

10:00-11:00

① **Chairs Kaselows** (new energy, new ideas.)  
4 yrs. Econ. rooted in base

Rural but sophisticated  
50 Tenants on base research - testing & develop.  
no-labs

would class one of a kind machine  
testing & evaluation.

modify existing plans  
vision, coprocessor, radar, drones,  
avg - solution \$14,000 on base

- Commit**
- facilitate programming before.
  - Innovation
  - Tech transfer.

② Many people don't understand what we're doing here.  
Urban vs Rural.

gets funding ← John Bohannon - what ed / Airport should be something more.  
Ken & Steve own (and around airport  
"Higher Education Center")

\* Advanced degrees - Northern Michigan Univ. Ed. & Research  
↑ Academic Bldg. (to be constructed)  
University of MI

Dedicated to Autonomous Research.

3-UM  
presence.

Tech port - New business incubator.  
UM. Jimmy Partleson.

UM test site.  
check

Demand to beat the airport  
- want runway access  
- some just want to be there.

Industrial park to north  
(Platform Aerospace)  
Cost on hangar 1-yr.  
4200 5200'

Lawrence Harder Rd. needs to move.  
Gravel pit - Future development  
Airport Rd will connect to Lawrence  
Harder Rd  
Jet expo could get jets, but probably  
a lot of push back.

---

Official Name  
Promoters  
Connections (line, calculate)  
Known for coming together  
Mtg & Catching Places.  
Market Innovation District.  
They 'popping up' & have gotten ahead of  
Cohesion Point/Idea.  
Target Businesses  
Design & Architects - Architects  
Arch. that inspires  
Awareness of what is happening.  
Procurement.

shared Metro

28? PUP?  
Zoning? PRC?

John Deatrick  
Gary Whipple  
Allison Swint  
Bill Hunt  
Kathleen Easley  
W FAX

PREPARED BY EJA  
DATE 5.15.19  
1:00-1:50

12,000 sq ft hangar  
Academic Done Record  
Sprints Navy -  
Georgia Tech Records Institute.

Terminal Bldg.  
Cruernath had a 5K loop around airport.  
Headquarters of St. Mary's River.  
St. Mary's River.  
County owned hangar in the future.

Pilots - Georgia Dev. - Continuing to grow.  
Corporate emp & "Mom & Pop" & tenants.  
some just hangout & some fly.  
Navy pilots, retirees - plans.

Weakness - isolated - nothing "together"  
not collaborative  
- need food service  
- also weekend food service.  
- An observation area would be great  
- a kid's park area.  
(community) lot moved out.

Repositioning the hangar  
Tie into the old school Community  
Airport View - connection

1  
2 Nose complaints -  
3 ~~★~~ observation pig  
4 (Acrofted) - open seating courtyard.  
5 knowing that it exists  
6 - EAA / Exp. Aircraft Association yearly  
7 - Game spaces to children.

8 Not currently.

9 - STEAM Festivals.  
10 - SK  
11 - More activities.  
12 - People jump on any excuse to get together.  
13 (No major music (pubic) reminder here).

14 ~~Substructure~~

15 ① Cal. S.M.A. - Torke Electronics

16 ② Saint Mary's College

17 ③

18 Amazon classroom experience

19  
20 Tie in airport w/ county fairgrounds  
21 w/ circulator

22 (National Oyster Shucking contest)  
23 In front of walk from Unlwood Center to  
24 airport - (photos)

25 ○ No tax -

26 ○ No Uber's really.

27 Ken Reed - Open House (not well advertised)  
28

Teahport lunches 1/month. (ex/impacts)

• ~~RAY~~ museum people could go to airport  
to see

→ ~~DRONES~~

- Plane hanging from ceiling
- ~~Down that delivered~~ ~~Knives~~

Job from  
out there.

Culinary Arts school at High School. (only  
friends paid)

Now not so much from to table focus of white table  
except that  
Poli & Elements

Hotel - Reed Roof, Inc

Hollywood is at Airport Road.

→ ~~bordering~~ ~~in way~~ (1 distance)

one in the works?  
→

East Side of Road.

Bob Waldschmitt

PREPARED BY

EW

DATE

5.15.19

2:00-2:50

1981-

stopped Bldg on spec.  
Stanley Martin - stopped?  
3200-4200 units still

Plumbing

Removed from base - most quiet  
Idea was camp  
Ease of getting in & out  
No traffic, best to work.  
A few fly in to work.  
Some home (ones here).  
Like suburbs

Medians

One noise show - one engine  
old time - clunker.  
~~some tourists~~  
few outsiders  
Whose gonna be there?  
Big company want to beat base.  
W. name on Dreyer sign.  
How to attract business?

