

Bill # SB283

Conferee: Mark Deuel, CFO Orizon

Position: Opposition



A CONFIDENTIAL REPORT FOR:

State of Kansas –

Senate Committee on  
Assessment and Taxation

March 5, 2025





# FIVE FOCUSED FACTORIES – EACH FUNCTIONALLY SPECIALIZED BUT OPERATING COHESIVELY TO SUPPORT THE GROUP

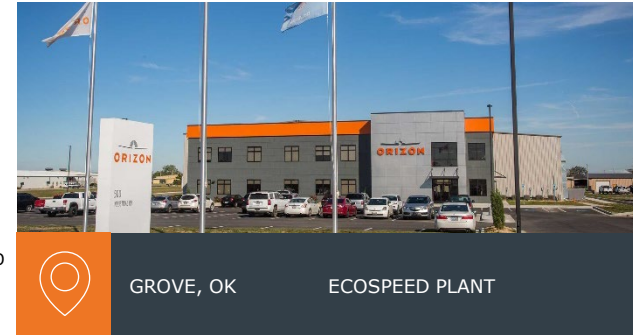
## 5 Focused Factories

800K sq. ft. +\$250 million Investment



### Strategic Attributes:

- Vision: *Building Something Unique*
- Leading American Aerospace Build-to-Print
- Greenfield, not a strategic Roll-up of Acquisitions
- \$250 Million investment in state-of-the-art PP&E
- Disruptive technology and intellectual property
- Focused of High Degree of Difficulty Components
- Digitized systems
- One multi-site ERP (SyteLine)
- +3,000 BUBS Delivered
- Midwest Based (HUBZone Certified)



# QUALITY 1<sup>ST</sup> - WE HAVE CREATED A DIFFERENT CULTURE, BASED UPON PERSONAL WARRANTY AND GAME CHANGING TECHNOLOGIES.

## Augmented Reality



## MVP



## 3-D Printing Aids



## Lynx Inspection



## Machine Kinematics



## Internal Audits

**REPORT**

**AUDIT REPORT**

☐ Surveillance ☒ Recertification ☐ Reason for Special Audit:

**Audit Duration (on-site audit days)** **Report Number** **Report Date**

1 Days OLA\_6-5-24 6-5-24

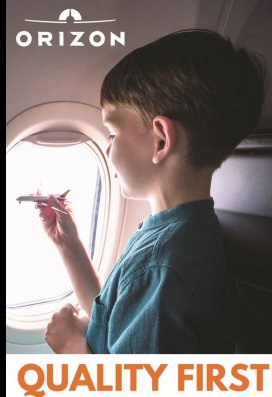
**ictures - OLA** **Contact Details**

Representative: James Martens  
Title: QMSR  
Telephone: 018-541-4899  
E-mail: jmartens@orizonaro.com  
QMSR Administrator: Jeff Thompson

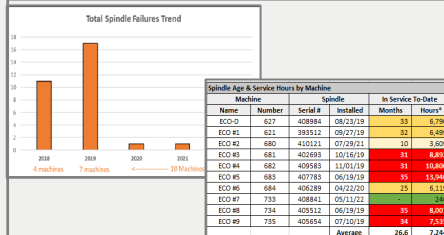
☐ Single Site ☐ Multiple Sites: ☐ Campus ☐ Several Sites ☐ Complex ☐ CAAT ☐ Yes ☒ No

AS 0142 **Expiration Date:** 20 August 2024

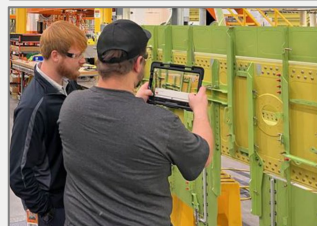
James Martens  
NA  
Technical Experts: NA



