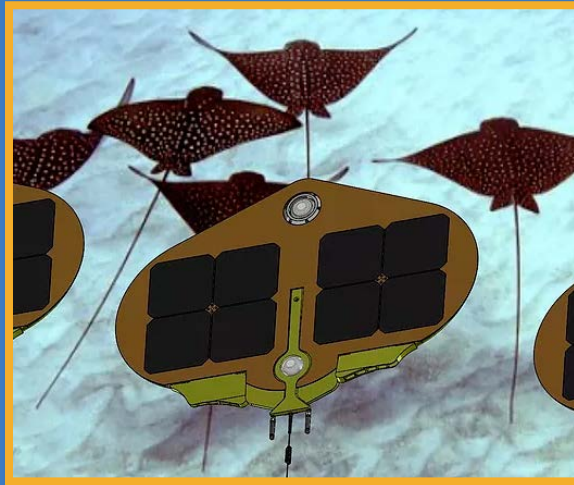


MONTEREY BAY



DRONES AUTOMATION & ROBOTICS TECHNOLOGIES

Regional economic development initiative targeting
drones, automation and robotics technologies



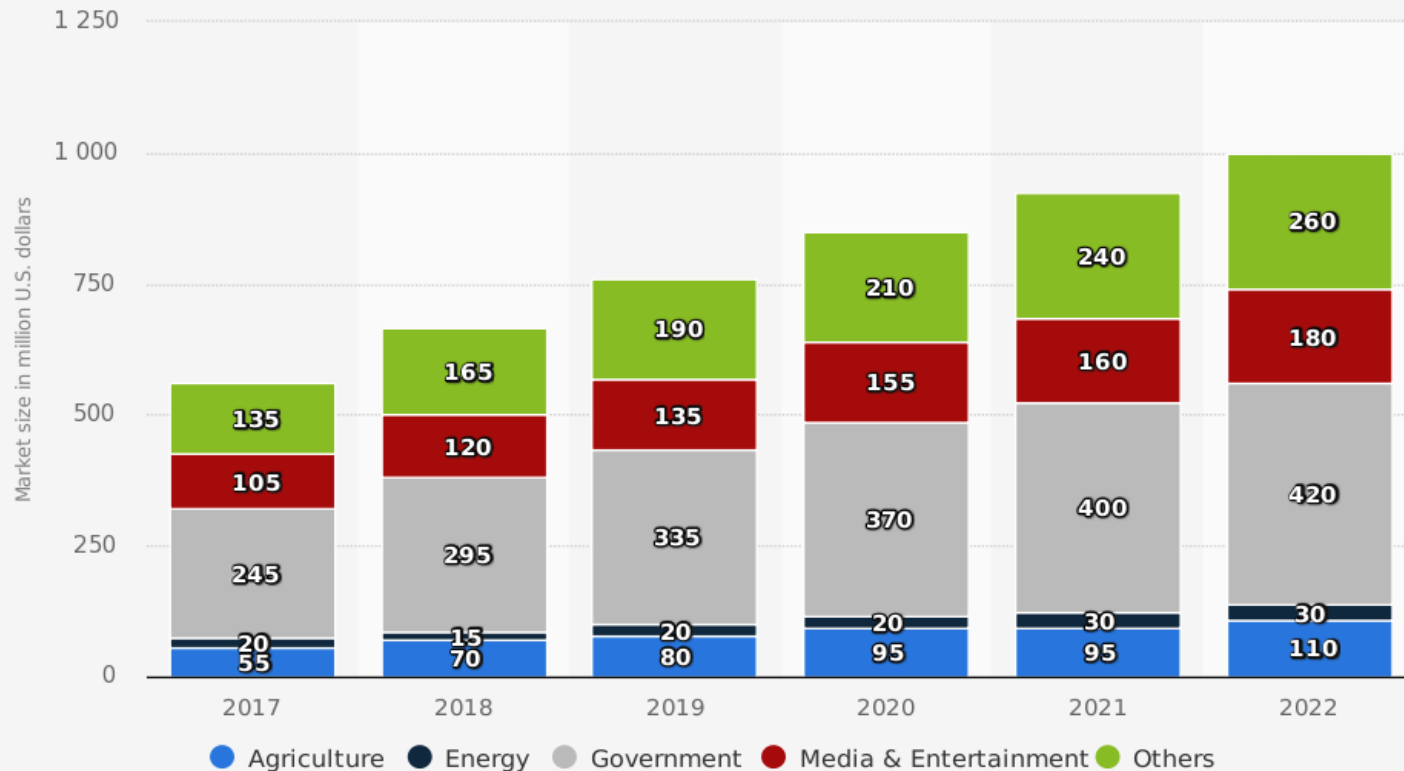
MontereyBayDART.org



- Market
- Background
- Community
- Advocates
- Vision/Mission
- Building Blocks
- Calendar
- Funding