→ Cheapest rents & suites aren't full 5-6 empty  
Have to have - Food - Restaurants  
Needs Population - Food trucks.

Lots bicycle & walk to work.

\* Road re-routing to get airport access

\* Accessibility of land to N/E.

Kurt Parsons  
Tim Heely

Rated from EIA  
Quiet Infrastructure

Strengths

Rate - Educated people w/ income  
& drop - income - more  
Worldly  
Engineers & Contractors

mostly contract vs engineers  
Navy - this is where you go right before you  
retire  
Constant influx of people. 10% of  
uniforms  
- water, ports.

Weaknesses: Single economy.

(“corrosive bridge” - diff. worlds)  
power plant  
gas plant

- traffic. (located here because of traffic.)
- Lights
- DC & rail for more commuting. - starting to have traffic.
- St. Mary's Hospital - doctor recruitment 2-4 years doctor turnover.
- Hospital decreasing - slow increase.

\*\*\* - Not a place to hang out  
 - Beer, Young, Hang out  
 - Cost for labor & facilities is high.

- Really pro-business?

- easements

- life the way it was

- threats

- Make permitting easier. (not 2-3 years)  
 zoning ordinances

\*\*\* - Land large enough for 50k & 100 cars  
 - Most services to base - they build parts  
 & pieces for planes

- Target customers out of Canada.

~~base~~ base manufacturing sent out  
 Could capture market.

\*\*\* - Infrastructure.  
 Fortnite schools.

- o 5000 & taxiway weight & width.
- o UAV + other happens elsewhere.
- o Things already "permitted"/streamlined.  
 no red taped.
- o Hobbyist + lots of private pilots license -  
 fly to Ocean City - Cars, Sportswear.
- o Education (Graduate programs)
- o |

Recruiting: Missouri S&T  
 Home team w/ Tech ctr. (2-kids Tech ctr.  
 { 3 College.

- o Higher Ed. ctr. Jamund at night
- o Better way to communicate activities
  - Calvert County.
  - Mike Torack

Networking Books & 1 Comprehensive website.

Aerospace Knowledge Expertise

Highly  
 Applied

→ Lay out w/ FARE - this is on paper  
 \* Maybe new UM will be different.

only 2-3 parking spots at incubator,  
 - smart people who don't have degrees.

→ No catalyst to help bring it  
 to fruition. - In this industry  
 need a contract vehicle -  
 real route is through base-  
 barrier to entry.  
 No system set up to support that.

Ken Reed  
Steve Bidman  
John Bohannon

PREPARED BY EJA  
DATE 5.15.19

4:00 - 4:50

Steneplanted seed - "great potential" - lacks  
infrastructure - It is now being realized.

Competition has farm-key.

Never really had govt. local commitment for  
infrastructure, but is starting too.

Opp for people (is total)  
Donated 1/4 ac. on the west end.  
to put tax user bldg & more here  
Bldgs could be secure that many could use  
infrastructure costs,  
they have invested + some govt. \$.

\*\*\* Adequate financing is needed. (Co. only  
(fund, plan, finance, implement) \$2-3M)

\* Does it make sense to bring in a development  
authority? Or bi-county group?

Can get around some of the rules?

- Realign diff. entities.
- Biggest obstacles local govt./county agencies.  
Streamlined process needed (Secretary's order)
- Create a zone to facilitate process
- Someone w/ authority to make it happen.

1  
2  
3  
4  
5  
6  
Maintenance shop - they are building  
Would like to have a cyber campus -  
were hoping to get some in incubators -  
have high speed internet.

7  
8  
- Starting to use AI - (surveillance).

9  
10  
- Most people don't realize what's down here.  
\$12B flowing every year - F&A River.

11  
12  
- Local economy weak underpinning.  
Other than that.

13  
14  
- ~~every~~ ingredient - "bundling" /  
production. - Starting to get  
some.

15  
16  
17  
\$-6B kept locally, but most goes to  
somewhere

18  
19  
- Have not been ready to overcome business

20  
- they go elsewhere.

21  
- but "life plan ready".

22  
- Rest

23  
- Feds.

24  
- Fed bridge across Rd.

