

SPACEPORT AMERICA
OUR NATION'S GATEWAY TO SPACE!

Spaceport Status Update

Legislative Finance Committee

Tuesday, Oct 29 at 4:30pm

Dan Hicks

CEO, Spaceport America



BOTTOM LINE UPFRONT



Three Key Requests

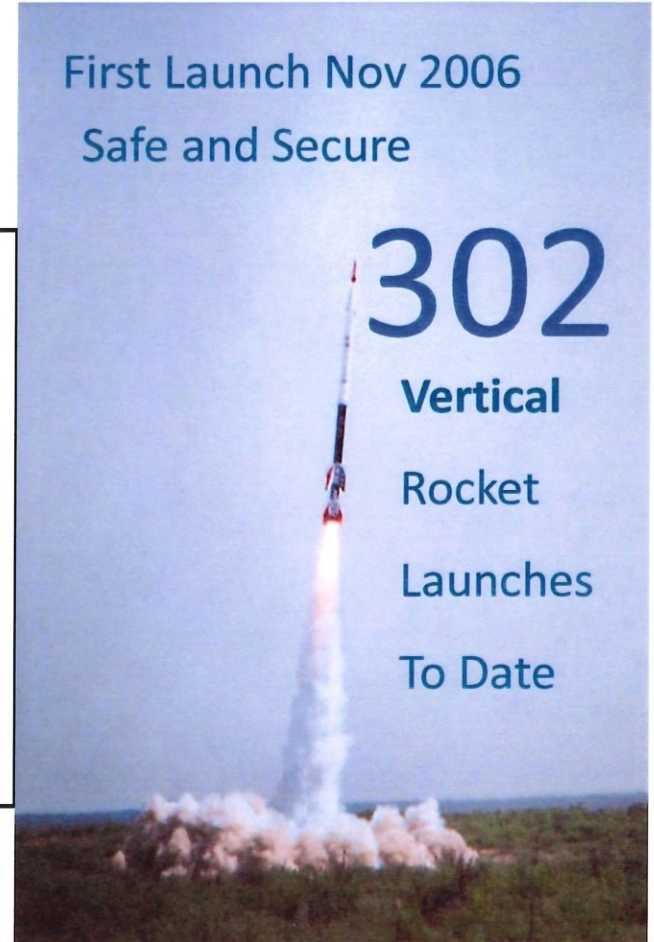
- FY21 Budget Request - \$3.6M General Appropriation
- FY20 Supplemental - \$900k
- Capital Outlay Request - \$57M

Good News Story !

