

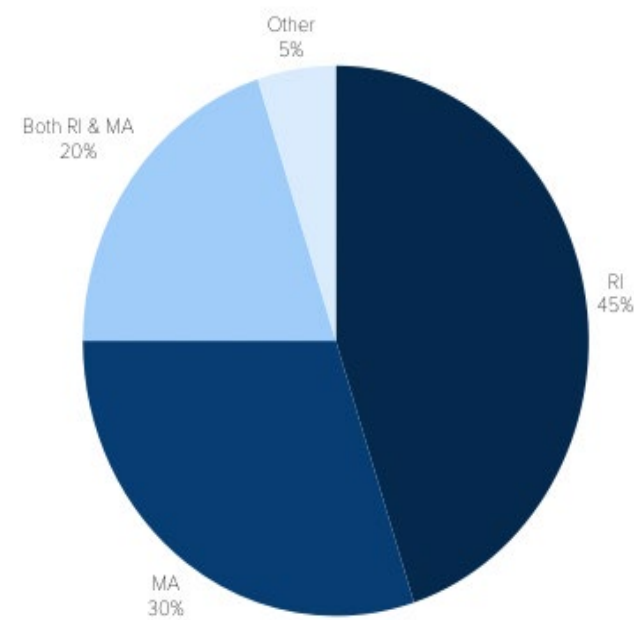


September 2025 CONSORTIUM MEETING AGENDA

- Welcome & Introductions (15 minutes)
- Business Need Assessment Presentation (30 minutes)
- Component Project Strategy Discussion (45 minutes)
 - NOFO Update
 - Brief Review of EDA Tech Hub Priorities
 - Potential component structure
 - Breakout groups
- Governance Structure (30 minutes)