25  
- Observed from

26  
- Bollywood wants to double size.

27  
- Few local type jobs.

28  
- Roosevelt \$100

\* - Tax benefit - Opportunity zone like.

- Everything on base has to be defense.
- International Work - PAX turns away aircraft modification work - don't want to bring foreign nationals on-base.

Fabrication could be off airport and brought on-airport.

\*\*\* - Major University partnership is key - have landed that with YUM \$85M, some student research component. - Exciting to Navy

\* Want faculty that can do what a teacher student doing research for a semester.

- Southern Maryland 2020. - Regional Focus -  
- Local Flavor.

Candid Greenwell

JaKez

Working w/ supervisor.

Community problem

were spending a hard to find a good place for a  
practice.Platform = 1993 - somebody on base likes you  
- Product based problem you can do the work.

(not project

based company) → manufacturing system

- Vanilla Aircraft 10-Day unnamed Aircraft  
need 50K sq. ft. facility.

- there is some forest conservation easement.  
15000 sq. ft. easement. - see zoning -  
might be more.

\* Need Martin Stanley Plan.

Project Needs:

- People want to be in radius of FAX.
- More jobs & opportunities
- Something else to draw people.
- no concentration center of to those big event.

Had

- UAV Conference a Champ.
- Road structure - Bondage.
- Parking. - little bldgs -
- \* - Wildwood - app. for venue?

1  
2 Lunch - occaltg

3 McCaus.

4 Harris Teeter

5 Pros

6 Chipotle.

7 Chaseburg, Lu Pa. (Closed)

8 Outback

9 PellaWood.

10 Red Robin

11 Olive Garden

12 Texas Roadhouse to go.

13 PottPelly, Panama, all ways.

14 That -

15 - Activities - Leagues - Hockey

16 Softball

17 Kickball

} Town.

18 Training on contracts.

19 - Activities for kids - middle school afterschool

20 Age - More drug rehab services -

21 widespread - more local pop.

23 Taste of St. Marys - People do go to Historic  
24 Leonardtown. Pops.

Jalie & Tom  
Lemzer  
CIO

Andrews  
Chancellor for Econ. Dev. for ~~MD~~  
University System  
of MD  
Southern MD Key Strategic Asset!

10:00-10:50

Getting research out the door.

- Tech Port - - some firs & starts
- have had to pivot
  - 5-7 clients, many are visiting <sup>are probably</sup> ~~there~~
  - Inventor muscle - IP & competition w/ business problem

- Historically been seen as a place for research program.
- looking at - Cyber Center for <sup>AI</sup> ~~freedom~~
  - ~~Southern~~ Trade School - <sup>AFER</sup>
  - not USM & Aircraft Maintenance

FAX Have started  
UMBC Cyber/Anal  
Govt Program

Weaknesses - Check ratings of others w/ pose re  
Challenges

- Greater Collaboration,  
College of Southern MD. Not Fall - Design/Prod Leadership.

Not as many entrepreneurs as thought  
K-12 outreach.

Priority - Diversity & scale of enrollment and  
industry engagement.

\* of post collaboration  
structure mentoring  
event space  
use of airport more

Preceding District

- This is more of a destination space -  
get them to stay for a while.

"The Curb Pod" Competition - Larger prizes.  
Southern Md. w/ Howard.  
thing

Employers need help in attracting &  
retaining employees

Appeal to young technicians.

Jake - If focus on airport - do Lunch w/ out  
Car.  
Coffee Shop.

\* Need to meet the right people

Tom -

Residential thoughts?

- It's not urban or cool?

- Hotel.
- Condos
- Athletic Center
- Outdoor Gathering Area, Amphitheater.

Resident aircraft

Airport & integration.

(re-visited)

continuous operation.

Remaining more capital is a need.

into the area.

Missing opp to highlight other clusters.  
(other than gyms)

Connect Navy, College Park, Army.  
Leverage Aerospace ecosystem.

America Platform.

Survivor, Technology, Software.

Craft Beer.

\*\*\*Have to promote the model first  
Don't have the density, yet. \*This requires  
to make further  
through sequencing

RICK TAPP & ROB WINSTON

PREPARED BY EA  
DATE 5.16.19

11:00 - 11:50

# Entrepreneurship Program

- ① Reem/Em U programs more people drive
- ② Partnership for Georgia Tech. used in vertical.
  - classified work. airplane -
  - 3-yr \$365m - 8 people. app to call.
  - \$15m locally.
- ③ IMPAX - for Naval Air Station  
Ind. Academic Govt  
more tech. quickly, in the Govt.

