

Hello NewSpace Ignitor companies,

On behalf of the NewSpace Nexus team, I'd like to congratulate the new Ignitor Companies again on being accepted into the NewSpace Ignitor program! **Welcome Cheshir Industries, Geedop | Geo, Magma Space, Saraniasat and Space Kinetic!** We are very excited to support you in moving from concept to product to sales faster over the next year. I've also cc'ed all our Ignitor companies – we now have 23 companies in the program!

NewSpace Nexus was established to Unite and Ignite space by bringing together space stakeholders, promoting a universal voice for space leadership, and growing the commercial space innovation base for the benefit of the nation. We work with hundreds of space industry leaders across government, academia, and the private sector each year to address the complexities that prevent faster growth of individual space companies and the industry as a whole. We leverage our national work to better support you and your individual needs. As a member of the NewSpace Ignitor program, you will have access to a wealth of resources inside and outside the Ignitor program, including access to our NewSpace Ignitor Team, our Ignitor Expert Network and our consultants and partners.

This email summarizes the overview of the NewSpace Ignitor program that was shared yesterday. It's a long one, but good information. It will be posted in the NewSpace [Ignitor Portal](#) and we encourage you to keep it as a reference to help ensure that you take full advantage of all of the resources available to you. It also shares our expectations and there are a few items we need from you in the next week. Please read the complete email and **send the items we need back by Wednesday, July 19th** to Carter Breckenridge (cc'ed).

On behalf of our entire team, we are glad you are here. We look forward to getting to know you and your companies!

Casey Anglada DeRaad
CEO, NewSpace Nexus
NewSpaceNM.org

NEWSPACE IGNITOR PROGRAM SUMMARY

- The NewSpace Ignitor is an incubator-like program to help you accelerate the development of your space-related concept towards products and sales. Currently we have 25 concepts from 23 companies in the program.
- Teams: We have three teams through our tiered program structure, **Ignitor AA, Ignitor AAA and Ignitor Elite**. Your team placement in the program is based on the strength of your concept application as determined by our expert evaluation team.
- Services: The table below provides an overview of the programming and services for each team/level. Graduates of the program transition to Ignitor Alumni status and are still members of the Ignitor community with opportunities to collaborate and participate in future events.

|  Ignitor AA Team |  Ignitor AAA Team |  Ignitor Elite |
|---|---|--|
| | AA programming plus ... | AAA programming plus ... |
| <ul style="list-style-type: none"> • NewSpace Alliance or Global Network • Recognition on NewSpace New Mexico website and social media accounts • Access to NewSpace Launchpad co-innovation prototyping center and equipment • Feedback from expert evaluators with recommended next steps • Current market segment insights • Access to year-long programming including government and investment customers sessions • Opportunity to advance to Ignitor AAA Team • Free Mathworks Software • Graduation Certificate | <ul style="list-style-type: none"> • Pitch support • One-on-one sessions • Market Entry and Growth Analytics • Access to the NewSpace Ignitor Expert Network • Pitch to investors and expert evaluators • Baseline capital-raising predictive analytics • Opportunity to compete for Ignitor Elite Team • Free Mathworks Software • Graduation Certificate | <ul style="list-style-type: none"> • Custom navigation plan with access to additional tailored services • Enhanced access to the NewSpace Ignitor Expert Network • Pitch to investors and expert evaluators • Comprehensive analytics to predict likelihood of success compared to similar companies • ShowSpace events to put your concept in front of potential buyers • Free Mathworks Software • Graduation Certificate |

ADDITIONAL INFORMATION AND OPPORTUNITIES FOR IGNITOR COMPANIES

- **Leveling-up:** There are opportunities during the year to level-up to the next team (i.e., AA to AAA, AAA to Elite). This can happen by either (1) a call to resubmit applications (AA leveling up to AAA), or (2) through competitive pitch events where you will be ranked by outside judges (AAA leveling up to Elite).
- **Program Length:** You will be a member of your team/level for up to 12 months from acceptance into the Ignitor Program. If you level up within those 12 months, you can be in your new level for another 12 months, and if you don't level up, you will graduate the program at your level. Applications are always open. You can submit a new concept application or re-apply with your existing application if you finished the program at AA or AAA.
- **Level-UP! Events:** Approximately twice per month on **Wednesdays, 1-3pm (Mountain Time) we host Ignitor Level-Up! Events**. Most of these events are exclusive to Ignitor companies. You should have received a series invite. Please accept the series and let us know if you did not receive or need others from your team added. The NewSpace Ignitor portal has been set up for you to know what events are coming up and to also give you the ability to watch previous events through the link here. These events provide programming to help you advance your concepts with topics such as "How to do business with the government," "What Investors are looking for," "Corporate structure and IP management", etc. These live events are hybrid, so you can come in person to our NewSpace Launchpad facility or attend virtually. Feel free to have anyone from your company attend, but please refrain from sharing outside of your company.
- [Annual State of the Space Industrial Base Conference](#). Everyone should plan to attend this event in-person or virtually. The annual State of the Space Industrial Base workshops and conference is hosted by NewSpace Nexus with key government organizations, Defense Innovation Unit, United States Space Force, and Air Force Research Laboratory. Regional events will also run over the next year. More information and event dates will be coming soon. Access to past SSIB events and the annual State of the Space Industrial Base report can be found on our website.
- [Launchpad Facility](#). All Ignitor companies have access to work at our co-innovation facility. Our 8,700-square-foot facility is the only work environment in Albuquerque that provides space companies access to shared work, collaboration and prototyping spaces and testing, integration, and manufacturing equipment.
- **Ignitor Commitment & Pay It Forward Pledge:** To achieve our vision of helping space innovators make the world (and beyond) a better place, we ask NewSpace Ignitor companies to consider signing our Commitment & pay it forward pledge. If you'd like to

do this (there are no strings attached), **please see attachment, sign and return to Carter@NewSpaceNexus.org.**

OUR TEAM IS ON YOUR TEAM.

