

**Volume VII : Economic Impact**

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**UAS Test Site Selection SIR DTFAC-13-R-00002**

**Idaho Department of Commerce**

## Table of Contents

Overview.....	1
Summary: Scope of Economic Impact .....	1
Business Attraction, Development and Growth of Existing Businesses .....	1
Economic Base Assessment.....	1
Defining and Explaining Economic Impacts .....	2
Economic Models .....	2
Measures of Economic Impacts .....	3
UASTS’s Projected Economic Activities .....	3
Multipliers.....	3
Economic Impact Timeline.....	4
Economic Impacts of Expanded University Research.....	4
Economic Impacts of New and Expanding Aerospace Firms .....	4
Economic Impacts of New and Expanding High Technology Firms .....	4
Economic Impacts of New and Expanding Computer and Software Firms .....	5
Regional Scientific and Research Infrastructure.....	5
UASTS Expansion (Operations).....	5
UASTS New Construction and Refurbishing.....	5
Grand Total Economic Impacts .....	6
Appendix I. Jobs, Sales (Output), and Gross Regional Product Economic Impacts .....	7

## List of Figures

Figure 1. Scenario Multipliers (SAM Multipliers) .....	4
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## **Overview**

This analysis estimates the economic impacts of the proposed Unmanned Aircraft Systems Test Site Selection (UASTS).

### **Summary: Scope of Economic Impact**

Idaho's selection as a UAS test site will have a significant impact on regional and statewide economies. We estimate a total of direct, indirect and induced jobs will total 881 by 2023 while the Gross Regional/State Product will total in excess of \$57 million during that time period. We consider these to be conservative estimates due to the potential created by the significant growth projected for the UAS industry. Although the proposed test ranges are located in southern Idaho, a growing cluster of aerospace businesses located in northern Idaho will benefit from the test site. Please refer to the letters of attestation to see the number of northern Idaho companies. We foresee the cities of Idaho Falls, Pocatello, Boise metro area and Coeur d'Alene capturing significant economic gain from the test site. Moreover, the 3 universities, Idaho State University, Boise State University and the University of Idaho provide broad geographic home locations while all have satellite presence near the proposed test ranges of the Idaho National Laboratory (Idaho Falls) and the Orchard Training Area (Boise). More importantly the quality and average wage (\$31.73/hr, US Dept. Labor Statistics) of these new jobs will be a significant improvement over the current average wage in Idaho (\$16.32/hr, Idaho Department of Labor). The UAS test site will also provide the catalyst for a new industry sector in Idaho while providing growth opportunities for the existing aerospace companies in the state. Finally, Idaho has embarked on establishing a UAS based Center of Excellence, which will proceed regardless of the UAS Test Site Selection process and will engage statewide public and private partners.

### **Business Attraction, Development and Growth of Existing Businesses**

The Idaho Department of Commerce, Idaho's lead agency for economic development collaborating with local and regional economic development partners throughout the state, has built a successful track record in attracting out of state businesses while assisting start-ups and expansion of existing businesses. Refer to the letters of attestation from local and regional partners of Commerce. Commerce will be actively pursuing development of the UAS supply chain during the operation of the UAS test site. For example, Commerce along with other private and public partners has reserved a booth at the AUVSI conference in August 2013 where the UAS industry in Idaho will be promoted.

### **Economic Base Assessment**

Virtually all of the UASTS sources of funding originate from outside the regional economy. In addition, the "cluster effect" from private firms locating and expanding in Idaho due to UASTS will be driven by business sales from outside the regional economy and state. Thus, we treat all of these activities as "high powered monies" or basic activities.

This analysis is founded on economic base theory. A local or regional economy has two types of industries: base industries and nonbase industries. Any economic activity that brings money into the local economy from the outside is considered a base industry. A base industry is sometimes identified as an export industry, which is defined as any economic activity that brings new monies into the community from outside. For example, base industries can include high-technology companies, medical services, retail trade services, federal government operations, as

well as other manufacturing and service firms. Firms providing services to individuals living outside the region's trade center, such as medical and legal services, are included in the region's base. Payments from the federal government (including Social Security, Medicare, university funding, and welfare payments) are sources of outside income to businesses and residents. These are counted as part of the economic base.

Nonbase industries are defined as economic activity within a region that support local consumers and businesses within the base sector. They re-circulate incomes generated within the region from the base industries. Such activities include shopping malls that serve the local population, business and personal services consumed locally, medical services consumed locally, and local construction contracts. Nonbase industries support the base industries.

