

**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**
- 1 chart Staffing Plan**
- 2 charts Budget Summary**
- 3 Charts Budget Detail**
- 1 Chart Capital Outlay**

**Dan Hicks**  
**CEO, 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



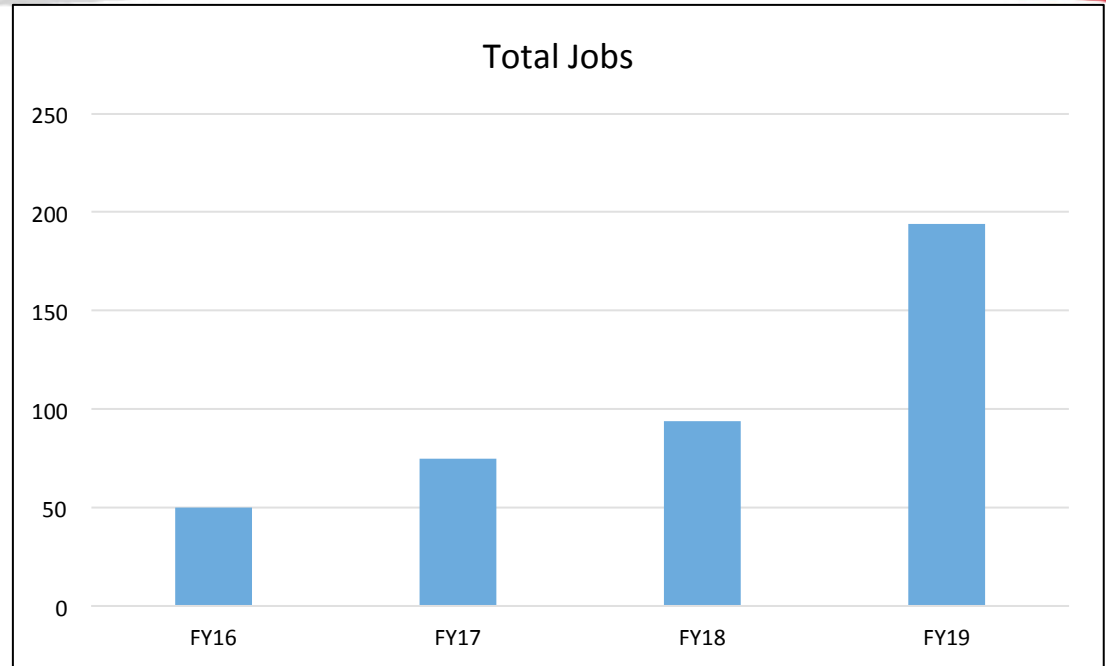
**Spaceport America launch operations started 2006 – continued strong growth!**

# 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

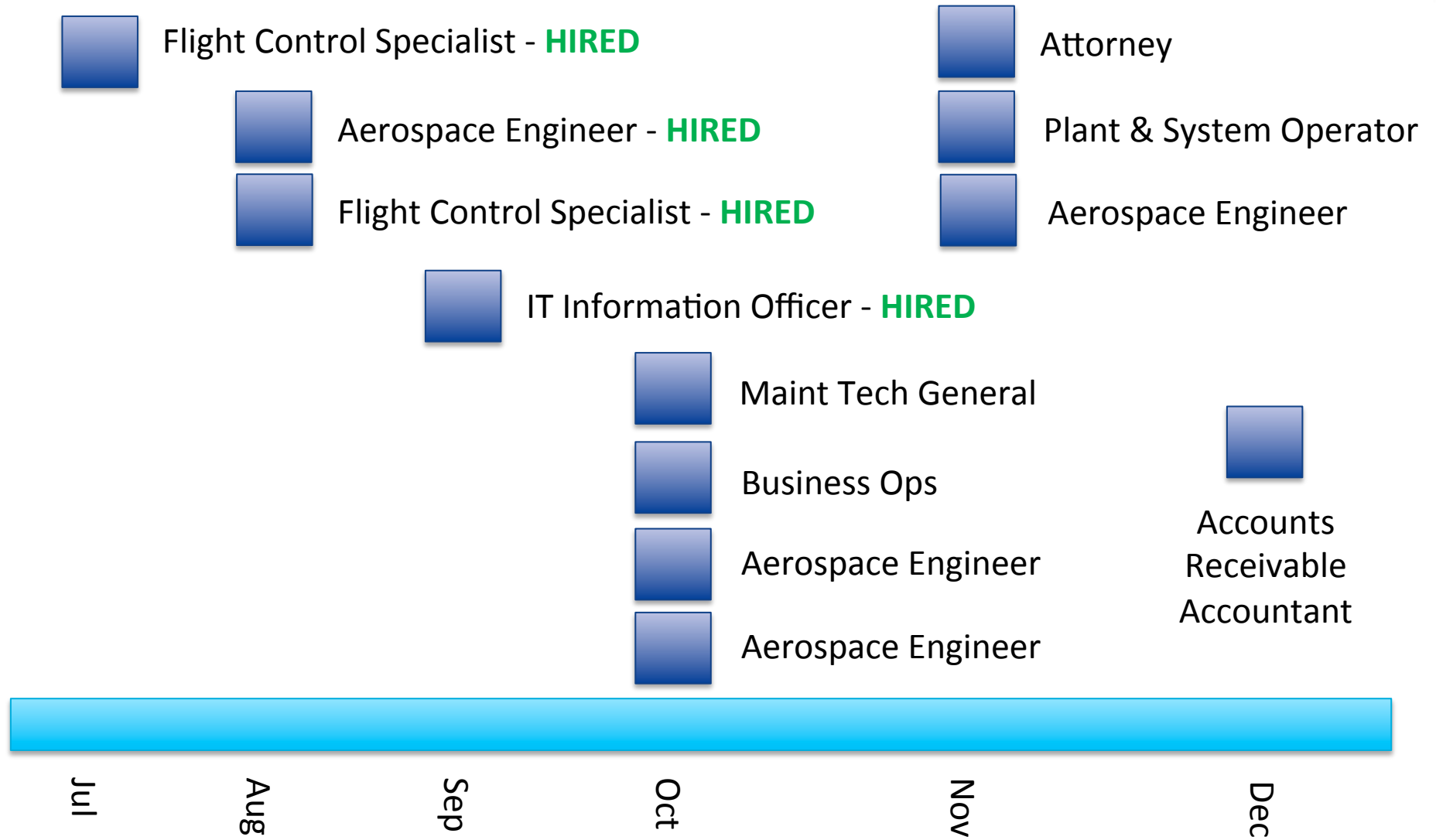


	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>	<u>FY19</u>
<b>Total Jobs*</b>	<b>50</b>	<b>75</b>	<b>94</b>	<b>194</b>
SA	18	18	16	26
VG	15	25	43	128
Contractors	20	32	35	40

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

**Space Operations are Ongoing and Growing!**

# 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>	