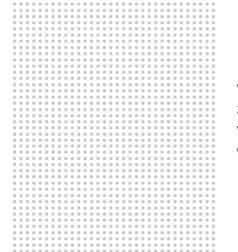
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Wichita General Aviation Shipments Ten Years of Data, 2005 to 2015





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Wichita General Aviation Shipments

The purpose of this report is to determine the percentage of U.S. general aviation shipments that were manufactured by Wichita Original Equipment Manufacturers (OEMs) over the past 10 years. Data was obtained from the General Aviation Manufacturers Association's <u>online database</u>.

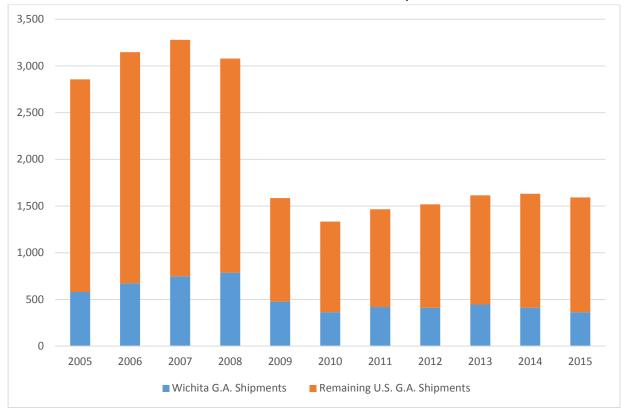
In the last decade, as the chart indicates, general aviation shipments manufactured in the Wichita metropolitan area averaged 25.3 percent of the overall U.S. general aviation shipments. Although Wichita's aircraft manufacturing industry experienced a significant downturn during the most recent recession, losing 13,000 aerospace product and parts manufacturing employees,¹ the percentage of U.S. general aviation shipments delivered from Wichita has continued to be higher than pre-recession levels.

| | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|-----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| OEM Total | 579 | 672 | 747 | 787 | 477 | 364 | 418 | 410 | 446 | 412 | 364 |
| U.S. Total | 2,857 | 3,147 | 3,279 | 3,079 | 1,585 | 1,334 | 1,465 | 1,518 | 1,615 | 1,631 | 1,592 |
| OEM as a % of U.S. Total | 20.3 | 21.4 | 22.8 | 25.6 | 30.1 | 27.3 | 28.5 | 27.0 | 27.6 | 25.3 | 22.9 |

Percentage of Total U.S. General Aviation Shipments Manufactured by Wichita OEMs

Nonetheless, resulting from the latest recession, the number of shipments significantly declined since 2008. In fact, U.S. general aviation shipments dropped to 1,585 in 2009 from 3,079 in 2008. Similarly, general aviation shipments manufactured in the Wichita area dropped to 477 in 2009 from 787 in 2008. On average, this trend has remained stable in the following years.

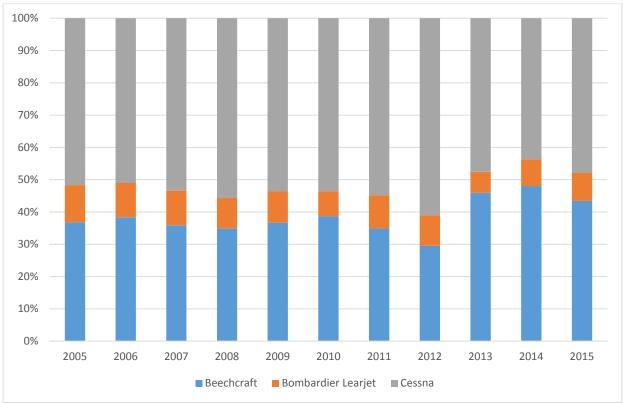
¹ Change in the Wichita Metropolitan Statistical Area's annual average aerospace product and parts manufacturing employment from 2008 to 2015 (not seasonally adjusted). Source: Bureau of Labor Statistics.



U.S. and Wichita General Aviation Shipments

This report presents Wichita manufactured aircraft models for Cessna, Beechcraft, and Bombardier Learjet. The aircraft models examined in this report do not include those models shipped from other company sites in the United States. For example, the Cessna Aircraft facility in Independence, Kan., manufactures most of Cessna's single-engine aircraft, as well as the Citation Mustang and Citation M2 business jets. These products have a significant positive impact on Wichita's economy, as well as that of the state of Kansas. However, we have chosen to limit the scope of this report to the planes that are delivered from Wichita OEMs. Some of the aircraft models included in this report are out of production, but have been included in order to more accurately reflect annual Wichita OEM shipment levels back through 2005.