Business Needs Assessment Report

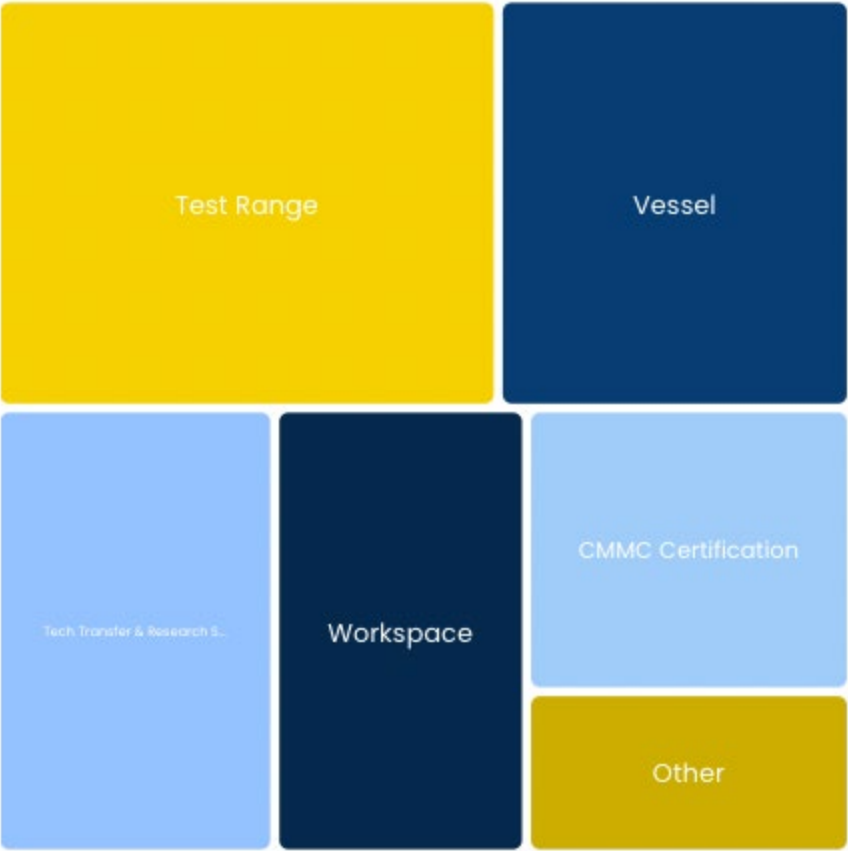
Location



Headquarters in the Region



Identified Needs

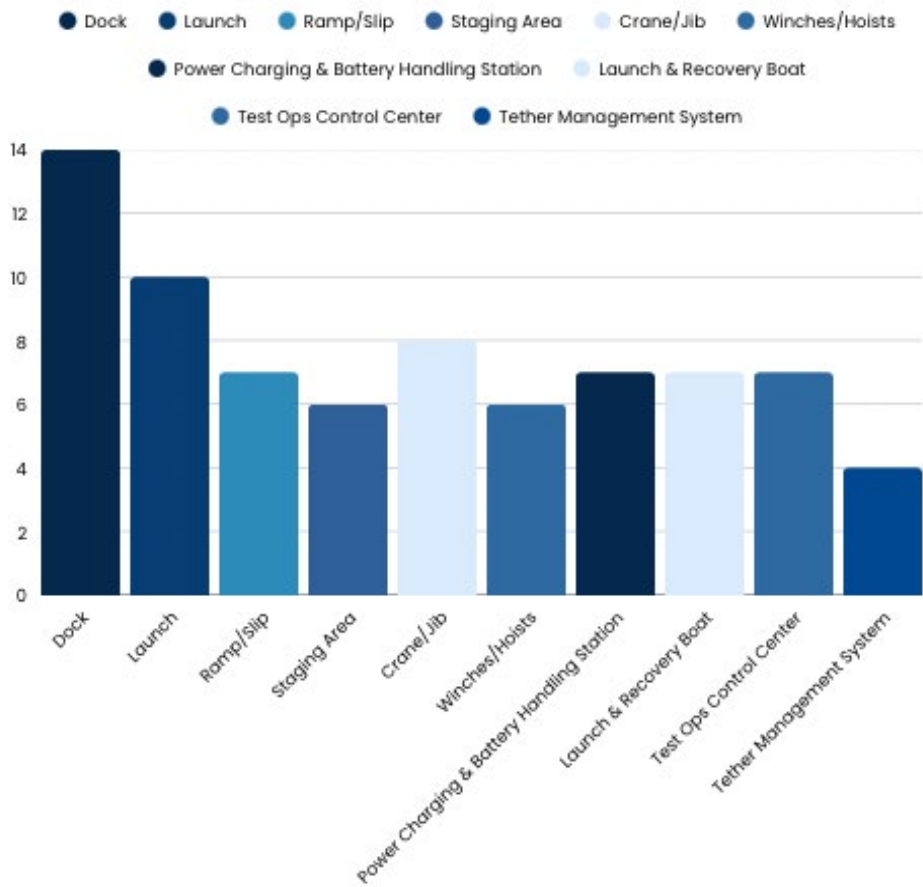


Business Needs Assessment Report: TEST RANGES

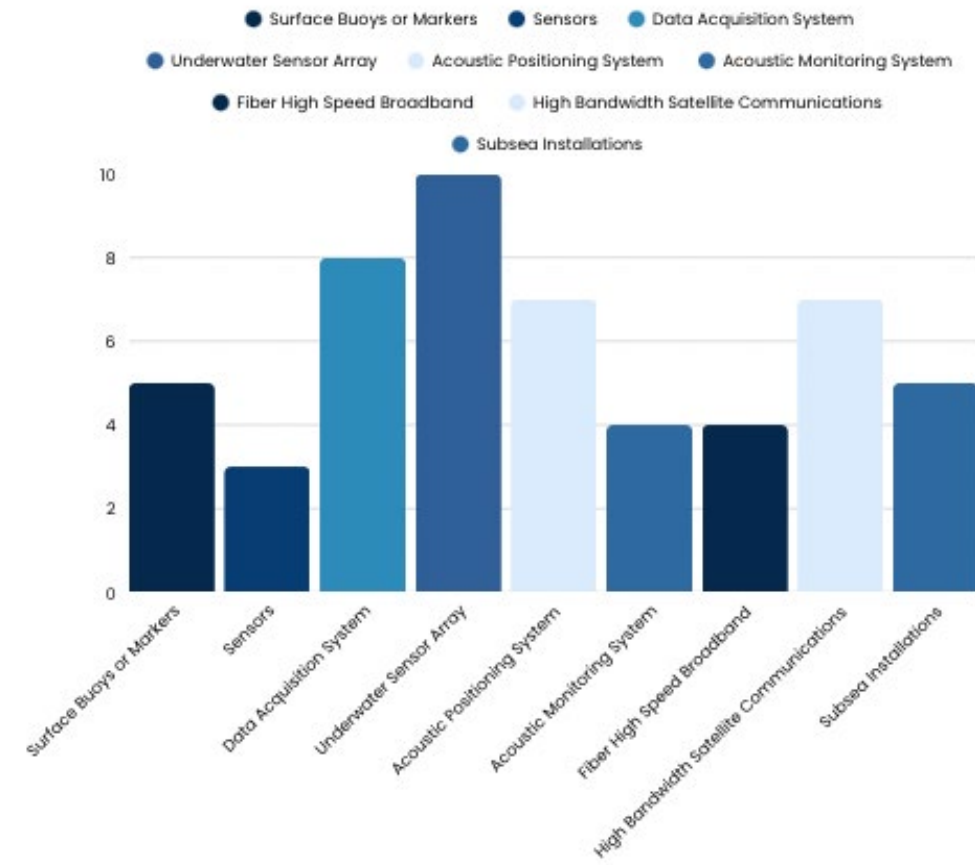
Test Range Need



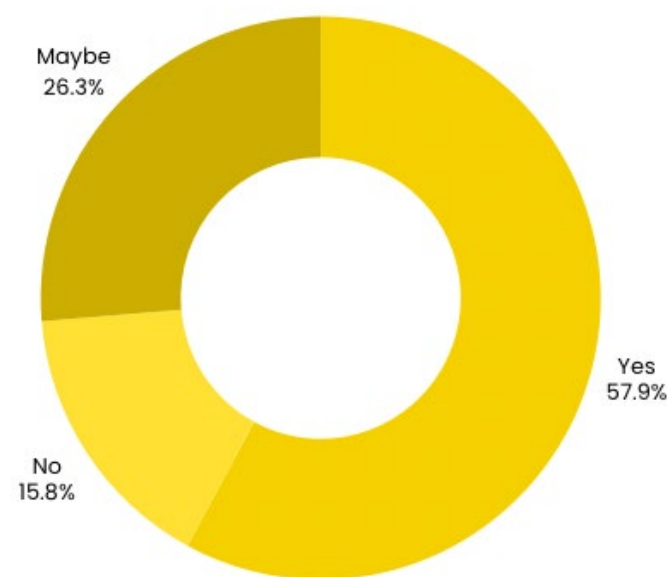
Shore & Deployment Needs



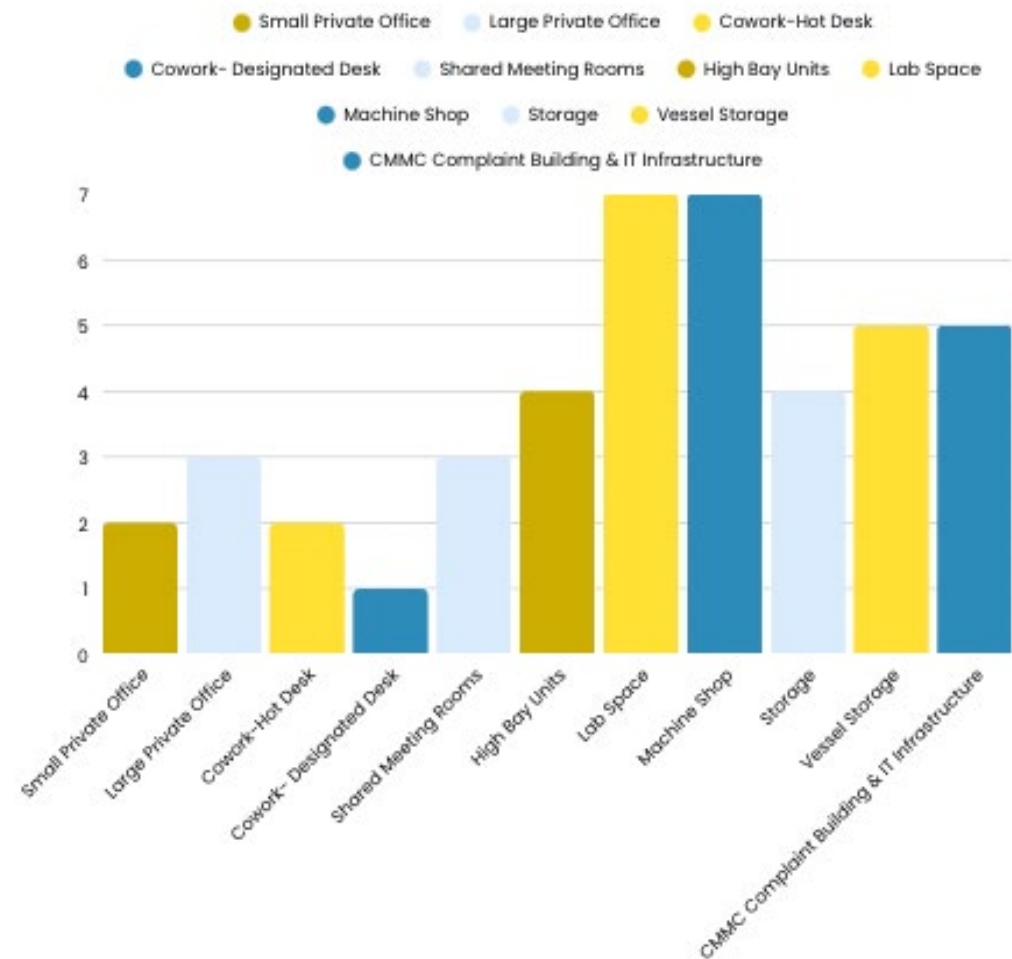
Testing Needs



On Shore Workspace with Direct Water Access

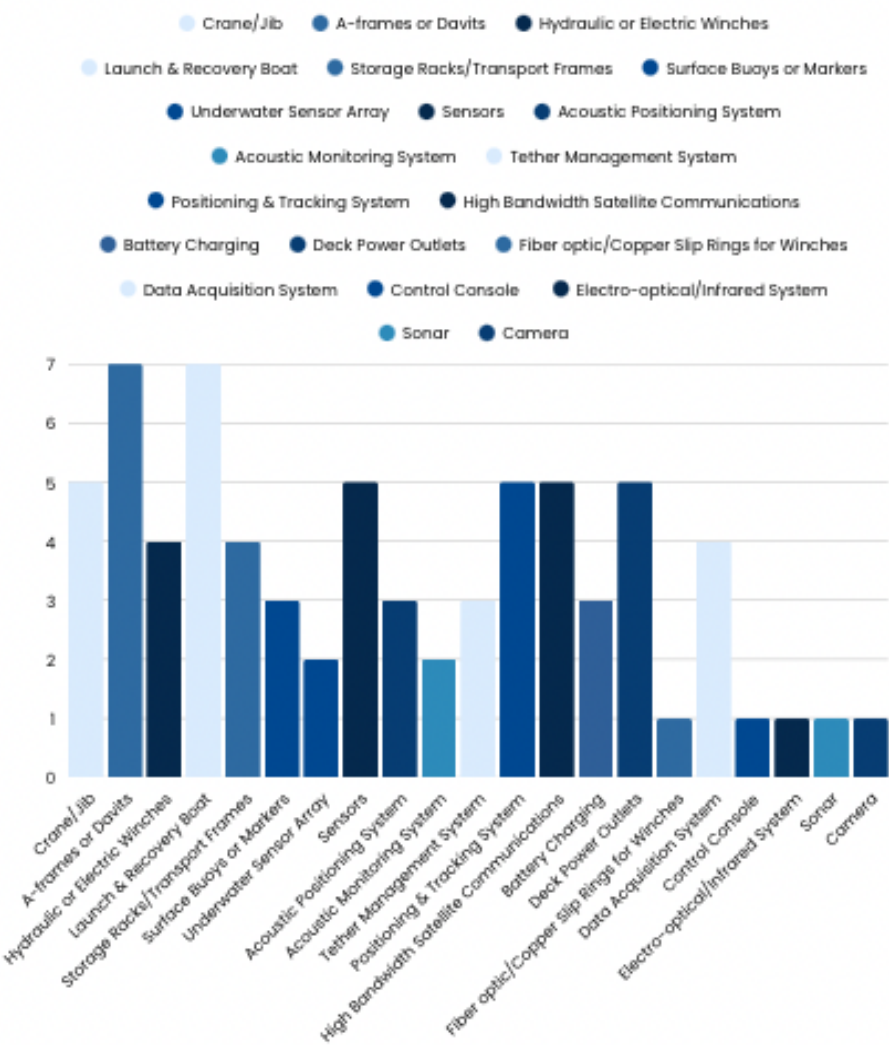


Workspace Needs

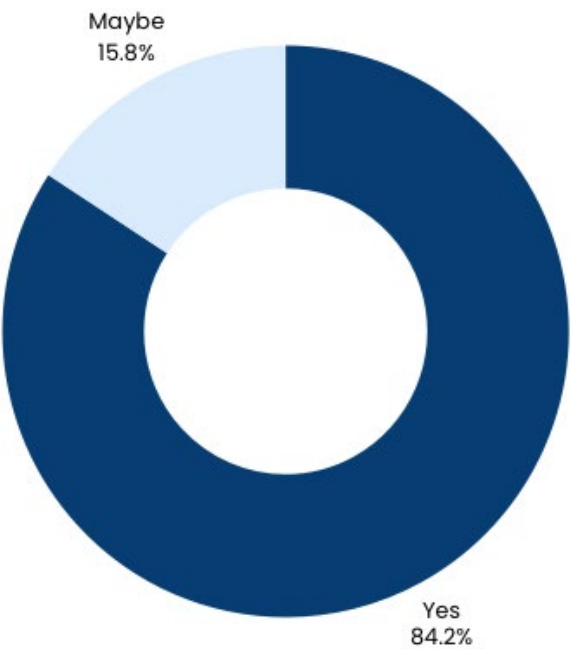


Business Needs Assessment Report: VESSELS

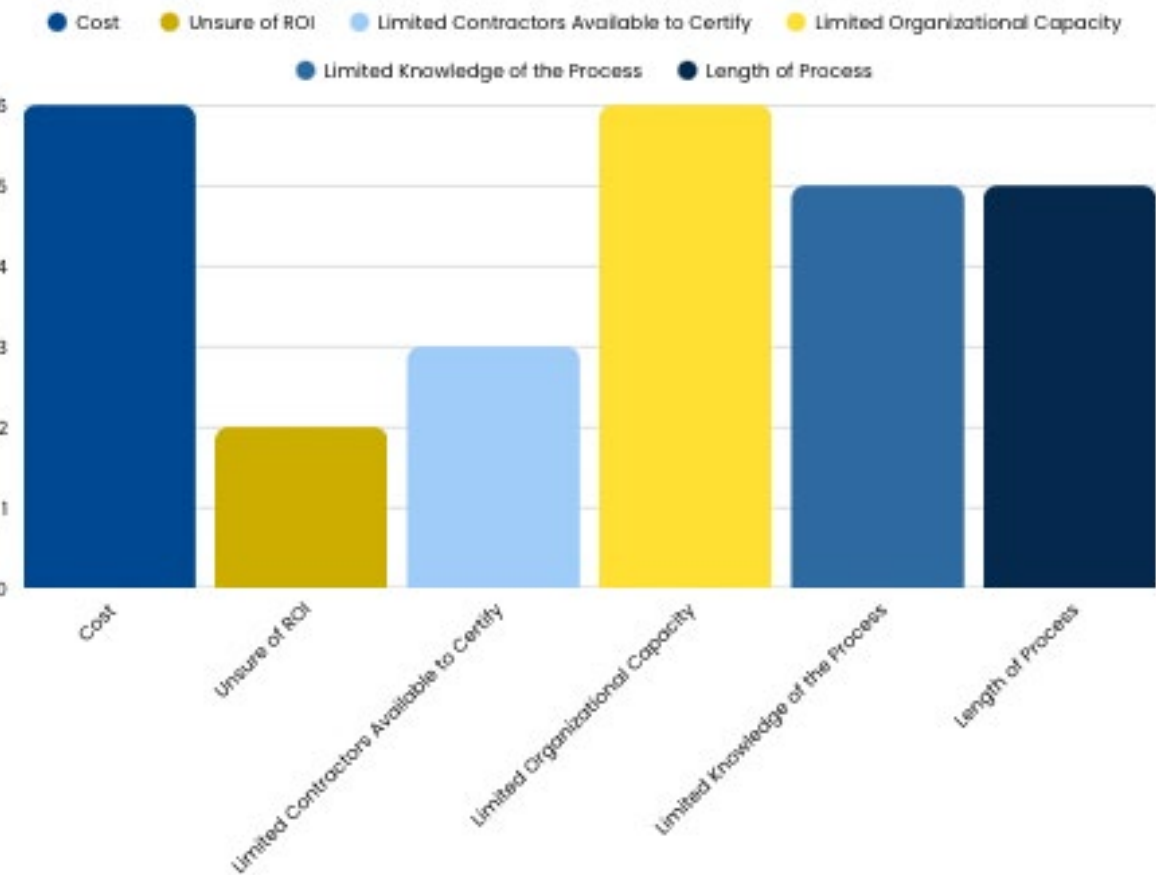
Vessel Mobilization Needs



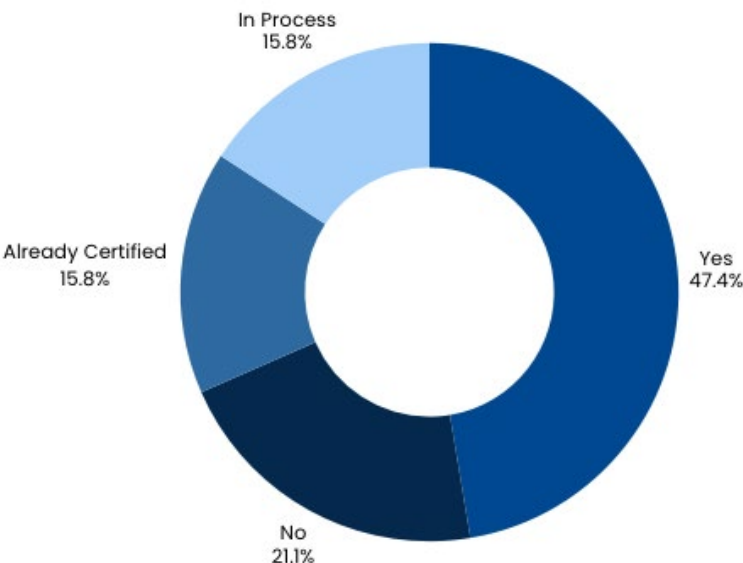
Vessel Access



Barriers to CMMC Certification

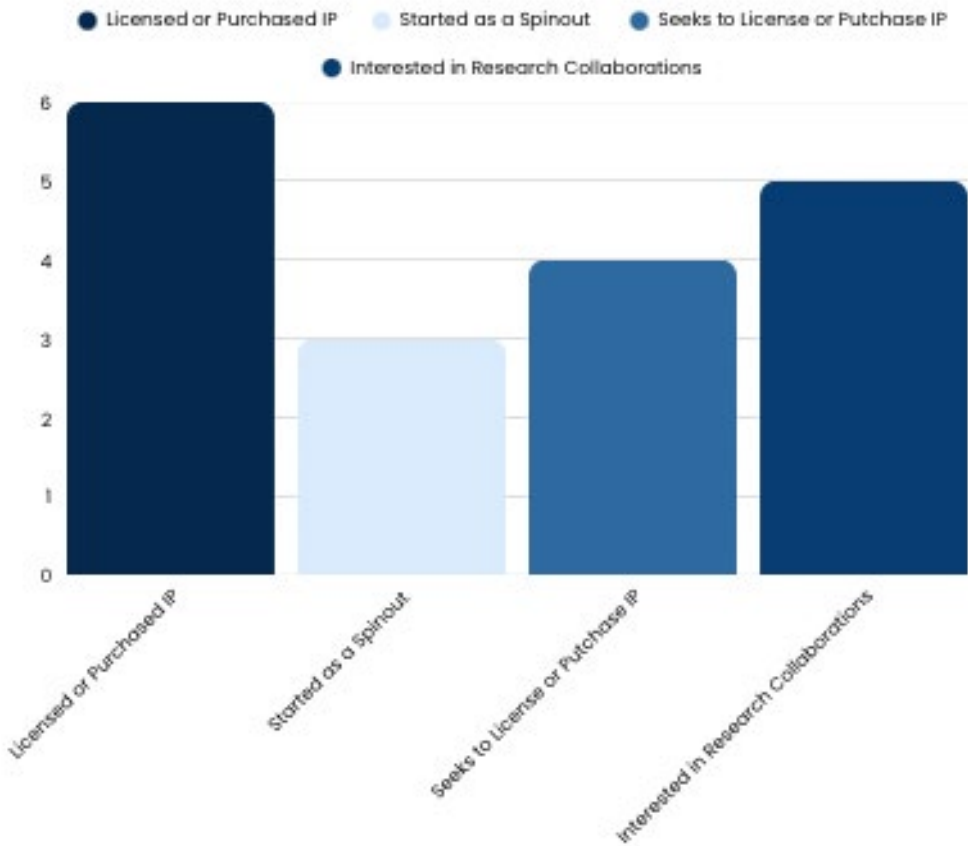