Market Potential

Projected U.S. commercial drone market from 2017 to 2022, by key area of application (in million U.S. dollars)



Sources
Statista; Various sources
© Statista 2018

Additional Information:
United States; Statista; Various sources

v1.0: IPP Proposal



- Established Relationships
- Demonstrated Demand
- Raised Awareness

v2.0: DART Consortium



- World-Class Operations
- National Network
- Grow MB Regional Cluster

Community



California State University
MONTEREY BAY



UNIVERSITY OF CALIFORNIA
SANTA CRUZ



UC
ANR



WHITEFOX
DRONE DEFENSE



Advocates



University of California
Agriculture and Natural Resources



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



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.

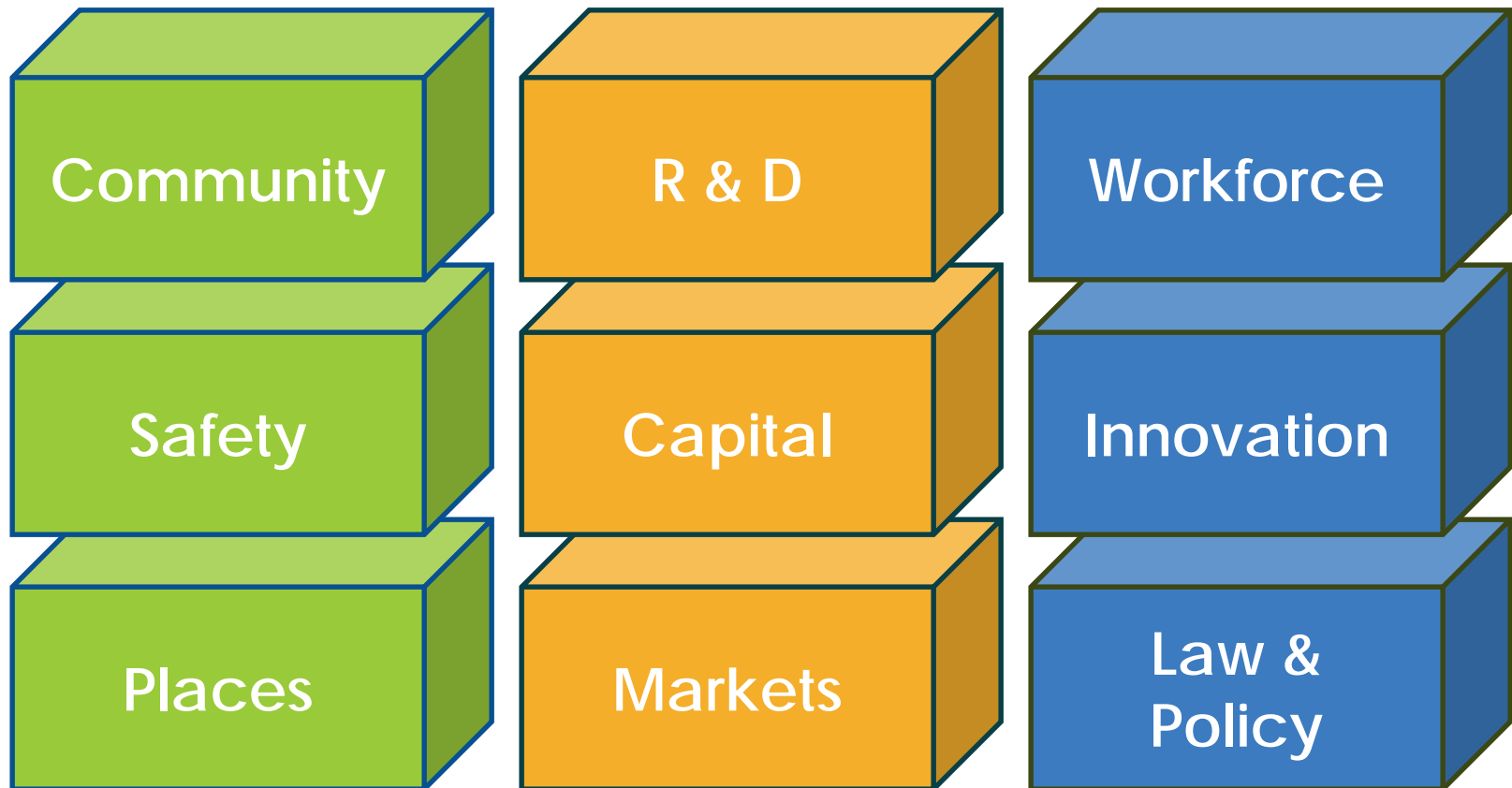


Host industry and educational forums.
Contribute to regional workforce development.
Promote curriculum development and education.