## Preventative Maintenance



## Visual Work Instructions



## SPC

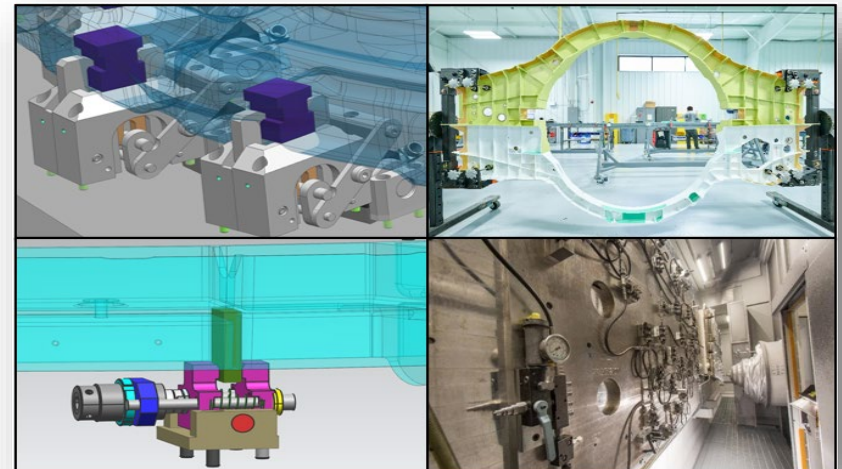
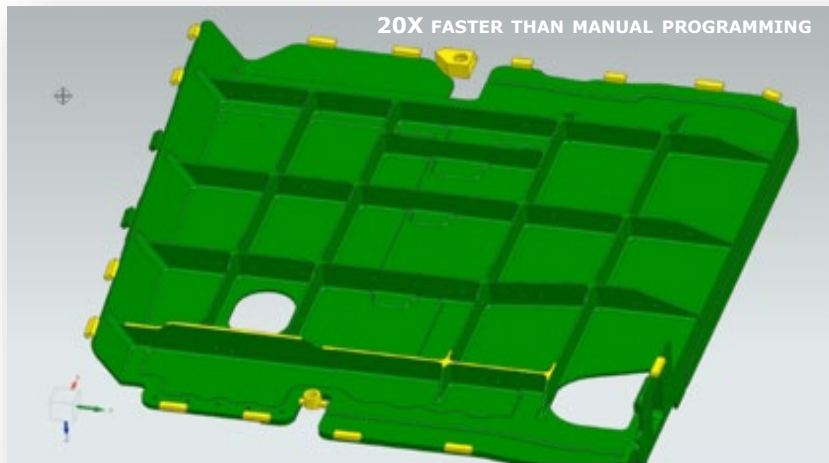
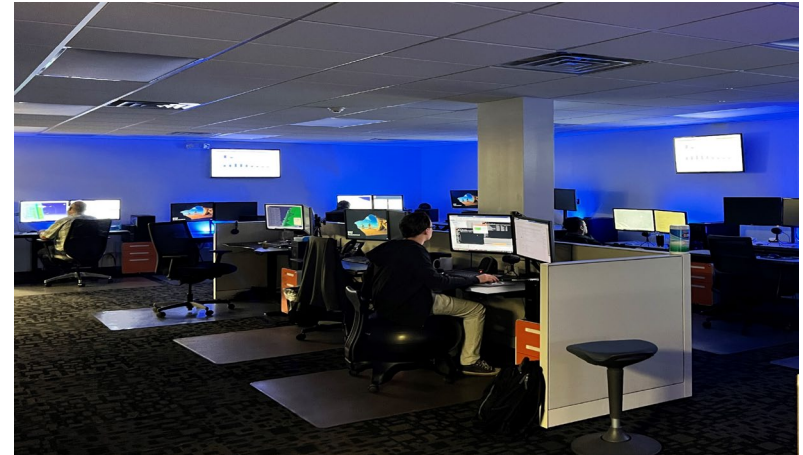


