

**SPACEPORT AMERICA**  
**OUR NATION'S GATEWAY TO SPACE!**

# **FY20 Budget**

## **Legislative Finance Committee**

**New Mexico Spaceport Authority**  
**24 October 2018**

### **Outline**

- 1 chart Bottom line Upfront**
- 1 chart Jobs Metrics**
- 2 charts Current/near term efforts**
- 1 chart Staffing Plan**
- 2 charts Budget Summary**
- 3 charts Budget Detail**
- 1 chart Capital Outlay**

**Dan Hicks**  
**CEO, Spaceport America**



**SPACEPORT AMERICA**

# BOTTOM LINE UPFRONT

## *Three Key Takeaways*

- Approve FY19 Budget increase for customer revenue by \$1.2M
- Increase FY20 Appropriation by \$700k
- Fund Capital Outlay projects

First Launch Nov 2006  
Safe and Secure

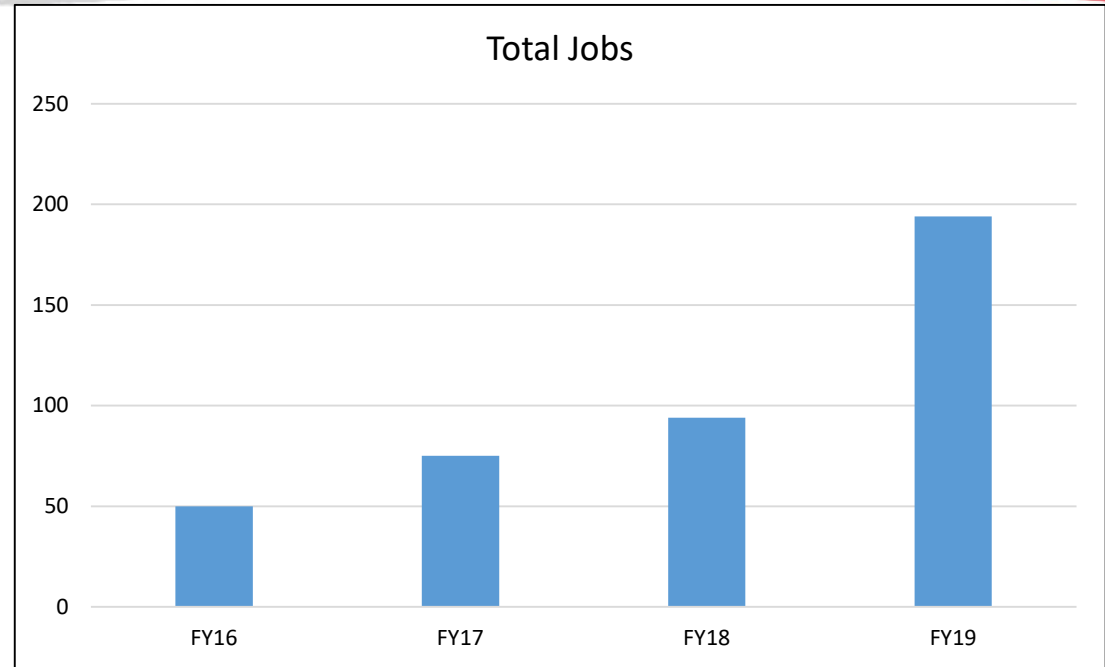
**201**  
Vertical  
Rocket  
Launches  
To Date



# JOB CREATION

- New jobs created each year
- Estimated **100 new jobs** in FY19

Estimated Avg 60k salary generates 6M in first-order economic stimulus in FY18



	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>	<u>FY19</u>
<b>Total Jobs*</b>	<b>50</b>	<b>75</b>	<b>94</b>	<b>194</b>
SA	18	18	16	26
VG	15	25	43	128
Contractors	20	32	35	40