### **Defining and Explaining Economic Impacts**

Economic impacts measure the magnitude or importance of the expenditures of basic (export) industries. Export activities represent any economic activity that brings new monies into the regional economy. Our economic model estimates multipliers for each industrial and service sector. Suppose you have a (hypothetical) sales/output multiplier of 1.45. Every dollar of direct expenditures creates \$1.45 dollars of total new spending in the community economy.

The economic impacts and overall Social Accounting Matrix (SAM) multiplier effects has three components. First, the direct effects (spending), which represent the actual sales, gross regional product, income, and jobs from UASTS, related operations. Second, the indirect effects that represent the downstream economic effects on sales, gross regional product, payroll, jobs, and indirect taxes that are the result from direct spending in the regional economy. For example, a UASTS related firm purchases community goods and services, which supports other area businesses. These firms, in turn, purchase even more goods and services as the effects ripple throughout the economy. They are part of the overall multiplier effects. *Type I* multipliers can be derived from the first two components and equal:  $(\text{direct} + \text{indirect effects}) / (\text{direct effect})$ . The third component is the induced effects that represent downstream economic effects of employee and consumer spending on the economy. These three components compose the overall SAM multiplier, which equals:  $(\text{direct} + \text{indirect} + \text{induced effects}) / (\text{direct effect})$ . The UASTS's total impact upon the economy is comprised of the magnitude of the multiplier(s) and the magnitude of the exports. The sum of the direct and indirect effects, however, represents the largest component (magnitude) of the economic impacts for each of UASTS economic activities. These component parts (direct, indirect, and induced) are reported in Appendix I for employment and gross regional product outputs.

### **Economic Models**

Two economic models were built. First was an Idaho (state) 2011 IMPLAN model. The second model was a 2011 IMPLAN south Idaho Model that included 28 counties: Ada County, Bannock County, Bear Lake County, Bingham County, Blaine County, Bonneville County, Butte County, Canyon County, Caribou County, Cassia County, Clark County, Elmore County, Fremont County, Franklin County, Gem County, Gooding County, Jefferson County, Jerome County, Lincoln County, Madison County, Minidoka County, Oneida County, Owyhee County, Payette County, Power County, Teton County, and Twin Falls County.

The southern Idaho model was used to model the UAS Test Ranges and related operations and UASTS construction expansions. All other impacts utilized the Idaho state model.

### **Measures of Economic Impacts**

There are several measures of economic impacts.

- Sales (Output): The broadest measure of economic impacts. It measures the total dollar value of all transactions from direct, indirect, and induced economic activity.
- Gross Regional Product--value added: (A subset of Sales/Output). This is a measure of gross domestic product at the local or regional level and measures net increase in production and activity. The components of gross regional product include total compensation, proprietor's income, other property income, and indirect taxes.
- Total Compensation: The wage, salary, and other income payments including fringe benefits to individuals. It is a subset of gross regional product
- Indirect taxes: All taxes generated from economic activity excluding personal and corporate income taxes. These consist of mostly sales taxes and property taxes and are a subset of gross regional product.
- Jobs: These are employment impacts resulting from USATS economic activity.

### **UASTS's Projected Economic Activities**

We expect UASTS to create the following economic activities both directly from federal funding, and from cluster-related activities from private/government partnerships and spinoffs.

They include but are not limited to:

- 1) University scientific research and partnerships
- 2) Attracting and creating cluster-related aerospace firms
- 3) Attracting and creating cluster-related high technology firms
- 4) Attracting and creating cluster-related computer, software, and other business related firms
- 5) Expansion of UAS Test Range and related operations
- 6) New UASTS construction and refurbishing infrastructure and facilities

The economic impacts were measured using a south Idaho IMPLAN Economic input/output model for the expansion of the UAS Test Ranges (4) and new UASTS construction expansion; and an Idaho model for all other activities (items 1-3,6).

Note the results are reported by their component parts (following best practices) and the direct, indirect, and induced impacts are both reported separately in Appendix 1 and summarized. The economic expansion and the multiplier effects represent net new employment and economic activity to the regional economy. The region currently has excess capacity which will allow UASTS to grow without imposing any significant initial infrastructure costs. Ten year forecasts were made from 2014 to 2023 based on firm, industry, and governmental employment projections from the increase in direct UASTS activity (and corresponding revenue and expenditure forecasts). The results are reported in constant 2011 dollars.