## Handshake Agreement





# ENGINEERING AND PROGRAMMING IP





# ORIZON MACHINING: THE LARGEST 6 AXIS ECOSPEED HORIZONTAL MILLING INSTALLATION IN THE WORLD.



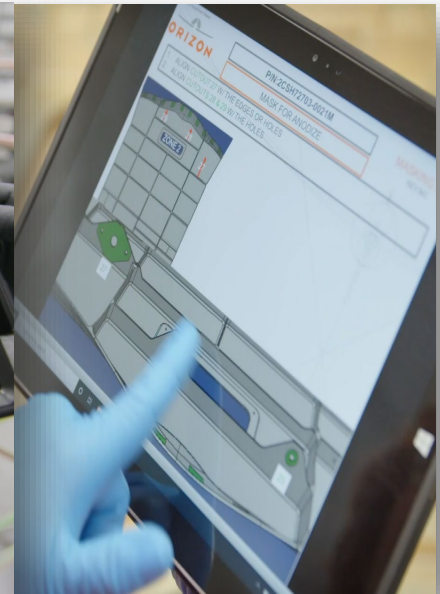
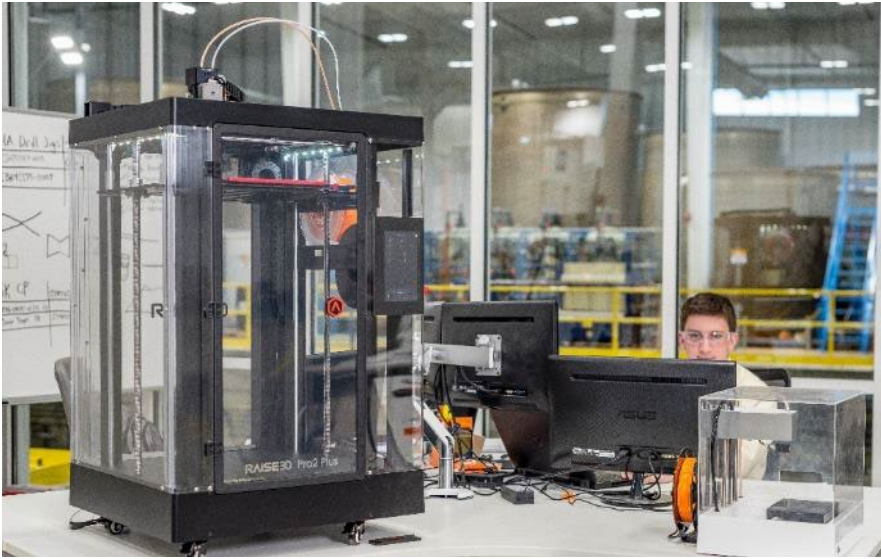


# ORIZON MACHINING: THE LARGEST MODIG RIGIMILL GANTRY INSTALLATION IN THE WORLD.





# ORIZON PROCESSING





NEW RIVETING TECHNOLOGIES HELP US MOVE UP  
THE BOM AND TAKE ON LARGER ASSEMBLIES.





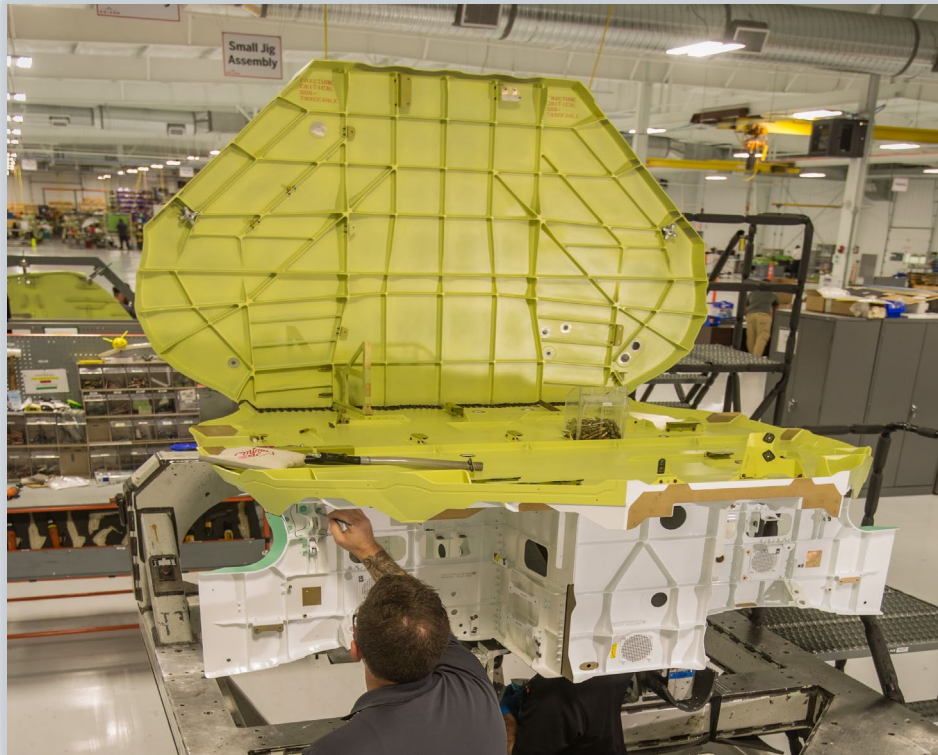
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# WORKING UP THE BOM

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# F35 Assemblies

Orizon is one of the largest F35 suppliers in the world!





# 737 Assemblies - Section 11

Orizon is one of the largest 737 MAX suppliers in the world!