First Launch Nov 2006
Safe and Secure

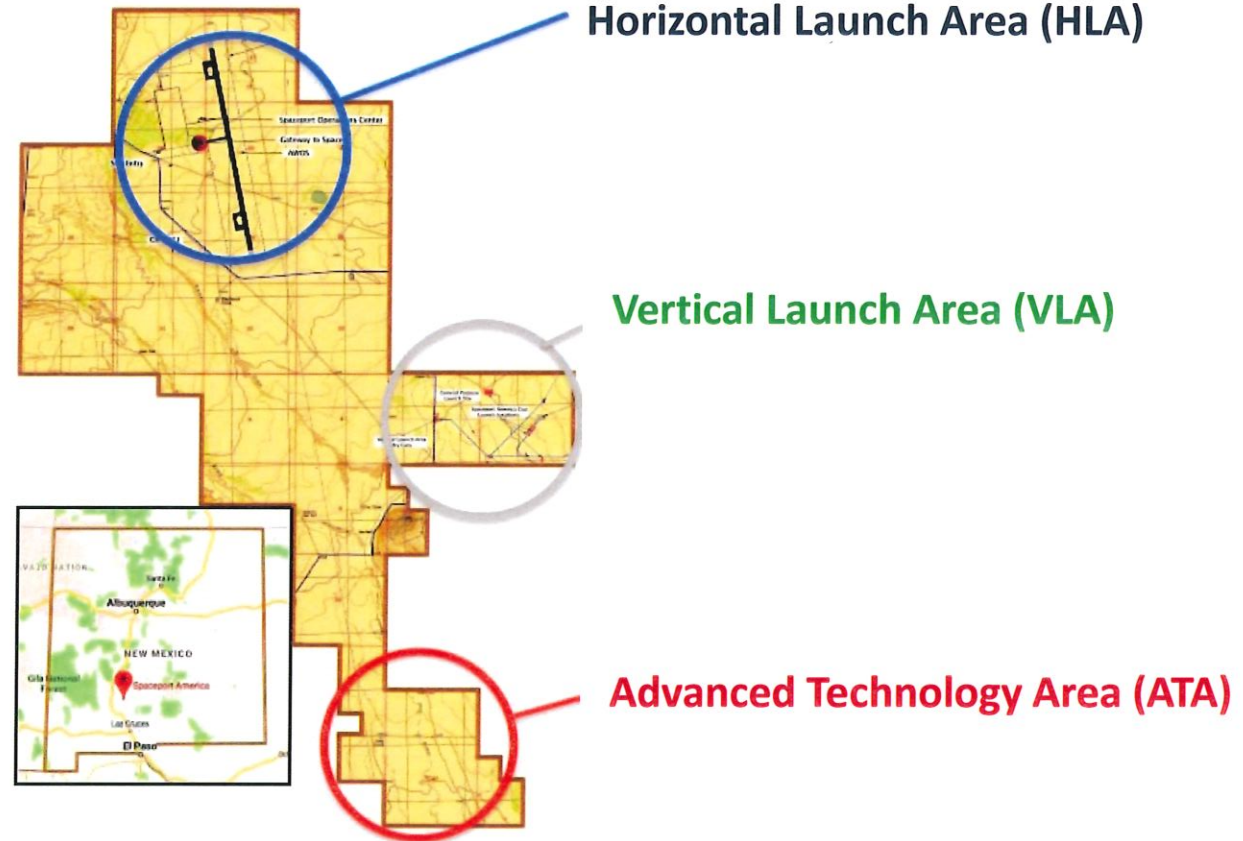
302

**Vertical
Rocket
Launches
To Date**



Spaceport America launch operations started 2006 – continued strong growth!

THREE COMMUNITIES IN SPACE VALLEY



Horizontal Launch Area (HLA)

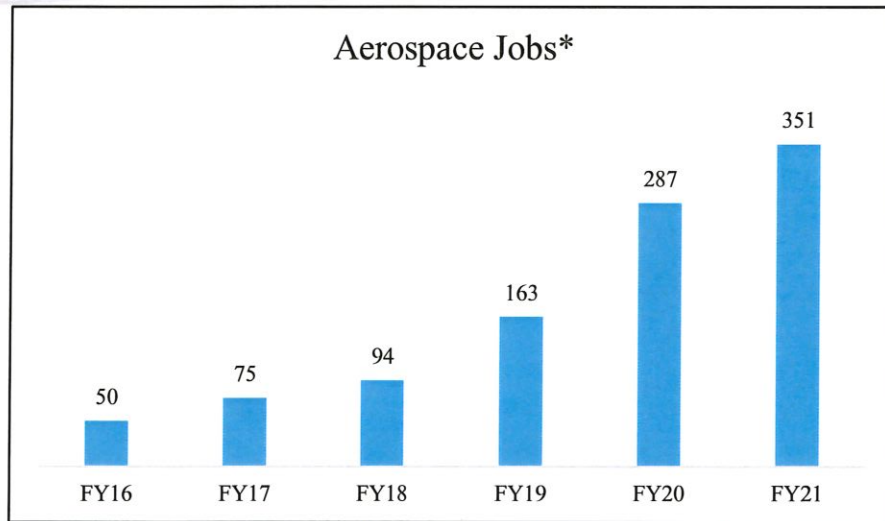
Vertical Launch Area (VLA)

Advanced Technology Area (ATA)

JOB CREATION



- New jobs created each year
 - FY18 - 25% growth
 - FY19 - 73% growth
 - FY20 - 55% growth (*forecast*)
 - ***Jobs more than doubled in the last two years***



