

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

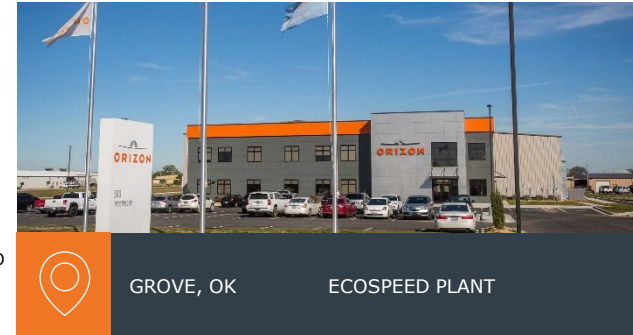
5 Focused Factories

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 1ST - WE HAVE CREATED A DIFFERENT CULTURE, BASED UPON PERSONAL WARRANTY AND GAME CHANGING TECHNOLOGIES.

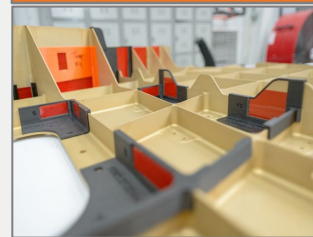
Augmented Reality



MVP



3-D Printing Aids



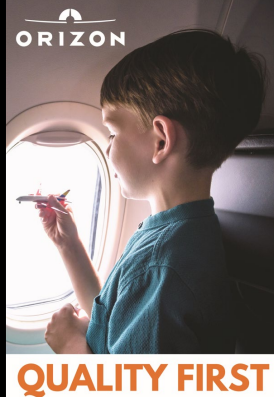
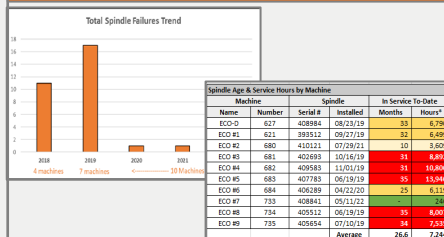
Lynx Inspection



Machine Kinematics



Preventative Maintenance



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**

Intervenor - OLA **Contact Details**

Intervenor **Representative:** James Martens **Title:** QMSR **Telephone:** 518-541-8599 **E-mail:** jmartens@orizonaro.com **QMSR Administrator:** Jeff Thompson

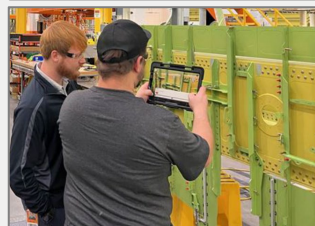
Single Site: ☐ **Multiple Sites:** ☐ **Campus:** ☐ **Several Sites:** ☒ **Complex:** ☐ **CAAT:** ☐ **Yes:** ☒ **No:** ☐ **Expiration Date:** 20 August 2024

