



# PENDLETON UAS RANGE

Business & Labor Committee Presentation

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# 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)
- A<sup>3</sup> by Airbus (California/Germany/France)
- Marines & Counter Terrorism (Wash. D.C.)
- PAEISR (Virginia) – American Aerospace Technologies, Inc.
- NASA
- Cubic Corporation (California)
- Yates Electrospase Corporation (California)
- Insitu/Boeing (Washington/Oregon)
- Johns Hopkins University (Maryland)
- Hood Technology Corporation
- Other Customers Under NDA

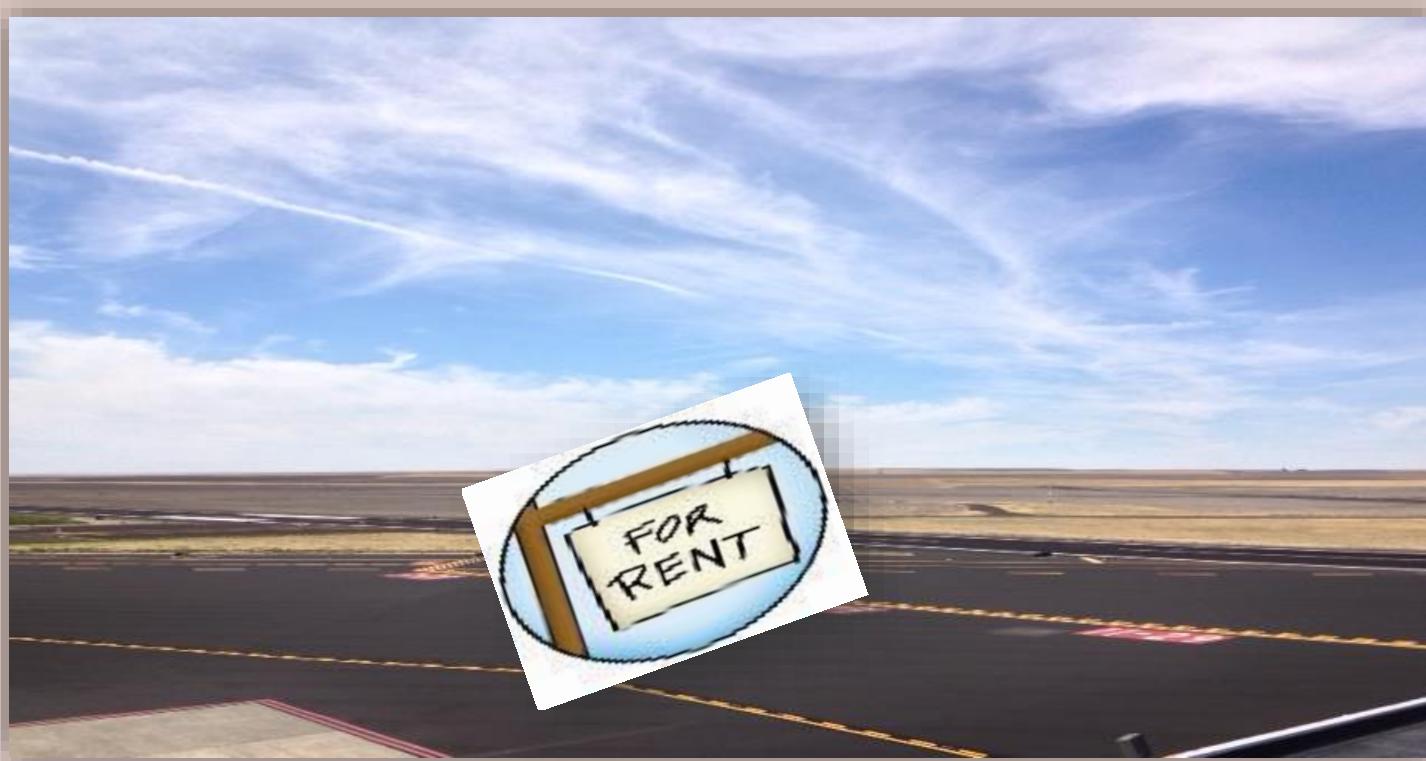
  

- **And their subcontractors**

# COMPETITIVE ADVANTAGE #1:



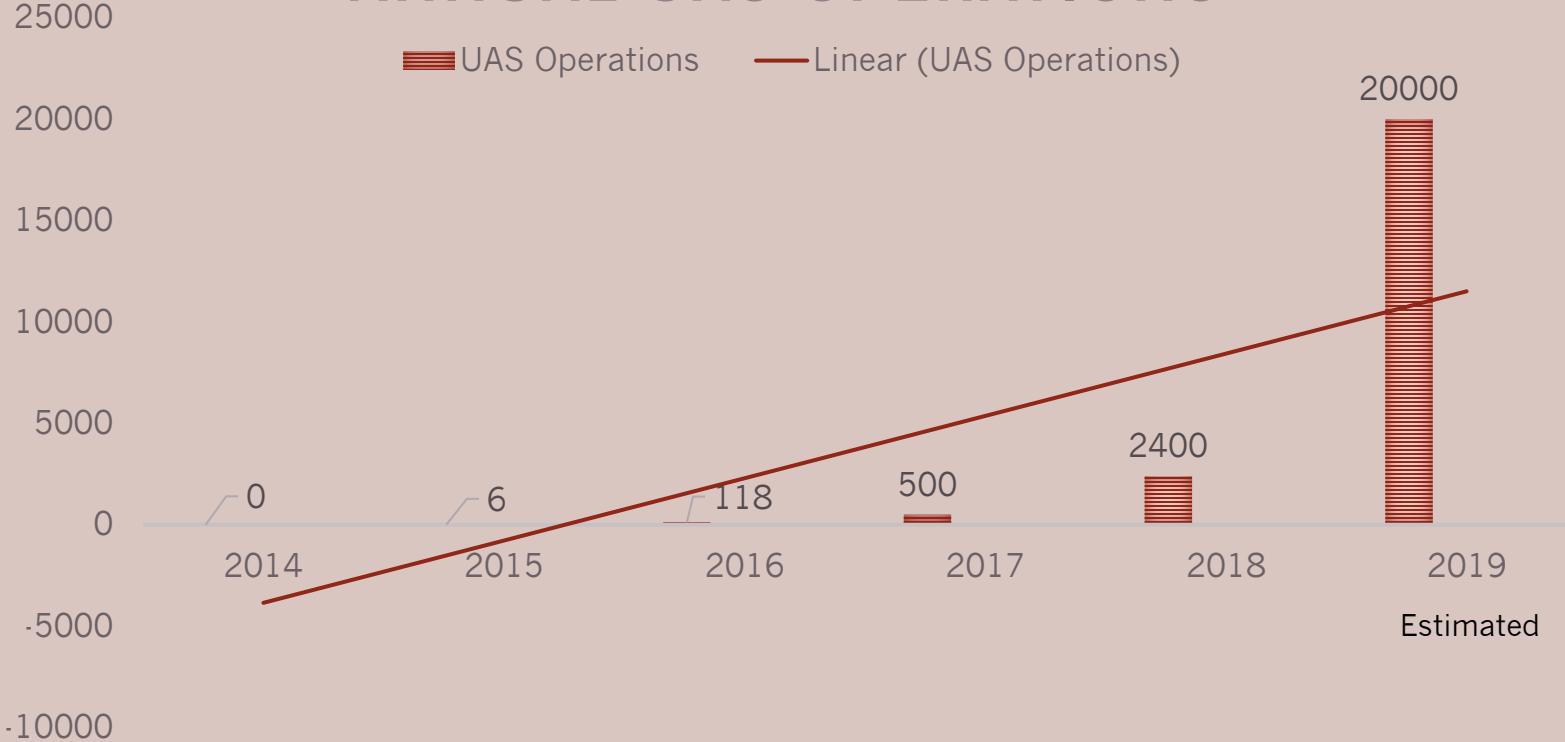
## “NOTHING”: A DIMINISHING NATURAL RESOURCE



