

General Program Information

1. **What is the Startup Chihuahua Innovation Engine?**
 - It is an initiative designed to **attract innovative startups and scale-ups** to Chihuahua, integrating them into local industries to **enhance technological development, sustainability, and productivity** in the region.
2. **Why is Chihuahua launching this program?**
 - Chihuahua aims to **diversify its economy beyond traditional manufacturing**, establish **a regional innovation hub**, and **connect local businesses with global markets** through **technological and sustainable solutions**.
3. **What industries does the program focus on?**
 - Key sectors include:
 - **Advanced Manufacturing:** Aerospace, automotive, electric vehicles, semiconductors, circuit boards assembly, medical devices, automation and electronics.
 - **Mining & Metallurgy:** Critical materials for EV & semiconductors.
 - **Construction Technology:** Smart city approaches and materials
 - **ClimateTech & Sustainability:** Solar energy, carbon capture, water consumption, energy efficiency, emissions control.
 - **AgTech and food tech:** Smart irrigation, soil conservation & crop resistance.
 - **Social empowerment tech:** personalized and smart learning tools, safety and public health, touristic innovation, cultural heritage preservation.
4. **What is the main goal for startups?**
 - Startups will work on **industry challenges**, **collaborate with local businesses and universities**, and **explore market expansion opportunities** in North America.
5. **How long does the program last?**
 - **Minimum 6 months** with potential extensions if the startup demonstrates **continued impact and interest in long-term operations in Chihuahua**.
6. **What are the key benefits for startups?**
 - Equity-free grants for soft-landing services (legal, financial, and operational support)
 - Corporate and university partnerships
 - Access to investors, industry leaders, and talent
 - Potential funding for further growth

Eligibility & Requirements

7. **Who can apply?**
 - **Tech-based startups or scale-ups with a validated MVP** looking to expand into Mexico or North America.
 8. **What are the minimum requirements?**
 - A **C-Level Executive (CEO, CTO, etc.)** must be based in Chihuahua for 6 months.
 - The startup should **demonstrate industry alignment** and **have a clear impact strategy**.
 - **Proof of financial stability**, for some specific cases a **10% co-investment will be required** depend
 9. **Are international startups eligible?**
 - Yes, but **foreign entrepreneurs must have a valid visa, health insurance, and language proficiency (English/Spanish B2 level)**.
 10. **Does the startup need to be registered in Mexico?**
 - Not immediately, but **startups that choose to stay beyond the program will receive legal support to register in Mexico if they consider it factible**.
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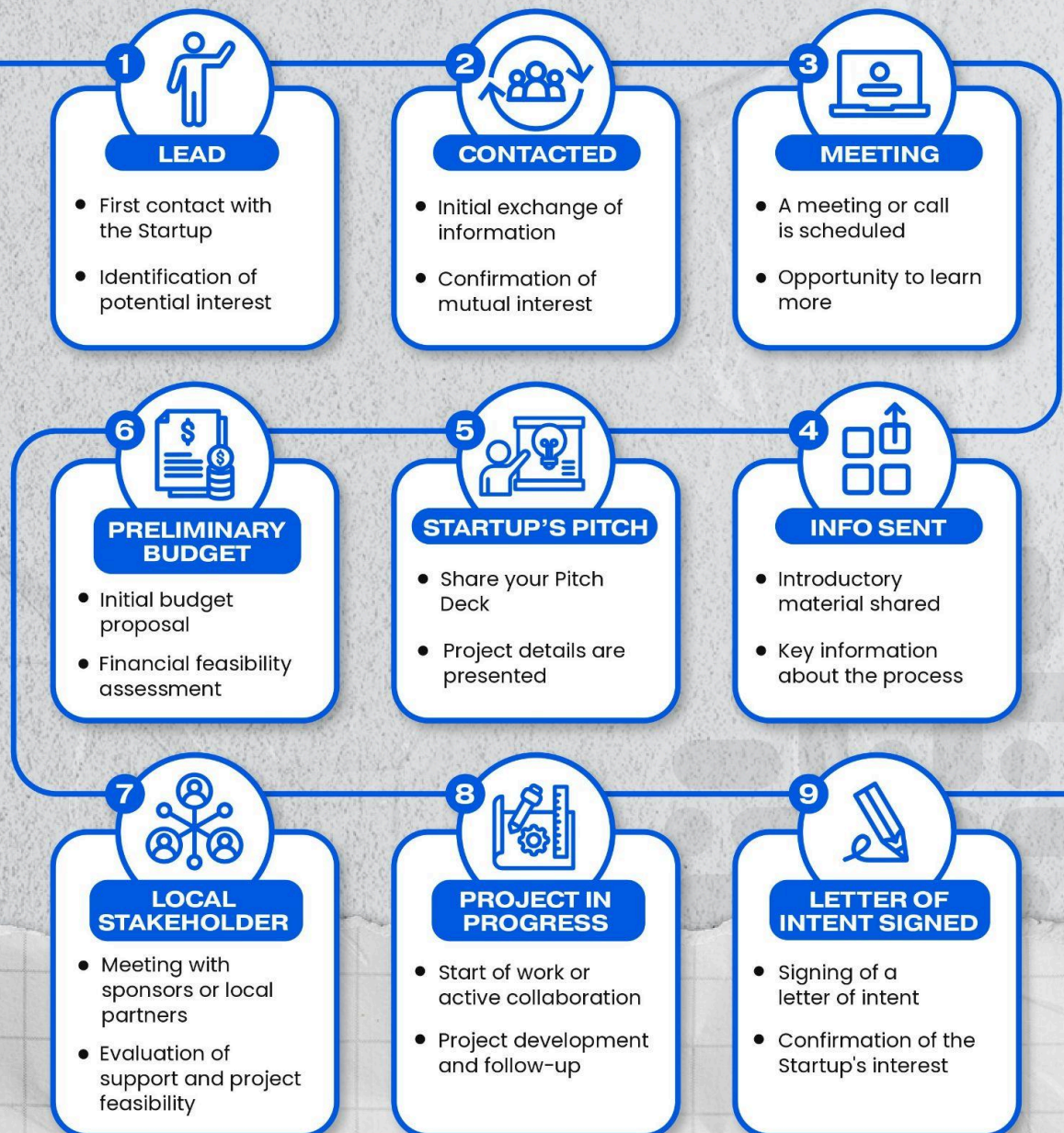
Financial Support & Investment

