SPACEPORT AMERICA

WHERE THE SKY IS NOT THE LIMIT!

December 2, 2016

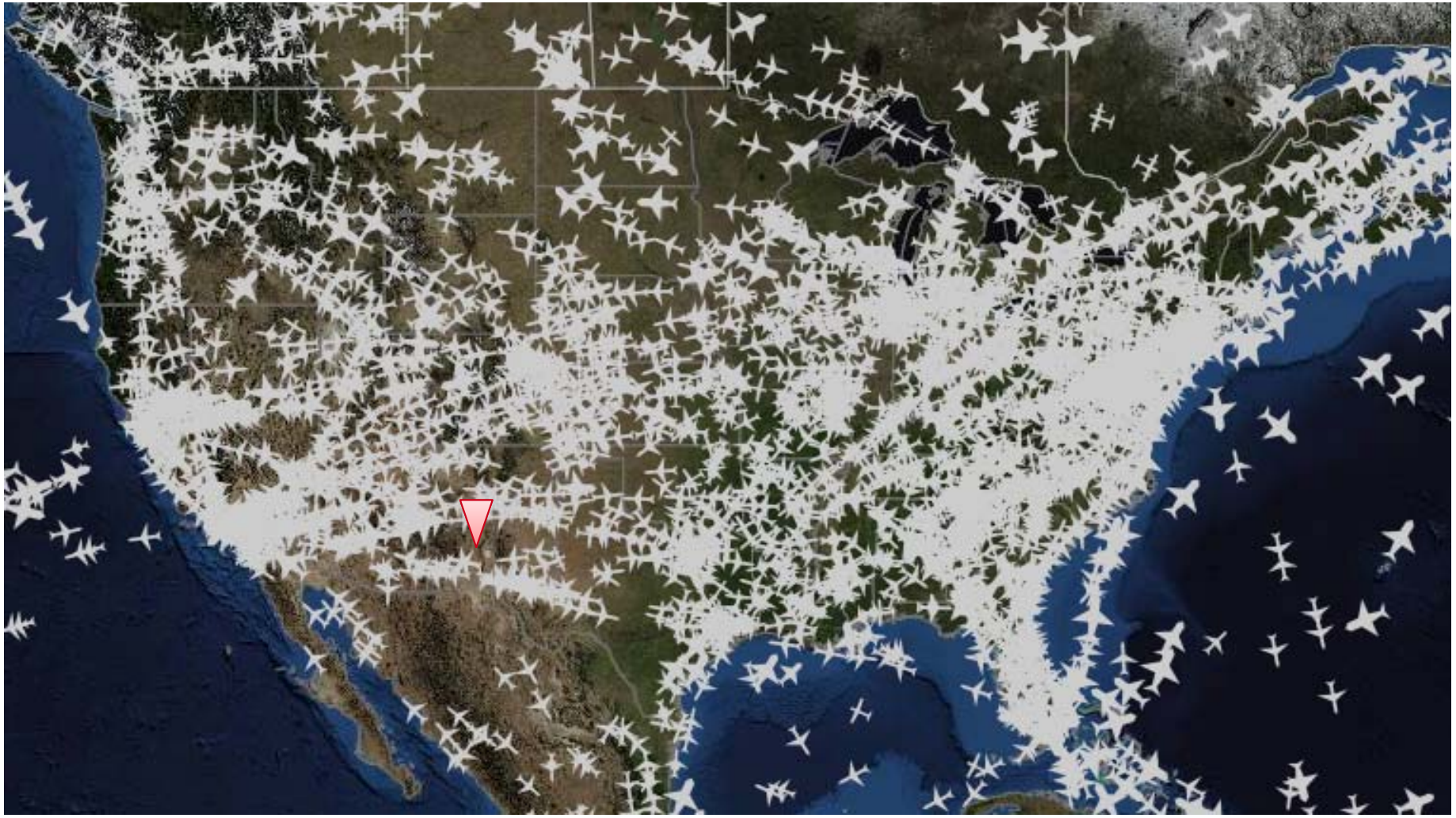
Spaceport America Management Team

SPACEPORTAMERICA

SPACEPORT AMERICA STATUS:

- **5 permanent aerospace tenants**
- **31 vertical launches to date (vertical launch area)**
- **6 missions to date (horizontal launch area)**
- **$2.3 million in customer revenue in FY16**
- **50 full time jobs have been created**
- **New business in FY16 grew by 135%**
- **Spaceport is funding 71% of operating expenses in FY17 and 92% in FY18 and will be 100% self funding in FY19**
- **Economic impact in FY16 = 20 million USD!**
- **Launched 4 Spaceport America annual signature events**
- **STEM outreach to over 2,000 6th grade students across NM each year**

National Air Traffic



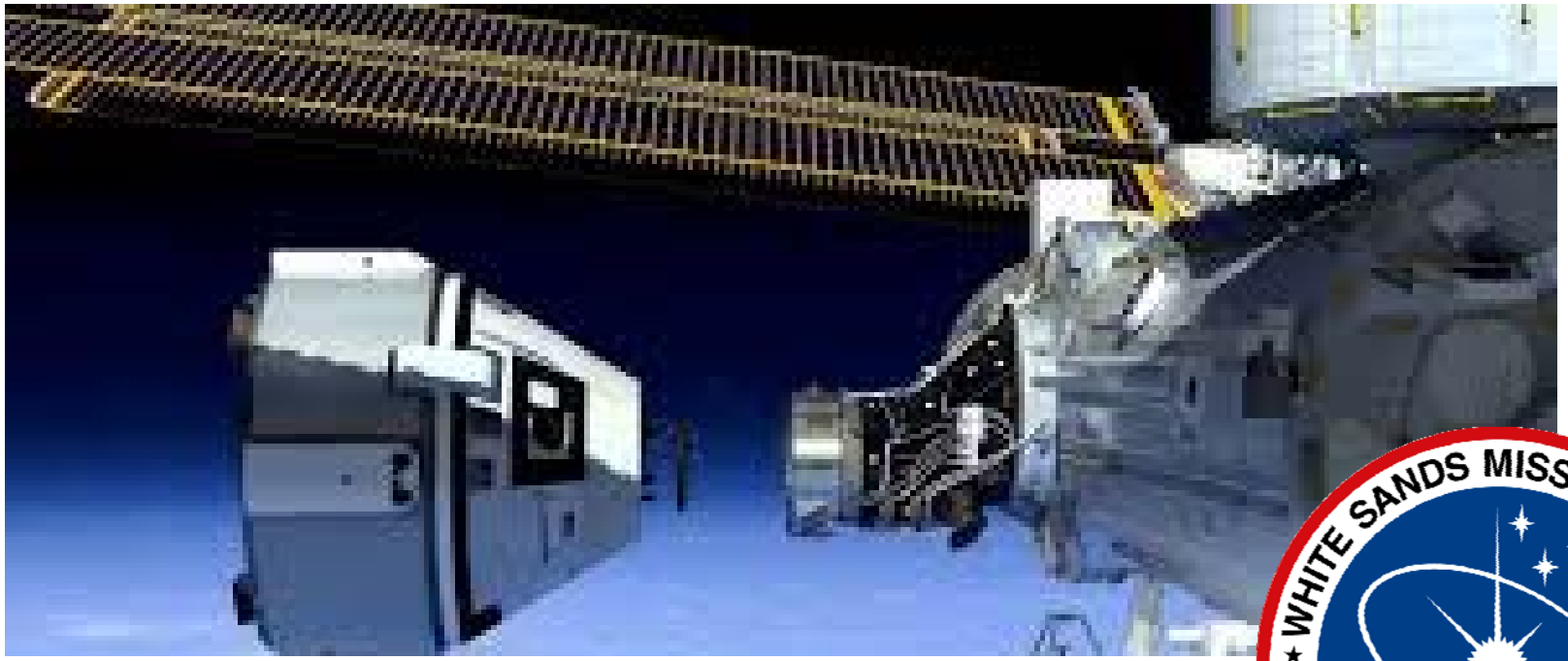
Spaceport America is a national treasure!

