

NEW SPACE

NEXUS

Community Presentation:
Acceleration Programs

- NewSpace Ignitor
- University of New Mexico





Agenda

- **Welcome**
- **NewSpace Nexus Overview**
- **NewSpace Nexus Acceleration Opportunity**
 - NewSpace Ignitor Program Overview
- **UNM Business Acceleration Programs Overview**
 - Global Scaling Challenge (Steve Walsh)
 - Entrepreneurship Program (Raj Mahto)
 - NMSBA / TRGR (Steve Walsh)
 - Small Business Institute – SBI (Steve Walsh)
 - Innovation Academy (Rob DelCampo)



V I S I O
N

*Growing the space industry
from New Mexico
for the Nation*



SEEING THE POWER OF POSSIBILITY

H o w
w e
s e r v e
y o u

*Supporting the space
innovation pipeline*



SEEING THE POWER OF POSSIBILITY

h o w
w e
s e r v
e
y o u

*By removing obstacles
and accelerating the
pace of space innovation*



SEEING THE POWER OF POSSIBILITY





U n i t e & i g n i t e S p a c e TM

Founded in 2019, NewSpace Nexus is the only organization that focuses on both uniting and igniting the space ecosystem, serving stakeholders across the new space ecosystem and supporting organizations of all sizes.

NewSpace Nexus provides our members with direct and faster access to the right connections, resources, customers and collaborations needed to succeed in less time.



uniting

Bringing the industry
together with faster
access to the right
connections,
collaborations and
customers

\$ 67.6 M

IN Economic
impact

- 50+ Community partners
- 200+ Workforce connections
- 250 alliance members
- 5000+ networking connections
- Convening organization for space industrial council
- Founding member of space valley coalition

Igniting

Moving companies
from
concept to product
to sales

\$ 67.6 M

IN Economic
impact

- 23 Ignitor companies served within year one
- 21 Launchpad companies Served within year one
- \$17.7M in economic impact within one year
- 70 Co-Innovation Hub equipment resources
- 500+ Space Companies Served
- 2000+ Launchpad co-innovation hub visitors

Leading co- innovation industry- wide

Strengthening the
space industrial base

Convening hundreds of
space leaders
annually resulting in
6 Industry reports

8

National State of the
Space Industrial Base &
Space Futures
Conferences

7

Space industrial base
council organizations

NEW
SPACE
NEXUS



SPACE FLORIDA

SPACE
NORTHWEST

AIA
AEROSPACE
INDUSTRIES
ASSOCIATION

NDIA
NATIONAL DEFENSE INDUSTRIAL ASSOCIATION



SPACE FOUNDATION

SIA



Atlantic Council

2023 STATE OF THE SPACE INDUSTRIAL BASE

NEW SPACE NEXUS

Building Enduring Advantages in Space for Security and Prosperity

NEW SPACE



403 Attendees
144 Organizations
86% Industry
Attendance

"Excellent sessions. Effective workshops. Exceptional attendees. Learned a lot. The NewSpace Nexus team does a great job and are really nice people."

2023 STATE OF THE SPACE INDUSTRIAL BASE Conference & Workshops

Building Enduring Advantages in Space for Security and Prosperity

- Space Industrial Base Main Conference, 15-18 May 2023, Albuquerque, NM

NEW SPACE

- Hybrid Space Architecture and Advanced Power and Propulsion Workshop in partnership with Space Northwest: 4 – 5 April 2023, Seattle, WA



- Commercial Space Launch Workshop in partnership with Space Florida: 2-3 May 2023, Cape Canaveral, FL



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NEW SPACE

N E X U S

Pathways to the Stars!



First-in-the-nation workforce program in the Space Industry sector with a complete pathway spanning elementary to early career, that includes a participant support system and engagement from industry at every stage

- **Systematically connect and grow** the talent pipeline by equitably infusing space industry involvement into programs that promote interest in STEM and space careers.
- **Focused partnerships** to extend access and experiential learning to amplify educational opportunities to minority populations and expand the workforce pipeline for the space companies.
- Align workforce education with industry goals by facilitating collaboration between stakeholders.
- **Outcomes:** 2-fold increase in STEM and space industry talent pipeline and 8-fold increase in minority populations represented in the pipeline with a 3-4X increase in average New Mexico salary.