# ORIZON'S CONTENT

+\$1,000,000 PER AIRCRAFT

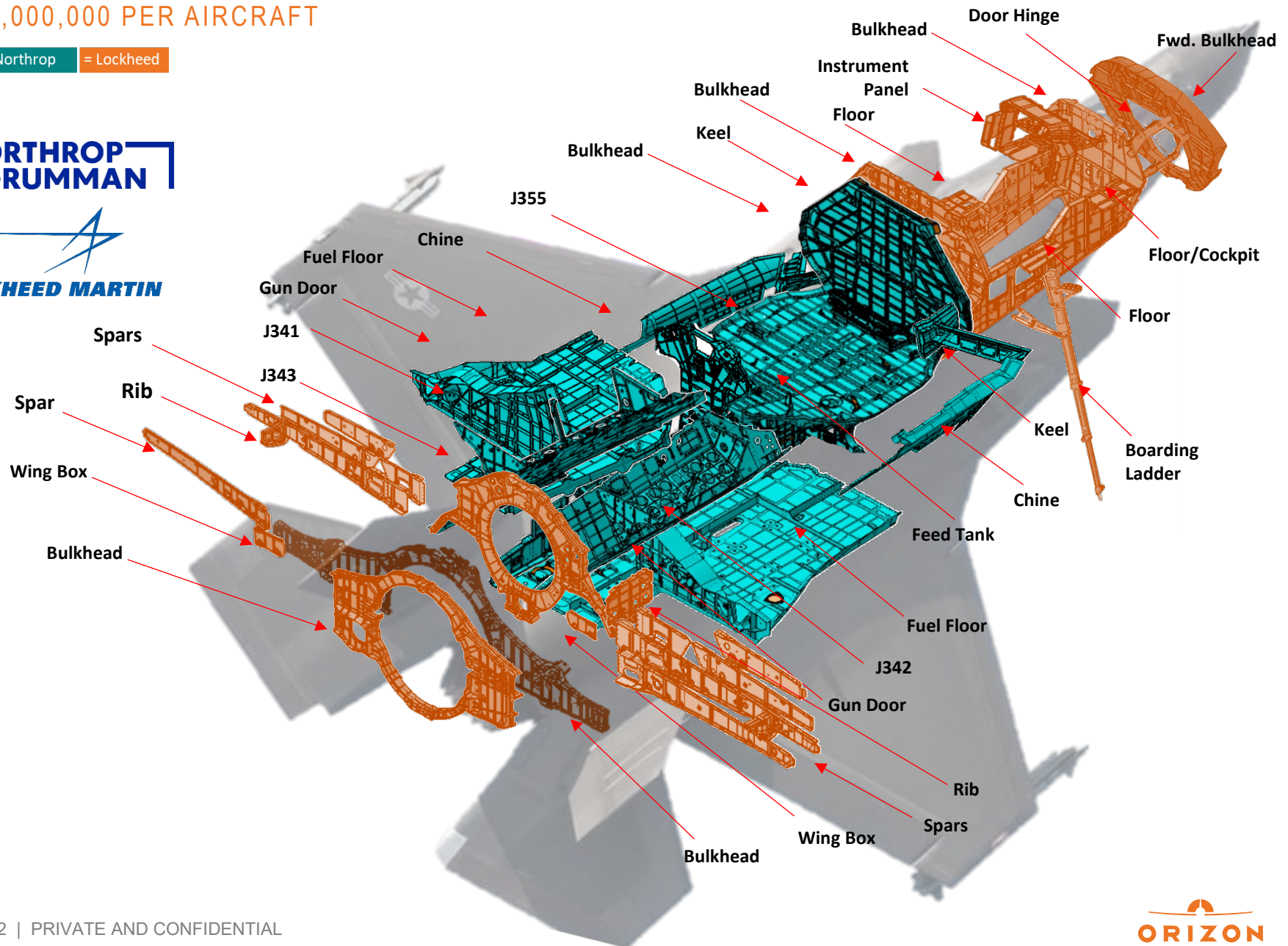
= Northrop

= Lockheed

**NORTHROP  
GRUMMAN**



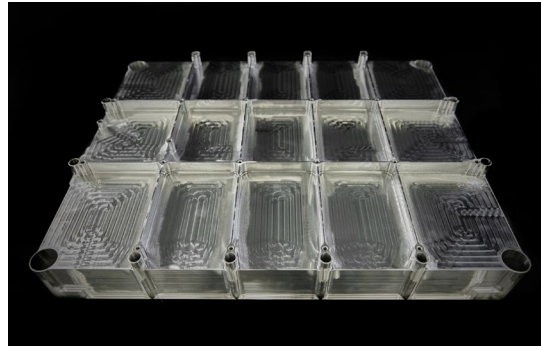
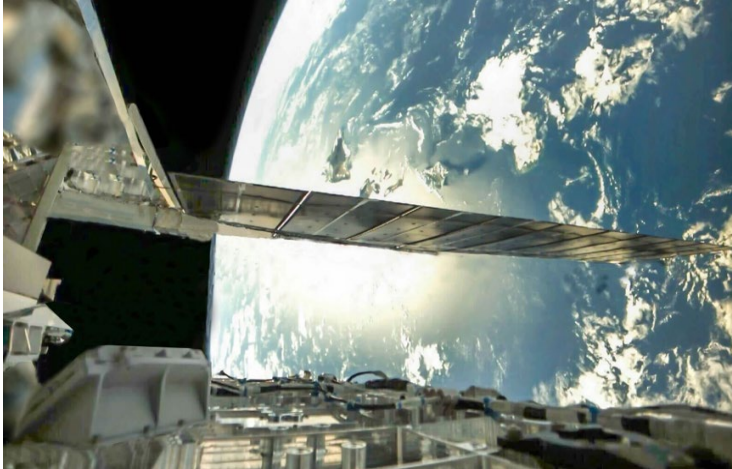
**LOCKHEED MARTIN**





# Our Partnership with Amazon Project Kuiper

Orizon is one of the largest Project Kuiper suppliers in the world!



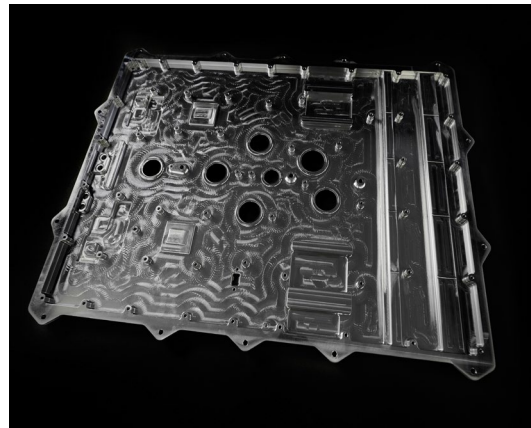
**amazon** | project kuiper

## Low Earth Orbit System:

- FCC approved 3,236 Satellites
- Seamless data integrations AWS
- Optical Inter-Satellite Links (OISL) +30% faster

## Orizon Work Statement:

- 142 Parts on Contract
- Expires in 2033
- Largest Amazon Structures Supplier
- Greater than \$1 Billion in Backlog and growing!



# BOEING MISSILES



# HARPOON /SLAM

## SLAM ER



- Long-range precision missile Air-launched

## HARPOON



- Premier anti-ship missile for US & International Partners
- Launched from Air, Ship, Sub & Ground





# ORIZON

## SUPPLY CHAIN BUSINESS



Supply chain performance is still a pinch-point for manufacturing.

OEM's looking for trusted Integrators



Our largest customers are asking us to manage their supply chain.

F35 - 737 – Amazon Project Kuiper



Orizon expects to source over \$1 billion into our SCB from 2025–2029



Orizon has over 100 suppliers but 15 partners.  
We need more supplier partners!



Our ideal suppliers will :

- Be AS9100 certified or compliant to the aerospace industry
- Most parts can fit in 20" cube, 90% of product built on 3 and 4 axis machines (some 5-axis work needed)
- need dedicated coordinate measuring machines
- Have ability to take on light assembly work
- Have personnel and tools to provide daily status and monthly updates
- Integrate into Orizon with raw material and special processing



Target suppliers will likely have between \$5 and \$20 million in revenue. Our goal will be to become their largest customer! Contracts will be 5 years or more.

