

Unmanned Systems: Think Virginia!



Are Unmanned Systems (UMS) in your business growth plans?

Virginia: the go-to state for the rapidly evolving UMS industry.

- Favorable, stable regulatory environment
- An array of helpful business incentives
- Proximity to Washington, D.C.
- Topographical advantages; air, land and sea domains
- Beyond Visual Line of Sight capabilities for UAS
- National leader among states in cybersecurity
- Relevant R&D across Virginia higher education
- Opportunities for tailored workforce development

Cutting-edge technology firms and federal interests from defense to NASA already call Virginia home. Cyber firms and employment are growing. The support network vital to UMS industry growth is in place. *Let's get started!*

"When it comes to unmanned technology, there's no better place to look than Virginia. We are and will continue to be the leader in advanced technology industries."

VIRGINIA GOVERNOR
Terry McAuliffe

The news media is noticing Virginia's leadership in UMS, and reporting:



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Let's Fly Wisely: A Kitty Hawk Moment in Wise, Virginia

UNMANNED-AERIAL.COM
JULY 2015

Calling it a "Kitty Hawk moment," Kennedy says the event builds upon Wise County's long history with aerospace technology, including a partnership with NASA, which has been offering its DEVELOP National Program – providing an outlet for youth to study satellite remote sensing – in the county for the past 15 years.

Under FAA authorization through the Mid-Atlantic Aviation Partnership (MAAP) at Virginia Tech (one of only six FAA-selected UAS test sites in the country), NASA's Langley Research Center and drone-delivery company Flirtey Inc. partnered to aerially deliver medical supplies to a clinic at the Wise County Fairgrounds.



Virginia Becoming a Self-Driving Car Haven

FORTUNE MAGAZINE
JUNE 3, 2015

It's not just a west coast thing anymore.

If you want to get ahead of the game on owning a self-driving car, you should head to the Old Dominion State – because it turns out Virginia is becoming a mecca for self-driving cars.

VISIT US

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vus.virginia.gov

OR CONTACT US

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Business Incentives Support UMS Opportunity in Virginia

Economic development and job creation are among Governor McAuliffe's top priorities for building the New Virginia Economy. UMS startups and existing businesses may benefit from an array of supportive programs.



A sample of available incentives:

- **Commonwealth Research Commercialization Fund, Center for Innovative Technology (CIT):** Matches investors with promising opportunities and reduce hurdles for both companies and investors
- **CIT GAP Funds:** Funds are used for seed stage equity investment in Virginia-based technology, and life science companies with high growth potential
- **Refundable Research and Development Expenses Tax Credit**
- **Sales and Use Tax Exemption:** For purchases used exclusively in research and development
- **Technology Zones:** Virginia cities, counties, and towns may establish local permit and use fee waivers, local tax incentives, special zoning, or exemption from ordinances
- **Virginia Jobs Investment Program:** Provides customized recruiting and training services to companies creating new jobs or experiencing technological change
- **Commonwealth's Opportunity Fund:** A resource fund created by the General Assembly and used at the Governor's discretion to secure a company or location in Virginia
- **Tobacco Region Opportunity Fund:** Performance-based monetary grants to localities in Virginia's tobacco producing regions to assist in creation of new jobs and investments

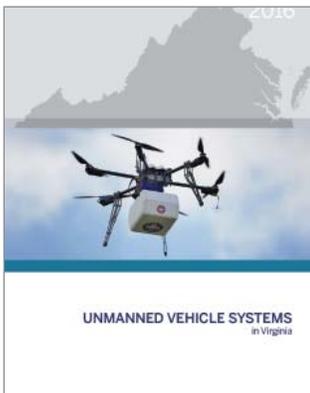
Established Assets Available to UMS Businesses

Virginia Tech's Mid-Atlantic Aviation Partnership (MAAP) Test Site

This MAAP is one of only six sites in the country to achieve this designation from the Federal Aviation Administration (FAA).

Test sites provide and perform services unavailable elsewhere, including:

- Airworthiness assessments
- Research and innovation for UAS commercial applications
- Developing pathway to commercial access in the national airspace system
- "Beyond the Horizon Corridor:" A complete testing environment
 - Safe, controlled and data-driven—4,800 square miles
 - Rail line, linear energy infrastructure, and agricultural assets
 - Mobile BVLOS (Beyond Visual Line of Sight) testing—available now!



Virginia Tech Transportation Institute (VTTI)

VTTI is continually advancing transportation through innovation and has impacted public policy on national and international levels. VTTI is the second largest university-level transportation institute in the U.S. Assets include the Smart Road facility at Blacksburg and the Automated Corridors in northern Virginia for real-world automated automobile testing.

Virginia has enabled successful alignment of government, business, education and citizen interests in its pursuit of UMS expansion and development.

Read the 2016 report on Unmanned Systems in Virginia online at www.vus.virginia.gov