NEW SPACE

N E X U S

U n i t e & i g n i t e
S p a c e TM

PROGRA MS

Space industrial council
Space industrial base
Space futures

Space
Industry
Leadership

Alliance
T5
Pathways

Partnerships
&
Networking

UNITE

IGNITE
Co-innovation
Hub

Ignitor
Launchpad
Equipment connector

Research
Support

STTR RI
Space solar power consortium

NewSpace Ignitor

Program Goals

- Accelerate Concept Development
- Overcome barriers faced by small and early growth space companies
- Elevate concept readiness levels
- Showcase products to investors and buyers
- Deliberately positioned down stream – targeting small and early growth companies with mature concepts
- Help more companies while motivating them in a positive way to process through different levels and graduate the program
- We partnered with AFRL for this program

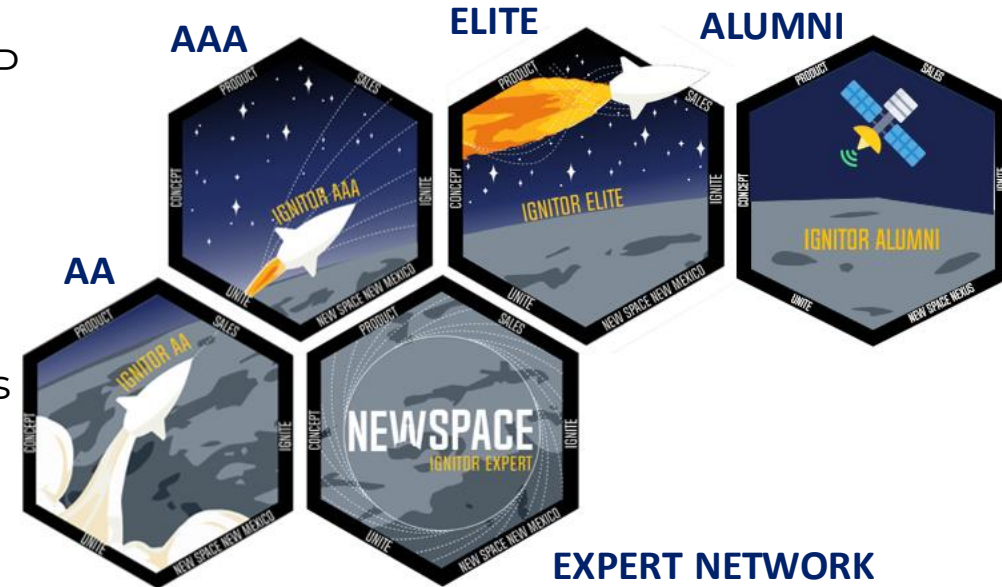
Concept → Product → Sales



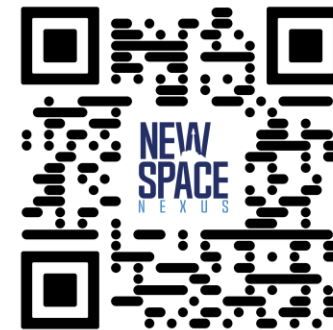
What makes the ignitor unique?

- **Applications are always open** – Selecting 10 new companies, apply by 10/26/23
- **Year-Long, Tailored Programming** – with opportunity to Level-UP
- **Access to NewSpace Launchpad** – 8700 sq foot co-innovation facility w/ space test & prototyping equipment & free s/w licenses
- **Access to NewSpace Equipment Connector** – Coming soon
- **Co-Innovate with other Ignitor Companies**
- **Experienced Core Team** - Technical and business, product & sales acceleration expertise, relationships across gov't, industry, academia
- **Ignitor Expert Network** - 48+ recognized leaders have offered their time and expertise to help Ignitor companies
- **ShowSpace** – Ignitor Companies have multiple opportunities to pitch directly to potential customers (investors, primes, and government orgs)
- **Space Tech Industry Database** – Database of 3,224 space companies to help you map your market and competition
- **Haystax** – Powerful analytics tool with predictive analytics
- **Access to Fuse Makerspace**
- **Space Report On-Line Access** - Coming Soon

Working together ...



