



# DUKE AERO

A BRIEF HANDBOOK FOR  
CORPORATE SPONSORS  
2022/2023



Dear Potential Corporate Partner,

Duke AERO (Aerospace Engineering Research Opportunities) is a student-run rocketry program founded on the core principle of providing engaging aerospace opportunities that allow students to explore what the field may have for them. AERO provides students the opportunity to involve themselves in hands-on aerospace construction projects, relevant research, and grants them the ability to network with individuals in industry.

From a foundation in aircraft design to multiple rocket launches, our club has a history of evolving engineering excellence. Our student members have conducted airplane wing builds, explored ideas behind satellite design, and manufactured three rockets from design to launch. This past 2021-2022 season, we designed a rocket to fly in the 2022 Spaceport America Cup, where we competed in the 30,000 foot competition. We plan to continue to compete in Spaceport America Cup and aim to expand research into manufacturing our own solid or hybrid motors.

This team is resilient, motivated, and passionate about aerospace. Over the years we have experienced set backs and challenges that have only made us grow as a team. Our members are committed not only to learning all they can about highpowered rocketry, but passing on their knowledge to future engineers and aerospace enthusiast whether they be in Duke Aero or anywhere in the world.

The purpose of this letter is to provide you with a brief overview of our group and outline the opportunities that exist for corporate sponsorship for the 2022-2023 year and beyond. Each and every passing year our group continues to push the boundaries that had once limited us, developing more powerful, more stable, and more capable rockets. We would like to invite you to join us as we launch into our aerospace endeavors.

We hope you will join us.

Respectfully,

Vinnessa Van  
*Duke AERO | Corporate Outreach 2021-22*

## Who We Are

Our members are rocketry and aerospace enthusiasts, through and through. With beyond-the-classroom involvement in design and manufacturing, and internship experience at premier organizations such as SpaceX, NASA, and the U.S. Space Force, Duke AERO members truly are some of the brightest and most dedicated young engineers in the country.

### Executive Board



**John Smalley, *President***

Mechanical Engineering with Certificate in Aerospace Engineering

AERO Lead Vehicles Engineer



**William Kim, *Vice President***

Mechanical Engineering with Certificate in Aerospace Engineering



**Chris Knotek, *Treasurer***

Mechanical Engineering with Minor in Electrical Engineering and Certificate in Aerospace Engineering



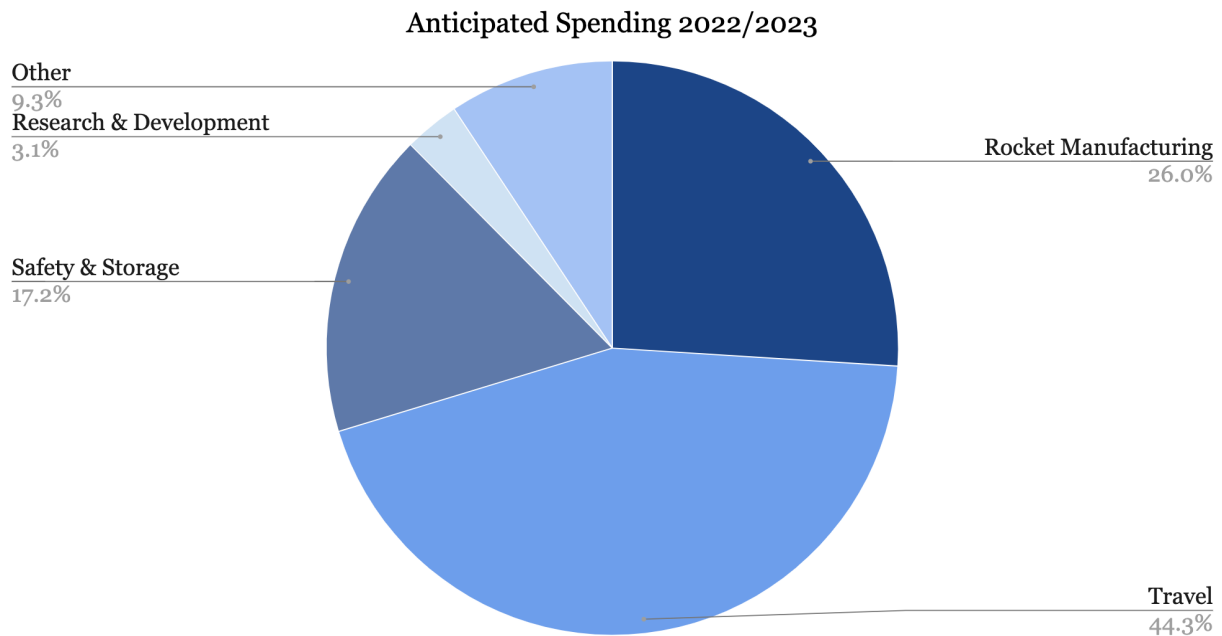
**Vinnessa Van, *Corporate Relations Chair***

