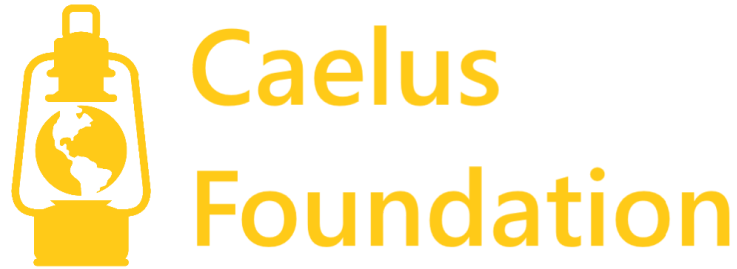


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Forward

## OCTOBER 2020

To the Community In Space,

The Foundation is having an incredible year. We are well on our way to bringing space back down to Earth and were blessed to secure ramp-up funding and hired Rob Ronci to serve as Executive Director in February.

Although COVID-19 required us to deliver our programs virtually this year, we've hit some exciting milestones. We published our first research study in peer-reviewed journal *New Space*; which can be found [here](#).

We also had the opportunity to help support and participate in the Sino-US Space Commercialization Perspectives Dialogue; co-hosted by the Secure World Foundation and the Chinese Society of Astronautics. As you may be aware, facilitating dialogue between the US and other countries on the subject of space commercialization is a key priority for the Caelus Foundation. The purpose of this dialogue was to share and understand perspectives from both US and Chinese stakeholders on how space commercialization is happening in both countries, and what can be done to increase transparency between both commercial contexts. The US delegation for this event was represented remotely through pre-recorded video presentations, including a presentation on the importance of addressing fundamental communication challenges through open and challenging dialogue. At this time, we are gathering further notes and information from the event and are preparing a full debrief alongside our partners at Secure World Foundation (SWF) that will be available to anyone who would like to receive it.

On top of these accomplishments, we redesigned our website; created and are unveiling our new program Community Constellation; and are launching this newsletter! What we are looking forward to next year is to have the first non-space individuals be supported by the Community Constellation program and have these individuals earn experience and support of doing space and space related projects with subject matter experts. Community Constellation is a grassroots program to bring experience and opportunities for participation in the space industry for those who do not have the resources to transition or missed the educational and industrial opportunities. Under Rob's leadership, we have also submitted multiple grant applications to secure longer-term funding, which is targeted at \$250,000 for next year. With that said we still need your help to continue our mission!

## From the Chairman of the Board,

To all the supporters of the Caelus Foundation, thank you and may this note find you in good health, safe and connected to your loved ones wherever they may be at. The coronavirus has impacted everyone in some manner, physically, emotionally, economically or some other way. The space industry has also been impacted, regardless of the many articles you hear about the industry holding straight or the flashy news about investments and government accomplishments. Whether you are considering entering the space market because you are inspired and driven by where the effects are or you have been operating in the space industry for many years – you are going to be challenged on navigating in this industry because of the sovereign interests that are conflicting globally, not US and China. I would like to share with you some advice and recommendations that may help you as you determine your best approaches.

- Commercialization of the space domain is a national security issue, now more than ever. The interest of nations to ensure that the companies within their jurisdiction are protected and focused on that nation's interest is paramount. The international relationships to move space technology forward has to be carefully understood and coordinated. Those who understand how to maneuver internationally will have great success and can bring value to multiple jurisdictions.

previous iterations of the space industry. Often, those inspired in space technology focus and move forward with putting the technology together with the thinking “if I build it, they will come”. That has been the downfall of big and small space endeavors over the last 10 years.

- Large corporate firms in selected countries are hiring – take advantage to enter and understand the market. In the past six months, the hiring spree for major corporations is at twice the rate of what they were hiring before the virus. This is driven primarily because these commercial contractors are the embodiment of the first bullet. For those not in the industry, this is a great opportunity to enter and be able to participate with the level of expertise you have.

- Experience in the space industry and how government contracting work is of incredible value to support a new venture, as long as it is done right. While there is a hiring spree, the cost is at times at the loss of senior individuals or companies who are suffering through the economic impacts of the pandemics have to let go of experienced employees. For this population, an opportunity to team up with the non-space or younger talent is paramount. We urge those with experience to be mentors first, then advisors to those younger who are looking to enter and build technology for this market.

- If you are looking to build your own idea and participate – listen and read to what is being done – slow is smooth and smooth is fast. I would urge you to consider a news platform like [www.feedspot.com](http://www.feedspot.com) that you can query every space and space business articles being published around the world. This will give you a better understanding of who is building what, who is selling or buying products. Research, research, and research some more before taking a project or entering into a project with others.

The future for the space industry is promising if you take the time to study how the industrial base delivers to customers and consumers (the companies that are formed and how they perform). I urge everyone to come and participate with the foundation. Whether you have no experience, to someone in the industry that has been in the system a long time, or someone looking for an organization to help you think, there is something for you to volunteer, be a subject matter expert or just listen and ask questions. Our goal is to assist others to find their best way to participate, contribute and gain from what space has to offer – take us up on it!

## CALL FOR VOLUNTEERS

- **General Volunteers:** There is no better time than now to jump into action and grow the space community. The Caelus Foundation is looking for volunteers from all background types to assist us in carving out the future of tomorrow. If you have a background in the space industry or simply would like to be impactful on the development of the commercial space industry, please reach out as we would like to speak with you about joining our team.
- **Subject Matter Experts:** If you or someone you know is an expert in international relations, business development or community relations we are looking for you. Though our team brings a diverse background of specializations to the table we are always looking for others to support the development of commercial space.

## WE NEED YOU TO CONTINUE OUR MISSION!

From international discussions to the development of Community in Space, your contributions allow us to bring space benefits back down to Earth. Please consider donating through the button below. We can't do it without you!

The Caelus Foundation is a registered 501(c)(3) nonprofit corporation founded in Washington, DC, USA. Contributions to the Caelus Foundation are tax-deductible to the extent permitted by law. The Caelus Foundation's tax identification number is 82-5478076.

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