In the last decade, on average, general aviation shipments manufactured by Cessna represented 52 percent of the total U.S. aircrafts shipped from Wichita; while, Beechcraft and Bombardier Learjet manufactured 38 percent and 9 percent of the total U.S. aircraft shipped from Wichita, respectively.

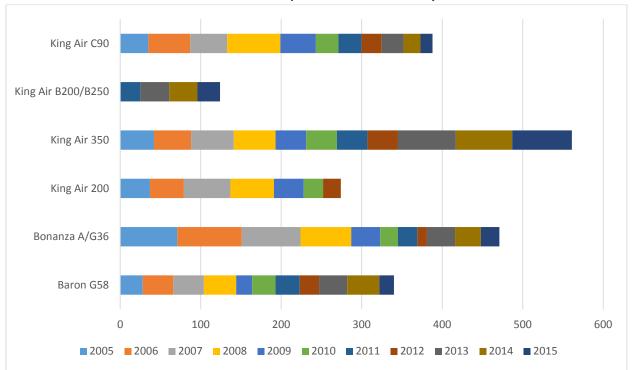


Percentage of Wichita General Aviation Shipments by OEMs

Beechcraft

A total of 158 Beechcraft aircrafts were manufactured in Wichita in 2015. These aircrafts are categorized within five Beechcraft models, which are the Baron G58, the Bonanza A/G36, the King Air 350, the King Air B200/B250, and the King Air C90. Nearly half of the manufactured Beechcraft aircrafts are King Air 350. Except for the King Air B200/B250, all other models have been manufactured in Wichita for over a decade.

The number of Beechcraft aircraft shipments from Wichita has declined over the last decade. The recession resulted in a drastic drop in the number of aircrafts manufactured in the area, going from 275 in 2008 to 175 in 2009. Since then, year over year, shipments of Beechcraft aircrafts have fluctuated.



Beechcraft Aircraft Shipments from Wichita by Model

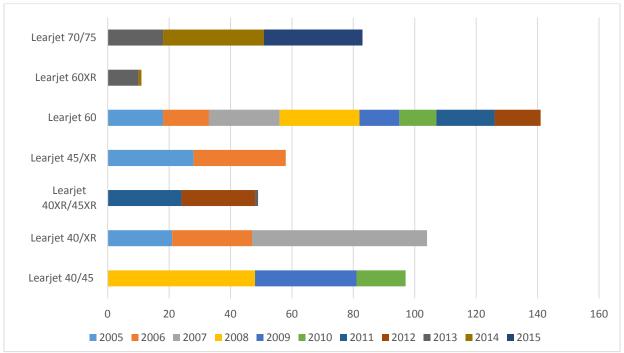
Beechcraft Aircraft Shipments from Wichita by Model

| Model | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|--------------------|------|------|------|------|------|------|------|------|------|------|------|
| Baron G58 | 28 | 38 | 38 | 40 | 20 | 29 | 30 | 24 | 35 | 40 | 18 |
| Bonanza A/G36 | 71 | 80 | 73 | 63 | 36 | 22 | 24 | 12 | 35 | 32 | 23 |
| King Air 200 | 37 | 42 | 58 | 54 | 37 | 24 | 0 | 22 | 0 | 0 | 0 |
| King Air 350 | 42 | 46 | 53 | 52 | 38 | 38 | 38 | 38 | 72 | 70 | 74 |
| King Air B200/B250 | 0 | 0 | 0 | 0 | 0 | 0 | 25 | 0 | 36 | 35 | 28 |
| King Air C90 | 35 | 52 | 46 | 66 | 44 | 28 | 29 | 25 | 27 | 21 | 15 |
| Total | 213 | 258 | 268 | 275 | 175 | 141 | 146 | 121 | 205 | 198 | 158 |

Bombadier Learjet

A total of 32 Bombardier Learjet aircrafts were manufactured in Wichita in 2015. These aircrafts are categorized only within one model, which is the Learjet 70/75. In the last ten years, this model has been manufactured since 2013. Before the recession started in 2007, other three Learjet models were manufactured in Wichita.

Since the recession, the number of Bombardier Learjet aircraft shipment from Wichita has followed a downward trend. The largest decline in the number of manufactured aircrafts was in 2009 when shipments went down to 46 from 74 in 2008.