### **Multipliers**

The scenario multipliers (SAM Multipliers) are presented in Figure 1.

Scenario	Employment	Labor Income	Value Added	Output	
1		1.91	1.30	1.47	1.68
2		2.68	2.44	3.82	1.51
3		1.82	1.47	1.60	1.66
4		1.84	1.37	1.55	1.68
5		2.15	1.45	1.67	1.69
6		1.45	1.36	1.57	1.55

**Figure 1. Scenario Multipliers (SAM Multipliers)**

### **Economic Impact Timeline**

We have created a 10-year time-line to measure the proposed UASTS project beginning in 2014 to 2023. The impacts are measured in constant 2011 dollars.

### **Economic Impacts of Expanded University Research**

Boise State University, Idaho State University, and the University of Idaho will all benefit from UASTS. There are many research collaborations between the three universities and the Idaho National Labs.

Idaho State University, Department of Geosciences, Boise Center Aerospace Laboratory (BCAL) is a good example of on-going research. This institute was established in 2004 and funded by a National Oceanic and Atmospheric Administration (NOAA) grant. They specialized in the development of remote sensing research and applications.

We estimate that direct new university research jobs will increase from 1 in 2014 to 20 in 2023 (ten years). Total jobs (including the multiplier effects) will increase from 2 in 2014 to 38 in 2023. This will initially create a total of \$0.24 million in regional sales transactions; \$0.17 million in gross regional product, \$0.13 million in total compensation, and \$5,118 in indirect taxes including the multiplier effects. By 2023 these will have increased to \$4.7 million; \$3.3 million in gross regional product; \$2.67 million in total compensation; and \$102,362 in indirect taxes. These results can be seen in Appendix 1.

### **Economic Impacts of New and Expanding Aerospace Firms**

We estimate that direct new aerospace firms and their expansion will increase from 10 in 2014 to 150 in 2023 (ten years). Total jobs (including the multiplier effects) will increase from 27 in 2014 to 402 in 2023. This will initially create a total of \$7.2 million in regional sales transactions; \$1.50 million in gross regional product, \$1.12 million in total compensation, and \$89,390 in indirect taxes including the multiplier effects. By 2023 these will have increased to \$108.4 million in sales transactions; \$22.5 million in gross regional product; \$17.2 million in total compensation; and \$1.34 million in indirect taxes. These results can be seen in Appendix 1.

### **Economic Impacts of New and Expanding High Technology Firms**

We estimate that direct new high technology firms and their expansion will increase from 10 in 2014 to 75 in 2023 (ten years). Total jobs (including the multiplier effects) will increase from 18 in 2014 to 136 in 2023. This will initially create a total of \$2.1 million in regional sales transactions; \$1.24 million in gross regional product, \$0.86 million in total compensation, and \$45,652 in indirect taxes including the multiplier effects. By 2023 these will have increased to \$15.78 million in sales transactions; \$9.3 million in gross regional product; \$6.45 million in total compensation; and \$0.34 million in indirect taxes. These results can be seen in Appendix 1

### **Economic Impacts of New and Expanding Computer and Software Firms**

We estimate that direct new computer and software firms and their expansion will increase from 10 in 2014 to 107 in 2023 (ten years). Total jobs (including the multiplier effects) will increase from 18 in 2014 to 197 in 2023. This will initially create a total of \$2.16 million in regional sales transactions; \$1.36 million in gross regional product, \$1.02 million in total compensation, and \$60,836 in indirect taxes including the multiplier effects. By 2023 these will have increased to \$23.07 million; \$14.57 million in gross regional product; \$10.90 million in total compensation; and \$0.65 million in indirect taxes. These results can be seen in Appendix 1.

### **Regional Scientific and Research Infrastructure**

One of Idaho's key strengths for this project is the regional scientific and technology foundation in southern Idaho. There are a variety of public-private partnerships including the Idaho National Labs (INL), private firms and businesses, and regional university operations that conduct a wide range of primary research and applied research projects. These include nuclear energy, sustainable energy sources, national security research, robotics, aerospace, and a wide range of other research activities.

The economic contribution of the scientific foundation is large. The INL alone is the second largest employer in Idaho with approximately 8,016 employees, accounts for approximately 3.5 percent of Idaho's total employment, and creates over 24,000 jobs including the multiplier effects. The high technology – scientific worker makes about \$80,000 in salary and benefits, supporting living wage jobs in Idaho.