Aerospace Customers

- **Virgin Galactic**
- **SpaceX**
- **Up Aerospace**
- **Exos Aerospace**
- **Vanilla Aerospace**
- **Boeing**
- **And others in the pipeline**

HIGH VISIBILITY SPACE TESTING

Working with WSMR and Boeing on multiple drop tests of the new Crew Transportation Capsule for the International Space Station – 2016 - 2017



BOEING®

WHITE SANDS MISSILE RANGE
BIRTHPLACE OF AMERICA'S MISSILE & SPACE ACTIVITY

Non-Aerospace Segments

- **Tourism**
- **Merchandise**
- **Sponsoring**
- **Films**
- **Photo-Shoots**
- **Sporting Events**
- **Concerts**
- **Corporate events**

Open House Fall 2016

SPACEPORT AMERICA DRONE SUMMIT 2016

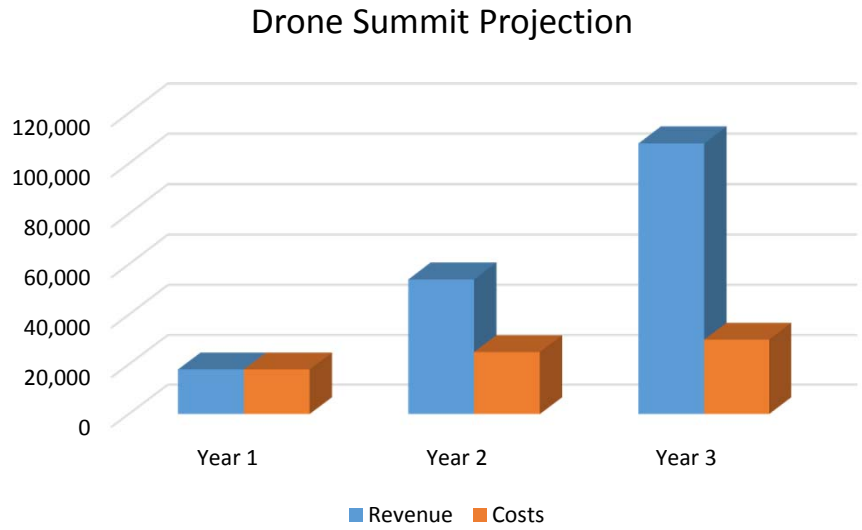
SPACEPORT AMERICA®
DRONE SUMMIT

SPACEPORTAMERICA

First year of event
- 18k in Revenue
- 200 people on site
- 52 people from out-of-state (GA, IL, ND, WA, CO, TX)

Goal for next year: triple attendance
- Year 1: Broke even
- Profit Projection Year 2: 29k
- Profit Projection Year 3: 78k

Global Earned Media for the event: $1.75M



	Year 1	Year 2	Year 3
Revenue	18,000	54,000	108,000
Costs	18,000	25,000	30,000
Profit	-	29,000	78,000

SPACEPORT AMERICA® RELAY RACE

April 8 – 9, 2017

Race teams run along the historic El Camino Real de Tierra Adentro trail

200 mile event starts at El Paso and ends at Spaceport America

Expected attendance:

- 1,200 Runners
- Minimum of 800 Spectators

SPACEPORT AMERICA® CUP

SPACEPORTAMERICA

June 20 – 24, 2017

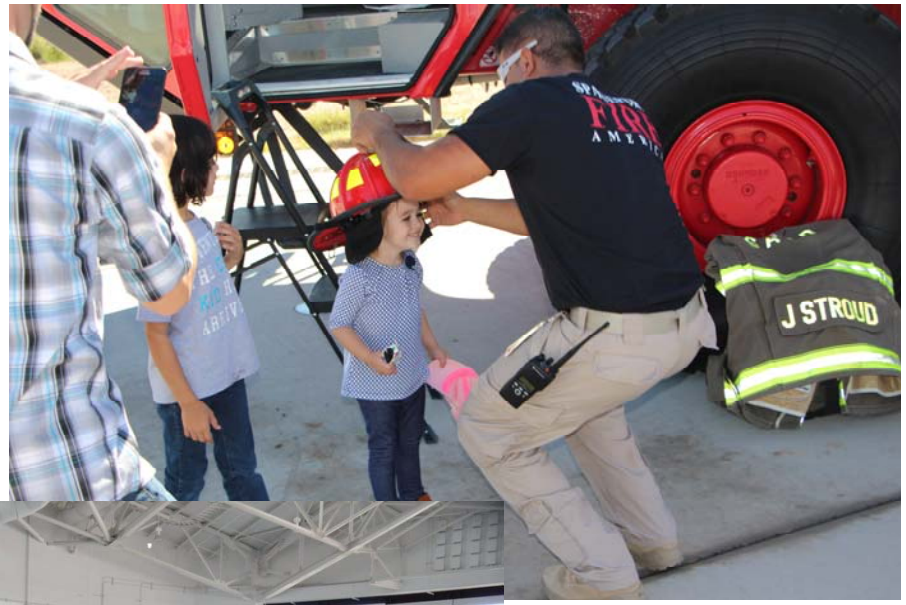
International Intercollegiate Rocket Engineering Competition