Safe, appropriate market, facilities and airspace access

Building Blocks





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



- **2019 Drone Camp**
- **June 17-20 @ CSUMB & UCMBEST**



- **DART Symposium**
- **June 20-21 @ Monterey Hyatt**



• 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

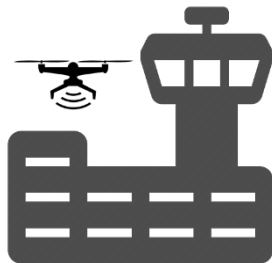
Ask:

Consider \$10k seed-funding as lead event sponsor



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

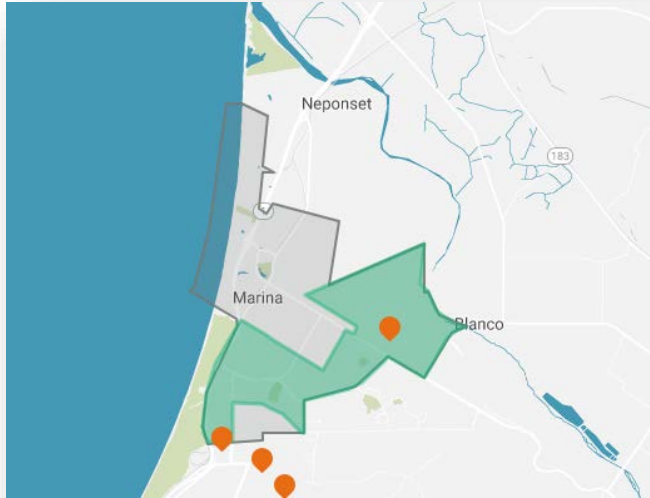
- **Commercial UAS operations at Marina Airport**



- **Regional workforce training & business incubator at or near Marina Airport**



EDA Grant Budget



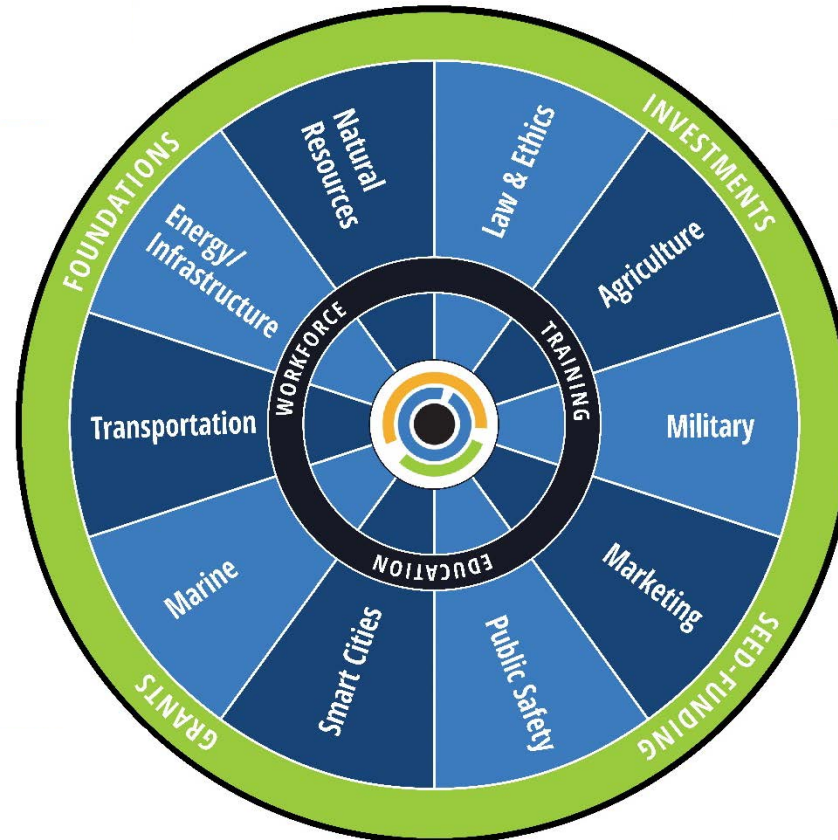
- Marina Airport within certified Opportunity Zone
- EDA Requires 80/20 local match funding (vs 50/50 Non-OZ)

Item	Amount
UAS Commercial Operations	\$270,000
Workforce Training & Business Incubator	\$130,000
Proposed Local Match	\$96,000*/**

*FORA: \$50k cash/\$16k staff; Marina: \$20k cash/\$10k staff

**Payment contingent on EDA proposal approval & Marina contribution

Questions?



Josh Metz

Economic Development Manager | Fort Ord Reuse Authority

OrdForward.org | MontereyBayDART.org

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