



General Managers 2009 Message

2008 presented many challenges to the nation's economy not to mention the local aviation community. As we rode the wave of aviation fuel prices up and down our observation indicated the market was punished in each direction. Vendors were unable to sell their inventories in each direction. On the positive side, land leases and new hangar starts kept us busy and we end 2008 at 100% occupancy! Land leases continue strong as the renewable energy market views airport land as an attractive location for photo voltaic farms and wind energy composite manufacturing and systems support.

Our new rail spur and future rail spur should continue to positively augment airport revenues well into 2009. Rail combined with the wind energy business has meshed nicely with our mix of flight test and futuristic development projects all utilizing composite manufacturing techniques. Fourth quarter FY 2008 saw incredible air side operations numbers with many days supporting as many as 16 aircraft operations simultaneously and as many as 385 operations in one twenty four hour period. On several occasions our control tower supported simultaneous operations involving rocket powered fixed wing craft, ground testing of new engines, conventional rotary and fixed wing general aviation and transport category and glider operations all at the same time! On other occasions in Q4 we experienced extensive flight training with up to nine IFTA aircraft intermixed with flight test assets and first article tests. In all cases, first article and flight test operations took precedence over training. Filming at Mojave continued strong with location scouts focused on our Taxiway B site and film pads. Continuing to present a business friendly de-confliction posture for tenants and film crews serves both communities well in a time of revenue shortfalls.

Looking forward we see continued business growth in rail, renewable energy and light manufacturing component production supporting both. Aviation rents, fuel sales and operations support will remain flat as the world economy deals with the long term effect of slowdown. Renewed spaceport licensing activity will begin with FAA/AST in March 09. Significant rocket testing will continue throughout the year. Two new hangar construction projects are likely in Q2 FY 2009. We

anticipate significant news worthy events in 2009-2010 which will drive public awareness of Mojave Air and Space Port providing focused media sizzle. First article testing is a hallmark of Mojave and shows no signs of slowing in 2009. The National Test Pilot School will dominate air side operations augmented by several defense contractors, first article developers, and both Santa Barbara Avionics (ASB) and Cal Span Bicycle Works providing focused avionics and flight test support services to their respective industries. Continued air side operations improvement projects will continue in 2009 including upgrades to the engine test stands, compass rose, runways and taxiways, and general aviation ramp.

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