AS 0142 **James Martens** **NA** **Technical Experts:** **NA**

Handshake Agreement



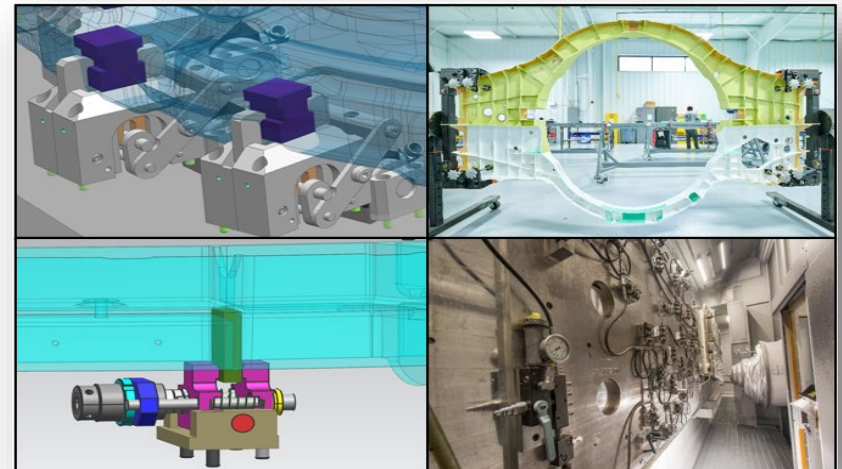
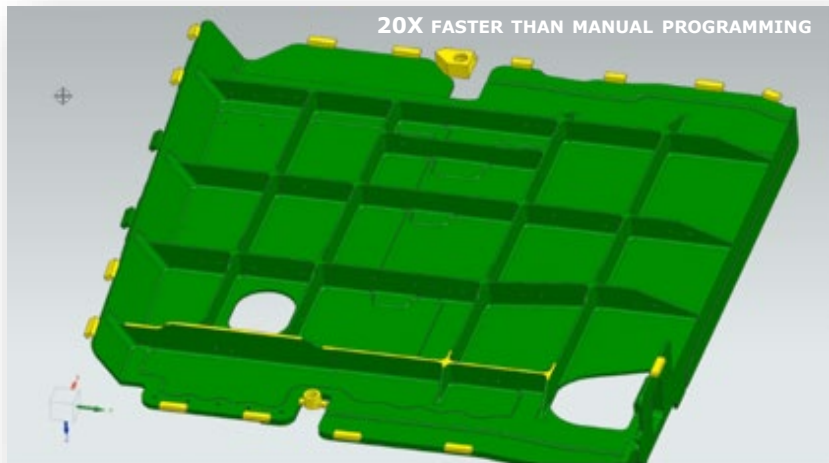
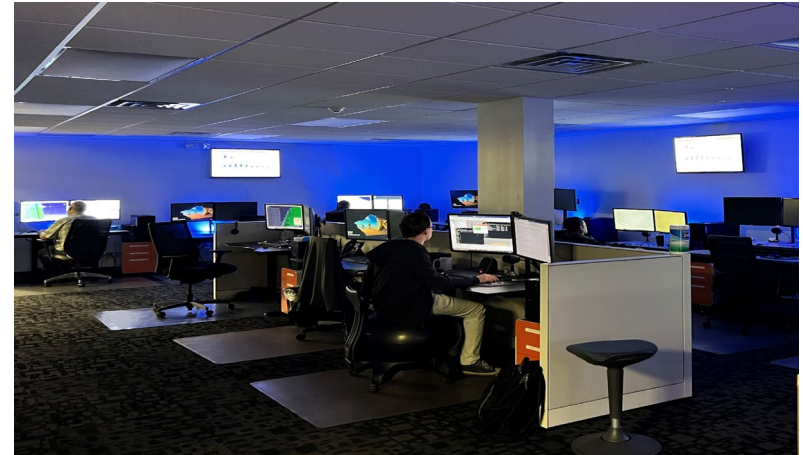
Visual Work Instructions



SPC



ENGINEERING AND PROGRAMMING IP



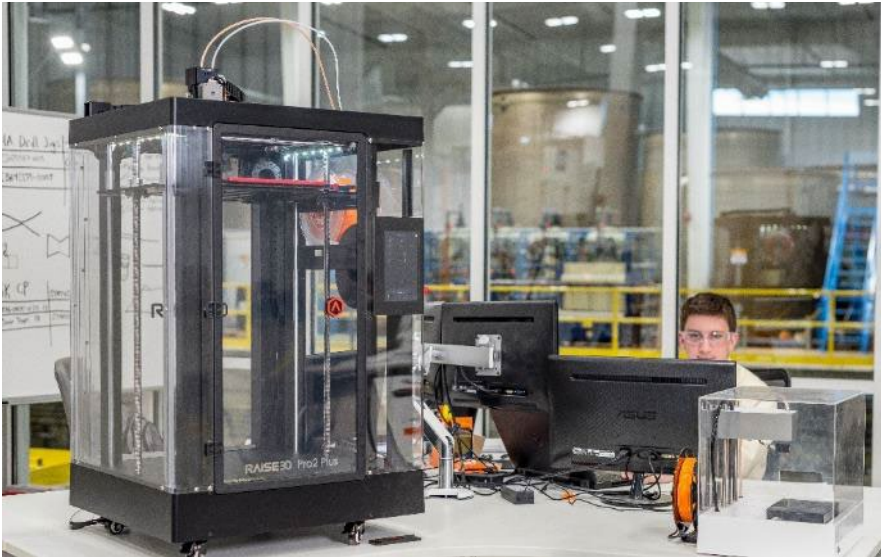
ORIZON MACHINING: THE LARGEST 6 AXIS ECOSPEED HORIZONTAL MILLING INSTALLATION IN THE WORLD.



