

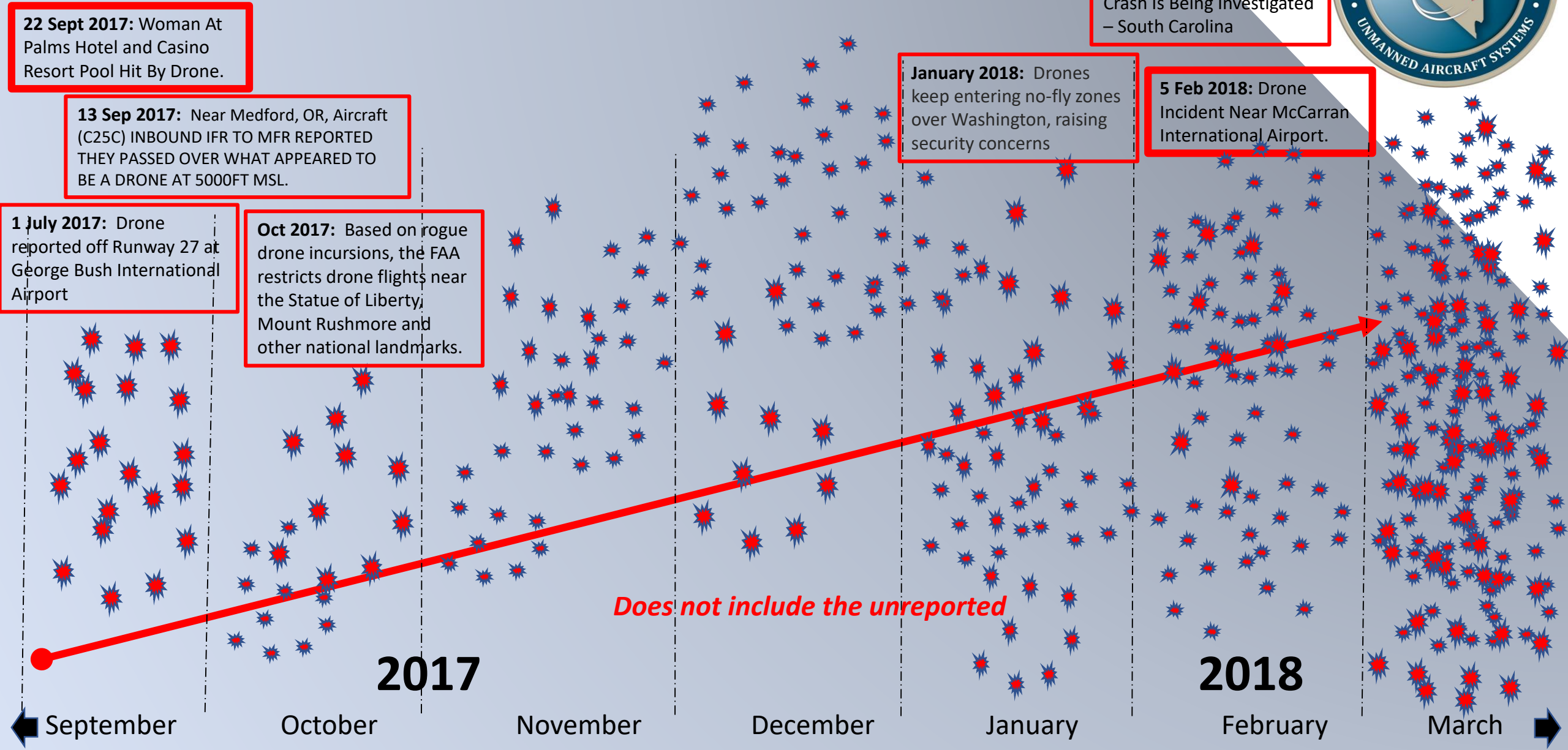


Concept, Fund Raising Strategy, and Board Decision Brief

Nevada Drone Center of Excellence (NDCOE) for Public Safety



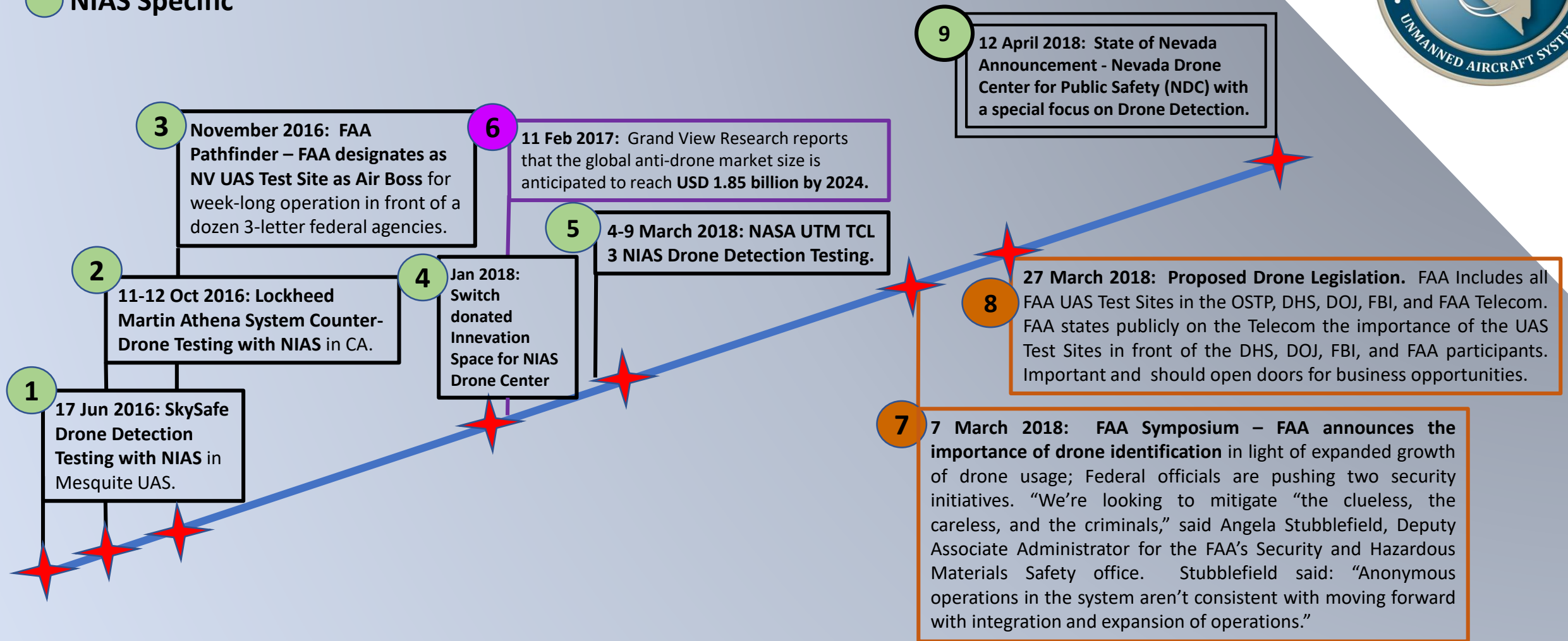
FAA is reporting a consistent monthly 100 drone incursions – cca. March 2018



Decision Pathway to Open the Doors



● NIAS Specific



Pathway to Develop Nevada Drone Center of Excellence for Public Safety



Drone Detection Federal Legislation & Proposed Legislation



NIAS Request for Board Support of New NIAS COE & Fundraising Strategy

Local, State, and Federal UAS Industry Challenge



Existing Challenge:

NIAS would fill a major industry need and guarantee sustainment beyond the life of the FAA-designation that is set to expire 30 September 2019 unless extended by Congress.

NIAS proposes a solution to directly address the rising incident of rogue drones by increasing awareness to reporting, enhancing FAA policy and procedures development, and increasing or mitigating the rising occurrences of rogue drones or drone incursions in controlled areas.

