Advanced Air Mobility Institute

UAS Safety and Integration Task Force Meeting

June 24, 2025

Introduction

Gary Vermaak, Chief of Staff: Advisors

Based in Durban, South Africa

Veteran of the South African Army and the South African Air Force

Accountant by profession and Techno-Economist

Focus on drones for good

Also serving as Global Secretariat for the Drone Logistics Ecosystem, a drone logistics industry forum and as Vice President of Open AAM Org, focusing on enabling Aviation 3.0, the 3rd and electric age of aviation

About the AAMI

The Advanced Air Mobility Institute, Inc. is an international non-profit research centre dedicated to educating and advocating for the broadest public benefit through the aviation ecosystem globally. Ultimately, the AAM Institute is committed to protecting people, their rights, and the systems we rely on. We seek to accelerate access to these new technologies in an ethical and responsible way.

Guiding principles

Safety - AAM needs to build a robust safety culture where data drives learning. Moreover, AAM technology should be available immediately to public safety agencies in order to expedite response time and thereby save more lives. Brilliant scientists and aerospace engineers have mastered the physics for practical application but each day that passes without access due to regulatory red tape, we lose people unnecessarily. We are leading the effort to promote Drones as First Responder (DFR) programs as well as eVTOL as Air Medical Service (eAMS).

Guiding principles

Dignity - The Institute will continually engage with Original Equipment Manufacturers (OEMs) and citizens throughout the world to provide education and honest assessments regarding the state of AAM in their community. We are committed to ensuring that AAM is both sustainable & affordable in a way that the benefits of this new ecosystem are shared in accordance with the Net Zero CO2 Emission goal and the spirit of the Justice40 Initiative. We are building a Multi-stakeholder Initiative (MSI) to advocate for fair policies & practices through the Autonomous Transportation Public Trust Initiative (ATPTI).

Guiding principles

Resilience - With an eye toward the future, the Institute promotes systems resilience. We will rally decision makers to invest in youth STEM education and implement proactive cybersecurity measures well before the dawn of cryptographically-relevant quantum computers. AAM is designed to more quickly transport people and goods but a failure here will jeopardize reliability and eliminate time savings. In fact, we seek necessary amendments to the UN treaties on Aircraft Hijacking. Finally, we must ensure that the transition from licensed pilots to self-flying aircraft occurs only when AI can categorically reduce human error as proven through the Green AAM Pilot's Association (GrAAMPA).

About our work

First Responders Report

The AAMI publishes an Annual Report to honour first responders, who are leading the way in the use of drones for good

Institute Biennial Report 2025

Global Forum July 2025

After 100 years, the Pulitzer Air Race is back

Research Council

The Research Council (RC) is a dedicated body advancing education within the AAM sector, drawing expertise from nearly 30 leading universities around the globe.

Composed of Senior Academics—university professors who lead pivotal projects and mentor emerging talent—and AAM Scholars actively contributing to research initiatives.

The Council is at the forefront of academic excellence and creative thinking. Through its interdisciplinary efforts, the RC not only disseminates transformative research but also shapes strategic educational endeavours, ensuring that our work continues to influence industry practices and foster a sustainable, forward-thinking future in global mobility.

Industry Roundtable

The Industry Roundtable is a collaborative forum of Senior Advisors, who are industry experts and subject matter specialists, working together on strategic projects to advance Advanced Air Mobility initiatives. It is structured into task forces and working groups, each formed by Senior Advisors.

Closing personal thoughts on uncrewed aircraft systems

- It’s not technology but people that pose the bigger threat to the safety of safety of the public when it comes to UAS

The people

- The public
- Drone Paparazzi
- Drone Rogues
- Drone Terrorists
- Drone Voyeurs

Thank you

AirGyde

Unlocking the Low Altitude Economy through intelligent ground-based solutions

Series Seed Deck

The Opportunity: *Intelligent Infrastructure that removes the barriers to growth*

