



DUKE AERO

A BRIEF HANDBOOK FOR
CORPORATE SPONSORS

2023-2024



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 and 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 four rockets from design to launch. This past 2022-2023 season, we designed a rocket to fly in the 2023 Spaceport America Cup in New Mexico, where we competed in the 10,000-foot COTS solid motor category and had a completely nominal flight. We plan to continue to compete in Spaceport America Cup and this year will expand research into manufacturing our own solid and liquid motors.

This team is resilient, motivated, and passionate about aerospace. Over the years we have experienced setbacks and challenges that have only made us grow as a team. Our members are committed not only to learning all they can about high-powered rocketry, but passing on their knowledge to future engineers and aerospace enthusiasts 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 2023-2024 year and beyond. Each and every passing year our group continues to push boundaries that 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,

Alison Korn

Duke AERO | Corporate Outreach 2023-24

Who We Are

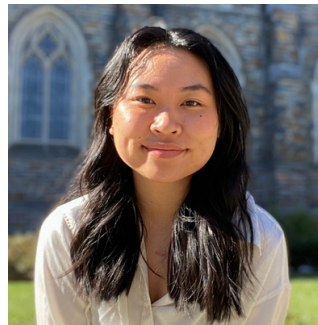
Our members are rocketry and aerospace enthusiasts, through and through. With beyond-the-classroom involvement in design and manufacturing, and internship experience at premier organizations such as SpaceX, NASA, Northrop Grumman, Boeing, Lockheed Martin, and the U.S. Space Force, Duke AERO members truly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

Executive Board



Josh Kramer ('24)
President

B.S.E. Mechanical Engineering,
Certificate in Aerospace
Engineering, Minor in
Economics



Vinnessa Van ('24)
Vice President

B.S.E. Mechanical Engineering,
B.S. Physics, Certificate in
Aerospace Engineering



Chris Knotek ('24)
Treasurer

B.S.E. Mechanical Engineering,
Certificate in Aerospace
Engineering, Certificate in
Innovation and
Entrepreneurship



Alison Korn ('24)
Corporate Outreach

B.S.E. Mechanical Engineering,
Certificate in Aerospace
Engineering, Minors in Physics
and Spanish



Cole Shepherd ('24)
Secretary

B.S.E. Mechanical Engineering
& Certificate in Aerospace
Engineering

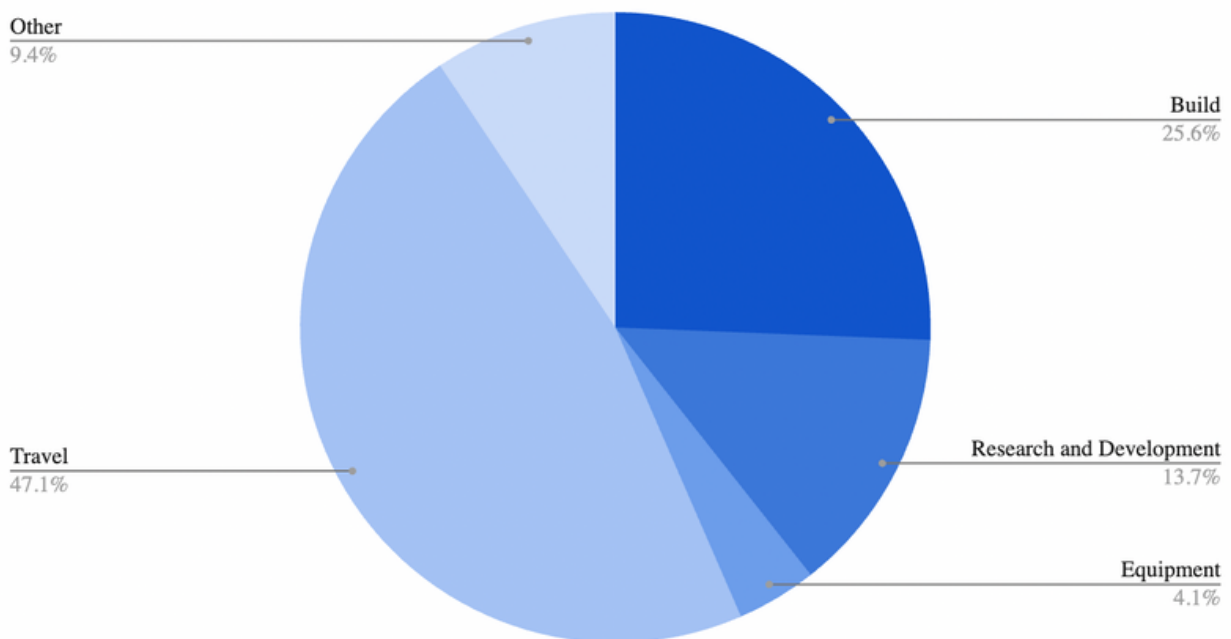


Sage Cooley ('25)
Diversity and Inclusion Chair

B.S.E. Mechanical Engineering
& Certificate in Aerospace
Engineering

Budget

For the 23-24 academic year, we as a team have set our sights high. Our goal is to return to Spaceport America Cup and develop another strong, reliable, and stable rocket. This 10,000 ft rocket will be the highlight of our club’s achievements, but these endeavors come at a cost. Receiving no travel funding and a minimal build budget from our university, our team’s accomplishments are largely made possible by your generous contributions. Below you will find an outline of this year’s budget.



Build Budget	
Allocation	Anticipated Spending
Propulsion	\$3,000.00
Avionics	\$2,300.00
Structures	\$3,500.00
Recovery	\$600.00
Payload	\$1,800.00
Propulsion Research and Development	\$6,000.00

Total Budget	
Allocation	Anticipated Spending
Build	\$11,200.00
Research and Development	\$6,000.00
Equipment	\$1,800.00
Travel	\$20,600.00
Other	\$4,105.00

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 > \$4,000

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 > \$2,000

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

Level 2: Design Sponsor > \$750

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

Level 1: Donor < \$750

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, Alison Korn, at ack54@duke.edu. You can also reach her by phone at (615) 495-8268. 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!