### **UASTS Expansion (Operations)**

UASTS has a tremendous human capital, physical capital, and infrastructure already in place and it will utilize this infrastructure in various governmental and business partnerships. The initial economic impacts will be an increase in business operations and partnerships. We estimate that direct new jobs in the UASTS region will increase from 3 in 2014 to 30 in 2023 (ten years). Total jobs (including the multiplier effects) will increase from 6 in 2014 to 64 in 2023. This will initially create a total of \$0.88 million in regional sales transactions; \$0.51 million in gross regional product, \$0.39 million in total compensation, and \$18,629 in indirect taxes including the multiplier effects. By 2023 these will have increased to \$8.81 million in sales transactions; \$5.06 million in gross regional product; \$3.90 million in total compensation; and \$186,286 in indirect taxes. These results can be seen Appendix 1.

### **UASTS New Construction and Refurbishing**

As noted earlier, the UASTS has a tremendous human capital, physical capital, and infrastructure already in place. However over time new firms (and related construction activity) will be

attracted to the region from UASTS activity and there will be some need to expand capital infrastructure and refurbishing. We estimate that direct new (annualized construction) jobs will increase from 2 in 2014 to 30 in 2023 (ten years). Total jobs (including the multiplier effects) will increase from 3 in 2014 to 44 in 2023. This will initially create a total of \$0.28 million in regional sales transactions; \$0.16 million in gross regional product, \$0.13 million in total compensation, and \$5,924 in indirect taxes including the multiplier effects. By 2023 these will have increased to \$4.2 million in sales transactions; \$2.3 million in gross regional product; \$1.91 million in total compensation; and \$88,854 in indirect taxes. These results can be seen in Appendix 1.

### **Grand Total Economic Impacts**

We estimate that direct total jobs will increase from 36 in 2014 to 412 in 2023 (ten years). Total jobs (including the multiplier effects) will increase from 75 in 2014 to 881 in 2023. This will initially create a total of \$12.89 million in regional sales transactions; \$4.93 million in gross regional product, \$3.68 million in total compensation, and \$225,548 in indirect taxes including the multiplier effects. By 2023 these will have increased to \$164.99 million in sales transactions; \$57.06 million in gross regional product; \$43.05 million in total compensation; and \$2.71 million in indirect taxes. These results can be seen in Appendix 1.

## Appendix I. Jobs, Sales (Output), and Gross Regional Product Economic Impacts

### Direct Jobs - Unmanned Aircraft Systems Impacts

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
University Research	1	2	3	5	7	9	11	15	17	20
Aerospace Firms	10	15	25	35	50	60	70	100	120	150
High Technology Firms	10	12	14	16	18	20	30	40	50	75
Business Software Firms	10	14	20	27	36	47	60	75	90	107
UAS Test Range	3	4	7	12	15	18	21	24	27	30
UASTS Construction	2	5	7	10	15	17	20	22	25	30
Total	36	52	76	105	141	171	212	276	329	412

### Indirect Jobs - Unmanned Aircraft Systems Impacts

Includes the Direct, Indirect, and Induced Impacts (i.e. Multiplier Effects)

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
University Research	0	0	1	1	1	2	2	3	3	4
Aerospace Firms	10	16	26	37	52	63	73	105	125	157
High Technology Firms	3	4	5	6	6	7	10	14	17	26
Business Software Firms	3	4	6	8	10	13	17	21	25	30
UAS Test Range	1	2	3	6	7	8	10	11	13	14
UASTS Construction	0	1	1	1	2	2	2	3	3	4
Total	19	27	41	57	79	95	115	156	187	234

### Induced Jobs- Unmanned Aircraft Systems Impacts

Includes the Direct, Indirect, and Induced Impacts (i.e. Multiplier Effects)

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
University Research	1	1	2	4	5	7	8	11	12	14
Aerospace Firms	6	9	16	22	32	38	44	63	76	95
High Technology Firms	5	6	7	7	8	9	14	19	23	35
Business Software Firms	6	8	11	15	20	26	33	42	50	59
UAS Test Range	2	3	5	8	10	12	14	16	18	21
UASTS Construction	1	2	2	3	5	6	7	7	8	10
Total	20	29	43	60	80	98	121	158	188	234

### Total Jobs- Unmanned Aircraft Systems Impacts

Includes the Direct, Indirect, and Induced Impacts (i.e. Multiplier Effects)

