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STATE OF OHIO

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September 8, 2009

Growing Ohio's Aerospace and Business Aviation Sectors

1. **The aerospace and business aviation industries are deeply rooted in Ohio.** Ohio is the home to several major aerospace research facilities and one of the strongest aerospace supply chains in the nation. The Air Force Research Laboratory (AFRL) manages about 50% of its \$3.5 billion annual budget from its offices at Wright Patterson Air Force Base in Dayton. Wright Patterson is also home to the Aeronautical Systems Center and the National Air and Space Intelligence Center. Ohio also hosts NASA's Glenn Research Center near Cleveland and the Defense Supply Center in Columbus.
2. **Federally-funded aerospace research initiatives offer significant opportunities for business growth and technology innovation in Ohio.** In a typical year, the AFRL at Wright Patterson contracts with Ohio-based companies for approximately 9-10% of its contracting budget, while AFRL facilities based in other states typically spend 20-60% of their budgets with local and regional firms. Drawing on the knowledge and experience of Ohio-based industry experts, the State can identify policies and tools to leverage opportunities in the federally-funded aerospace industry more broadly for Ohio businesses, educational institutions and workers. The strategy to leverage aerospace research funds could also serve as a model to maximize opportunities offered by other federal facilities in Ohio, including U.S.

Environmental Protection Agency research facilities in Cincinnati and U.S. Department of Energy facilities in Piketon.

3. **Ohio-based companies are major suppliers to all aerospace prime contractors and leaders in the business aviation sector.** Some estimates suggest that more than 1000 Ohio firms employing more than 120,000 Ohioans supply the aerospace industry in some capacity. Ohio's place in the aerospace supply chain can be enhanced through information-sharing and coordination that connects Ohio companies with more of the business opportunities the industry generates. Aerospace and business aviation firms operating in Ohio also will be better-served and positioned for growth by the development of a supplier network in closer proximity to their operations.
4. **The Ohio Department of Development Strategic Plan targets aerospace and aviation for statewide development.** Because Ohio has strong research organizations and industry that anchor aerospace and business aviation in Ohio's economy, the Ohio Department of Development (Development) has adopted a targeted industry approach to economic development which focuses resources on industries best-suited to Ohio's core strengths in manufacturing, technology, research and entrepreneurship. Formulating policies and tools to leverage research and development opportunities and to build supply chain networks around the aerospace and business aviation industry can also provide valuable knowledge and insight for building more robust supply chains in the automotive, wind and solar industries.
5. **The Director of Development should promptly take steps to implement a targeted industry plan for aerospace and business aviation.** To inform the State's efforts and to identify the most effective role for the State in supporting sector growth, the Director should convene and consult with industry leaders. Through its consultation with sector experts, Development should identify specific opportunities and recommend strategies to leverage and promote Ohio businesses and educational institutions as valuable participants in the aerospace field. Development will also consult with industry leaders to identify resources that may be available to support the growth of the aerospace industry in Ohio.
6. **Development should seek broad input from industry advisors to promote aerospace and aviation opportunities in Ohio.** In order to assure that Development has input from a broad range of industry viewpoints, it should establish a targeted industry advisory group composed of individuals who have the knowledge, experience, ability and willingness to work with State government to maximize aerospace and business aviation opportunities in Ohio. These targeted industry advisors for aerospace and business aviation should include at least:

- a. One advisor from a prime contractor in the aerospace industry;
- b. Two advisors from "tier-one" suppliers in the aerospace industry;
- c. Two advisors from "mid-tier" suppliers in the aerospace industry;
- d. Two advisors from small business suppliers in the aerospace industry;
- e. Two advisors from aviation businesses and support organizations;
- f. Two advisors from educational institutions actively conducting research and teaching subject matter directly related to aerospace;
- g. Two advisors from non-profit organizations with missions to promote aerospace and the history and role of Ohio and Ohioans in aerospace;
- h. Two advisors from business or trade associations that represent businesses in the aerospace industry; and,
- i. A representative from each of the Air Force Research Laboratory at Wright Patterson Air Force Base and the NASA Glenn Research Center.

7. **Advisory Group Meetings, Compensation, and Administrative Support.** Development shall convene meetings of the aerospace and business aviation targeted industry advisor group periodically, with the first such meeting to occur within 45 days of this Directive. Strategies developed in such meetings shall be implemented as expeditiously as feasible, considering the resources available to do so. Those serving as targeted industry advisors will not receive compensation for their services; however, consistent with Executive Order previously issued, members may be reimbursed by Development for their reasonable and necessary expenses incurred to attend meetings of the advisory group.




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