The world's largest university rocket engineering competition

Expected attendance:

- 800 Participants
- Minimum of 1,300 Spectators

STEM education to over 2,500 students across New Mexico each year



VIRTUAL EDUCATION PLATFORM

Our Goal:

Partnership to make Spaceport America STEM content available at no cost to every school in New Mexico! Launching January 2017.

Earned media for New Mexico

Spaceport America has earned

$90,000,000.00*

in earned media for New Mexico in the last year

The New York Times

SPACENEWS

AP Associated Press

CNBC

Wallpaper*

*THE STUFF THAT REI

HUFFPOST TRAVEL

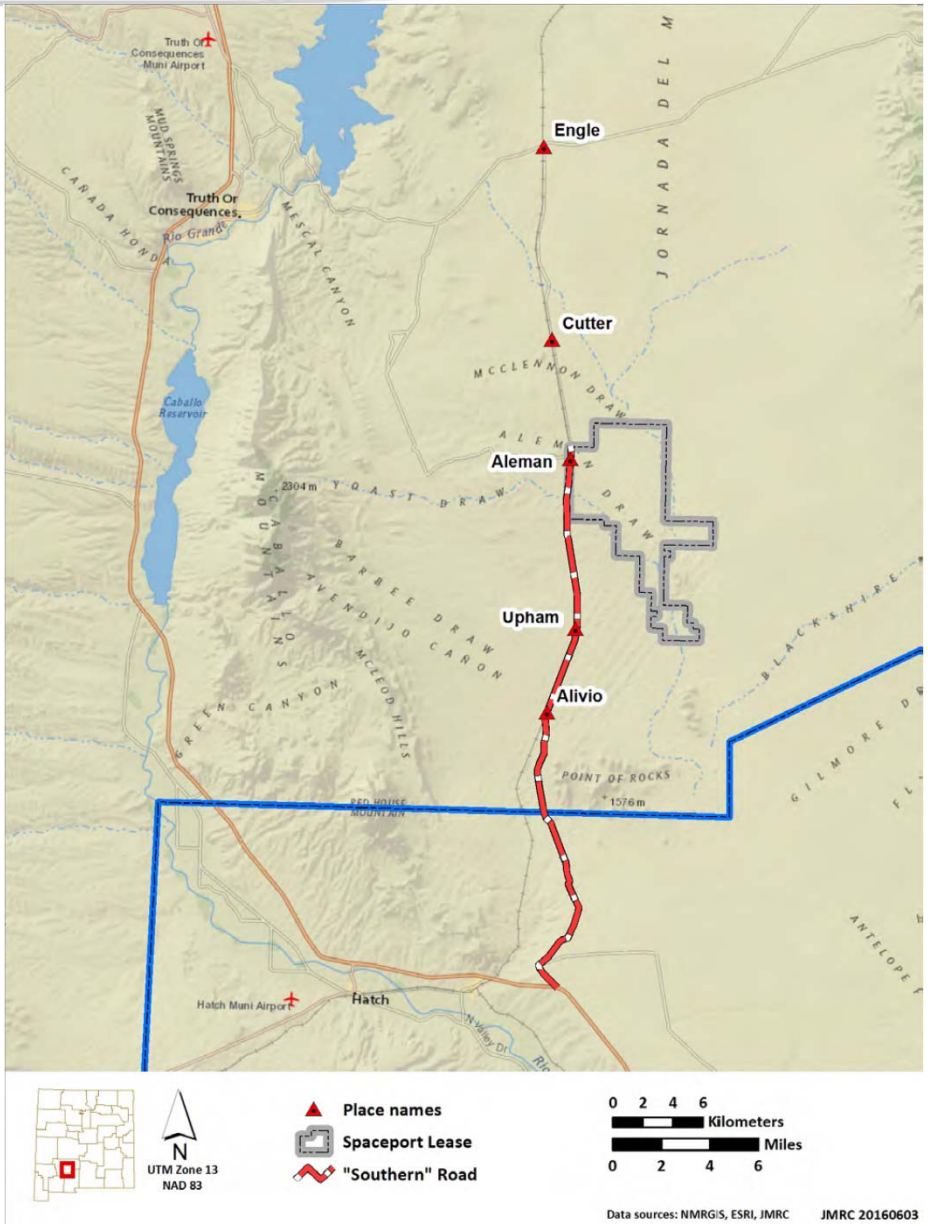
PARABOLIC ARC

SPACEPORTAMERICA® NEWSBURST

Earned Media = media related to a company's brand that is not directly generated by company paid advertising

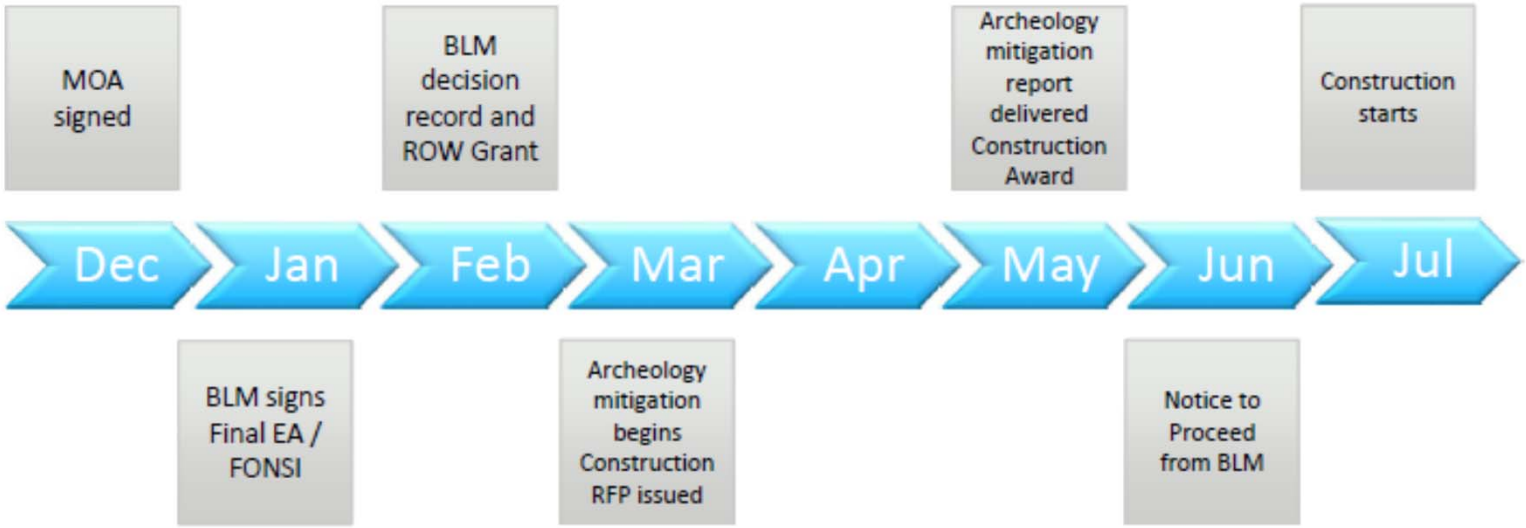
SOUTHERN ROAD

SOUTHERN ROAD MAP



Southern Road Schedule

- Construction starts July 2017
- Delays to timeline due to signatures on MOA
- Construction expected to take one year