10x

10x more Drones in US airspace by 2030

3.5B

US Drone as First Responder (DFR) market size by 2030

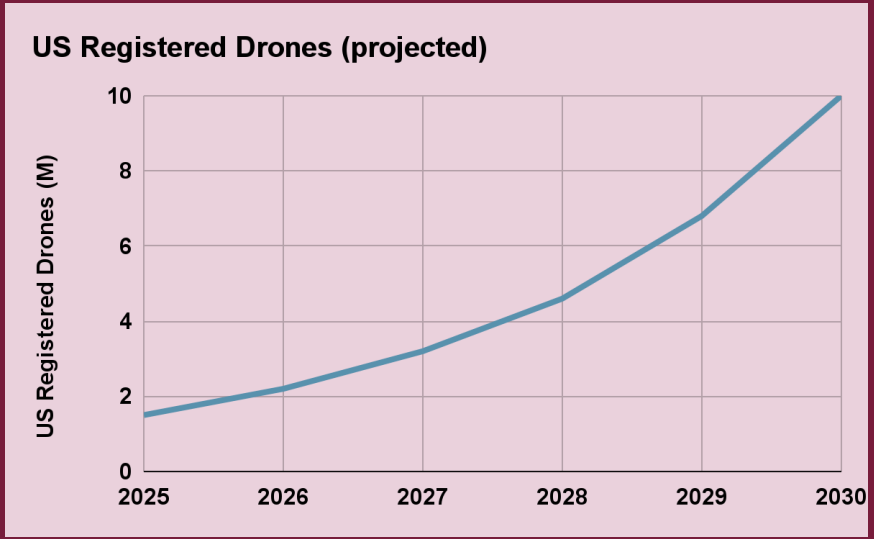
2-3B

US Medical Delivery market size by 2032

15-20B

US Commercial drone market size by 2035

Source: https://www.grandviewresearch.com/



Shared Infrastructure to enable all major demand markets

Industry Challenges: *Scaling to meet the demand*

Expansion requires ground sites
Expanded operations will require logistics nodes that support recovery and service functions

OPEX challenges to scale
Non-linear cost structure critical to scale, especially with regards to OPEX

Hub and Spoke strategy
Going beyond hub and spoke A-B-A operations requires new infrastructure solutions that enable network expansion without the overhead of new core locations where they are not justified

Safety mitigation
Preferred safe landing spots needed as safety mitigations

Key Stakeholders Share the Same Requirements

Expanded Service Coverage

Scaled Cost Reduction

Standardization

Safety

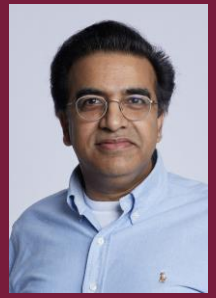
Security

Reliability

From Delivery to Defense, shared demands supports shared infrastructure

Who We Are *A Team Built for Execution and Influence*

Board of Director



Nadeem Saeed
Chairman & CEO
AirGyde

William Weld
Former Massachusetts Governor

Matt Land
CEO
Universal Field Services

David Weld
CEO
Airwise Solutions

Rob Konski
CEO
Methane Signals

Board Advisors

Sean Cassidy
Former Executive Amazon Prime Air

Fred Lopez
Former President UPS Flight Forward

Sanjeev Sharma
SpaceX
Former Matternet

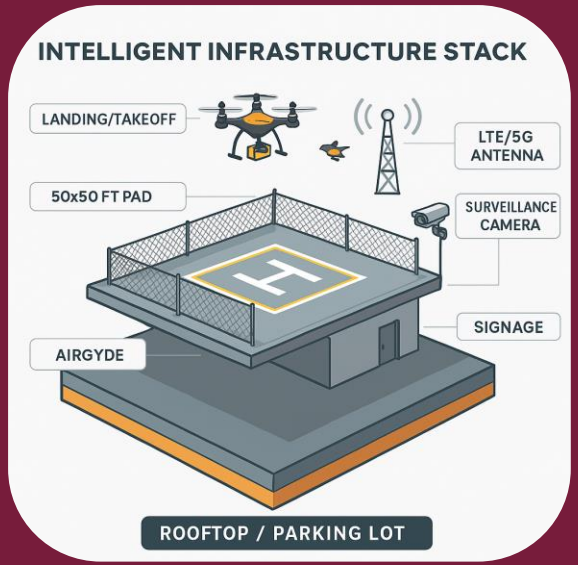
Bill Bunker
CEO
Navigating Cancers

Joe Hunter
Strategist

The AirGyde Solution: *Shared Infrastructure - the intelligent Standardized Staging Site (iS3)*

