Regional economic development initiative targeting drones, automation and robotics technologies.
Overview

- Market
- Background
- Community
- Advocates

- Vision/Mission
- Building Blocks
- Calendar
- Funding
Projected U.S. commercial drone market from 2017 to 2022, by key area of application (in million U.S. dollars)

- **2018**: Total $70 million, Agriculture $20 million, Energy $15 million, Government $120 million, Media & Entertainment $295 million, Others $165 million.
- **2019**: Total $80 million, Agriculture $20 million, Energy $15 million, Government $135 million, Media & Entertainment $335 million, Others $190 million.
- **2021**: Total $95 million, Agriculture $30 million, Energy $15 million, Government $160 million, Media & Entertainment $400 million, Others $240 million.
- **2022**: Total $110 million, Agriculture $30 million, Energy $15 million, Government $180 million, Media & Entertainment $420 million, Others $260 million.

**Sources**
Statista; Various sources
© Statista 2018

**Additional Information:**
United States; Statista; Various sources
Background

v1.0: IPP Proposal
- Established Relationships
- Demonstrated Demand
- Raised Awareness

v2.0: DART Consortium
- World-Class Operations
- National Network
- Grow MB Regional Cluster
Establish & operate world-class Drone, Automation, Robotics Technology (DART) testing & development cluster in Monterey Bay region

DART Consortium

**Industry**
- Companies
- Products
- Services
- Capital
- Entrepreneurs

**Government**
- Policy
- Infrastructure
- Regulation
- Funding

**Academia**
- Education
- R&D
- Innovation
- Talent

FORA Board 3/8/19
Convene stakeholders to coordinate action, advance projects, and establish productive cross-sector partnerships.

Identify, pursue and secure public and private funding to support research & development, infrastructure improvement and venture creation/growth.

Host industry and educational forums.
Contribute to regional workforce development.
Promote curriculum development and education.

Safe, appropriate market, facilities and airspace access.
Building Blocks

Community
Safety
Places
R & D
Capital
Markets
Workforce
Innovation
Law & Policy
Calendar

- **DART Meetups**, 6-8p @ UC MBEST, 3rd Tues Every-other Month
- Next Meetup, Tuesday **April 16 - Public Safety**

**UC ANR**

- **2019 Drone Camp**
- June 17-20 @ CSUMB & UC MBEST

**DART Symposium**

- June 20-21 @ Monterey Hyatt
DART Symposium

- Objectives:
  - Further establish Monterey Bay region as DART center of innovation, entrepreneurship & opportunity
  - Convene stakeholders to become inspired, hear about leading edge developments and network

Where/When:
Friday June 21 @ Monterey Hyatt

Target Audience:
Industry, academic and agency leaders; investors, innovators; developers; educators, students; and interested general public

Ask:
Consider $10k seed-funding as lead event sponsor
EDA Grant Proposal

- Economic Adjustment Assistance Program
  - Monterey County qualifies - unemployment higher than national average
  - Objective: establish investment feasibility

- Commercial UAS operations at Marina Airport
- Regional workforce training & business incubator at or near Marina Airport
EDA Grant Budget

- Marina Airport within certified Opportunity Zone
- EDA Requires 80/20 local match funding (vs 50/50 Non-OZ)

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
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<tbody>
<tr>
<td>UAS Commercial Operations</td>
<td>$270,000</td>
</tr>
<tr>
<td>Workforce Training &amp; Business Incubator</td>
<td>$130,000</td>
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<tr>
<td><strong>Proposed Local Match</strong></td>
<td><strong>$96,000</strong>*</td>
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<tr>
<td>*FORA: $50k cash/ $16k staff; Marina: $20k cash/ $10k staff</td>
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**Payment contingent on EDA proposal approval & Marina contribution**