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# KANSAS PARTNERSHIP

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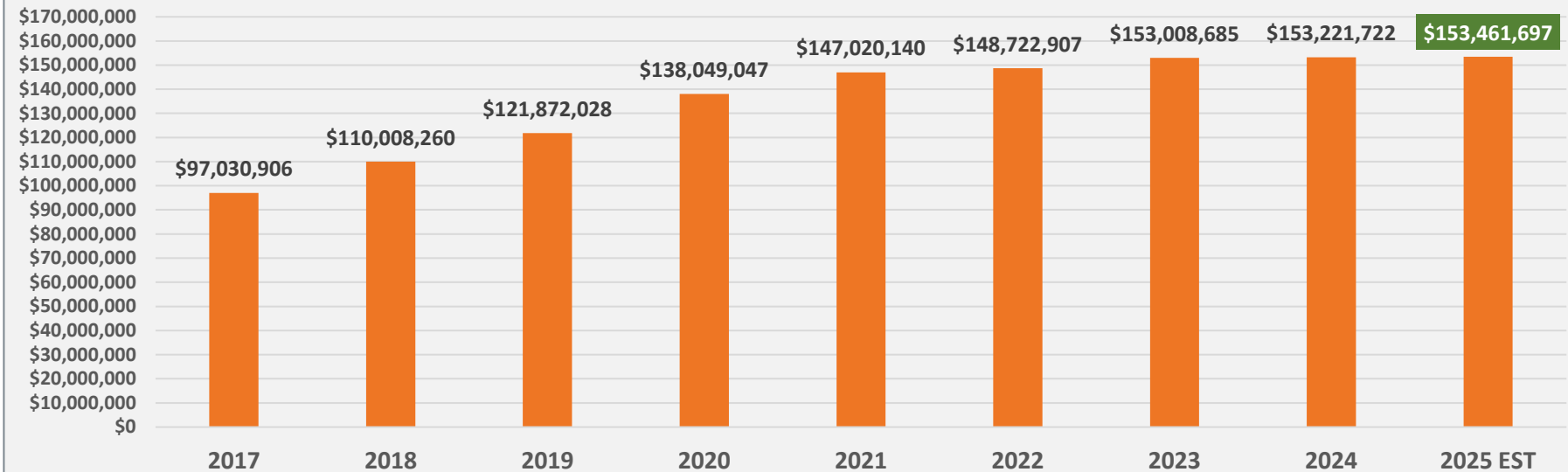


# THE BUILDING WE ACQUIRED IN 2016



# Our Kansas Investments have been significant

Cumulative - Investment in Kansas Property and Equipment



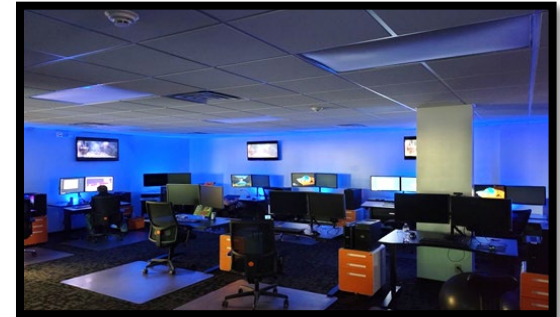
Chanute, KS Assembly and Processing Facilities



Olathe, KS Machining



Wichita, KS Engineering





# CHANUTE CAMPUS

# +10,000 APPLICATIONS

## Bringing Jobs to SE Kansas



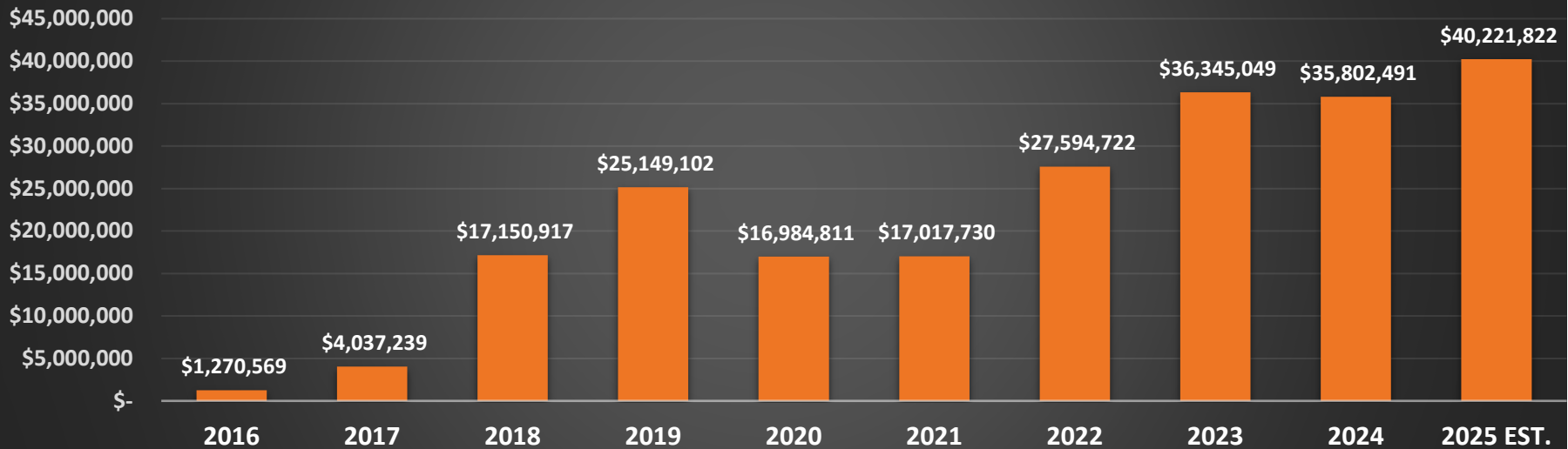
### Area Population (as of 2023):