Physical

- Transforms underutilized infrastructure
- Unlocks dual-use value from public and private real estate assets
- Accelerates drone ecosystem readiness
- Removes current physical limitations



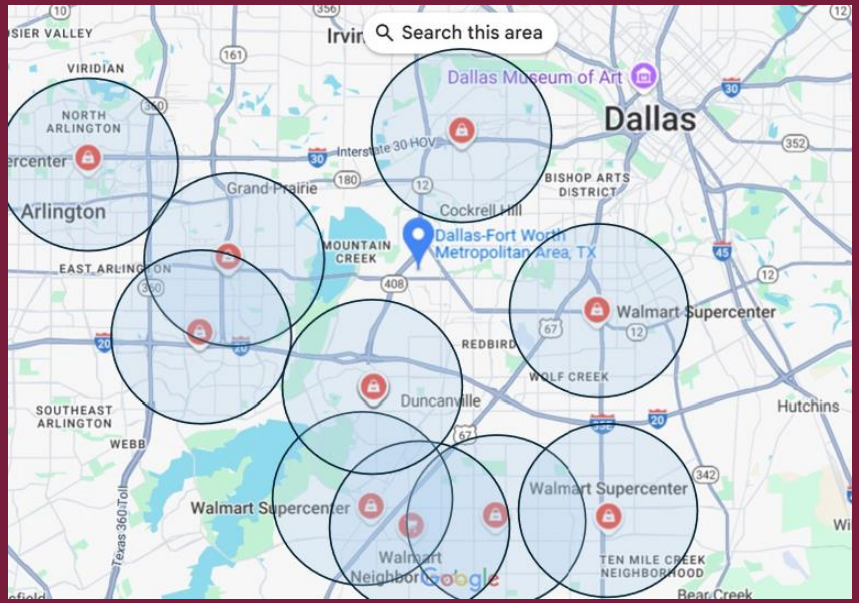
Intelligence

- Enhances operational safety
- Supports situational awareness
- Optimizes network performance
- Drives smarter airspace management using AI technologies
- Improves community acceptance
- Addresses all demand cases – logistics, transportation, defense

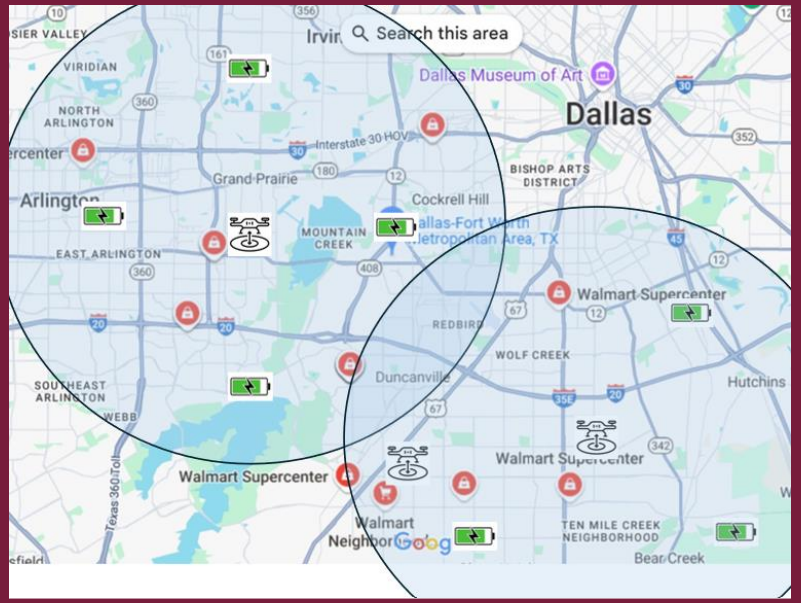
An Infrastructure-as-a-Service (IaaS) platform that accelerates SCALABLE and COMPLIANT drone operations, while reducing overall Cost to Serve.