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

**Space Operations are Ongoing and Growing!**

# CURRENT WORKLOAD

- Up Aerospace – two flights conducted 12 & 17 Sep

Multiple payloads on both flights

NASA Flight Opportunities & AMES Research Center

-Spacecraft Aerobraking System for Mars and other Planets

Rocket motors from new Spaceport America Up/Cesaroni facility



- Exos Aerospace – first flight of new system conducted 25 Aug

New SARGE Pathfinder system – supports sub-orbital research

Multiple payloads on this demonstration flight



- Boeing CST-100 Starliner support – additional flights this fall

- NM Tech

Fourth mission completed 25 Apr 2018

Working with company for commercial application

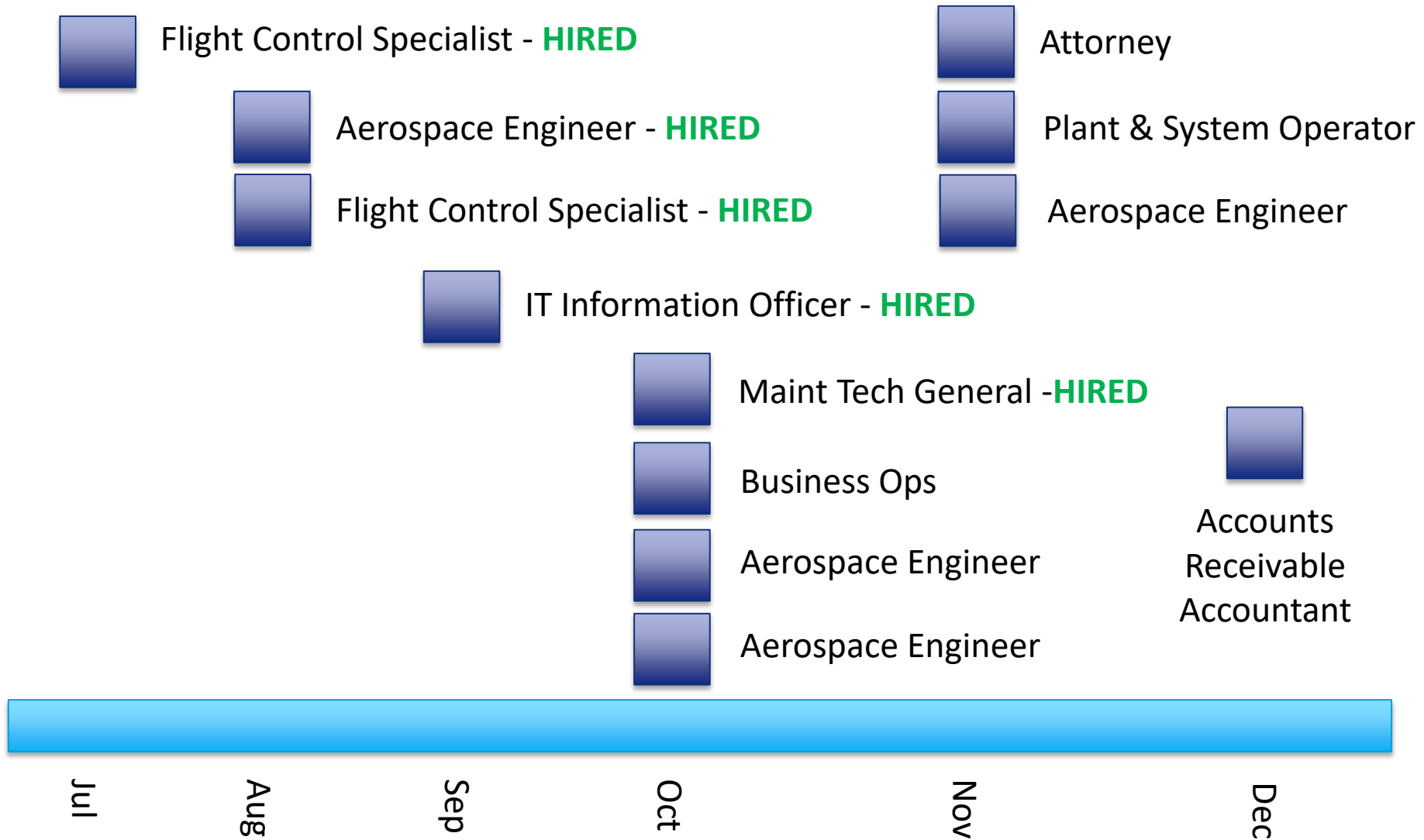
- Spaceport America Cup
- Other – non aerospace



# NEAR TERM EFFORTS

- Continued Prep for Virgin Galactic Operations
- Continued Prep for HyperSciences (Energetics-Pipeline to Space)
- Strategic planning – Business Plan update, Capital Outlay projects, SPA Master Plan (FY19)
- Quickly staff up to meet customer requests/inquires – currently have 13 NDAs in place
  - #1 VLA – small rocket company - tropospheric hypervelocity research (Apr 2019)*
  - #2 VLA/Bootheel – Stratospheric research*
  - #3 VLA & HLA – large company – LEO satellite launch capability*
  - #4 VLA & HLA - large company w/small research effort – Stratospheric (Oct 2019)*
  - #5 HLA & VLA - large company w/med effort rocket tracking inst/dev (Nov 2018)*
  - #6 HLA – large new company – LEO satellite launch capability*
  - #7 HLA – large new company – LEO servicing*
  - #8 VLA - small new company – LEO small sat launch*
  - #9 VLA – small new company – LEO small sat launch – RDTE (Jan 2019)*
  - #10 VLA – small new company – LEO small sat launch – RDTE (Nov 2018)*
  - #11 HLA – small new company – payload processing/integration (Nov 2018)*
  - #12 VLA – med new company – LEO small sat launch*
  - #13 VLA – small new company – LEO small sat launch*