Our team has extensive experience across commercial, civil, and military space and product marketing and sales acceleration.

- **Casey Anglada DeRaad, NewSpace Nexus CEO.** Prior to founding NewSpace Nexus in 2019, Casey was a 30-year executive of the Air Force Research Laboratory leading programs in space technology, strategic business development, investment leveraging, technology engagement, and workforce development for Air Force, NASA, and private industry. Casey founded NewSpace Nexus with a mission to accelerate the pace of innovation, create a bigger voice for the space industry stakeholders, and leverage the significant R&D investment from federal, state, and local organizations
- **Scott Maethner, VP Operations & Integration.** Scott Maethner (Colonel, USAF retired) has over 30 years combined experience in military and industry. Scott leads the NewSpace Ignitor program as well as the “Ignite” side of NewSpace Nexus.
- **Carter Breckenridge, Ignitor Innovation Program Manager** brings experience from Air Force Research Laboratory and engineering to NewSpace Ignitor. He will be your day-to-day Ignitor operations contact.
- **Andrew MacKenzie, Innovation Program Manager for NewSpace Launchpad.** Andrew manages our NewSpace Launchpad facility and its resources. We encourage you to come work at our facility if you are local and when you come to Albuquerque.
- **Arial DeHerrera, Director of Engagement and Ignitor Events.** Arial oversees the “Unite” side of NewSpace Nexus and runs all Ignitor events, as well as more than 60 events per year.

NewSpace Ignitor Consultants

Our extended core team includes our NewSpace Ignitor consultants.

- Carol Welsch, USAF retired, is CEO and Founder of CRC Consulting. Carol plays a key role in navigating our space companies to customer opportunities.
- Erika Hecht, CEO of Market Ascent, provides support in marketing and sales acceleration. She has an extensive background working with start-ups to Fortune 100 companies.

Ignitor Expert Network

In addition to the core team, our extended team includes our **Ignitor Expert Network**. We have over 47 recognized leaders across industry, government and academia that have offered their time and expertise in helping our NewSpace Ignitor companies in moving from concept to product to sales faster. This includes investors, former chief scientists from AFRL, local entrepreneurs, former Prime company leaders, etc. They are here to help you, so if you have specific needs, let us know.

Ignitor Partners

We also have our Ignitor Partners including Boston Analytics (market analysis), Octane OC (Haystax investment assessment tool), and the Space Advisory Group (government contract advice) which are under contract to assist Ignitor companies.

WHAT WE NEED FROM YOU BY JULY 19TH. (Please send to Carter at Carter@newspacenexus.org)

- A **picture and bio of your founder and/or CEO**. This will help us share information about your company interested parties, investors, media, etc.
- A **high-quality copy of your company logo** (if you have them, please send stacked and long, suitable for white and dark backgrounds)
- Your **company tagline** ... a sentence or two summary of your company so we can to put it on our website.

In addition, the NewSpace Nexus team will be scheduling a **½ hour 1-on-1 meeting with each of you over the coming weeks**. Please use the Calendly link, starting, any day starting next week: <https://calendly.com/carternsn>

WHAT WE ASK AND EXPECT OF YOU.

- Throughout the program, we ask you to communicate with us on **any major wins or big news** about your company so we can also promote you through social media and other channels.
- If you make any meaningful connections or have wins directly from the program, please tell us when they happen! We also expect you to share your wins with us on a quarterly basis so we can track our joint success and report back to our funding organizations so we can continue to support the companies that come after you. We will reach out to you along these lines.

OTHER NewSpace Nexus PROGRAMMING and OPPORTUNITIES: In addition to the Ignitor Program, NewSpace Nexus offers the following programs

- Alliance: NewSpace Alliance members can gain access to our monthly tech talks, industry webinars, networking events, industry forums and our nationally-recognized State of the Space Industrial Base conference. NewSpace Alliance Membership is free.
- Launchpad: 8700 sq foot prototyping facility in Albuquerque with an ISO 6, Class 1000 cleanroom and a LACO thermal vacuum bakeout oven.
- SSIB: State of the Space Industrial Base Conference & Workshop held annually. 2023 event was 15-18 May in Albuquerque. Be sure to mark your calendars. 350+ space leaders attend.
- T5: Third Thirsty Thursday Tech Talks (T5). Every 3rd Thursday of the month we host a hybrid networking event called the T5. It usually has a shore presentation, followed by a fantastic networking opportunity. Don't miss out! Check the events calendar on our website for more information.
- Sponsorship: Opportunities for large companies and organizations to sponsor our efforts.