The AirGyde Impact - *Shared Infrastructure Optimizes and Creates a Network Effect*

Today



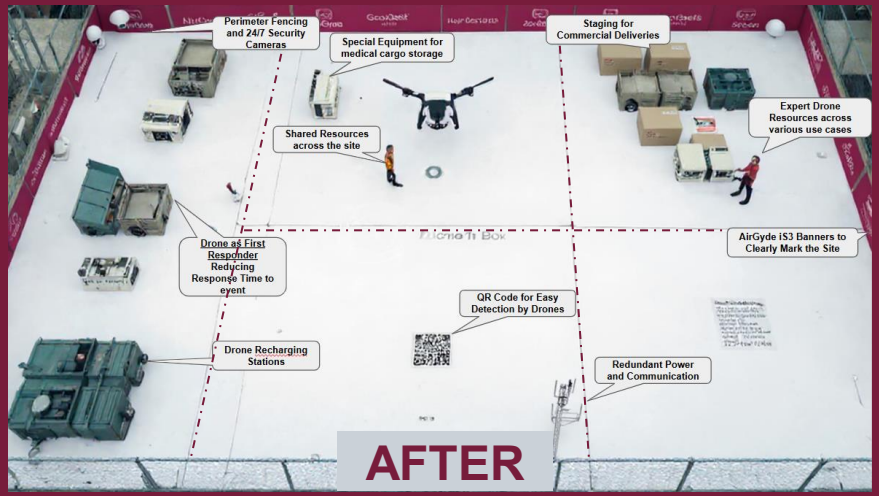
AirGyde Enabled



- Critical Success Factors
  - Asset Utilization
  - Reduced Empty Flight Hours

AirGyde iS3: *Shared infrastructure built on neglected space*

The unused rooftop space across city buildings presents a strategic opportunity for scaling AirGyde iS3 sites in dense urban environments.



AirGyde iS3 delivers shared IaaS that powers compliant, scalable drone operations—driving down cost to serve and accelerating deployment.

Universal Value: *Accelerate Deployment. Slash Costs. Expand Reach.*

~50% reduction in TTM	~20-30% reduction	~10-20 min reduction	~10-20% improvement
Scalability	**Cost Per Flight**	**Response Time Improvement**	**Reliability and Uptime**
• Streamlined Procurement • Community Outreach • NPS • Compliance	• Standardized Sites • Reduced empty payload flight hours • Higher Asset Utilization • Shared Services	• Expanded Coverage • Asset Availability - when needed, where needed (DFR, Healthcare)	• Network redundancy • Inventory Availability • C2 Resilience • Micro Weather

Lower operational costs by expanding service coverage and accelerating the speed of deployment and scalability

Business Model: *Recurring revenue with an opportunity for licensing opportunity*

Revenue Model

- **Infrastructure Leasing:** Annual or multi-year site lease fees from drone operators (single- or multi-tenant)
- **Operational Services:** Optional staffing, monitoring, and maintenance services for staging sites
- **Software Enablement:** Subscription or usage-based fees for platform services: remote operations, telemetry integration, and site optimization tools (future growth layer)

Cost Structure

- **CapEx:** Site permitting, infrastructure buildout, power, connectivity, safety systems
- **OpEx:** Site staffing (initially), insurance, maintenance, data connectivity
- **Technology Development:** Automation & remote ops to reduce long-term operating costs

Why it Scales

- **Network Effects:** Each new staging site increases value for all operators
- **Operating Leverage:** Cost per flight drops with multi-tenancy & automation
- **Strategic Lock-In:** Sites become critical infrastructure for drone partners' route and service expansion

Intelligent Infrastructure-as-a-Service with SaaS Multipliers

Current Engagements Early Demand from High-Impact Use Cases

Urgent Medical

High value medical drone delivery

Houston, TX

Safely land and recover with high value medical cargo

10-12 sites

Commercial Delivery

Distributed sites for drone delivery

Dallas, TX

Extend the range of delivery services from current 5 miles radius
Provide storage node for cargo collection

20-25 sites

Drone as First Responder (DFR)

Statewide DFR program setup

State of Virginia

Minimize time to the reported event

25-35 sites

Appendix

Who We Are *A Team Built for Execution and Influence*

NADEEM SAEED

CEO / CO-FOUNDER

Nadeem is a seasoned leader in scaled digital transformation, operational excellence, and technology-driven innovation. As Vice President at Verizon, he spearheaded initiatives that enhanced business transparency and drove over $700M in cost savings. At INRIX, he led quality and data protection efforts, achieving ISO9000 certification in record time. Previously, at Microsoft, he played a key role in the Nokia acquisition and global phone launches. During his 13-year tenure at Motorola, he led international operations and earned a Digital Six Sigma Master Black Belt. Nadeem holds a Chemical Engineering degree from the University of Maryland and an M.S. in Software Engineering from Illinois Tech.

