

**Mayor's GA Summit Presentation
2013 CIGAC
October 18th**

Thank you to the organizers of the 2013 China International General Aviation Convention for inviting me to present "Wichita – the Air Capital of the World". A presentation has been prepared to compliment my remarks, including photos so you can see Wichita.

First, an introduction to Wichita, its aviation history and its current status as an aerospace industry cluster. Then a few suggestions on the development of China's fast-growing aviation industry, including ideas on how we can cooperate.

Wichita is located in the state of Kansas in the center of the United States. More than 600,000 people live in the greater Wichita area making it the largest city in Kansas. We enjoy a high quality of life with a low cost of living compared to the rest of the U.S.

Wichita has rich Native American and Western history. It was founded in 1863 when it served as a cattle transfer station for Texas ranches sending their cattle throughout the U.S. Before that the Wichita Indians populated the area probably due to the intersection of the Arkansas and the Little Arkansas Rivers –

which still meet today in the heart of the city. You can see one of the historical symbols of Wichita – the Keeper of the Plains – watching over the city from his station between the two rivers.

I'm here today to talk about the Air Capital, but Wichita is an industrial city with many entrepreneurial success stories. You may have heard of some of the companies born in Wichita.... Like Pizza Hut and the Coleman Company that makes camping tents, coolers & lanterns. You may also know that famous aviation companies were also born in Wichita.

With Pizza Hut and Coleman as part of our corporate successes you might have guessed that we are not just about manufacturing airplanes (although we do make a lot of airplanes!), but we *are* manufacturers. Wichita ranked #1 in manufacturing jobs in the U.S. in 2012: 18.2% of Wichita metro area employment is in the manufacturing sector, and many of those jobs are “very high-tech”.

Wichita has more than 90 years of aviation history and many people ask how did the Wichita aviation industry develop? The answer is (*You tell the story the way you know it.*)

A combination of things:

1. Oil discovered in the area provided many with cash reserves

2. Many farmers are good mechanics and fabricators (and Kansas is still home to many farmers and ranchers)
3. Open spaces and flat topography is good for flying

Companies like Stearman, Cessna, Mooney and Beechcraft were all founded in Wichita. During these decades more than 300,000 airplanes were built in Wichita - more than any place else on earth – giving Wichita its title of Air Capital of the World.

It is estimated that Wichita's aviation industry has a \$7 billion annual impact on the U.S. economy. Local manufacturers exported more than half of their production in recent years. And in 2012 Wichita aircraft manufacturers shipped more than 500 airplanes worth more than \$4 billion dollars. That translates to Wichita companies manufacturing 35% of world's general aviation aircraft or 48% of U.S. general aviation aircraft in 2012.

Wichita is not only about aircraft manufacturing. It is one of five "clusters" in aerospace - Seattle, Montreal, Toulouse, France, and Dallas-Fort Worth are the others.

Wichita is considered a center of excellence in the field of advanced materials research, development and production and boasts a rapidly developing industrial cluster of firms in the field of composites and polymers.

Wichita's expertise in advanced materials also has wide application outside of the aerospace industry. Advanced materials are being used in medical devices, automotive components, wind turbines, marine applications, construction materials, machinery, scientific instrumentation and consumer products.

The National Institute for Aviation Research (NIAR) at Wichita State University is the largest aerospace research and development academic institution in the nation. NIAR accounts for over 70% of Federal Aviation Administration composite research spending.

The area has an aerospace supplier base of more than 200 companies in all areas of subcontract work, from engineering, to machining, to metal fabrication to groundbreaking composite work. Spirit Aerosystems is one of those supplier companies. Every Boeing 737 fuselage (the cylinder for carrying passengers) is manufactured at Spirit Aerosystems in Wichita. Spirit produces one 737 fuselage each day every day to keep up with demand from Boeing.

My second agenda item is to make a few suggestions for China's aviation industry development based on Wichita's experience. I would make five recommendations.

1. Educate citizens on safety & benefits of GA aircraft

2. Continue to develop regulations for safe & efficient aircraft operations
3. Continue global outreach to exchange best practices
4. Promote the Dream of Flying beginning with young children and continuing to older generations
5. Lastly, Partner with Wichita!

On this last note, we are trying to make partnering with us easier for you. Our trade office in Wichita is Kansas Global. After I returned from China October of last year I asked Kansas Global to conduct diligent research in order to develop a program that would help more Wichita companies enter the aviation market here and at the same time meet the growing needs in China. They developed a program called Global Air Capital, and a first step is the Wichita Aviation Office of China, which is just opening in Beijing.

The Global Air Capital program will be managed by Kansas Global who will match needs determined by the Wichita Aviation office in China with the experienced companies in Wichita's aviation cluster. This could include developing partnerships to meet China's aviation training & education needs in maintenance and repair, pilots, or FBO management. Or it could facilitate FBO and MRO development partnerships.

So we're here this week to build a foundation. We hope to have an active and successful office represented by Karl Zhao. We hope to build a network of liaison offices through existing and new relationships with the best aviation cities all across China.

And we believe that our 3 year relationship with CAIB and Xi'an, combined with our similar goals, will lead us to an MOU naming Xi'an as one of the first liaison cities.

Before I end my remarks I would like to give special thanks to CAIB and the CIGAC organizers, sponsors, and partners for allowing us to play a role in the GA Summit. Thanks also to our Beijing office host – North Asia General Aviation, and to Karl Zhao our old friend and Wichita Aviation Office of China manager.

I am the Mayor of Wichita – the Air Capital of the World, where we build more airplanes than any other city on the planet. Where you can see for miles and the sky is almost always big, and blue and bright – which is great for flying. Where people on the street look up when they hear an airplane. And where a day or even an hour without the sound of a turboprop, business jet or Air Force refueling tanker is lonely. I am from the Wichita, the Air Capital of the World, and we're ready to do business with China. Thank you.