



# OAATC Outreach Workgroup

October 2015 Update



# Outreach Members

- **Lead**
  - Mark Brown
- **Members**
  - Maureen McFarland
  - Jeff Rolf
  - Tony Bailey
  - Sue Louscher



# Outreach Actions

## During the Legislative Break:

**Due to the tremendous amount of dependence upon other groups for us to identify a specific strategy, not a lot of action occurred during the legislative break. However, we remain untied towards accomplishment of our goals.**



# Outreach Goals

## Goals:

- To Brand Ohio as an aerospace and aviation state outside the state
- Build support for aerospace and aviation within the state
- Market Ohio's aerospace and aviation industry
- Promote aviation tourism



# Outreach Next Actions

- **Identify specific branding needs**
  - Hold a monthly call-in meeting with the different OAATC work groups to identify specific marketing needs and resources.
- **Website**
  - Addition of Aviation related “Events” page.
- **Hall of Fame**
  - Ohio Aviation Hall of Fame
- **Identify inclusion of State level aviation Awards**
  - “Oscars of Aviation” as one example.
- **Consider low-hanging fruit legislative actions such as:**
  - Revise Title 1, Chapter 122 of the ORC to include a new section 122.100 Aviation Marketed Growth in Ohio. As Ohio is the Birthplace of Aviation (as stipulated in U.S. House Resolution 378-3), all state aided/funded programs that promote Ohio will include Aviation in in marketing and promotional materials in any format (electronic, media, print, etc). As a minimum, the tag line “Ohio – Birthplace of Aviation” will be added. Exempt from this requirement is legal and required notifications that are published in any format.
  - Revise the OAATC code 122.98 to include the following: (E) The Ohio aerospace and aviation technology committee will, as a matter of charter utilizing committee members, provide support and education to state promoted youth education programs such as and strive to ensure the promotion of Aviation as a career for Ohio youth is fully explored.
- **Add supporting members:**
  - Glenn Richardson



# Workforce Development Group

Vincent Russo, Lead

October 6, 2015



# Progress Report

- We are still in our “data gathering” phase
  - Trying to understand what’s currently underway, what’s missing, and how we can help “connect the dots”
  - Hope to complete this phase in a few months
  - Held two Group meeting: third planned for 20 Oct
- Next phase will be identifying recommendations to the OAATC



# August 20, 2015 Meeting

Vincent Russo (Lead) – Aerospace Technologies Associates

Glenn Richardson – JobsOhio

David Williams – The Ohio State University

Ann Heyward – Ohio Aerospace Institute

Susan Louscher – University of Akron

Jeffrey Rolf – Parker Aerospace

Terry Slaybaugh – Dayton International Airport

Chad Watchorn – Wright State Research Institute, Regional STEM  
Collaborative

Melinda Forsythe – WSU, Administrative Support



# JobsOhio Initiatives – Glenn Richardson

- Assist aerospace and aviation companies to locate and remain in Ohio
- Jobs and Family Services – what is needed, skill sets, and jobs created
- Customized Workforce Training
- Need focus on high school students not headed to Universities



# Ohio Federal-Military Jobs Commission Workforce Initiatives – Chad Watchorn

- Chapter 3 Update---report in final stages
- One-stop Jobs Centers in six regions of Ohio



# The Ohio State University Workforce Initiatives – David Williams

- OSU Airport
- Keep Federal Government aware of importance of WPAFB and NASA Glenn



## General Discussion – Vincent Russo

- Looking for additional programs to review, e.g. Project Lead the Way, Battelle STEM Network, other
- Ohio Business Roundtable needed for aerospace industries



# Next Meeting

Tuesday, October 20, 2015

10:30 am – 12:30 pm

155 Hitchcock Hall

The Ohio State University



# OAATC Technology Workgroup

October 2015 Update



# Technology Development Workgroup

- **Lead**
  - Paul Orkwis
- **Members**
  - John Leland
  - Mike Heil
  - Roderick Munn
  - Bob Tanner



# Technology Development Priorities

- Priority 1 – Identify the critical technologies needed by the Ohio aerospace industry and government laboratories, and foster their development at Ohio academic and research institutions.
- Priority 2 – Identify barriers to effective collaboration between industry and academia and between academic institutions.