MATT LAND

BOARD MEMBER / CO-FOUNDER

Matt is a Partner at Upper Lake Ventures, bringing deep expertise in infrastructure, finance, and strategic leadership. Since 2020, he has served as Chairman and President of Universal Field Services (UFS), a leading firm in survey, right-of-way, and land use for energy, utilities, and public transit. Prior to this, he was Executive VP of Private Sector Industry at UFS from 2014 to 2020. Earlier in his career, Matt worked in Citigroup's Global Markets Group, specializing in Fixed Income Syndication. A Columbia University graduate and former NCAA Division 1 basketball team captain, he combines leadership with operational excellence.

DAVID WELD

BOARD MEMBER / CO-FOUNDER

David co-founded Upper Lake Ventures in 2024 , and serves as Managing Partner and Principal, overseeing investment strategy and decision-making. Before launching Upper Lake Ventures, David founded KILN LLC in 2011, advising growth-stage ventures and driving product innovation at companies like IBM, Verizon, The Weather Company, and INRIX. A former Microsoft executive, he contributed to early versions of Windows NT, MSN, and Slate. David also leads multiple ventures, including Signal4D, AirWise Solutions, and Methane Solutions Corp. With expertise spanning technology, analytics, and market strategy, we are committed to shaping the future of business innovation.

Who We Are *A Team Built for Execution and Influence*

BILL WELD

BOARD MEMBER
FORMER GOVERNOR OF MASSACHUSETTS

Bill is a seasoned attorney and public servant known for fiscal conservatism and social liberalism. A Harvard graduate, he served in the DOJ before leading Massachusetts. He later pursued national politics, including a 2020 presidential run, advocating for bipartisan governance and individual liberties.

FRED LOPEZ

BOARD ADVISOR
FORMER UPS FLIGHT FORWARD PRESIDENT

Fred Lopez is a seasoned leader in advanced air mobility and commercial drone operations. As President of UPS Flight Forward, he has overseen one of the first FAA-certified drone airline operations in the United States, pioneering medical and logistics drone deliveries across complex airspace environments. With a deep background in aviation operations, regulatory navigation, and strategic partnerships, Fred brings invaluable insight into scaling drone infrastructure safely and efficiently. At AirGyde, he advises on partner strategy, regulatory alignment, and national deployment models.

SEAN CASSIDY

BOARD ADVISOR
FORMER HEAD OF OPERATIONS, AMAZON PRIME AIR

Sean is a renowned aviation safety and regulatory leader with extensive experience in aviation operations, safety, and regulatory affairs. Cassidy, a former Director of Safety, Flight Operations, and Regulatory Affairs at Amazon Prime Air, has been at the forefront of integrating emerging aviation technologies into the national airspace. Before his tenure at Amazon he served as a carrier-based Naval Aviator and a commercial airline captain. As First Vice President and National Safety Coordinator for the Air Line Pilots Association (ALPA), he advocated for industry-wide aviation safety and operational standards.

SANJEEV SHARMA

BOARD ADVISOR
TECH LEAD SPACEX STARSHIP

Sanjeev has a wealth of experience from SpaceX, where he played a key role as Principal Engineer, along with his impactful tenure at Matternet, a pioneer in drone delivery networks. His deep expertise in advanced systems engineering, high-performance avionics, and autonomous technologies will be instrumental in shaping the future of airspace mobility.

Who We Are *A Team Built for Execution and Influence*

JOE HUNTER

BOARD MEMBER
FORMER GOVERNMENT OFFICIAL

Joe has four decades of experience in government, public policy, and government relations. As a Deputy Assistant Secretary of Interior in the administration of President George H.W. Bush, he oversaw Federal agencies with combined budgets of almost $2 billion, including the U.S. Geological Survey, the Bureau of Reclamation and the Bureau of Mines. Joe's corporate and not-for-profit experience spans the globe, from public utilities to energy producers to economic development agencies.In the political arena, Joe has served as a senior advisor, strategist and manager for presidential campaigns, congressional races, and statewide initiatives across the country.