CMMC Certification Interest



Experience with Tech Transfer and Research Institutions

Experience with Tech Transfer



Business Needs Assessment Report: OTHER

Workforce



Capital



Customers & Target Market



Component Projects

Tech Development and Maturation



- What *products* are you commercializing?
- What local actors are already making waves in your specific product segments? Who are your national/global competitors?
- What are the keys gaps that need to be addressed to bring your products to market? Are they related to technology development? Market? Regulations?
- What public and private resources in your region can be leveraged to address those gaps?
- Who are your customers? What does the customer pipeline look like?

Workforce



- Who are the key employers in your industry and region?
- What critical hiring needs are key employer partners communicating?
- How will you get an understanding of industry workforce needs?
- Who are the training providers in your region and does curriculum align to industry/employer needs?
- How will you facilitate ongoing dialog/interaction between industry and training providers?
- How are you implementing your industry-informed commitments to hire?
- If not already established, will the Hub provide wraparound services to participants?

Infrastructure



- What are the infrastructure (e.g., test beds, pilot facilities, etc.) needs of your sector in your region?
- What infrastructure currently exists and what are the gaps?
- How will you solicit industry input to ensure the facility design meets the needs of the sector?
- How will you ensure the facility design and operating plan allows for shared use among targeted users?
- How will you ensure the facility design minimizes costs and reduces construction and procurement risks?

Business and Entrepreneur Support



- What is the industry landscape in your region? What is the startup pipeline?
- What barriers are entrepreneurs and firms in this industry facing?
- What resources currently exist in your ecosystem to support entrepreneurs and small businesses? What resources are missing?
- How does your project portfolio support tech transfer to firms?
- How can you incentivize collaboration among support providers and minimize duplication?

NOFO Update & Priority Review

UPDATE:

- **6 Weeks:** The NOFO is still under review. Submission will be due 6 weeks after release
- **Advocacy:** Many successful Hubs had strong advocacy in D.C.

PRIORITIES:

- **Key Technology Area:** Unmanned Marine Systems
- **Target Tech:** Technologies at TRL 6-9
- **Focus:** National Security & Global Leadership
- **Storytelling:** Tell the Story of Need. What will happen if the tech is not advanced?
- **Industry Driven:** Components must directly support needs identified by industry.
- **Industry Support:** “If we build this, the private sector will come to do that.”
- **Private Investment:** Corporate, State/Local Government, & Philanthropic Partners

TEST RANGE MODELS

- Shared use of existing assets with Tech Hub coordination
- Creation of a new test range for industry
- New range combined with access to existing ranges.
- Other

Infrastructure



- What are the infrastructure (e.g., test beds, pilot facilities, etc.) needs of your sector in your region?
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How will this model reduce barriers for industry?

Current Barriers:

- Cost-prohibitive
- Inaccessible
- Lacks direct access to workspace
- Limited boat storage
- Access to water is open to the public

Component Projects: STRUCTURE

VESSEL MODELS

- Purchase a vessel operated by OTH
- Purchase a vessel to be operated by a partner
- Outfit an existing vessel owned and operated by a partner
- Create a clearinghouse of commercial shared-use vessels
- Create a coordinated rental effort
- Develop a vessel sharing program
- Other



How will this model reduce barriers for industry?

