

Aviation Specialty Unlimited

Application Summary and Analysis

Employer/Project Overview

Boise-based Aviation Specialties Unlimited, Inc., (ASU) founded by native Idahoans Mike and Chris Atwood has been safeguarding pilots and aircrews in law enforcement, air medical services, national defense, aerial firefighting, agriculture, and counter-drug operations with advanced aerospace imaging systems for more than 20 years. During that time, more than 6000 pilots and crew members have received training at ASU's Part 141 Flight School and operations have grown to include FAA Part 135 charter flights, aircraft maintenance, and advanced manufacturing of aerospace and defense products. ASU employs nearly 60 Idaho residents that serve commercial and government customers worldwide. These global efforts earned ASU the SBA 2018 Exporter of the Year Award for Region 10 which spans the Pacific Northwest and Alaska.

Project break down of Training Needs

As our company portfolio grows, so do our training requirements. We are now expanding into offering worldwide shipboard operations for Scenic Cruises and are the aviation services provider of record for their new ship, the Scenic Eclipse. As this new portion of our business grows, our team needs to learn skills and gain certifications they do not have to this point. This includes certification on the maintenance and repair of additional aircraft as well as flight training on additional aircraft.

The team will also need to understand and gain certifications for overwater travel with guests and their rescue in the event of accident as this is all new to ASU. All of these certifications are transferrable. This new program alone has created 6 jobs so far and we are very likely to hire more for this project over the next 2 years.

We are also beginning to manufacture night vision systems at our company headquarters in Boise. These systems have not had a significant redesign in over 20 years and ASU has begun the prototyping process and the qualification process to build our own significantly improved Night Vision Goggle system, which will be built in Idaho. This will require investment into our facility and workforce training for our manufacturing, logistics and sales teams.

ASU has also just won a prototype contract with the Air Force for development of a new flight helmet. If we are able to win this contract, we will again be hiring and planning to assemble the thousands of new Air Force helmets in Idaho. In short, our business is strong and we continue to seek out new talent and are discovering that we can also develop internal talent to meet the greater needs of tomorrow. Help from the Idaho Workforce Development Council will accelerate our ability to meet the needs our new projects and contracts will create

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Title of Training	State the learning objectives (Skills Gained)	How will the effectiveness of the training be measured?	Type of Credential or Certification received (if applicable)
Airbus Level 1/2 Maintenance/Repair	Airframe and Powerplant training on Airbus EC130H2	Operational availability of the aircraft.	Aircraft Rating Certification
NVG Instructor	Instruct Night Vision Goggle customers	Student Evaluations	NVG Instructor
Maritime Basic Safety Training	Overwater operation for safety	Safe operation	Airframe and Powerplant Certification AS350
Maritime Security Awareness	Overwater operation for security	Safe operation	ASU Forward Scholarship
Instrument Flight rating	Low visibility flight training	Rating, safe operation	Instrument
ASU Forward	Leadership development	Project work within ASU post completion	Certificate
Airbus AS350T2 Flight School	Type rating for specific aircraft	Certification	Type rating certification

WDTF Request: \$60,138.03

Return On Investment

The Quantitative Funding Model recommended an amount of \$3,000 per employee. The employers initial request is for \$8,135.40 per person.

This investment will return 12.96 times its cost over the contract period in total average wage increase (\$777,379.20/\$60,000.00). This means that although we will pay \$3,000 per person to train, the average employee's wages will rise by \$19,434.48 over the contract period of 2 years. It will take us only .15 years to recover our investment in additional wages paid per employee.

Projected Investment in facilities: \$72,000

Projected Investment in Equipment: \$115,000

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Projected Trainees and Hires:

Position Title	Number of Positions	New or Retrained? (pick from dropdown)	Starting Wage	Anticipated Wage after Training
NVG Flight Instructor	1	R	\$ 33.65	\$ 40.87
Pilot in Command	2	N	\$ 26.44	\$ 40.87
Aircraft Operations Specialist	2	N	\$ 21.63	\$ 36.05
PMA Manager	1	N	\$ 21.63	\$ 31.25
Aircraft Logistical Specialist	2	N	\$ 26.44	\$ 33.65
Program Manager	1	N	\$ 28.84	\$ 40.87
Relief Pilot - Ops Specialist	2	N	\$ 26.44	\$ 36.05
Aircraft Maintenance Technician	4	R	\$ 26.44	\$ 36.05
Goggle Maintenance Technician	2	R	\$ 14.85	\$ 17.85
NVIS Installation Technician	2	R	\$ 26.44	\$ 36.05
Parts Production Specialist	1	R	\$ 14.85	\$ 17.85

Grant Review Committee Meeting Notes:

Aviation Specialty Unlimited is requesting an amount of \$60,138.03 to train 20 employees. This come out to \$3,000 per position. There is a significant wage increase with this training.

Motion by Mayor Widmyer to approve the Aviation Specialty Unlimited Employer Grant in the amount of \$60,138.03. Second by Senator Stennett. Motion carried.