11. **What funding is available?**
 - Each startup can receive up to **\$50,000 USD** in **two payments**.
 12. **How is the funding disbursed?**
 - **50% at the beginning** (after contract signing).
 - **50% at the midpoint** (after meeting key milestones).
 13. **What expenses does the program cover?**
 - Office space, legal and visa assistance, hiring interns, business incorporation, R&D, technology development, and industry collaborations among others.
 14. **Does the program help with investment opportunities?**
 - Yes, **startups will be introduced to angel investors, venture capital firms, and corporate sponsors**.
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Application & Selection Process

15. How do I apply?

- Through the **Startup Chihuahua Innovation Engine online portal**. After that you will be contacted to have an introductory session where we can dive deeper into Chihuahua's strategy and we can learn more about your startup. After the meeting, if you decide to continue, we can proceed with the next steps in the process, which include: set up your business case, discussing a preliminary budget, engaging with local stakeholders, and and create a preliminary project proposal to finish with the signing of a Letter of Intent, which will only be requested once you have full clarity on the offer we have for your startup. For the sessions you will be required to have information such as: **one-pager, pitch deck, budget and project plan**.
- The following diagram shows the process of communication:

**CONTACT
PROCESS
WITH****STARTUPS**

16. What are the selection criteria?

- Industry alignment with Chihuahua's economic priorities.
- Potential economic and technological impact.
- Feasibility and scalability of the business model.
- Commitment to engagement with local stakeholders.

17. What is the timeline for applications?

- Applications open in **Q1 2025**.
- First selection round: **Q2 2025**.
- Start of operations: **Before Q1 2026**.

18. What happens after selection?

- Approved startups will **sign agreements, complete onboarding, and will participate in business development activities in Chihuahua.**
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Business Development & Support

19. What kind of support will startups receive?

- Mentorship & training with local and international experts.
- Access to corporate partners for pilots and market testing.
- Collaboration with universities for R&D and talent acquisition.
- Soft-landing services for legal, financial, and operational needs.

20. What partnerships can startups expect?

- Industry clusters (automotive, aerospace, manufacturing, mining, energy, etc.).
- Universities (UACH, UTCH, Tec de Monterrey, Tec Milenio, etc.).
- Government agencies and investment funds.
- Local, national and international private companies

21. What commitments do startups have?

- Business case presentations (pitch decks, solutions, impact assessment).
 - Networking meetings with local stakeholders.
 - Masterclasses or workshops for the local ecosystem.
 - Mentorship sessions for local entrepreneurs.
 - Formal collaboration with a local business or university.
 - Hiring local interns.
 - Media appearances (local and international).
 - Presentation of an innovation or prototype adapted to the local market in demodays.
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Legal, Tax & Administrative Considerations

22. **What legal requirements do startups need to meet?**
 - Must comply with **Mexican legal and tax regulations**.
 - **CFDI invoices and contracts** are required for expense tracking.
 23. **Will the program assist with visas?**
 - The program **provides guidance but does not process visas**.
 24. **Are any representation costs required to be paid for startups?**
 - This will be evaluated for each specific case **depending on the sponsorship mechanisms**.
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Media & Visibility

25. **How will startups be promoted?**
 - Each startup will be featured in **local and international media** and **investor events**.
 26. **Are startups required to participate in public events?**
 - Yes, startups must **attend networking events, demo days, and industry summits**.
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Performance, Compliance & Accountability

27. **What happens if a startup fails to meet program requirements?**
 - Funding may be revoked if startups fail to meet deliverables.
 - Non-compliance of the startup's project objectives may result in repayment of granted funds.
 28. **How is progress monitored?**
 - **Regular reporting, milestone tracking, and review meetings** with program administrators.
 29. **What key performance indicators will be tracked?**
 - Stakeholder engagement, industry partnerships, local hiring, and investment attraction among others.
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Post-Program Opportunities

30. **Can startups stay in Chihuahua after the program?**

- Yes if they fulfill the requirements from the Mexican government. The program offers contact with specialists on **legal and financial support for long-term business incorporation.**

31. **Can startups extend their participation?**

- It will be evaluated for each specific case **if measurable progress is demonstrated and legal requirements are fulfilled such as visa.**
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Final Considerations

32. **How often is this program available?**

- The **pilot will run in 2025**, with potential **expansion based on its success.**

33. **Where can I get more information?**

- Contact **agutierrez@startupchihuahua.com** or visit <https://startupchihuahua.com/attraction>
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