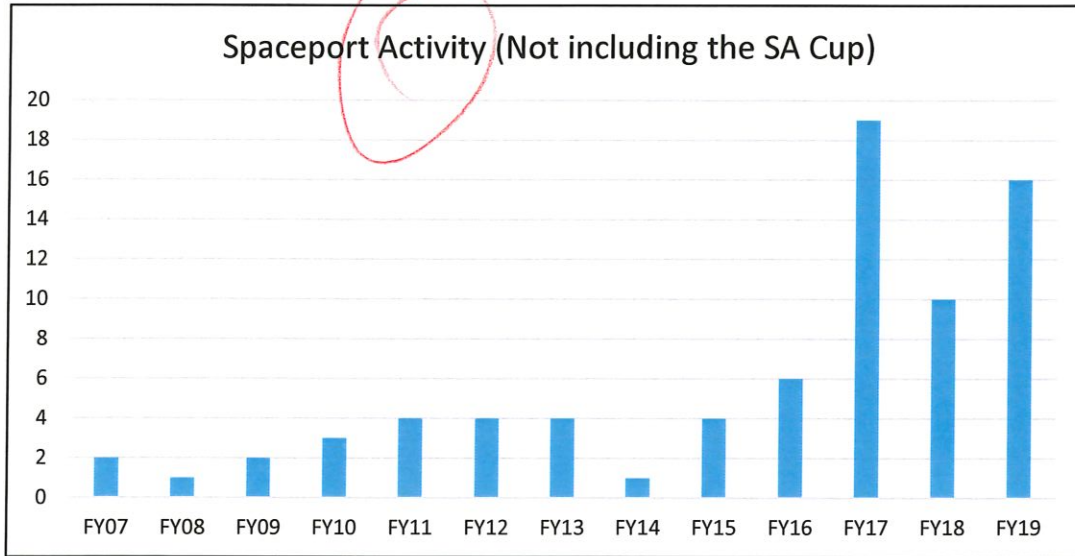
	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>	<u>FY19</u>	<u>FY20</u>	<u>FY21</u>
Total Jobs*	50	75	94	163	287	351
SA	18	18	18	22	40	40
VG**	15	25	43	80	150	170
SpinLaunch				16	16	20
ABL				6	6	6
Contractors	20	32	33	39	40	45
Company A					20	20
Company B					15	15
Company C						20
Company D						15

*This does not include other ongoing operations (Boeing, Up, Exos, etc.)

**VG jobs continues to grow in FY20. Already increased 20+ more jobs in two months with 40-50 more expected

***Contractors includes 17 part time positions like guards on short shifts. All other positions listed are full time.

AEROSPACE ACTIVITY



- 76 Commercial Launch activity to date
- FY19 Activity includes:
 - 2 Balloon Launches
 - 2 Launch System Tests
 - 12 Vertical Launches
- 91 SA Cup Launches



The Commercial Space Market

What is new over the past year!

“Richard Branson will take Virgin Public”
-July 9, 2019



Bank of America
Merrill Lynch



Commercial Space Market:
2016 \$339 Billion (\$36B US Gov't)
2045 \$2.7 Trillion

“ONE OF THE
FINAL
FRONTIER
OF INVESTING”

“Space Companies Are Receiving Billions From
Venture Backers-Nov. 1, 2017”



*The Space Foundation Reports shows Global Space spending of
\$383.5 Billion in 2017 and \$417 Billion in 2018*

RECENT/CURRENT WORKLOAD

- **Up Aerospace** – 12 flights total; Recent Sep. '19
NASA Flight Opportunities; rocket motors from SA Up/Cesaroni facility
- **EXOS Aerospace** – 4th flight 26 Oct 19
New SARGE Pathfinder System – supports sub-orbital research
- **NM Tech**
Fifth mission on 13 Apr 2019; possible commercial applications
- **USC Launch 20 Apr & Princeton Launch 27 May 2019**
Potentially first Universities to reach Karman Line (single stage and two stage respectively)
- **Boeing CST-100 Starliner support**
3rd Successful launch on 13 Mar 19
- **SpinLaunch**, May 7, 2019
Broke ground on research facility
- **Spaceport America Cup 18-22 June 2019**
1300 student competitors, 93 vertical launches
- **Virgin Galactic**
Moving workforce from Mojave to SA, first flights late 2019



FUEL FARM STATUS UPDATE

- Phase 1 (\$3.9M) construction is completed
Design, new tanks, two new fuel trucks, concrete work, canopy structures, electronic pumping system.
- Phase 2 (\$1.1M) will construct the fuel road to the runway and install the security fencing