Infrastructure



- What are the infrastructure (e.g., test beds, pilot facilities, etc.) needs of your sector in your region?
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- How will you ensure the facility design and operating plan allows for shared use among targeted users?
- How will you ensure the facility design minimizes costs and reduces construction and procurement risks?

Current Barriers:

- Cost-prohibitive
- Inaccessible
- Existing vessels lack the necessary equipment
- Finding vessels that meet industry needs is time-consuming

WORKSPACE MODELS

- Increase capacity or expand resources at existing locations
- Obtain a new facility operated by OTH
- Obtain a new facility operated by a consortium partner
- Partner with a company to create a shared workspace within their facility
- Create an interconnected network accessible under one membership
- Other



Infrastructure



- What are the infrastructure (e.g., test beds, pilot facilities, etc.) needs of your sector in your region?
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- How will you ensure the facility design and operating plan allows for shared use among targeted users?
- How will you ensure the facility design minimizes costs and reduces construction and procurement risks?

How will this model reduce barriers for industry?

Current Barriers:

- Lack of existing facilities
- Limited waterfront property
- Lab space limited or cost-prohibitive
- Lack of shared machine shops
- Costly boat docks and storage

Component Projects: STRUCTURE

CMMC MODELS

- Create a workforce development program to increase certifiers
- Build a CMMC-compliant workspace with shared infrastructure
- Create or expand programs that prepare companies
- Offer free preparation and certification
- Other



How will this model reduce barriers for industry?

Workforce



- Who are the key employers in your industry and region?
- What critical hiring needs are key employer partners communicating?
- How will you get an understanding of industry workforce needs?
- Who are the training providers in your region and does curriculum align to industry/employer needs?
- How will you facilitate ongoing dialog/interaction between industry and training providers?
- How are you implementing your industry-informed commitments to hire?
- If not already established, will the Hub provide wraparound services to participants?

Current Barriers:

- Cost-prohibitive
- Limited CMMC Certifiers
- Long Process
- Organizational Capacity

Infrastructure



- What are the infrastructure (e.g., test beds, pilot facilities, etc.) needs of your sector in your region?
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Component Projects: STRUCTURE

TECH TRANSFER & RESEARCH MODELS

- Create/expand programs that promote technology spinout
- Bridge program connecting research to commercial opportunities
- Researcher/Entrepreneur Matchmaking
- Research Showcase
- Industry-Institutions connector program
- Other



How will this model reduce barriers for industry?

Current Barriers:

- Access/Contacts
- Institutional Systems
- IP
- Organizational Capacity
- Funding
- TRL Gap

Business and Entrepreneur Support



- What is the industry landscape in your region? What is the startup pipeline?
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Tech Development and Maturation



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- Who are your customers? What does the customer pipeline look like?



WORKFORCE & TRAINING MODELS

- Develop Autonomous Marine Systems Degree Programs
- Bring existing programs to the region
- Develop training partnerships and apprenticeships with industry
- Other



Workforce



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- What critical hiring needs are key employer partners communicating?
- How will you get an understanding of industry workforce needs?
- Who are the training providers in your region and does curriculum align to industry/employer needs?
- How will you facilitate ongoing dialog/interaction between industry and training providers?
- How are you implementing your industry-informed commitments to hire?
- If not already established, will the Hub provide wraparound services to participants?

How will this model reduce barriers for industry?

Current Barriers:

- Need for more talent at all levels
- Maritime autonomy is new
- Lacks regulations
- Business workforce needs are often vague

GOVERNANCE

Steering Committee Representation:



- Government
- University
- Business Support
- Startup
- Industry
- Funder

Governance



- What does your decision-making process look like and how will it evolve in implementation?
- How do you define your consortium members and their role in (potentially) funded projects?
- What is the capacity of consortium members to implement large-scale projects, and how will you build capacity where needed?
- How will multiple projects operate in coordination, share resources, and avoid silos?
- How will you collect and share data across consortium members?
- How will this model be sustained after the award period?