# GROWING OPS



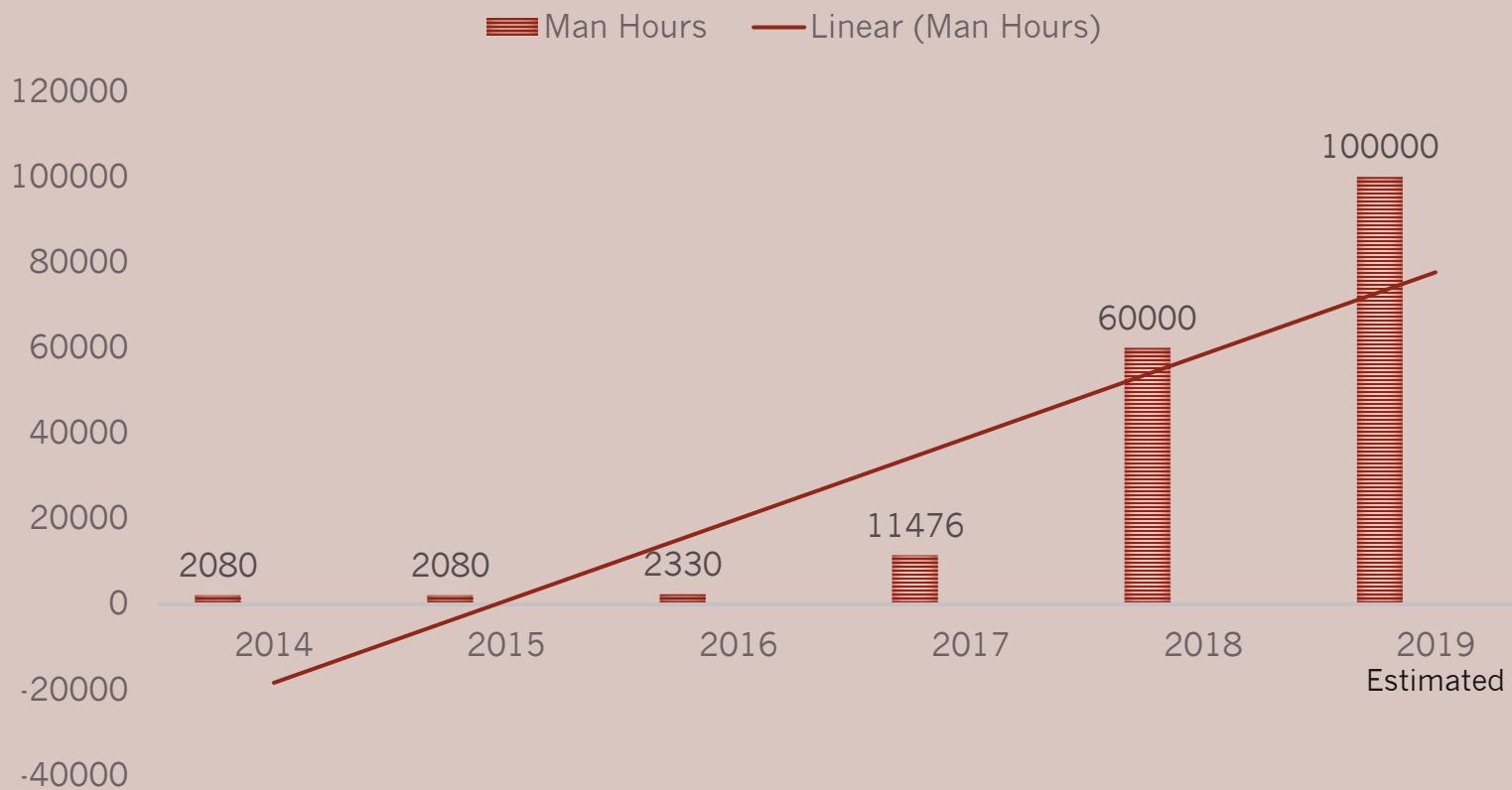
## ANNUAL UAS OPERATIONS





# 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>
<b>PROJECTED JOBS</b>	373	626
<b>PROJECTED REVENUE</b>	\$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**