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



ORIZON PROCESSING



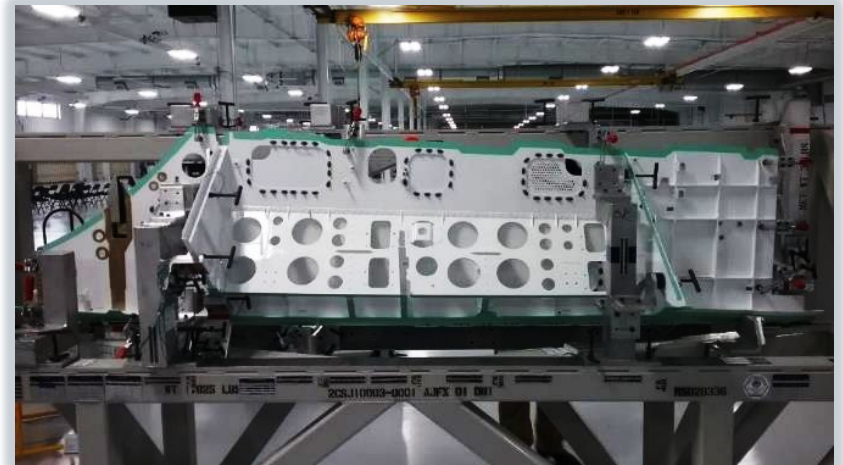
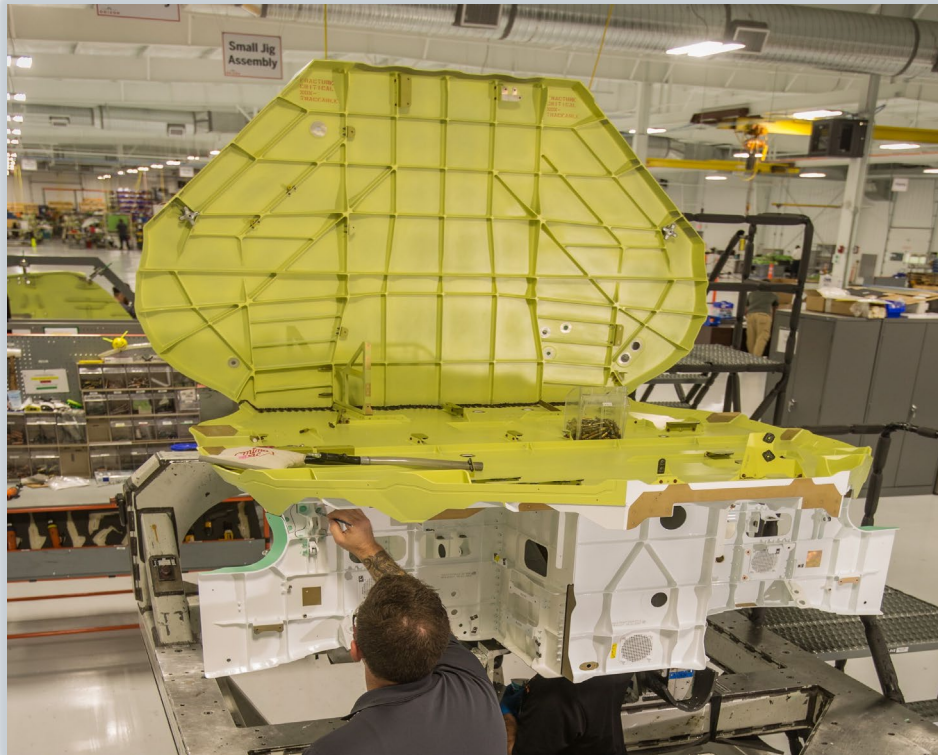
NEW RIVETING TECHNOLOGIES HELP US MOVE UP
THE BOM AND TAKE ON LARGER ASSEMBLIES.



