



May 15, 2023

To: City Of Marina
Monterey County

From: George Kivork
State and Local Policy Lead
Joby Aero, Inc.

Subject: Request for Capital Investment Incentive Program (CIIP) assistance for Joby Aviation Electric Aircraft Production

To whom it may concern,

The following letter serves as a request for a CIIP to assist Joby establish a large-scale advanced manufacturing facility at the Marina Municipal Airport. This facility will enable the high rate production of Joby's all-electric Vertical Take Off and Landing (eVTOL) aircraft.

Joby anticipates a total capital investment consisting of approximately \$192 m in facilities (real property) and approximately \$400 m in equipment (personal property). We expect to hire over 1800 additional employees to the area.

The workforce will consist of approximately 1500 technicians, assemblers, machine operators and other production support personnel. Engineering, management, and corporate staff will comprise the remaining 300 employees.

Joby's high rate production will require approximately \$18 m of autoclaves, \$50 m of composite fiber placement machines, \$30 m of CNC and other subtractive machining, \$50 m of additive manufacturing equipment, and vehicle-specific tooling, jigs inspection, transportation and miscellaneous equipment.

We look forward to working with you on this important project. Please feel free to contact me at (310) 994-4992 or via email at George.kivork@joby.aero if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "George Kivork".

George Kivork
Joby Aero, Inc.