■ Chanute	8,473
■ Coffeyville	8,585
■ Ft. Scott	7,700
■ Independence	8,376
■ Iola	5,414
■ Parsons	9,382
■ Pittsburg	<u>20,748</u>
<b>TOTAL</b>	<b><u>68,678</u></b>



# We have experienced significant Growth

## Annual KS Facilities Payroll

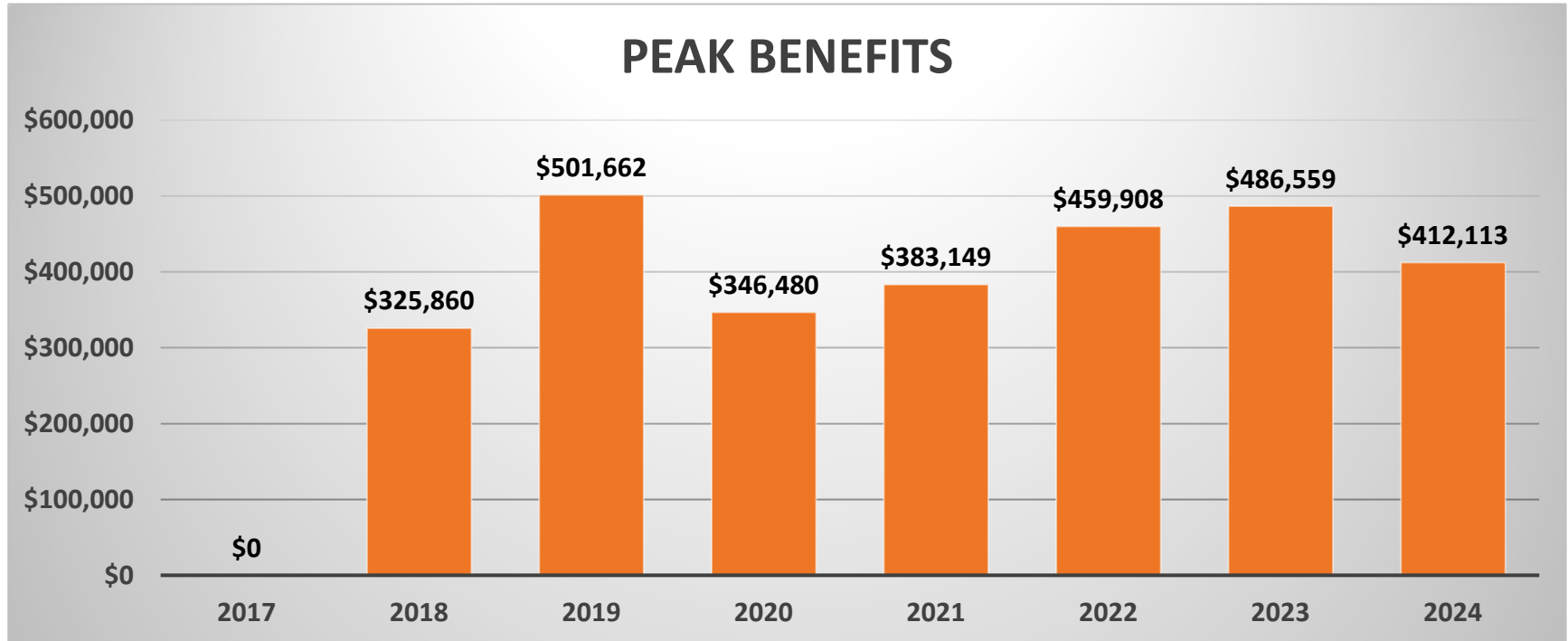


## Average Headcount per year

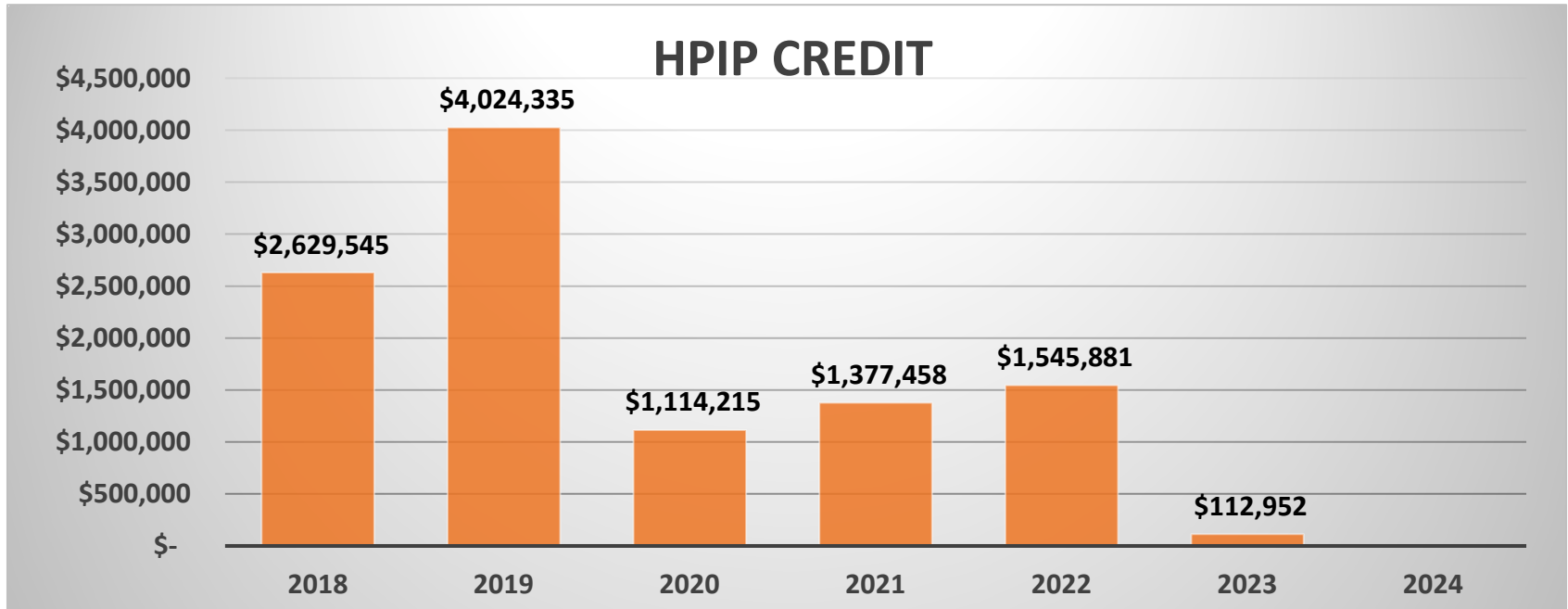




# Orizon PEAk Benefits



# ORIZON HPIP Benefits



2024  
PENDING





# WHY INCENTIVES WORK FOR KANSAS

- Growing communities need good businesses that can create career opportunities while the businesses need communities with good infrastructure (i.e. schools, hospital, utilities, trainable workforce, etc.)
- Resources to start and grow businesses are scarce with very limited banking resources until proven.
  - Risk of industry problems (i.e. Aerospace, pandemic, etc.)
  - Cost of building something unique (i.e. technology, training learning curve, etc.)
  - Recruiting talent to relocate into communities can be difficult and costly
- Competition for new businesses is very competitive
  - Orizon was approached by 49 communities when we started in 2016.

## JUSTIFICATION

- Community support through incentives are created to be paid back with business growth.
  - Peak program is funded by wage withholding over a period of time – if no new jobs, then no incentives
  - HPIP program is funded by income tax credits from investing in the community, once a company is profitable and the provided minimum employee wage standards are met.

# WE THANK YOU!





# CONTACT INFORMATION



**Headquarters**  
**1200 Main St.**  
**40<sup>th</sup> Floor**  
Kansas City,  
MO 64113

**Charlie Newell**  
CEO  
cnewell@orizonaero.com  
816-788-7801-O  
816-674-9993-C

**Henry Newell**  
President  
hnewell@orizonaero.com  
816-788-7802-O  
816-674-9996-C

**Mark Deuel**  
CFO  
mdeuel@orizonaero.com  
816-788-7808-O  
816-679-4545-C