WORKING UP THE BOM

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

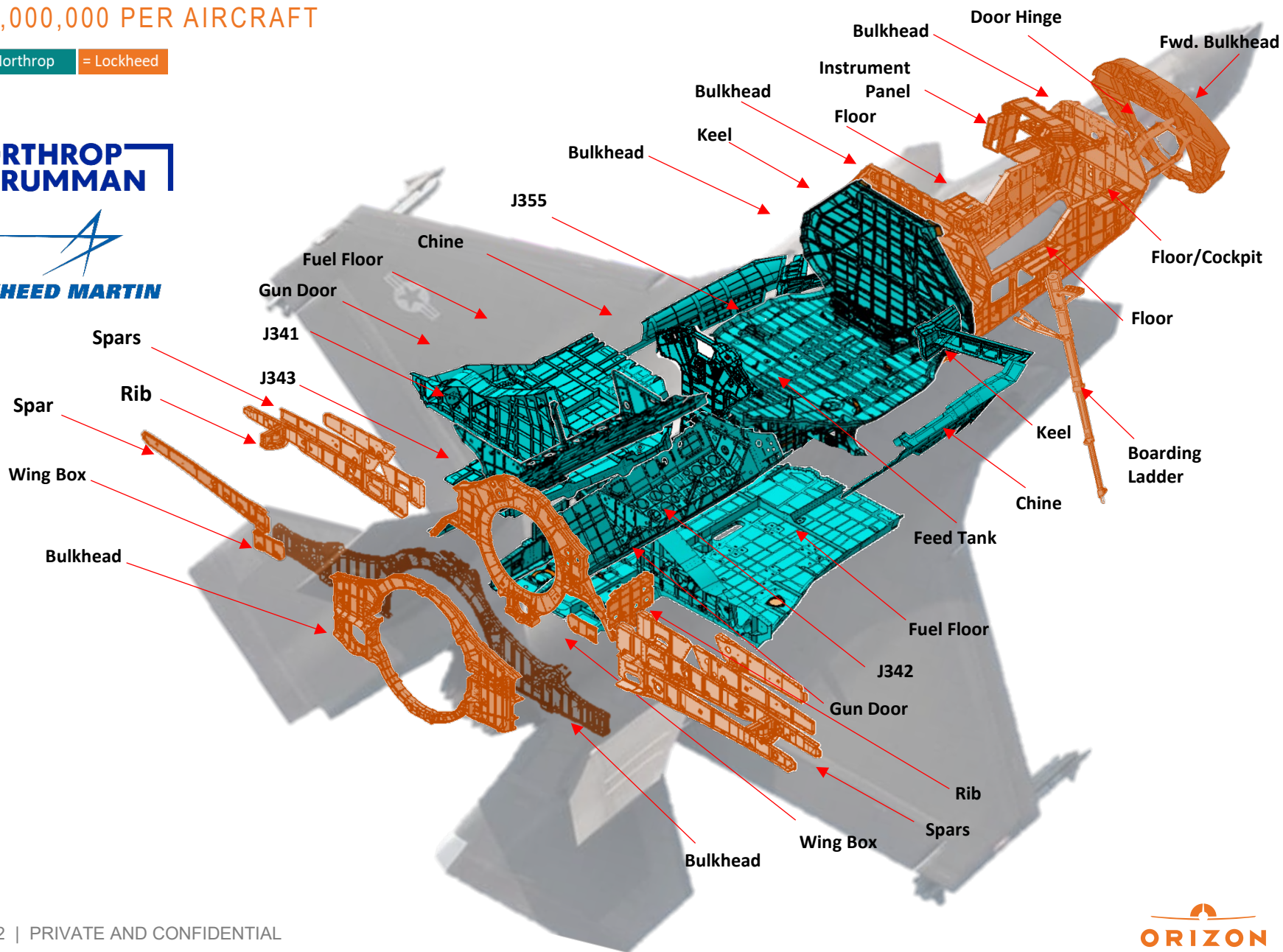
= Northrop

= Lockheed

**NORTHROP
GRUMMAN**

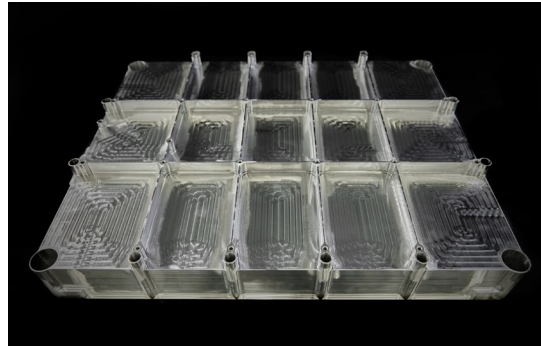
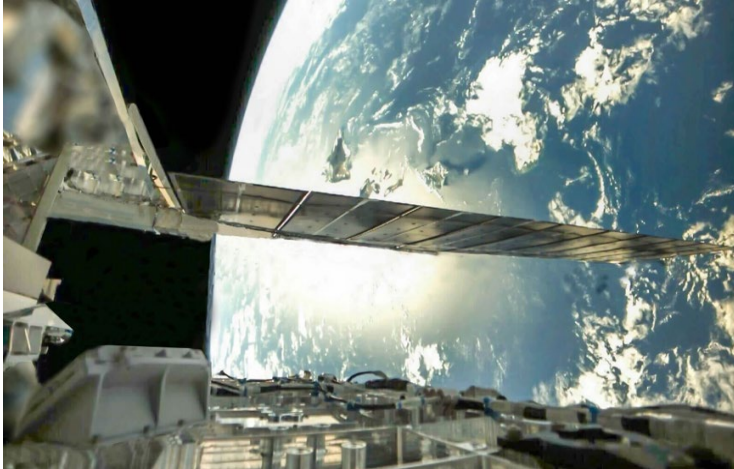


LOCKHEED MARTIN



Our Partnership with Amazon Project Kuiper

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



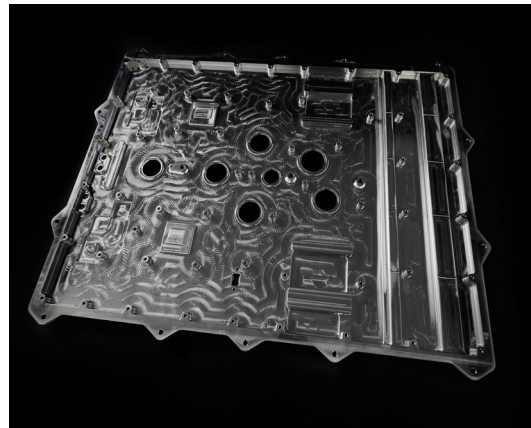
amazon | project kuiper

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.

