

SENATE WAYS AND MEANS COMMITTEE

March 11, 2013

Senators, as you are keenly aware, through the research it conducts, the National Institute for Aviation Research (NIAR) is a critical enabler to the global competitiveness of the Kansas based aircraft manufacturers who directly benefit from NIAR's research programs. Airbus, Bombardier/Learjet, Cessna, Beechcraft and Spirit Aerosystems all benefit from, and are unified in our support, of the NIAR.

NIAR is an enabler of a Kansas aviation industry that is vitally important to both the Kansas and US economy. NIAR allows us to:

- Leverage from the "pooled" research of the Kansas aviation community
 - Research projects are selected by the Kansas Aviation community for shared benefit
 - Eliminates duplicate investments so directed investment is maximized
 - Particularly effective on solving emerging regulatory compliance which all aviation companies are required to meet
 - Provides an economic advantage to Kansas based companies to compete globally
 - Enables industry to share the best and brightest NIAR researchers
 - Provides real-world experience to students preparing them for high-paying jobs in Kansas

Our industry offers a positive \$7.1B annual economic impact while directly employing over 32,000 employees with a payroll of \$2.4 billion. Collectively, we delivers over 44% of all the general aviation aircraft produced worldwide and our industry employs a large percentage of all Kansans who are employed in the manufacturing sector. It makes Kansas the home of one of only a few true aviation clusters. Further, studies have shown that one aviation industry job generates an additional 3.6 jobs either in the supply chain, or on Main Street to include service, retail, and food service.

Beechcraft, and our 3,400 employees strong, respectively ask your support of the Governor's budget request of \$5 million for NIAR.

Thank you,

Tom Hilpert

Director, Conceptual Design & Product Strategy

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The logo for Beechcraft, featuring the word "Beechcraft" in a stylized, serif font.

Senate Ways and Means Committee

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Attachment #: 4