PROPOSED BUDGET FY20



	FY20 Original	FY20 Adjustment	FY21 Budget
Category 200 (Salaries)	2,850.2	3,050.2	3,645.4
Category 300 (Service Contracts)	4,182.5	6,103.5	6,948.8
Category 400 (Other Purchases)	2,805.8	2,805.8	3,106.2
Total	9,838.5	11,959.5	13,700.4

- Increase covered by Supplemental Request for FY20 (and BAR increase from customer revenue), and increase to General Appropriation in FY21
- FY20 Adjustment increases expenses by \$2,121.0 (\$900.0 funded by Supplemental and \$1,221.0 by Other Revenue)

CATEGORY 200 DETAIL



SALARIES

	FY20 Original	FY20 Adjustment	FY21 Budget
Govex	352.0	352.0	352.0
Term	1,183.2	0.0	0.0
Perm	657.9	1,969.1	2,283.0
Benefits	657.1	729.1	1,010.4
Total	2,850.2	3,050.2	3,645.4

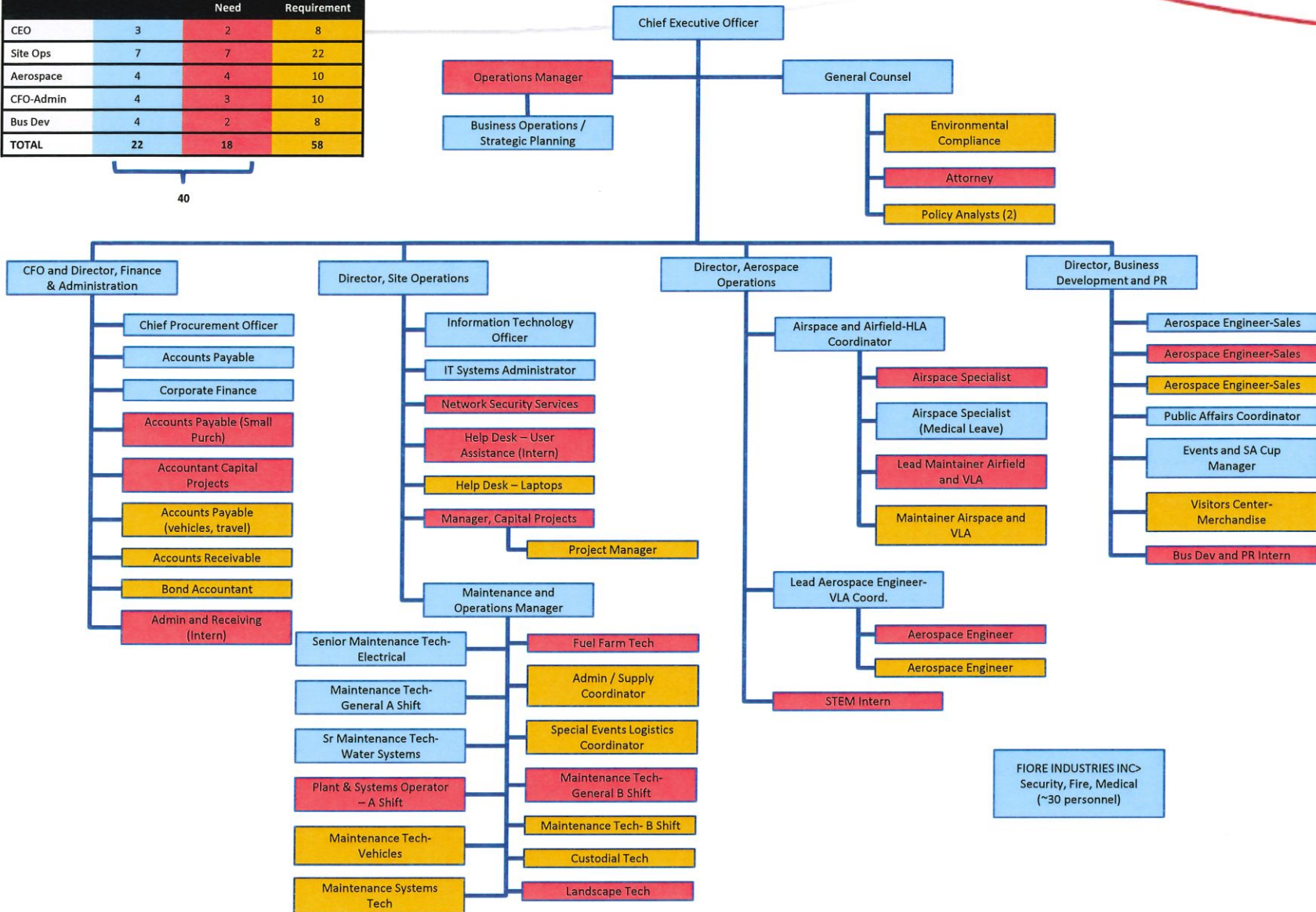
- Fully fund required 40 staffing slots.
- Convert existing temporary employees to permanent employees.
- Hire four interns