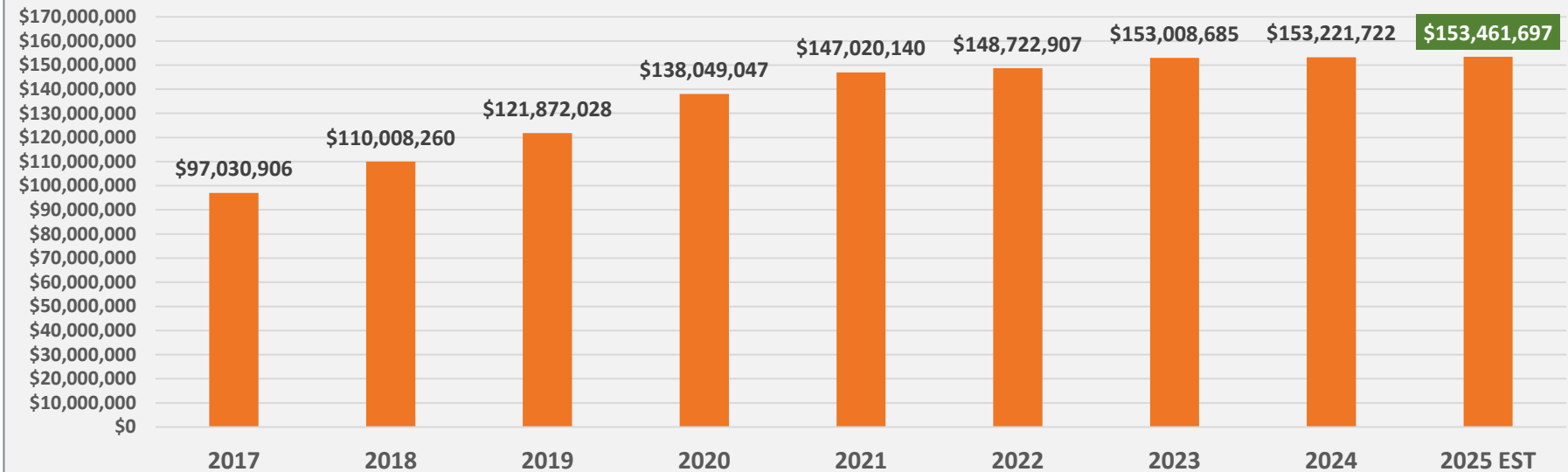
KANSAS PARTNERSHIP

THE BUILDING WE ACQUIRED IN 2016



Our Kansas Investments have been significant

Cumulative - Investment in Kansas Property and Equipment



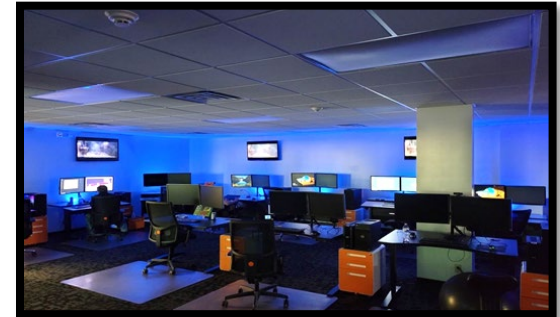
Chanute, KS Assembly and Processing Facilities