Existing Solution:

- Does not exist to our knowledge.
- Limited FAA reporting and regulatory guidance.
- No synthesis of incursion data.
- Limited or no analysis available.
- Technology extends way beyond regulation.
- No safety center combining safety and drone detection to produce lessons learned.

Local, State, and Federal UAS Industry Solution



NIAS Solution:

- NIAS fundraising will sustain initial cost of manpower requirement.
- Fundraising will allow additional safety analysis further reinforcing the Nevada UAS Test Site core mission – **public safety**.
- Increases lifespan of Nevada UAS Test Site and adds value to the Nevada and National UAS industry.
- Increases ability to detect, assess, prioritize, and mitigate rogue drone incidents in Nevada and nationally.

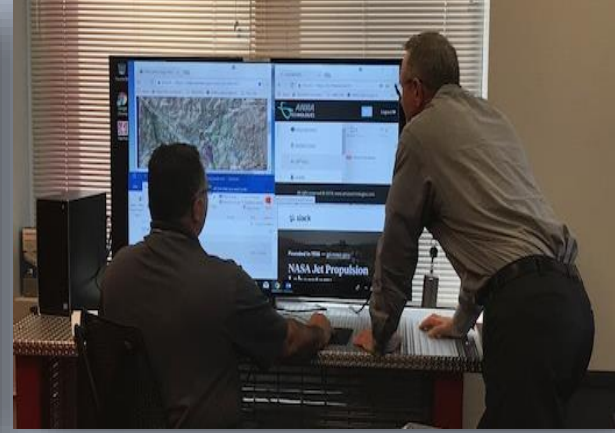
Requirement:

NIAS has the people, experience, the knowledge set, the starting facility (space), the computer infrastructure, and the opportunity to open a Nevada Drone Center of Excellence for Public Safety that no other site has even contemplated. NIAS staff needs a vote of support to allow NIAS to create a funnel for grants and donations. No initial funding is required to do a *soft opening*.



Space Vision – Now and Future

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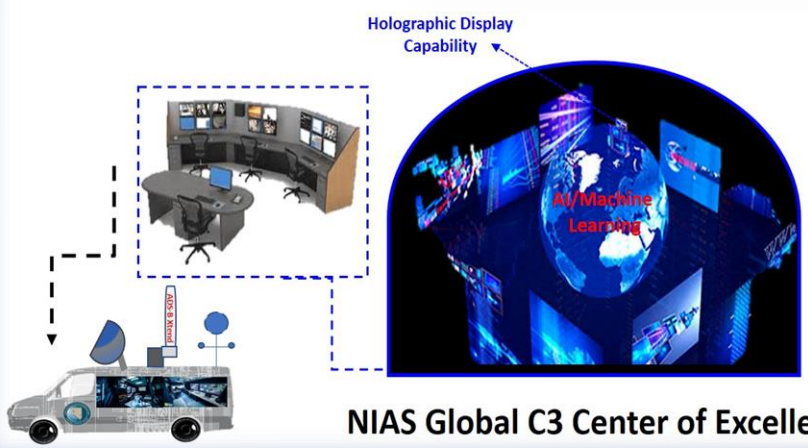


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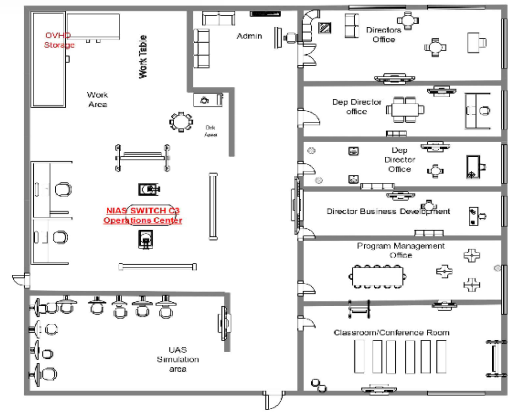
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NIAS Global C3 Center of Excellence

Future Capability

- Cloud Based/Virtual
- Terrestrial or Satellite
- Integrate GBSAA/ABSA
- Multi-cability





Center's Mission. The Nevada Drone Center of Excellence (NDCOE) for Public Safety increases public drone safety awareness, helps mitigate air hazards through educational collateral and public workshops, and promotes the safe integration of unmanned aviation into the National Airspace System. NDCOE protects Nevada residents and visitors from malicious drone operators.