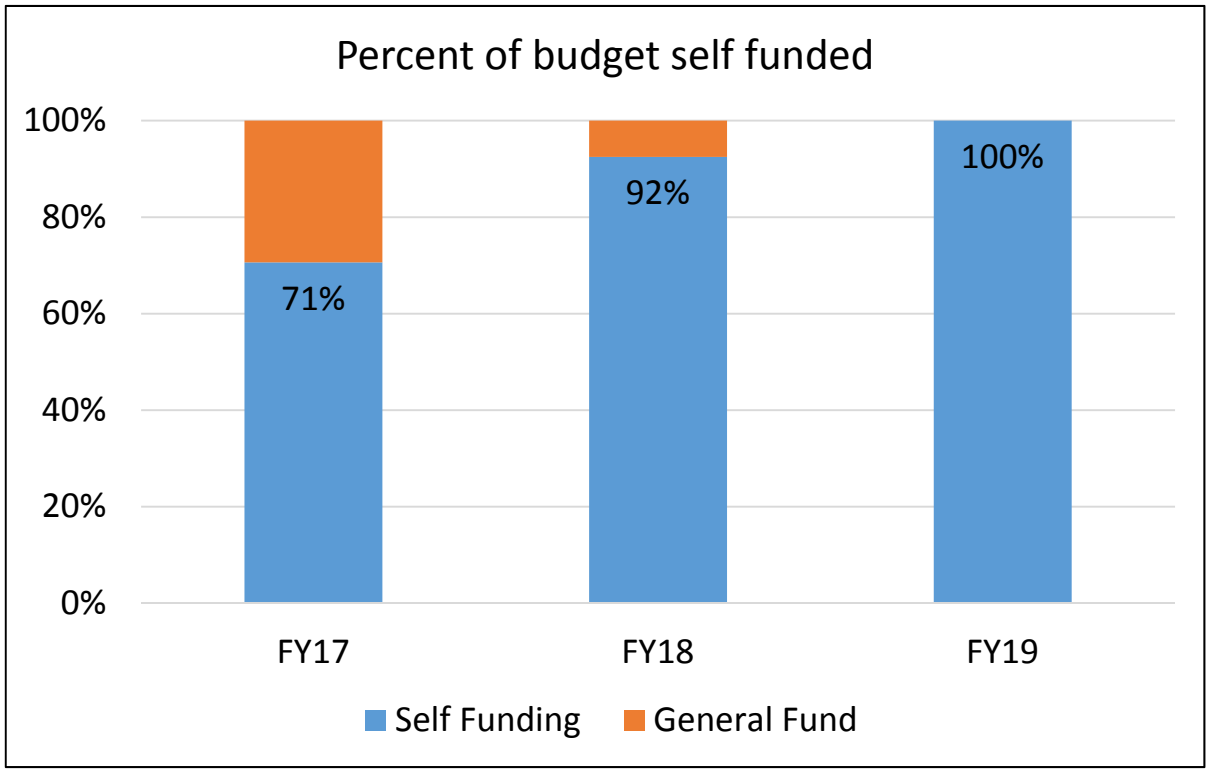


MOA = Memorandum of Agreement
ROW = Right of Way
BLM = Bureau of Land Management

EA = Environmental Assessment
FONSI = Finding of No Significant Impact
RFP = Request for Proposal

FINANCIAL REVIEW

SELF FUNDING IN FY19



- SPACEPORT AMERICA ANTICIPATES SELF FUNDING OPERATIONS 100% IN FY19 DUE TO INCREASED CUSTOMERS ACTIVITIES

Bond Activity

- ## Gross Receipts Tax Bonds

  Total amount of funds were spent by 12/30/2015

- ## Severance Tax Bonds

  14M in funds available in Severance Tax Bonds assigned to Southern Road project

Economic Impact (FY16)

- FY16 Investment from NM General Fund $944K
- FY16 Economic Impact $20.8M
- **Every dollar invested has 20x Return**

FY16 NM State Investment		FY16 Economic Impact	
NM General Fund	944,000	Commercial Space Industry (Spaceport and other companies)	11,021,000
		Non-aerospace Spaceport Business	1,089,000
		Tourism	1,798,000
		Additional Taxes Earned	861,000
		Indirect Purchases in NM Businesses	3,852,000
		Investment in STEM Education	2,200,000
Total	**944,000**	**Total**	**20,821,000**

- Assumptions based off conservative Economic model used by the Economic Development Department (EDD)

See you in space!