- o No connective bridges here.
- o "stone piped"
- o Landing Pad for new businesses.
  - Have DoD funding to free
  - Trying to get hangar built at airport.
  - Govt & private funding combo. possible (Space)

Ted Hays.  
High school.  
U and Tech at UVA

IMPAS  
Mid. Industrial  
Project Funds

Spur 14.

PREPARED BY

DATE

Spur out

Tech transfer office (Not FAR based)

Open in & out technologies

Research, development, testing, evaluation

Have to partner w/ industry to bring to

production

(Tech Port - Develop tech w/ this ecosystem)

- Collaboration space w/ IMPAX - thought it had <sup>no</sup> 12,000 sq. ft.
- Want to attract millennials.
- Cool hrs - place you'd want to hang out. ↓  
(other innovation districts)

① Pressure to enter

Physical

Ted talks

②

Neuroconcrete

Tempo, etc.

③

No branding agent.

old bldg. not ancestral.

Let me forget of Termond - there are no landmarks

"The Gate"

Note path - No highway to Maryland / unmarked cr.

• No narrative or physical connection.

• No path to road/city

tradition deny & contr. at base

• Offer - no "sense of place."

- something is caused.

- Retention!

High pay, high promotion, then leave  
can't meet again.

- \* • One of worst communities in the nation.
- No good connections to Coleman's & Carter.

- shut down 8-9 w. 10 weekends

- \* • Late night stuff

- Not a good mixing place for cross  
industry - gov't vs teachers vs

- Not big investment from County for  
the above

North Ctr.

- 50-60 people vs room for hotel or leg space.
- Porter's Center?

AXPiner Naval Museum.

- Ferry.
- Charter flight
- Transportation

Funding & Budget  
due to D.R.



Return

- Websters Field - More manufacturing.
- Need manufacturing/production courses sooner.
  - \$79 medical technology.

R&D - ~~experimentation~~ - ~~product~~

- Hotels are 2-miles away (close)
- If there's a reason to come here, they will come.
- \* Change to zoning.
- Sell it.
- Praying routes are terrible. & behavior.
- Conference - New Generation.

[ Cycle Courses ]

Impediments?

- No good story to sell.
  - shared vision
- On base - they have a hangar that isn't assigned to one program & rather they should & you use the space. - Could be a shared common asset.
- If you have a beer, what do you do about drinks, what's driving?
  - (Hard to get peer integration.)
- Haven't found a way to integrate the teachers w/ engineers.

(The Ticker - Solomon's Island)

- what are you sacrificing in space to provide the use

New case? ←

(w/ demand scenario - retirement)

- small business motor at FAX
  - Commuters - small business set as a precedent "mid-major" (SAC).
- <sup>(leads)</sup> ~~and~~ wage pressure.

\* Airport - differentiate from FAX.  
- Diversification -

Mike Wetzel

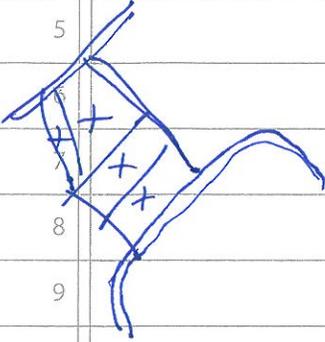
- office is reaching a freshed.
- Conferences of FAX happen outside office parks (high)
- Need Master Plan.
- Uppman - may need a separate area
- Higher & better
- Things to look forward.
- Have feel of re-park by FAX
- Zoning (can hamper development (best))
- Compatible.
- Corporate office properties (REIT) owns many

Q: \* \*\* \*

Strengths

- under. prop & integration w/ improved facilities
- Incentive re development.
- Meet the need.
- North side even though environmental.
- County road from Howe North Rd.
- @: could be separate NAV.
- High Demands for young employees.
- How strong are the amenities.
- OBX
- Owned parcels / fac - safe for rider.
- (4 lots & 2-bldgs)
- Core incentive & what amenities?
  - Jr. between rd & office park.

- Regional sum
- Incentives
  - Amenities
  - Residential option



- General community, not always need reception to new development.
- 30 yrs old Wildwood Shopping Center.
- Pub document
  - density
  - height
  - buffers
- Some "adequate public facilities"
- What is VA's need & purposes in the future?