Special Focus. NDCOE promotes and establishes Nevada public outreach to address and help mitigate the rising incidents of illegal aerial drone operations across Nevada and throughout the US. NDCOE helps protect tourists and visitors of Las Vegas, Reno, etc. from irresponsible drone operators on the Strip and around critical infrastructure. NDCOE also helps protect manned aviation arriving/departing McCarran International Airport, Reno-Tahoe International Airport, and other towered Nevada airports.

Areas of Promotion. NDCOE promotes drone safety, enhances awareness to FAA airspace requirements, and addresses the rising incidents of illegal drones flying around critical infrastructure, at outdoor events, along high-impact visitor areas, or convention center venues that have related outdoor demonstrations with large public gatherings. NDCOE holds workshops to discuss, analyze, and publish lessons learned on a state and national level. NDCOE will recommend streamlined regulation advancement for beyond visual line of sight, operations over people, and night operations – all of which are slowed down by the rising incidents of rogue drones reported.

Data Collection. NDCOE collects drone intrusion reports and creates the first drone incursion and near-miss data base – providing research statistics to educational and non-educational entities that promote safe integration of drones into the National Airspace System to help determine why, how, and where rogue drone incidents happen.



Marketing Strategy and Vision

Marketing Strategy

- Hold weekly or monthly public workshops both at Nevada UAS ranges and at The Innevation Center.
- Broadcast the workshops live for industry that cannot attend in person.
- Focus of the public workshops would be to listen to the general public/consumer about how they feel about drone use in public/highly populated areas and educate on the positive use cases for UAS.
- UTM and drone detection demonstrations.
- Multi-media marketing strategy to enhance visitor confidence and awareness of drone operations on property.
- Provide drone safety collateral that is available at visitor's centers, hotels, and travel agencies in Southern and Northern Nevada.

Vision

- Have NIAS be the sole source of information and distribution of content around Drone Safety in Nevada
- Charitable donations will go towards hiring, event coordination, and marketing efforts
- NIAS works directly with charitable sponsors to act as an end user technology integrator so critical infrastructure can be protected and different technologies can be demonstrated in congested airspace
- Protect manned aviation in Nevada
- **Through NIAS, the number of rogue/malicious drone operators will decrease and the confidence of the public/tourists will increase due to awareness and public safety outreach efforts**

Timeline

Receive Board
Approval

NLT 11 Apr 18

NDC Standup,
Collateral Dev.
Begin Fundraising

Apr-May

Fund Raising

Apr-June

June to December 2018

Begin Standup – Prior Actions Continue

Fundraising Strategies and Target Markets



Strategies:

- Meet directly with Nevada corporations and community leaders interested in seeing this effort succeed
- Leverage the NIAS Board of Directors for potential philanthropic opportunities
- Leverage GOED connections to major private companies investing into Nevada
- Fundraising Events (golf tournaments, outdoor demonstrations, charity dinners, etc.)
- Philanthropic individual donations through Denna Atkinson

Target Markets:

- Federal and corporate grants
- Alcoa Foundation
- National Science Foundation
- Nevada Resorts Association
- Las Vegas Convention Visitors Authority
- Las Vegas and Reno Resorts
- DOD Contractors Philanthropic groups (Boeing, Lockheed Martin, Northrup Grumman, General Atomics, etc.)
- MGM International
- Station Casinos
- Switch
- Wynn/Encore
- Caesars Entertainment
- Nevada banks and credit unions
- Las Vegas Utility Companies



Request for Board Approval of Planned Major Announcement at

***ISC West Unmanned Security and Safety Expo,
Sands Expo Convention Center, 12 April 2018***

Critical Infrastructure Security using Drone Detection - a Perspective on Best Practices

NIAS Press release with Paul Anderson GOED Quote – 12 April 18, 11:30 am



*NIAS Board Discussion, Vote,
& NIAS Director Guidance*