CRITICAL PERSONNEL REQUIREMENTS



	On Board	Critical Add'l Need	Total Current Requirement
CEO	3	2	8
Site Ops	7	7	22
Aerospace	4	4	10
CFO-Admin	4	3	10
Bus Dev	4	2	8
TOTAL	22	18	58

40



CATEGORY 300 DETAIL



SERVICE CONTRACTS

	FY20 Original	FY20 Adjustment	FY21 Budget
Prof Services	195.0	895.0	1,175.0
Gen Services	3,811.0	5,032.0	5,384.1
Other Contracts	176.5	176.5	389.7
Total	4,182.5	6,103.5	6,948.8

- Increase driven by all service contracts including SAFE team, IT services, Environmental services, Legal services, etc

CATEGORY 400 DETAIL



OTHER PURCHASES

	FY20 Original	FY20 Adjustment	FY21 Budget
Utilities	314.9	314.9	314.9
Rent of Land/Office Space/Ranchers	315.2	315.2	315.2
DoIT Comms	157.9	157.9	289.9
Facilities Maint	618.0	618.0	828.6
IT Expense	330.0	330.0	399.8
Insurance	58.8	58.8	58.8
Field Supplies	233.9	233.9	272.6
Fuel Farm Expenses	100.0	100.0	200.0
Other Expenses	677.1	677.1	426.4
Total	2,805.8	2,805.8	3,106.2

- Increase driven by DoIT radio expense, increased maintenance, increased field supplies, increased fuel purchases for resale

INFRASTRUCTURE FY 21 CAPITAL PROJECTS



RANK	PROJECT	TOTAL COST
1	IT Equipment Refresh	\$500,000
2	IT Facility	\$2,000,000
3	Visitor Access Control	\$5,000,000
4	Welcome Center	\$20,000,000
5	Spaceway Taxiway (First Phase)	\$10,000,000
6	Payload and Vehicle Processing Facilities	\$19,500,000
TOTAL		\$57,000,000

Spaceport America

Current & Future Growth

SUB-ORBITAL- FOCUS ON RESEARCH/ASTRONAUT EXPERIENCE/UNIVERSITY SUPPORT

WE HAVE MANY OF THE TOP NASA FOP SUB-ORBITAL VERTICAL LAUNCH OPERATORS (EXOS AEROSPACE, VIRGIN GALACTIC, UP-AEROSPACE)

ORBITAL – WITH THE RIGHT TECHNOLOGIES

SINGLE-STAGE TO ORBIT, RETURNABLE BOOSTER, SPACEPLANE, NEW ROCKET CAPABILITIES

GOAL IS TO DEVELOP A PRIMARY INLAND SPACEPORT TO SUPPORT COMMERCIAL, CIVIL, AND NATIONAL SECURITY INITIATIVES

VERTICAL LAUNCH/LANDING CAPABILITY

HORIZONTAL LAUNCH/LANDING CAPABILITY

HYPERSONIC SUPPORT/TESTING CAPABILITY

ULTIMATELY WE'LL GROW INTO A FULL-SERVICE SPACE TRANSPORTATION HUB - FOR PORT TO PORT TRAVEL AROUND THE GLOBE AND POINT TO POINT IN THE CIS-LUNAR ENVIRONMENT AND BEYOND

DEVELOPING INTERNATIONAL PARTNERSHIPS NOW IS IMPORTANT TO THIS FUTURE!

