



MEMORANDUM

Date: April 23, 2019

To: The Honorable Chairman and Members
Pima County Board of Supervisors

From: C.H. Huckelberry
County Administrator

A handwritten signature in black ink, appearing to be "CHH", is written over the printed name "C.H. Huckelberry".

Re: **World View Annual Report Summary**

For your information, I have attached the Fiscal Year 2018 World View Enterprises Annual Report Summary.

World View has enjoyed tremendous success this year. As the leader in stratospheric balloon operations, the company has secured substantial funding and is maturing its technology. Spaceport Tucson continues to support the majority of its flights, but Worldview has sought additional launch facilities to increase the company's flexibility and market reach. World View also continues to mature as an organization and has hired many industry leaders to guide the company into a bright future. As World View continues to expand its customer base and customer offerings, the new CEO has expressed his appreciation for the company's headquarters facilities.

World View is now in the process of transitioning from research and development to customer operations. I expect we will see significantly increased activity and employment by World View at Spaceport Tucson related to launches.

CHH/anc

Attachment

c: John Voorhees, Assistant County Administrator



Actual Flight Photo



WORLD VIEW[®]

**Annual Report Summary
for Pima County**

FY 2018

www.WorldView.space

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2018 – A Look Back

- World View continued to cement its position as the global leader in stratospheric flight services and technology development in 2018. Market demand for the our Stratollite, designed to be a long-endurance stratospheric flight vehicle capable of loitering over areas of interest for remote sensing and communications, has increased significantly over the last 12 months. This is evidenced by World View's 2018 closing of a \$26.5M Series C financing round, led by Silicon Valley VC firm Accel (the early backer behind Facebook, Dropbox, Spotify, etc.). Experts project the market for Earth Observation to reach \$13B/year by 2027, with the majority of that market awaiting a platform like the Stratollite that can deliver true persistent, high resolution remote sensing.
- 2018 represented a year of transition and technological maturation for World View. Our focus was on establishing a foundation to position ourselves and our technology to capture a large portion of the market potential mentioned above. Pioneering completely new technology takes time, and we're fortunate to have the backing and confidence of Silicon Valley investors that provide the runway for us to mature our Stratollite and the organization.
- Our focus in 2018 was "down-and-in," seeing the technological maturation of many Stratollite sub-systems necessary for a successful and higher flight tempo of demonstration and commercial missions in 2019.
- Our flight activity in 2018 was remarkable. Our team launched nine stratospheric missions, seven of which were for paying customers. Those missions included five launches from Spaceport Tucson and represented over 122 hours of flight time, the most in our company's history in a one year span. Among our many accomplishments, we designed and launched a mission in 2018 that carried the heaviest payload in history to the stratosphere, a monumental achievement for our team and one that continues to demonstrate our credibility as global leaders in our space.
- Our organization matured significantly in 2018 as well. World View recruited and hired many new executive and mid-level managers to help position us for future success. The new key hires include Ryan Hartman as President and CEO (former President & CEO of Insitu, a global leader in unmanned aerial systems), and Matteo Genna as SVP of Engineering and Manufacturing (former Chief Technology Officer of SSL, a global leader in satellite design and manufacturing).
- World View also regularly contributed to the local Tucson community in 2018, generating over \$3M in direct economic impact (including money spent on lodging, meals, transportation, etc.)

2018 Accomplishments Summary

- Maintained World View's position as the global commercial leader of stratospheric flight services.
- Conducted 9 high-altitude balloon missions (7 for paying customers), logging over 122 total flight hours, including 5 launches from Spaceport Tucson and a mission that successfully broke the world record for the heaviest payload ever carried by a high-altitude balloon.
- Key 2018 focus was on Stratollite R&D and organizational development.
- Closed a Series C financing round of \$26.5M, led by Accel Partners (backers of Facebook, Dropbox, Spotify, etc.)
- Revenue backlog (though proprietary) saw significant growth in 2018, proving significant demand for the Stratollite.
- Major publicity and national press in 2018, including a feature story in Bloomberg Businessweek.

Bloomberg Businessweek



WHAT IS A STRATOLLITE?



A Better, Lower Cost Satellite via High-Altitude Balloon:

- Persistence over specified areas
- Long Duration (days, weeks and months)
- Significant multiple payloads
- Retrievable and reusable
- Fully Navigable per customer requirements
- Watch the video [HERE](#)

2018 Flight Manifest

Flight #	Customer #1 Name (if non-confidential)	Launch Location (if non-confidential)
1.	NASA	Spaceport Tucson
2.	Department of Defense	Spaceport Tucson
3.	U.S. Army (DoD)	Spaceport Tucson
4.	Confidential Commercial	Confidential
5.	Confidential Commercial	Confidential
6.	Internal R&D Mission	Page, AZ
7.	NASA & SwRI	McCall, Idaho
8.	Department of Defense	Spaceport Tucson
9.	Internal R&D Mission	Spaceport Tucson



World View Team

Head Count	2018
Total head count	89
FTE in Arizona	80
.5 FTE	2
FTE outside Pima county	11
Contractors	7
Total average wage of Arizona FTEs	\$83,333
Total economic impact from salaries	\$7,416,637
Total # of Outstanding Open Positions	8



A Look at 2019

- 2019 has already and will continue to be a monumental and transformational year for our company.
- Our focus will be on advancing our technology and moving towards higher flight tempo as we commercialize and productize the Stratollite under new executive leadership.
- To date in 2019, we have successfully launched and operated a Stratollite mission that demonstrated amazing navigation performance of our vehicle, and broke our existing duration record for positive flight control of 72 continuous hours. Our duration envelope will continue to expand with increased navigation and station-keeping performance.