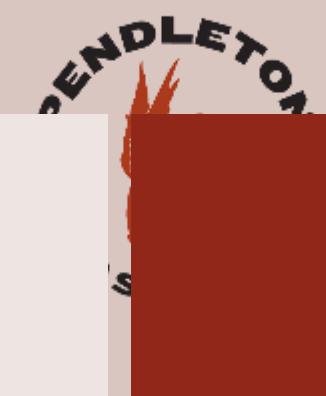
Remote Launch &  
Recovery Sites

**Pendleton (6)**

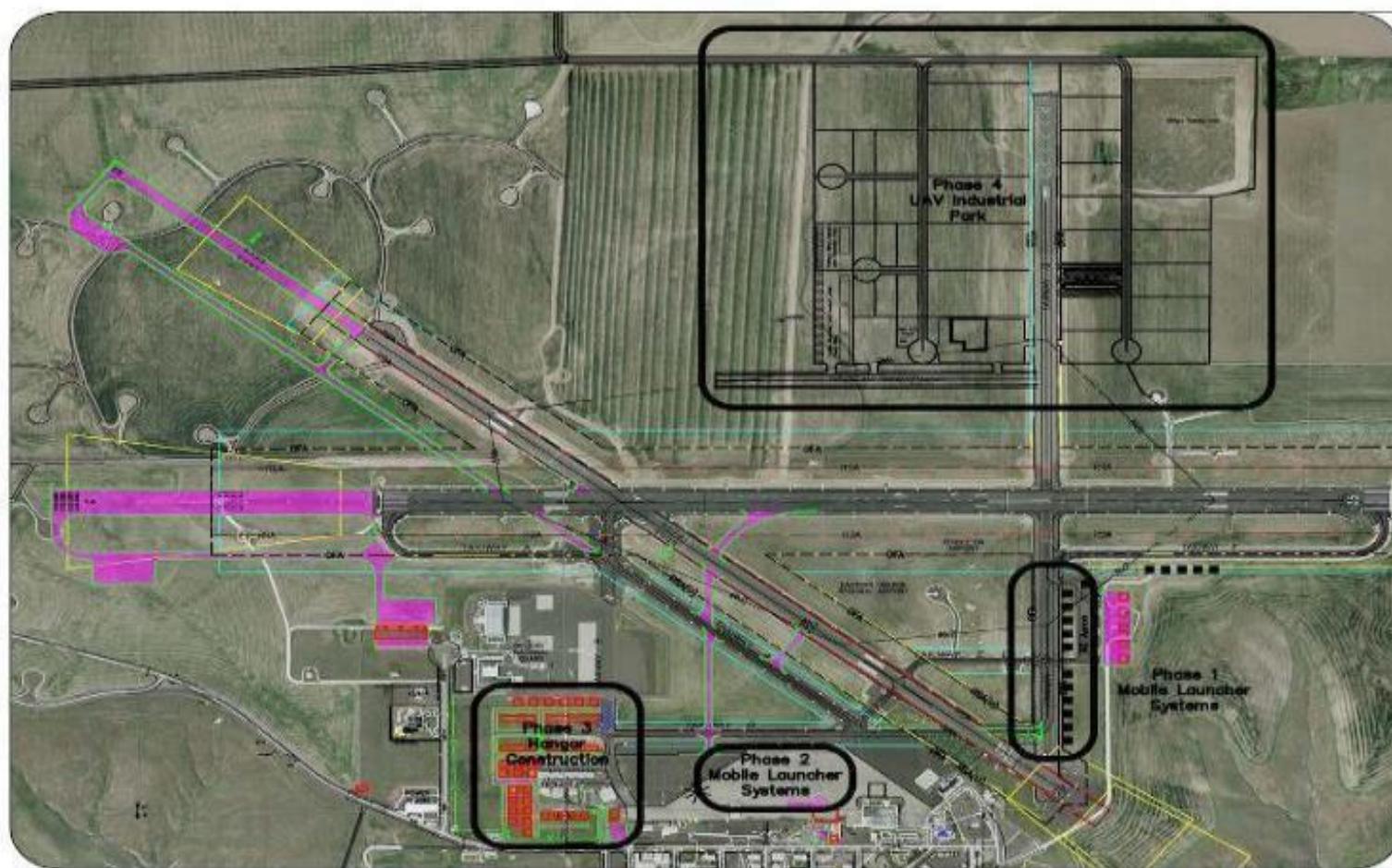
**Echo**

**Ukiah**

**Meacham**



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



General Notes	
RECEIVED PROFESSIONAL ENGINEER 5.5.842	
RENEWAL SIGNED: _____	
By _____	RECEIVED FROM _____
Fees Paid in Advance:	
Fees Paid in Advance:	
Fees Paid in Advance:	
Page	Page
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50	50
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# STRENGTHS, WEAKNESSES, OPPORTUNITIES & THREATS

Strengths	Weaknesses	Opportunities	Threats
<ul style="list-style-type: none"><li>• <b>Supply Chain</b></li><li>• <b>Skilled Workforce</b></li><li>• <b>Speed</b></li><li>• <b>Infrastructure</b></li><li>• <b>Good Weather</b></li><li>• <b>Experience-Reputation</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Available Workforce</b></li><li>• <b>Workforce Housing</b></li><li>• <b>Hangars</b></li><li>• <b>Unmanned Traffic Management (UTM)</b></li><li>• <b>Accessibility</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Urban Air Mobility (UAM)</b></li><li>• <b>Last Mile Delivery</b></li><li>• <b>Defense Industry</b></li><li>• <b>Infrastructure Inspection</b></li><li>• <b>Agriculture</b></li><li>• <b>Unmanned Traffic Management (UTM)</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Anything Inhibiting or Prohibiting Opportunities</b></li></ul>

# 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