...for Faster results



← Apply here



Goodman Technologies, LLC



Ignitor Elite Companies

Miles



Ignitor AAA Companies



MAGMA SPACE

SARANIASAT
ADVANCED REMOTE SENSING

Modal Technology Corporation



THE
SPACEPORT
COMPANY

PROOF LABS *TyBRAM*

Ignitor AA Companies



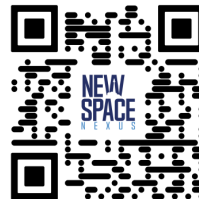
Geo

SPACE KINETIC



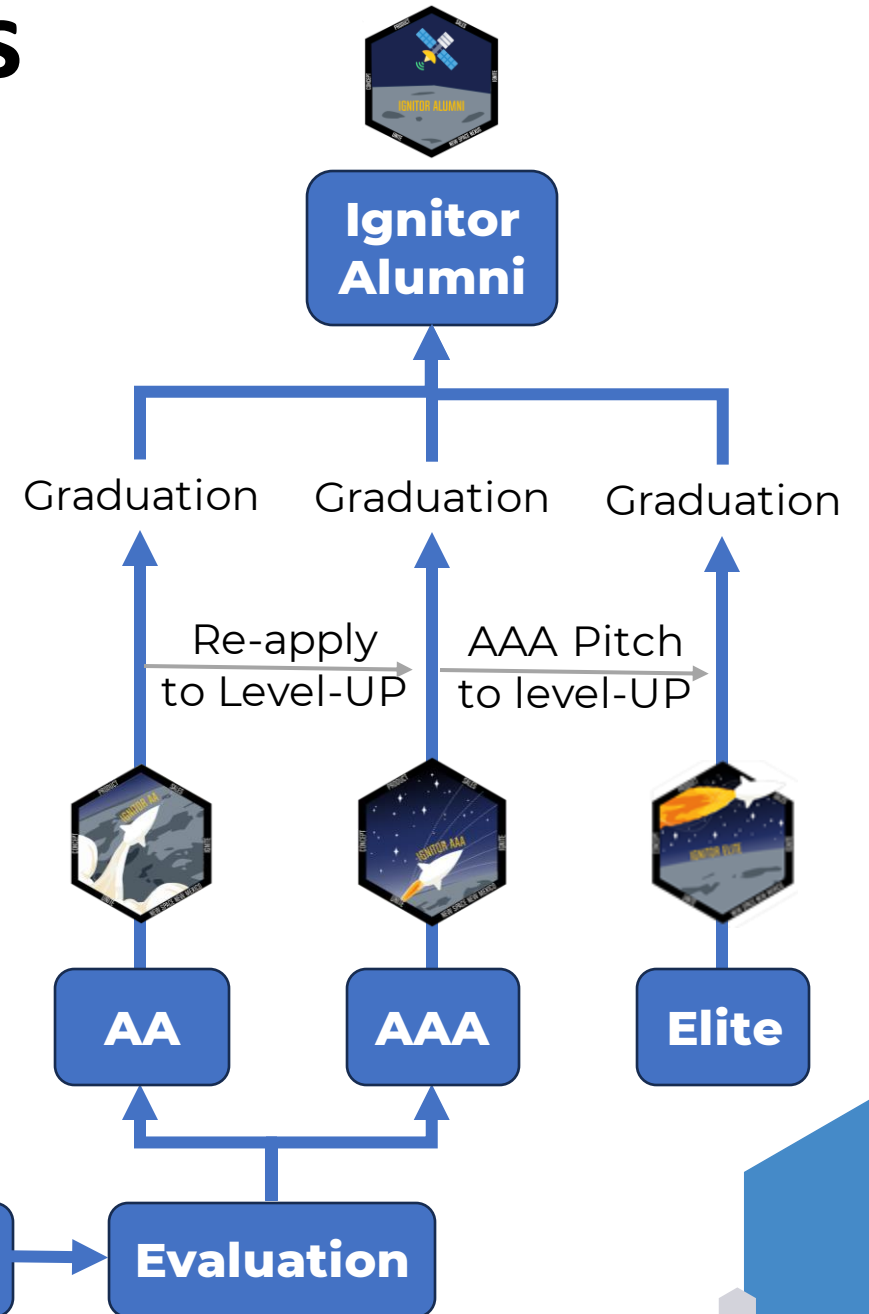
How it works

- Apply (applications are always open)
- Concepts are evaluated by expert network evaluators based on 5 evaluation categories and criteria
- Company Concepts are initially placed into 1 of 2 teams (Ignitor AA or Ignitor AAA) based on evaluation scores
- AAA Companies ranked highest by outside judges on their AAA pitch Level-UP to Ignitor Elite
- AA Companies can reapply during the program to Level-UP to AAA.
- Each team has access to different programming services and can level-up
- 12-month program for each team unless company levels-up



Apply

Evaluation



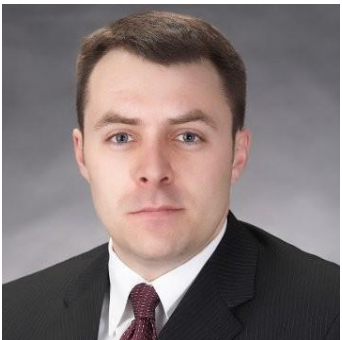
Speakers



- **Steve Walsh** Steve Walsh received the Ph.D. degree in strategic management from the Rensselaer Polytechnic Institute, Troy, NY, USA, in 1995. He joined the Faculty with University of New Mexico (UNM) in 1998. He is a Distinguished Full Professor of management of technology with the UNM Anderson School of Management, Albuquerque, NM, USA. Dr. Walsh was the recipient of innumerable grant awards, such as the “New Mexico Small Business Assistance Program—Sandia National Laboratories” and “New Mexico Small Business Assistance Program—Los Alamos National Laboratory.”



- **Raj Mahto** Dr. Mahto received his Ph.D. in Strategic Management from the University of Memphis in 2006 and joined the faculty at UNM in 2008. Professor Mahto is on the Editorial Board of Family Business Review and International Entrepreneurship & Management Journal. He is also the Associate Editor of the Journal of Small Business Strategy. Professor Mahto also served as an ad hoc Reviewer for a number of journals such as Family Business Review and Technovation.