Olathe, KS Machining



Wichita, KS Engineering



CHANUTE CAMPUS

+10,000 APPLICATIONS

Bringing Jobs to SE Kansas



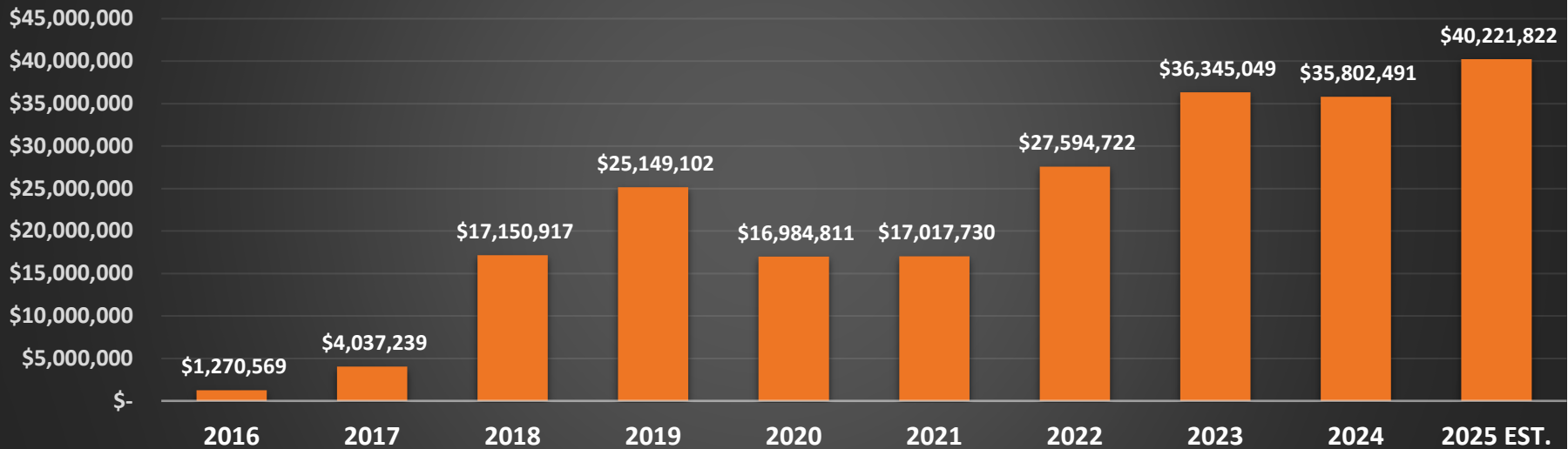
Area Population (as of 2023):