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
University Research	2	4	6	10	13	17	21	29	33	38
Aerospace Firms	27	40	67	94	134	161	187	268	321	402
High Technology Firms	18	22	25	29	33	36	54	73	91	136
Business Software Firms	18	26	37	50	66	86	110	138	166	197
UAS Test Range	6	9	15	26	32	39	45	52	58	64
UASTS Construction	3	7	10	15	22	25	29	32	36	44
Total	75	107	160	222	300	364	447	590	704	881

### Direct Gross Regional Product- Unmanned Aircraft Systems Impacts

Includes the Direct, Indirect, and Induced Impacts (i.e. Multiplier Effects)

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
University Research	\$ 112,500	\$ 224,999	\$ 337,499	\$ 562,498	\$ 787,497	\$ 1,012,496	\$ 1,237,495	\$ 1,687,494	\$ 1,912,493	\$ 2,249,991
Aerospace Firms	\$ 392,489	\$ 588,733	\$ 981,221	\$ 1,373,710	\$ 1,962,443	\$ 2,354,931	\$ 2,747,420	\$ 3,924,885	\$ 4,709,862	\$ 5,887,328
High Technology Firms	\$ 774,760	\$ 929,712	\$ 1,084,664	\$ 1,239,616	\$ 1,394,568	\$ 1,549,520	\$ 2,324,280	\$ 3,099,040	\$ 3,873,800	\$ 5,810,700
Business Software Firms	\$ 878,100	\$ 1,229,340	\$ 1,756,199	\$ 2,370,869	\$ 3,161,159	\$ 4,127,069	\$ 5,268,598	\$ 6,585,748	\$ 7,902,897	\$ 9,395,667
UAS Test Range	\$ 303,574	\$ 404,765	\$ 708,339	\$ 1,214,296	\$ 1,517,870	\$ 1,821,444	\$ 2,125,018	\$ 2,428,592	\$ 2,732,166	\$ 3,035,741
UASTS Construction	\$ 99,259	\$ 248,148	\$ 347,408	\$ 496,297	\$ 744,445	\$ 843,704	\$ 992,593	\$ 1,091,853	\$ 1,240,742	\$ 1,488,890
<b>Total</b>	<b>\$ 2,560,681</b>	<b>\$ 3,625,697</b>	<b>\$ 5,215,330</b>	<b>\$ 7,257,286</b>	<b>\$ 9,567,982</b>	<b>\$ 11,709,164</b>	<b>\$ 14,695,405</b>	<b>\$ 18,817,611</b>	<b>\$ 22,371,960</b>	<b>\$ 27,868,316</b>

### Indirect Gross Regional Product - Unmanned Aircraft Systems Impacts

Includes the Direct, Indirect, and Induced Impacts (i.e. Multiplier Effects)

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
University Research	\$ 10,241	\$ 20,482	\$ 30,723	\$ 51,205	\$ 71,687	\$ 92,169	\$ 112,651	\$ 153,615	\$ 174,098	\$ 204,821
Aerospace Firms	\$ 731,703	\$ 1,097,555	\$ 1,829,258	\$ 2,560,961	\$ 3,658,515	\$ 4,390,218	\$ 5,121,921	\$ 7,317,030	\$ 8,780,436	\$ 10,975,545
High Technology Firms	\$ 187,680	\$ 225,216	\$ 262,751	\$ 300,287	\$ 337,823	\$ 375,359	\$ 563,039	\$ 750,718	\$ 938,398	\$ 1,407,597
Business Software Firms	\$ 152,597	\$ 213,636	\$ 305,194	\$ 412,012	\$ 549,349	\$ 717,205	\$ 915,581	\$ 1,144,477	\$ 1,373,372	\$ 1,632,787
UAS Test Range	\$ 77,904	\$ 103,872	\$ 181,777	\$ 311,617	\$ 389,522	\$ 467,426	\$ 545,331	\$ 623,235	\$ 701,139	\$ 779,044
UASTS Construction	\$ 16,015	\$ 40,037	\$ 56,051	\$ 80,073	\$ 120,110	\$ 136,124	\$ 160,146	\$ 176,161	\$ 200,183	\$ 240,219
<b>Total</b>	<b>\$ 1,176,139</b>	<b>\$ 1,700,797</b>	<b>\$ 2,665,754</b>	<b>\$ 3,716,155</b>	<b>\$ 5,127,006</b>	<b>\$ 6,178,502</b>	<b>\$ 7,418,669</b>	<b>\$ 10,165,236</b>	<b>\$ 12,167,625</b>	<b>\$ 15,240,012</b>

