



PENDLETON UAS RANGE

Business & Labor Committee Presentation

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Airport Manager &
Economic Development Director

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City Manager



THE RURAL CHALLENGE

“If you do not possess some unique competitive or comparative advantage, whether it be naturally occurring or manmade, then in the eyes of most companies, rural communities simply represent a source of cheap labor.”

WORLD'S FIRST EVER DRONE TRAFFIC JAM



UAS Platforms Operating in Pendleton



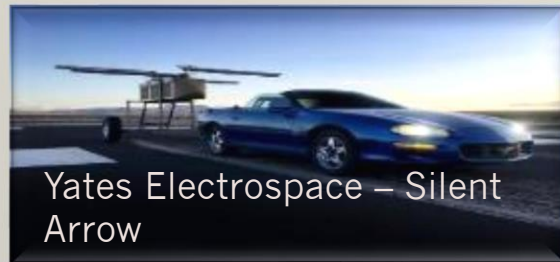
Cubic ISR - Ares



Yamaha – RMAX & FAZER



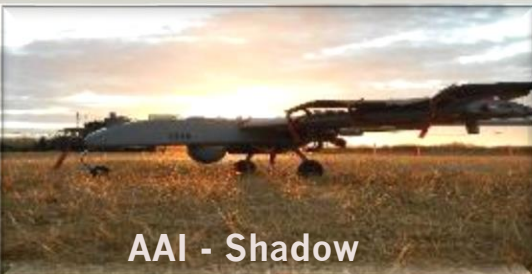
Yates Electrospace – Silent Arrow



PNNL - ArticShark



AAI - Shadow



PAE – Resolute Eagle



Alpha One -Vahana



ISR-ONE – Cubic ISR



Flares & Scan Eagle



GROWING CLIENT LIST



- Yamaha Motor Corporation (California/Japan)
- Pacific Northwest National Laboratories (Washington)
- NAVMAR Applied Sciences Corporation (Pennsylvania)
- Modern Technology Solutions, Inc. (Virginia)
- A³ by Airbus (California/Germany/France)
- Marines & Counter Terrorism (Wash. D.C.)
- PAEISR (Virginia) – American Aerospace Technologies, Inc.
- NASA
- Cubic Corporation (California)
- Yates Electrospace Corporation (California)
- Insitu/Boeing (Washington/Oregon)
- Johns Hopkins University (Maryland)
- Hood Technology Corporation
- Other Customers Under NDA

➤ **And their subcontractors**

COMPETITIVE ADVANTAGE #1:



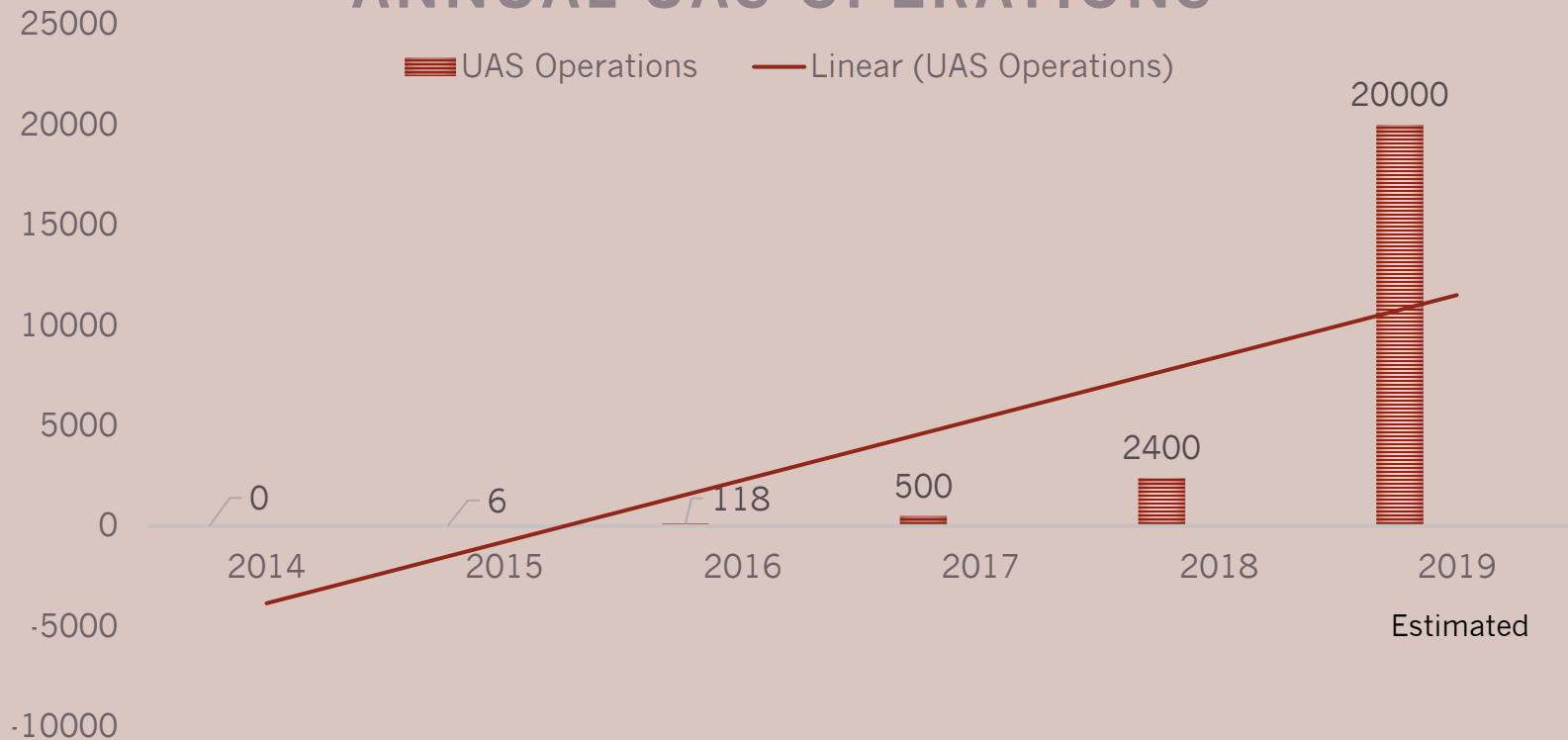
“NOTHING”: A DIMINISHING NATURAL RESOURCE