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



We have experienced significant Growth

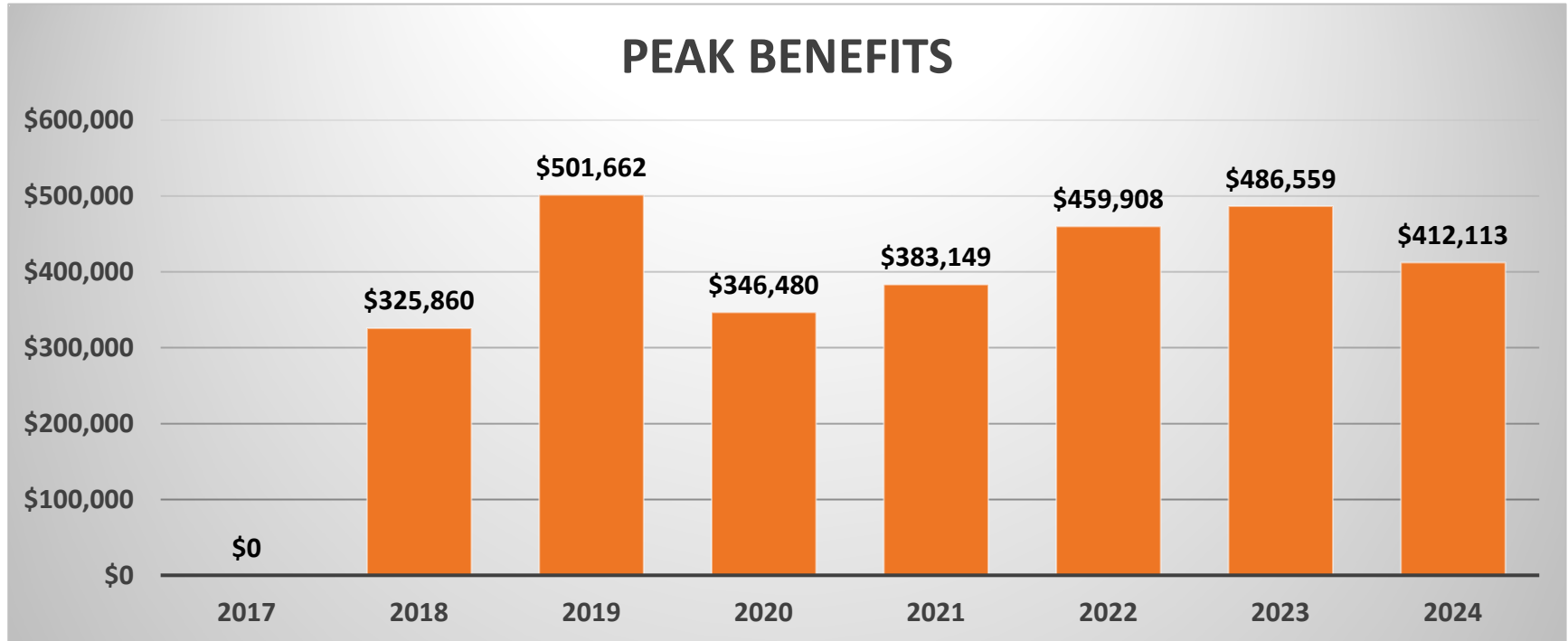
Annual KS Facilities Payroll



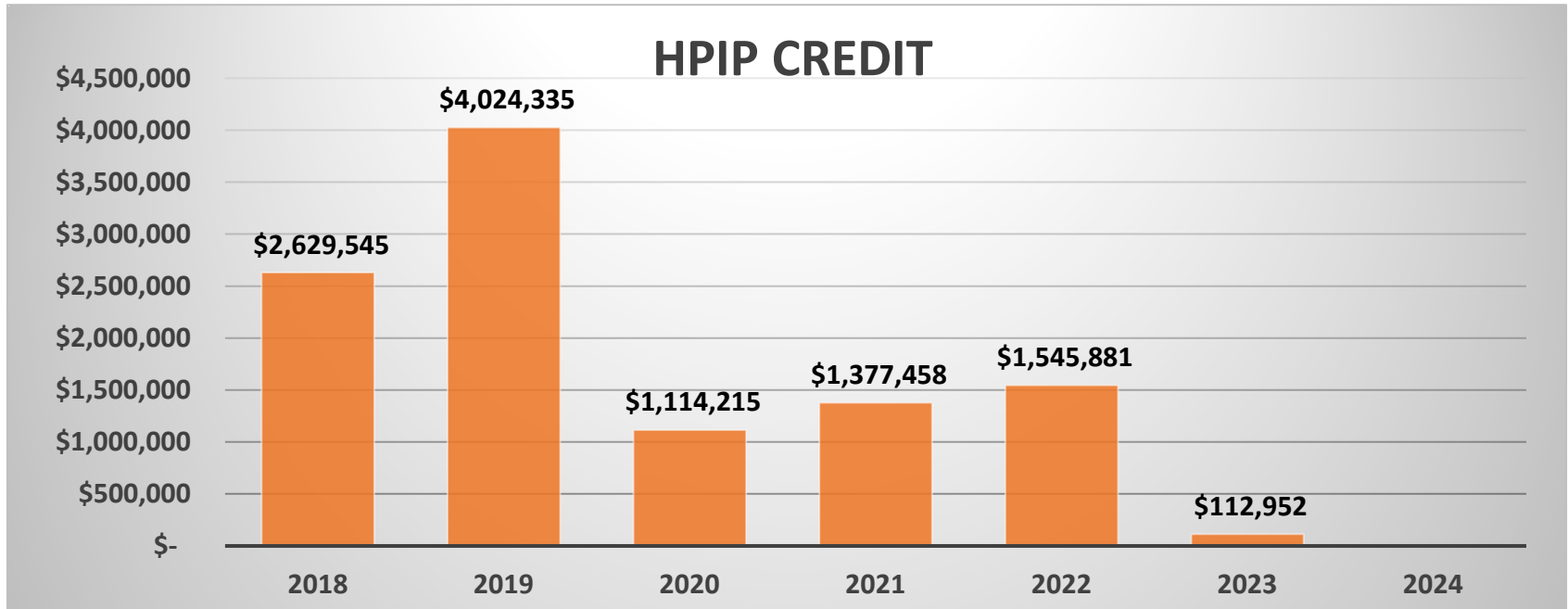
Average Headcount per year



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.
40th 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