# Technology Development Priority 1

- Priority 1- Identify the critical technologies needed by the Ohio aerospace industry and government laboratories, and foster their development at Ohio academic and research institutions.
- Action Party/Organization
  - Ohio Aerospace Companies (Identify)
  - Air Force Research Laboratory and NASA Glenn Research Center (Identify via OFMJC assessment)
  - Ohio Academic Institutions (Organize collaboration teams)
  - General Assembly (Support)
- Description and Actions
  - Enhance OFMJC Centers of Excellence with industry input.
    - Short term – Engage industry in evaluation of OFMJC CoE ability to meet industry needs
    - Long term – Legislation to create line items to fund this program



# Technology Development Priority 2

- Priority 2- Identify barriers to effective collaboration between industry and academia and between academic institutions.
- Action Party/Organization
  - Ohio Academic Institutions and Ohio Aerospace Companies (Identify roadblocks to effective utilization of existing State programs.)
  - General Assembly (Support)
- Description and Actions
  - Eliminate roadblocks
    - Short term – TDWG to survey industry and academia to identify roadblocks
    - Long term – TDWG to work with legislature to implement meaning changes



# Technology Development White Board

On the following slides the TDWG will brainstorm ideas that may lead to new technologies, policies and collaborations with the intent on bringing more aerospace/aviation jobs to the State of Ohio.

This is brainstorming – no idea is a stupid idea (yet!)



# Board 1

- IP – a potential solution to IP problems could be rigorous definition of what one brings to the collaboration, what one is willing to share freely, and a preresearch discussion on who owns what is developed (an ownership plan, if you will) (po)
- IP – Silicon Valley and Boston MA are entrepreneurship success stories. Learn what we can from how Stanford and MIT handle IP. (mh)
- Collaborative research. Have Ohio industry (large/medium/small businesses) identify technology challenges. Have Ohio universities perform research to address those challenges. Funding to perform the research to be provided by industry, with funding match from the state. (OAI Collaborative Core Research Program model) (mh)
- Collaboration ideas
  - **Visiting Professor Exchange** – Ohio universities can create a one semester exchange, 1 for 1, where, for example, a UC professor might go to UD in the Fall and the UD professor comes to UC in the Spring, they teach some specific classes, meet people and gain trusted colleagues – probably a no cost option but State might provide travel funds (po)
  - **Academia-Industry-Lab Exchange** – Two (or more) nonacademic organizations can exchange visitors for a semester, academician working on real-world problems, industry/lab researcher teaching some class – might be more practical part time or over a sabbatical but would probably involve the hosting institution paying something or the State covering the costs to make it happen on both ends (po)
  - **Encourage Ohio university faculty to take sabbaticals with Ohio industry, federal laboratories** (mh)
  - Give promotion and tenure credit for faculty support to Ohio industry (research support, tech transfer, etc) (mh)



# Board 1 (cont'd)

- **Develop a State of Ohio “Technology Sales Pitch”** (po)
  - Trade show booth map(s) that cover (these might be electronic/interactive)
    - Ohio industries from small to huge (it might be several layers)
    - Ohio universities
    - Ohio labs
    - Connections between are important to this too
    - Groupings of players by technologies
  - **Enhanced presence at major trade shows**
    - State of Ohio booth and chalet (shared space)
  - Above materials available on some dedicated webpage



# Board 2 - JL

- Identifying Critical Technologies: Most companies are not going to identify their weaknesses or strategic needs and the federal government should already have a plan to develop its critical technologies. Hence, the **Technology Working Group (TWG) should focus on those technologies that perhaps support the broader aviation and aerospace infrastructure and that would ALSO give Ohio a competitive advantage over other states.**
- Identify Barriers to Collaboration: From my recent discussions and experiences regarding the Ohio Federal Military Commission's Federal Research Network initiative, I believe intellectual property (IP) rights, practices or laws hinder collaboration. Each State university *appears* to interpret State laws differently, requiring multi-university/industry partnerships to require separate (and often laborious) IP negotiations between the company and each university. In some cases, negotiations with one university will prevent the start of work between the company and other institutions. Further, State laws as perceived by every university, on their own inhibit collaboration between universities and industry. As the OAATC is a charter of the Ohio Legislature, this seems like a significant and pertinent obstacle to be tackled. **A key step could be an OAATC meeting that receives presentations from key university and industry stakeholders.**
- **Ohio Sales Pitch/Marketing: This could be supported by Jobs Ohio (JO).** It is my understanding that JO has focused almost solely on deals where there is a guaranteed return on investment. It is not clear to me how the potential opportunities are acquired. For example, is JO actively marketing to companies contemplating a move or expansion? I believe that venues such as the Paris Air Show could fall under a strategic marketing campaign by JO to attract more business to Ohio. Perhaps the OAATC could get insights from JO on this in preparation for making recommendations.