GROWING OPS



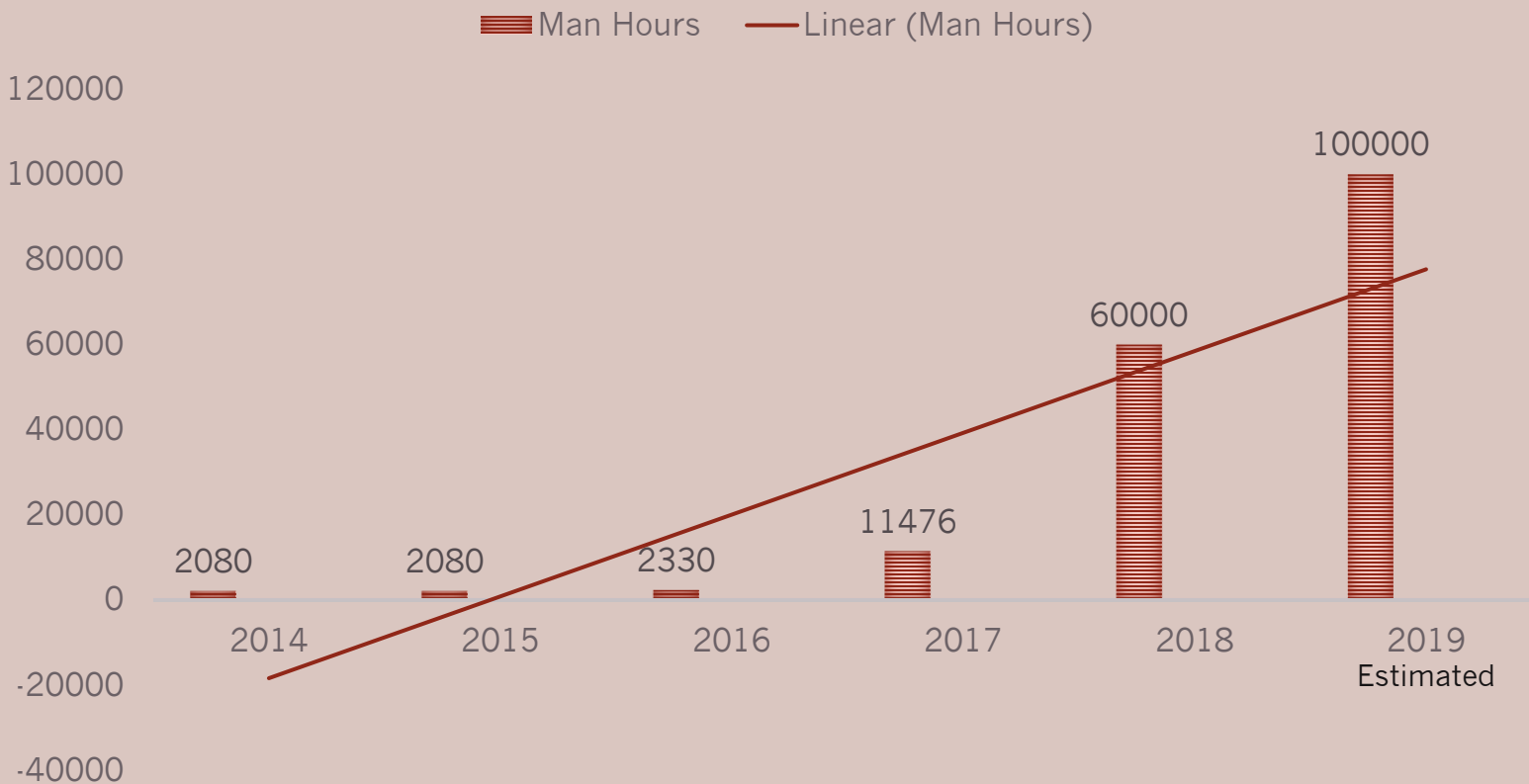
ANNUAL UAS OPERATIONS





GROWING ACTIVITY

ANNUAL MAN HOURS EXPENDED





PROJECTED GROWTH FY20

Airport	Industrial Park/Farm Solar	UAS Range
<u>Revenue</u>	<u>Revenue</u>	<u>Revenue</u>
3-5%	3-5%	30-50%
<u>Jobs</u>	<u>Jobs</u>	<u>Jobs</u>
1-5	1-5	40-70

INVESTMENT



City Investment =

Standup Contractor = \$316,000

UAS Test Pads= \$120,000

Marketing = \$ 36,000

Contract Labor = \$ 23,160

TOTAL = \$495,160

SOAR Oregon Labor Grant = \$711,506 (2016-19)

Governor's SRF Grant = \$545,000 (2017)

Regional Solutions = \$300,000 (2018)

OR Inc. – HIOP Grant = \$301,122 (2019)

Governor's Forgivable Loan = \$500,000 (2019)

TOTAL = \$2,357,628

GROWING ECONOMIC IMPACT



2018-19 Activity: 50 - 70 UAS Workers in Pendleton

-Technicians/Mechanics/Engineers/Pilots/Students

UAS Work Hours: 100,000 hours = 55 JOBS

Per Diem - \$150/day = \$1,875,000

Wages - \$50/hour = \$5,000,000

Jobs Created: 40+ Aerospace – Additional 40 Open Now

Local Impact: Food; Lodging; Chase Aircraft; Fabrication; Real Estate; Construction; Fuel; Boutique Air; Car Rentals; Catering; Cleaning Services; Hardware; Western Wear; etc.