Mechanical Engineering & Physics and Certificate in Aerospace

AERO Lead Structures Engineer

## Budget

For the 2022 / 2023 academic year, we as a team have set our sights high. Our goal is to return to New Mexico for the Spaceport America Cup and develop another strong, reliable, and stable rocket. This 30,000 ft rocket will be the highlight of our club's achievements, but these endeavors come at a cost. Receiving only minimal travel funding from the University, our team's accomplishments are largely made possible by your generous contributions. Below you will find an outline of this year's budget.



Rocket Manufacturing Break Down	
Allocation	Anticipated Spending
Propulsion	\$2,000
Avionics	\$1,500
Structures	\$1,500
Recovery	\$1,000
Payload	\$800
Tools	\$1,500
Total	\$8,300

2022/2023 Total Budget	
Allocation	Anticipated Spending
Rocket manufacturing	\$8,300
Travel	\$14,145
Safety & Storage	\$5,500
Research & Development	\$2,000
Other	\$2,980
Total	\$31,925

## Sponsorship

It is the generous support from our sponsors that enables us to progress and grow. From material costs to safety and competition fees, our yearly operations are expensive, and as we seek to grow our club, we would not be able to achieve our goals without your help. Together, we can continue to build upon our previous successes, inspiring and informing the next generation of aerospace engineers. Any contribution you choose to make is greatly appreciated.

Engaging in a corporate sponsorship program with Duke AERO comes with certain benefits such as advertising and logo distribution, as well as access to some of the brightest engineering talent in the nation. Below, you may find a list of the various levels of monetary sponsorship and their corresponding benefits.

### Level 4 - Launch Sponsor - >\$2,500

*Large Logo on Rocket*  
*Large Logo on Website*  
*Invitation to Local Launch Events*  
*Invitation to Critical Design Meetings*  
*Lower Tier Incentives*

### Level 3 - Build Sponsor - >\$1,500

*Medium Logo on Rocket*  
*Medium Logo on Website*  
*Company Name/Logo on Team Wear*  
*Social Media Post*  
*Lower Tier Incentives*

### Level 2 - Design Sponsor - >\$500

*Small Logo on Rocket*  
*Small Logo on Website*  
*Access to Group Resume Book*  
*Lower Tier Incentives*

### Level 1 - Donor - <\$500

*Monthly Email Newsletter*



## Non-Monetary Support

Duke AERO also welcomes non-monetary contributions. These may take numerous forms including material donations, in-kind donations, on-campus info sessions, career mentorship, and student visits to company sites, just to name a few. If you would like to partner with us, do not hesitate to reach out to explore what options may exist.

## Contact

To take the next step on any corporate sponsorship options, please contact our Corporate Relations Chair, Vinnessa Van, at [vinnessa.van@duke.edu](mailto:vinnessa.van@duke.edu). You can also reach her by phone at (520)447-6150. This includes discussing an on-campus event or an alternate form of sponsorship. Please do not hesitate to contact us.

Also, feel free to follow our group on [LinkedIn](#) and [Instagram](#) and take a look at our website <https://dukerocketry.com/>.

If you are a first-time sponsor, we encourage you to reach out with any questions. To our returning sponsors, we warmly thank you for your continued support, and we look forward to working with you throughout the year!