TREVOR TOWNSEND

BOARD ADVISOR
SVP UNIVERSAL FIELD SERVICES

Trevor joined Universal in 2008 as a field agent, gaining expertise in acquisition, title research, permitting, and construction support for pipeline and electric transmission projects. He later became a Project Manager, successfully delivering multiple infrastructure projects. Now SVP of Universal's Energy Division, he oversees business development, budget forecasting, and project management, ensuring projects stay on schedule and within budget.

ROB KONSKI

BOARD MEMBER
MANAGING PTR UPPER LAKE

Robert is a dynamic C-level executive with experience in both early-stage and established operating companies. He most recently served as the Chief Business Officer of the most profitable brand of a post-production company. Robert has worked in markets that span energy, infrastructure, hospitality, consumer goods, and technology. In addition to having a strong and proven operating background, he has significant finance experience in M&A, private equity, and credit markets, including in the high yield energy and power space as a member of Wells Fargo's Principal Investing.

BILL BUNKER

BOARD ADVISOR
FMR CEO NAVIGATING CANCER

Bill is the current CEO at Navigating Cancer. Prior to this, they served as the COO of Kernel Labs, a start-up studio with deep expertise in machine learning, computer vision, and security. Bunker has also served as the CEO of EagleView Technologies and Clarity Health/SCI Solutions. In addition, they have held various other positions including Vice President at Onyx Software, Consultant at Company Assistance Limited, President at Vertafore Agency Markets, and Senior Vice President at Vertafore Agency Markets.

Efficient Capital Deployment

Initial capital builds command and control SaaS and DaaS capabilities and initial go to market team

Potential for partnerships or non-dilutive capital for site and equipment financing, including public grants

Established market access and deep team experience for more rapid deployment and time to revenue

Shared infrastructure with broad use cases creates opportunity to achieve scale with non-dilutive sources of funding

North Texas UAS Safety and Integration Task Force

June 24, 2025

NCTCOG Programming and Legislative

Ernest Huffman

UAS
Unmanned Aircraft Systems
Safety + Integration

NORTH TEXAS AVIATION PROGRAM
UNMANNED

Updates

North Texas Airspace Awareness Pilot	[Airspace Dashboards]
Center for Advanced Aviation Technologies Update	
North Texas Airport AAM MOU Update	
New Aviation Planner	

- Phase 2 Procurement Ending Tomorrow
- ATA Aviation and Airspace Link

- Texas A&M leading efforts
- Awaiting decision from FAA/DOT on how the Center will be aligned.

- Working on Draft MOU

- Meet Walker Brown

NORTH TEXAS AVIATION PROGRAM
UNMANNED

Texas Legislative Session – AAM & Aviation Bill Recap

Passed Bills

- **SB 1841 – Aviation Records Privacy Act**
  Secures confidentiality for aviation-related records and data maintained by public entities.
- **HB 5246 – Aerospace Commission Realignment**
  Strengthens Texas' Aerospace & Space Economy Commission, enhancing its coordination role and removing the Spaceport Trust Fund sunset.

Not Passed

- **HB 3134 – Advanced Air Mobility Act**
  Would have created an AAM office within TxDOT and initiated a statewide AAM strategic plan. The bill advanced in the House but did not pass the Senate.
- **HB 41 – Local Drone Regulation Reform**
  Proposed to preempt cities from regulating UAS flight paths. Opposed by law enforcement and ultimately did not pass.
- **HB 4520 – Rural Airport Grant Fund**
  Aimed to fund rural airport upgrades but failed to receive full legislative approval.

Executive Orders

“Unleashing American Drone Dominance” - See EO Here

- Requires FAA to publish a national BVLOS rule within 240 days
- Launches a federal interagency drone task force
- Establishes U.S.-manufactured drone procurement preferences
- Promotes electric air taxi programs for commercial use and global export

“Restoring American Airspace Sovereignty” - See EO Here

- Expands counter-UAS authorities to all states and key federal agencies
- Directs FAA to develop geofencing/NOTAM protocols for drones
- Supports regulatory development for supersonic commercial flights
- Establishes penalties for unauthorized UAS flights and noncompliance