





Questions?