## Board 3 – (PO/BT)

- A critical need for some Ohio businesses and airports is development and implementation of NEXTGEN air traffic management procedures.
- This area has not been sufficiently addressed by OFMJC and represents a collaboration opportunity between UC, OSU, Kent State and OU.
- It is proposed that a **Center of Excellence be formed for NEXTGEN Air Traffic Management** headed by UC and that approximately \$50k worth of funds be made available to seed a collaborative proposal to FAA.



# OAATC Industry Workgroup

October 2015 Update



# Industry Support Members

- **Lead**
  - Ron Shroder
  - Tony Bailey
- **Members**
  - Roderick Munn
  - Bob Tanner
  - Paul Orkwis



# Industry Support Actions

## During the Legislative Break:

We held regularly scheduled call-in meetings to discuss various points relating to the Industry Panel. However, the primary focus was centered on tax exemptions.

The group has reached a consensus on the value of aviation related tax incentives as a way to boost the impact of aviation related business in the state. Specifically aircraft resale and sales related transaction tax. However, the group remains divided on the approach.

For legislative purposes, there are two approaches to be presented to OAATC for review:

- A tax abatement on business category aircraft sales called a “Fly-Away” tax defined in a previous session. This topic is now open for clarification.
- A tax abatement on all aircraft sales transactions that occur in the State of Ohio. This topic is now open for clarification.

Both approaches have merit based on perspective and both have arguable points as they relate to timing and legislative acceptance. At this juncture, we need OAATC guidance as it relates to approach and timing.



# Industry Support Goals

## Goal Focus:

### Priority 1 - Data Gathering & Community Feedback – Determine Community's Priorities and Action Plans

- Members of the Industry Support Group have been actively collecting data. The initial point of data collection has been specific to aviation related tax incentives and the application of aviation sales incentives in other States.

### Priority 2 - Taxes – Identification of Opportunities

- Obviously taxes continue to be a focus. We have presented a Revision to the Ohio Tax Code for consideration.

### Priority 3 -Small Business

- The group has worked on different R&D Support concepts which have been presented at the committee level. They continue to mature with R&D/SBIR as a primary focus.



# OAATC Installations Workgroup

October 2015 Update



# Installations Support Members

- **Lead**
  - Jay Jabour
- **Members**
  - John Leland
  - Ron Shroder
  - Vince Russo
  - Mike Heil



# Installations Support Objectives

- Recommend to the Committee legislation or policies that support State and Federal Aerospace and Aviation related installations
  - Three Priorities Identified
    - Identify recommendations on how to coordinate local and regional efforts that are focused on supporting Active/Guard/Reserve/Research installations in upcoming or potential force structure actions
    - Identify economic or regulatory recommendations for the committee that would enhance Ohio businesses and suppliers to State and Federal Installations to better posture those installations during force structure evaluations
    - Identify specific workforce related initiatives that Federal installations could benefit from and recommend to the committee how to implement them



# Installation Support

- **Priority 1**
  - Identify recommendations on how to coordinate local and regional efforts that are focused on supporting Active/Guard/Reserve/Research installations in upcoming or potential force structure actions
- **Action Party/Organizations**
  - Panel members
  - Legislators
- **Description and Actions**
  - Identify which installations state-wide are potential targets for force structure actions
  - Identify any local or regional efforts that are on-going or planned and focus on posturing those installations for potential force structure changes
- **Recommendation**
  - Transition to Ohio Military Facilities Commission (OMFC)



# Installation Support

- Priority 2
  - Identify economic or regulatory recommendations for the committee that would enhance Ohio businesses and suppliers to State and Federal Installations to better posture those installations during force structure evaluations
- Action Party/Organizations
  - Panel members
  - Industry Support Panel
- Description and Actions
  - Reach out to businesses, educational and trade organizations to identify any economic or regulations that they feel would enhance their posture to support Installations in a force structure evaluation
- Recommendation
  - Would require state funded study



# Installation Support

- Priority 3
  - Identify specific workforce related initiatives that Federal installations could benefit from and recommend to the committee how to implement them
- Action Party/Organizations
  - Panel members
  - Workforce Development Panel
  - OFMJC Coordination
- Description and Actions
  - Identify workforce related initiatives with potential to enhance an installations posture in future force structure actions
- Recommendation
  - None, Ohio Federal Jobs Commission is answering this