# FY19 HIRING PLAN



# FY19 BUDGET ADJUSTMENT

<b>Revenues</b>	<b><u>FY19 Original</u></b>	<b><u>Change</u></b>	<b><u>FY19 Adjustment</u></b>
General Appropriation	985,400		985,400
Other Revenues	6,627,200	1,200,000	7,827,200
<b>Total</b>	<b>7,612,600</b>		<b>8,812,600</b>

<b>Expenses</b>	<b><u>FY19 Original</u></b>	<b><u>Change</u></b>	<b><u>FY19 Adjustment</u></b>
200	2,763,800		2,763,800
300	2,656,900	600,000	3,256,900
400	2,191,900	600,000	2,791,900
<b>Total</b>	<b>7,612,600</b>		<b>8,812,600</b>

- Increase in forecast for aerospace operations THIS FY will increase revenues and costs by 1.2M
- Start operation of new fuel farm mid-year
- Increased aerospace operations from multiple customers

# FY20 BUDGET



<b>Revenues</b>	<b><u>FY19 Adjusted</u></b>	<b><u>Change</u></b>	<b><u>FY20</u></b>
General Appropriation	985,400	700,000	1,685,400
Other Revenues	7,827,200	1,000,000	8,827,200
<b>Total</b>	<b>8,812,600</b>		<b>10,512,600</b>

<b>Expenses</b>	<b><u>FY19 Adjusted</u></b>	<b><u>Change</u></b>	<b><u>FY20</u></b>
200	2,496,600	327,700	2,824,300
300	3,668,700	700,000	4,368,700
400	2,612,700	672,300	3,285,000
500	34,600		34,600
<b>Total</b>	<b>8,812,600</b>		<b>10,512,600</b>

## Guiding Principles:

- Target 20% growth
- Requesting increase from General Appropriation of 700k
- Continue to fund majority of operations with other revenues (84%)



# FY20 CATEGORY 200

Exempt Perm (3 employees)	338.5
Term (17 employees)	1,042.9
Perm (6 employees)	470.8
Expansion (4 employees)	327.7
Benefits	644.4
<b>Category 200</b>	<b>2,824.3</b>

Expansion request funded by General Appropriation

- Increased need for employees to support growing operations
  - Aerospace Engineer
  - Accountant
  - IT Generalist 1
  - Plant and System Operator

# FY20 CATEGORY 300



Protective Services	3,800.0
Aerospace and Environmental Services	372.3
Other Service Contracts	196.4
<b>Category 300</b>	<b>4,368.7</b>

Expansion in Service Contracts funded by General Appropriation

- Protective Services provides fire, medical, and security services for Spaceport America.
- Other Service Contracts includes outside legal counsel, *aerospace consulting, environmental and cultural support*, website maintenance, photography, pest control, annual financial audit, etc.

# FY20 CATEGORY 400 & 500



Utilities (Electricity)	270.3
Rent (Rancher payments, LC Office)	315.2
Communications (DoIT, CenturyLink, Internet, Phones)	164.0
Facilities Maintenance (Water, HVAC, Portable Toilets, Fire System, Electrical Maintenance, Fuel Farm)	380.0
Insurance (Property Ins, Event Ins, General Liability, Airport Ins, Workers Comp, Environmental Ins)	196.1
Building/Structures (Equipment and improvements over 5k)	286.0
Field Supplies (Supplies used in daily operations at Spaceport America, cleaning, materials, wires, fencing, air field management hardware)	400.0
Equipment (Equipment rentals and purchases, dirt movers, tools, generators, water trucks, aviation equipment, security equipment)	640.5
Other (Vehicles, Copier, Association memberships, shipping, office supplies, training, printing, travel)	632.9
<b>Category 400</b>	<b>3,285.0</b>
<b>Category 500 Transfers (State Land Office)</b>	<b>34.6</b>

# CAPITAL PROJECTS IMPROVEMENT PLAN FY20-FY24



Rank	Project	Funded	2020	2021	2022	Total Cost	Amount not yet funded	Phases?
1	Vertical Launch Area / Bootheel Improvements	0	2,000,000	0	0	2,000,000	2,000,000	No
2	Spaceway Taxiway	0	10,000,000	10,000,000	0	20,000,000	20,000,000	Yes
3	Ground Support Equipment Aviation Hangar	0	10,000,000	0	0	10,000,000	10,000,000	No
4	Payload Processing Center	500,000	19,500,000	0	0	20,000,000	19,500,000	Yes
5	Visitor Center	0	20,000,000	0	0	20,000,000	20,000,000	No
6	Rocket Motor Test Stands	0	0	1,500,000	1,500,000	3,000,000	3,000,000	Yes
	<b>Totals</b>	<b>500,000</b>	<b>61,500,000</b>	<b>11,500,000</b>	<b>1,500,000</b>	<b>75,000,000</b>	<b>74,500,000</b>	