Bombardier Learjet Aircraft Shipments from Wichita by Model

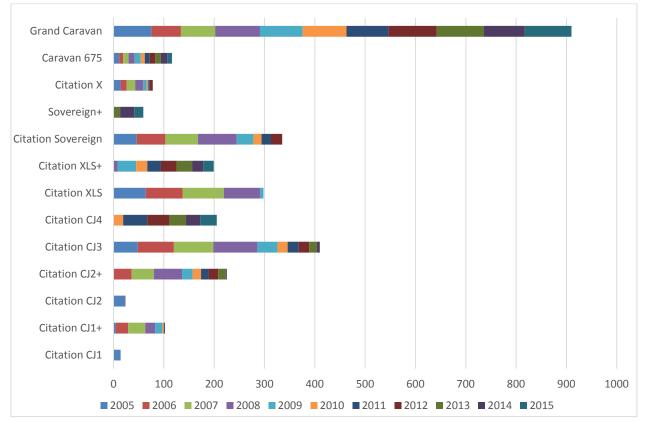
Bombardier Learjet Aircraft Shipment from Wichita by Model

| Model | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|-------------------|------|------|------|------|------|------|------|------|------|------|------|
| Learjet 40/45 | 0 | 0 | 0 | 48 | 33 | 16 | 0 | 0 | 0 | 0 | 0 |
| Learjet 40/XR | 21 | 26 | 57 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Learjet 40XR/45XR | 0 | 0 | 0 | 0 | 0 | 0 | 24 | 24 | 1 | 0 | 0 |
| Learjet 45/XR | 28 | 30 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Learjet 60 | 18 | 15 | 23 | 26 | 13 | 12 | 19 | 15 | 0 | 0 | 0 |
| Learjet 60XR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 1 | 0 |
| Learjet 70/75 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 18 | 33 | 32 |
| Total | 67 | 71 | 80 | 74 | 46 | 28 | 43 | 39 | 29 | 34 | 32 |

Cessna

A total of 174 Cessna aircrafts were manufactured in Wichita in 2015. These aircrafts are categorized within five models, which are Citation CJ4, Citation XLS+, Sovereign+, Caravan 675, and Grand Caravan. Over 53 percent of the manufactured Cessna aircrafts are Grand Caravan. The Grand Caravan and the Caravan 675 have been manufactured in Wichita for over ten years. Also, other models, such as the Cessna Citation X+, have been certified and delivered, but too recently to be included in GAMA's general aviation shipment data.

Although the annual Cessna aircraft shipments have been higher compared to the other two OEMs, Cessna aircraft shipments have also been declining since 2009 when shipments dropped by 182.



Cessna Aircraft Shipments from Wichita by Model

Cessna Aircraft Shipments from Wichita by Model

| Model | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|--------------------|------|------|------|------|------|------|------|------|------|------|------|
| Citation CJ1 | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Citation CJ1+ | 4 | 25 | 34 | 20 | 14 | 3 | 2 | 0 | 0 | 0 | 0 |
| Citation CJ2 | 23 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Citation CJ12+ | 0 | 36 | 44 | 56 | 21 | 17 | 15 | 19 | 15 | 2 | 0 |
| Citation CJ3 | 48 | 72 | 78 | 88 | 40 | 20 | 22 | 21 | 15 | 6 | 0 |
| Citation CJ4 | 0 | 0 | 0 | 0 | 0 | 19 | 48 | 44 | 33 | 28 | 33 |
| Citation XLS | 64 | 73 | 82 | 72 | 7 | 0 | 0 | 0 | 0 | 0 | 0 |
| Citation XLS+ | 0 | 0 | 0 | 8 | 37 | 22 | 27 | 31 | 31 | 22 | 21 |
| Citation Sovereign | 46 | 57 | 65 | 77 | 33 | 16 | 19 | 22 | 0 | 0 | 0 |
| Sovereign+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 | 28 | 18 |
| Citation X | 14 | 12 | 17 | 16 | 7 | 3 | 3 | 6 | 0 | 0 | 0 |
| Caravan 675 | 11 | 8 | 11 | 12 | 12 | 8 | 10 | 11 | 11 | 13 | 9 |
| Grand Caravan | 75 | 59 | 68 | 89 | 85 | 87 | 83 | 96 | 94 | 81 | 93 |
| Total | 299 | 343 | 399 | 438 | 256 | 195 | 229 | 250 | 212 | 180 | 174 |

The charts and tables above have illustrated the impact of the most recent recession on the general aviation manufacturing industry in Wichita. The three local OEMs had significant declines in aircraft shipments from 2009 through 2015, compared to pre-recession levels. Although Wichita's total OEM

shipments have rebounded somewhat since 2010, they continue to be nearly 54 percent lower than the 2008 peak of 787 shipments.