

Proponent Testimony – Ohio House Bill 292
Ohio House Economic Development & Regulatory Reform Committee
Don Majcher, Vice President Technology & Innovation
Ohio Aerospace Institute
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Chairman Baker, Vice Chairman Terhar, and Ranking Member Driehaus; thank you for the opportunity to testify today on Ohio House Bill 292 sponsored by Representative Rick Perales.

I am Don Majcher, Vice President of Technology and Innovation at the Ohio Aerospace Institute. Created by the legislature in 1989, the Ohio Aerospace Institute is a statewide, member driven, not for profit aerospace technology and innovation gateway which connects our public and private industry partners with Ohio's higher education system and the global aviation and aerospace community.

Our mission is to leverage collaboration between Ohio's commercial, defense, space, and higher education communities which in turn will create jobs and strengthen our aerospace and allied industrial bases in Ohio.

We support House Bill 292 for several reasons including, but not limited to the following:

1. Emerging trends and opportunities in our industry occur rapidly and the Committee could serve Ohio's aerospace community well by addressing these opportunities at the speed of business and developing solutions to address them in real time.
2. Unlike some industries in Ohio, the aerospace community faces constant threat and competition from both out of state and global competitors. Other states have been successful at attracting major program work in either their public or private sector bases due to their cohesiveness and ability to work together. Ohio has made progress, but the Committee could serve as a unifying body to increase Ohio's competitiveness when "big win" opportunities arise or to develop pro-active strategies to pursue future investments.
3. Our aerospace, aviation and aero-defense industry is unlike any other cluster elsewhere in the US, which is why it is so hard to defend. Where other states may have one dominant cluster located in one region, in Ohio we are really fortunate to have multiple leading markets that spread out across the

State. To fully develop these requires a Committee that can connect the dots and develop a state wide strategy for these multiple industries.

- **Commercial** - Ohio is the largest U.S. aerospace cluster supplier to Boeing and Airbus with more than \$14.2 billion in annual spend. With Canadian and Brazilian markets also close by, Embraer and Bombardier also have a strong footprint of suppliers in Ohio. In fact, NetJets which is an OAI member company, recently placed the largest fleet purchase of jets for each of these companies.
- **Aviation** - With NetJets, Flight Options, and leading MRO firms like Constant Aviation and Airborne Maintenance & Engineering, Ohio boasts one of the largest aviation hubs in the world. With over 750 airports, three major commercial airports and also a strong supplier base for ground support equipment and services such as pilot training, Ohio is active as a leader in many aspects of aviation.
- **Defense** is a very strong and critical defense cluster. Wright Patterson Air Force Base, located outside of Dayton, OH is one of the largest AF bases in the United States and is home to 27,000 employees. It is home to the Material command which procures 40 % of the US AF procurements and also the Air Force Research Laboratory, which leads development of new Air Force technologies across the nation. These assets place Ohio as one of the top aeronautical development centers in the US and make Ohio a key location for both current as well as future programs.
- **Space** – With NASA Glenn Research Center we have a significant space presence. And NASA Glenn is more than just space, today they are doing amazing things in technology that is in demand by leading aerospace companies. And OAI researchers are helping along the way through a newly awarded Advanced Research and Technology contract, or(ARTs) for shorthand. We are very pleased to be a partner of NASA Glenn Research Center.

And finally;

3. Passage of House Bill 292 would give one of Ohio's most vital economic growth engines a more binding forum to introduce and consider important policy matters. Examples may include state tax credits for certain

investments, workforce development issues unique to aerospace or additional state funding for technology priorities.

Again, my thanks to Chair Baker for allowing me this opportunity to discuss House Bill 292 before the Economic Development and Regulatory Committee, and I urge your support of the bill and would be happy to answer any questions you may have.

Thank you.