ECONOMIC IMPACT AND PROJECTED JOBS



NEXA ADVISORS ECONOMIC IMPACT STUDY 2019

	<u>2020-2025</u>	<u>2020-2040</u>
PROJECTED JOBS	373	626
PROJECTED REVENUE	\$14,945,532	\$328,525,266



PARTNERS

Conducted
Operations

Pendleton

Echo

Stanfield

Ukiah

Anthony Lakes

Milton-Freewater

Boardman

Lexington

Partner Airports

Union Airport

**Baker City
Airport**

Joseph Airport

**Lexington
Airport**

Remote Launch &
Recovery Sites

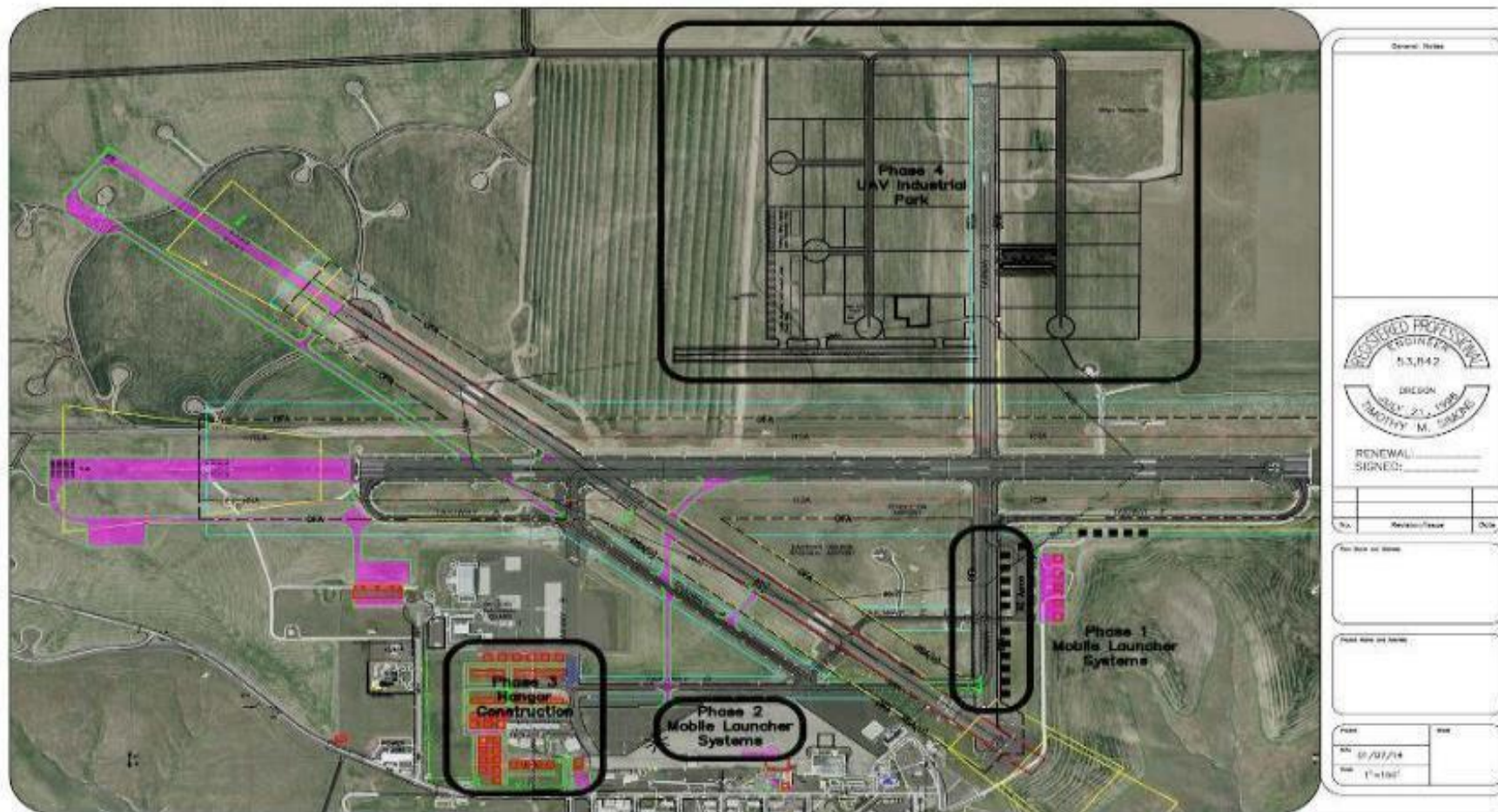
Pendleton (6)

Echo

Ukiah

Meacham

Next Step: Phase IV UAS Industrial Park - \$10-\$12 million (\$3m EDA)



STRENGTHS, WEAKNESSES, OPPORTUNITIES & THREATS

Strengths

- **Supply Chain**
- **Skilled Workforce**
- **Speed**
- **Infrastructure**
- **Good Weather**
- **Experience-Reputation**

Weaknesses

- **Available Workforce**
- **Workforce Housing**
- **Hangars**
- **Unmanned Traffic Management (UTM)**
- **Accessibility**

Opportunities

- **Urban Air Mobility (UAM)**
- **Last Mile Delivery**
- **Defense Industry**
- **Infrastructure Inspection**
- **Agriculture**
- **Unmanned Traffic Management (UTM)**

Threats

- **Anything Inhibiting or Prohibiting Opportunities**

COMPETITION

Actual Test Sites

New York (4)

Nevada (10)

Texas (3)

North Dakota (44)

New Jersey (16)

Maryland (26)

Virginia (21)

Alaska (35)

New Mexico (37)

Aspiring Test Sites

Utah (22)

Florida (2)

California (1)

Michigan (17)

Mississippi

Kansas (27)

Ohio (14)

North Carolina (12)

Arizona (7)

Oklahoma (31)

Colorado (11)

Idaho (42)

Washington (5)

- **Moses Lake**
- **Sunnyside**
- **Pasco**
- **Walla Walla**
- **Spokane**

THREE RECOMMENDATIONS

One

**Become the
Most
Forward-
Thinking
UAS-
Friendly
State in the
Nation**

Two

**Continue to
Make
Strategic
Investments
to Support
Industry
Growth**

Three

**Lead the
Nation in
Addressing
Workforce
Training and
Workforce
Housing Issues**

Pendleton UAS Range

Questions

