

Virginia Unmanned Systems Commission  
Innovation and Business Environment Work Group Meeting

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November 5, 2015

The George Washington University

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**Work Group Members present:**

Tom Dingus, Director, Virginia Tech Transportation Institute (Work Group Co-Chair)  
Jim Hughes, Vice President of Submarine Programs, Newport News Shipbuilding  
Young Kim, CEO, Digital Harvest  
Guy Sanitate, Scitor Corporation, an SAIC Company (Work Group Chair)

**Other Commission Members present:**

Dr. John S. Langford, Chairman and CEO of Aurora Flight Systems

**Guests in attendance:**

David Hinton, Executive Director to the Commission, Office of the Secretary of Technology  
Aimee Gilroy, Raytheon  
John Brady, Raytheon  
Ann Ngo, U.S. Department of Commerce  
Jonathan Lohman, Dominion Resources  
Sean Mallon, CIT  
Jon Greene, MAAP

**Minutes:**

**12:30: Convene**

Discussion about a unique value proposition. Create hubs? There are different parts; testing, software, other target areas.

John; we have UAS covered end-to-end in this state

Hubs and spokes; how granular do we get? For example R&D, manufacturing...

There is no singular voice focused on this topic. We need a singular voice.

Tom; Is Virginia Bio the right model given we have AUUVSI?

Discussion: They do not focus on Virginia. Question: even a chapter in the state? No, they are volunteers and dependent on the chapter leader. Point: Silicon Valley does its own marketing, does not need an organization like that. Counterpoint; it took 50 years to get there. Suggestion: we need to define "what it does", the functions of a singular voice or organization. Someone needs to define the leadership for Virginia.

John; is the answer somewhere in the university system? Consider MIT/Harvard/CMU/Stanford  
Tom; FOIA issue. Many universities do not do proprietary research.

Kim; software adds value. Is there anything bigger in Virginia than the government?

Jim; 90% of maritime is DoD over the next decade. \$4B to \$5B per year. Address UMS in DoD and bring  
civil along with it. Federal red tape makes it hard for small business.

Kim; an entity to help the small firms navigate the process could be huge.

Jim; framing the question. Agree on the singular voice. Is it something like Virginia Bio or a Chamber of  
Commerce or what? We first need to define what it would do.

Kim; marketing and the easy button for Federal funds are two different functions.

DoD is a differentiator for Virginia and a springboard.

John; the sense of urgency is different in the Federal and DoD environment. In New York \$100M went  
into their UMS ecosystem.

### **1:23 – Public Comments**

We lack needed R&D tax credits.

Have not heard of incubators? Is that a part of this?

Suggested look at Life Sciences Fund (sic?) in Cambridge MA. Is private - publically funded.

### **1:25 - Adjourn**