### Induced Gross Regional Product- Unmanned Aircraft Systems Impacts

Includes the Direct, Indirect, and Induced Impacts (i.e. Multiplier Effects)

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
University Research	\$ 43,031	\$ 86,061	\$ 129,092	\$ 215,154	\$ 301,215	\$ 387,276	\$ 473,338	\$ 645,461	\$ 731,522	\$ 860,614
Aerospace Firms	\$ 374,865	\$ 562,298	\$ 937,163	\$ 1,312,029	\$ 1,874,327	\$ 2,249,192	\$ 2,624,057	\$ 3,748,653	\$ 4,498,384	\$ 5,622,980
High Technology Firms	\$ 278,232	\$ 333,879	\$ 389,525	\$ 445,171	\$ 500,818	\$ 556,464	\$ 834,696	\$ 1,112,928	\$ 1,391,161	\$ 2,086,741
Business Software Firms	\$ 330,858	\$ 463,201	\$ 661,715	\$ 893,316	\$ 1,191,087	\$ 1,555,031	\$ 1,985,146	\$ 2,481,432	\$ 2,977,718	\$ 3,540,176
UAS Test Range	\$ 124,124	\$ 165,499	\$ 289,623	\$ 496,496	\$ 620,620	\$ 744,744	\$ 868,868	\$ 992,992	\$ 1,117,116	\$ 1,241,240
UASTS Construction	\$ 40,170	\$ 100,424	\$ 140,594	\$ 200,848	\$ 301,272	\$ 341,442	\$ 401,697	\$ 441,866	\$ 502,121	\$ 602,545
<b>Total</b>	<b>\$ 1,193,293</b>	<b>\$ 1,713,376</b>	<b>\$ 2,549,728</b>	<b>\$ 3,565,030</b>	<b>\$ 4,791,357</b>	<b>\$ 5,836,168</b>	<b>\$ 7,189,822</b>	<b>\$ 9,425,354</b>	<b>\$ 11,220,044</b>	<b>\$ 13,956,319</b>

### Total Gross Regional Product - Unmanned Aircraft Systems Impacts

Includes the Direct, Indirect, and Induced Impacts (i.e. Multiplier Effects)

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
University Research	\$ 165,771	\$ 331,543	\$ 497,314	\$ 828,857	\$ 1,160,399	\$ 1,491,942	\$ 1,823,485	\$ 2,486,570	\$ 2,818,112	\$ 3,315,426
Aerospace Firms	\$ 1,499,057	\$ 2,248,585	\$ 3,747,642	\$ 5,246,699	\$ 7,495,284	\$ 8,994,341	\$ 10,493,398	\$ 14,990,568	\$ 17,988,682	\$ 22,485,852
High Technology Firms	\$ 1,240,672	\$ 1,488,806	\$ 1,736,940	\$ 1,985,075	\$ 2,233,209	\$ 2,481,343	\$ 3,722,015	\$ 4,962,687	\$ 6,203,359	\$ 9,305,038
Business Software Firms	\$ 1,361,554	\$ 1,906,176	\$ 2,723,108	\$ 3,676,196	\$ 4,901,595	\$ 6,399,305	\$ 8,169,325	\$ 10,211,657	\$ 12,253,988	\$ 14,568,630
UAS Test Range	\$ 505,602	\$ 674,137	\$ 1,179,739	\$ 2,022,410	\$ 2,528,012	\$ 3,033,615	\$ 3,539,217	\$ 4,044,819	\$ 4,550,422	\$ 5,056,024
UASTS Construction	\$ 155,444	\$ 388,609	\$ 544,053	\$ 777,218	\$ 1,165,827	\$ 1,321,270	\$ 1,554,436	\$ 1,709,879	\$ 1,943,045	\$ 2,331,654
<b>Total</b>	<b>\$ 4,930,114</b>	<b>\$ 7,039,870</b>	<b>\$ 10,430,812</b>	<b>\$ 14,538,471</b>	<b>\$ 19,486,344</b>	<b>\$ 23,723,835</b>	<b>\$ 29,303,895</b>	<b>\$ 38,408,201</b>	<b>\$ 45,759,629</b>	<b>\$ 57,064,647</b>