- **Rob DelCampo** Dr. Robert G. (Rob) DelCampo is the Executive Director of UNM's Innovation Academy at the University of New Mexico, holding the Rutledge Endowed Professorship in Management as well as serving as Bill Daniels Business Ethics Fellow. His teaching interests lie in Organizational Behavior and Human Resource Management, while his research interest focus on the underrepresented members of the workforce (Hispanics in particular), generational issues at work, work-family conflict, turnover and psychological contracts. He currently serves on multiple editorial boards and as Editor-in-Chief of Administrative Sciences. He was recently named to New Mexico Business Weekly's "40 Under 40" top young professional list and one of Albuquerque The Magazine's "15 People Who Will Change Albuquerque".

UNM Program Overview



ANDERSON SCHOOL
OF MANAGEMENT

- **Global Scaling Challenge (Steve Walsh)**
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Questions and Discussion





CONNECT WITH US:



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Distinguished Professor
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Follow Anderson on Social



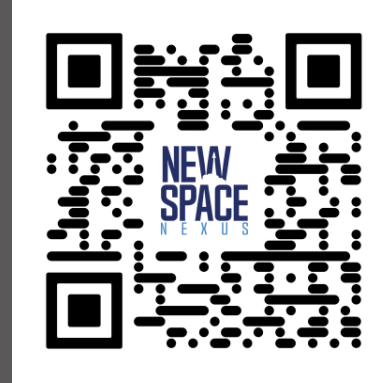
Employee Links

- 🔒 MyASM (login with UNM NetID)
- 🔒 Faculty Success

NewSpace Alliance



NewSpace Ignitor



NEW
SPACE
NEXUS



CONNECT WITH US:

NewSpace NM Founding Partners



Space
RCO



ARCTOS | All In.

agenda.



ONE
ALBUQUE
RQUE



New Mexico
GAS COMPANY®
AN EMERA COMPANY



ULTRAMAIN®



verus®
RESEARCH



NGI
NORTHROP GRUMMAN



SCHOOL OF
ENGINEERING

Jacobs



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TRADE ALLIANCE

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