



KEYSTONE CASE STUDIES:

HOW ASTROBOTIC IS LAUNCHING THE REGIONAL ECONOMY WITH CLOSE-TO-HOME SUPPLIERS

From startup to commercial space industry leader in just 17 years, our partners at Astrobotic are making history, and the future is extremely bright.

The small company based in Pittsburgh, PA, was recently front and center on a global stage with the launch of their Peregrine Mission One— the first U.S. commercial lunar lander ever to operate in space. To many, it may be a surprise that a company that started as a student group at Carnegie Mellon University would ultimately pioneer the first attempt to lead America back to the moon since the Apollo 17 mission more than 50 years ago. To the team at Astrobotic, however, the belief in their mission never wavered, proving that space exploration can be achieved by anyone, from anywhere, if you work hard enough and have the right partners.

Astrobotic employs over 260 people, most of them Pittsburgh-based, and works with 184 suppliers in the Keystone region (Ohio, Pennsylvania and West Virginia) across a range of industries. Their presence in southwest PA and strategic commitment to keeping operations close to home is bolstering the economy by way of the space industry— a novel concept to much of the region.

With several upcoming missions including Griffin Mission One, which is expected to launch in November of this year, Astrobotic has become an anchor of the space industry in Pittsburgh and the surrounding region, and has allowed the local job market, economy, and other companies to flourish by forming partnerships that are mutually beneficial.

Here are a few strong examples:

- Astrobotic enlisted **Ansys**, a simulation software company based in Canonsburg, PA, to simulate extreme environmental conditions to ensure that Astrobotic's spacecrafts can handle the harsh climates in space. This was the company's first venture into the space industry, and now, it is a capability that has helped grow their business.
- Another company that has partnered with Astrobotic is **Conturo**, a prototyping and manufacturing company located in Pittsburgh, PA. After prototyping machine parts for Astrobotic, John Conturo, President of Conturo, says that as Astrobotic grew, Conturo's work grew, ultimately leading to their business growing and establishing new capabilities.
- **Steffan Industries**, a rigging and shipping company based in McKeesport, PA expanded their own capabilities by navigating new ways to handle spacecrafts— something they had never done before. Reframing the way they think of their own services and working with a space company has opened the door for them to service other companies with similarly sized needs.



KEYSTONE CASE STUDIES: HOW ASTROBOTIC IS LAUNCHING THE REGIONAL ECONOMY WITH CLOSE-TO-HOME SUPPLIERS

The Keystone Space Collaborative is proud to call Astrobotic a partner and highlight the ways it has impacted our region as a testament to the benefits of “shopping local.” Not only do regional suppliers reduce shipping costs, but they also provide the opportunity for more frequent and cost-effective quality inspections, retain jobs in the area, foster economic stability and regional resilience and more. Tapping into the talent and capabilities of companies and people in our Keystone region, and encouraging them to push the bounds of what they thought was possible is the very idea at the heart of the Keystone Space Collaborative.

Our goal is to foster supply chain activations and talent development opportunities by creating connectivity across a diverse network of companies and organizations. This aims to make space accessible to our region in many ways. Keeping production and supply chains in the tri-state region is a cornerstone in fortifying the local economy and enabling our companies to make advancements in space. Through our collaborative efforts, we are positioned to be a leader in the space ecosystem, and it is because of the extraordinary people and organizations, like Astrobotic, that play a pivotal role in propelling our region forward.

Learn more about Astrobotic by visiting astrobotic.com, and visit keystonespace.org to learn more about our programs and network of space industry leaders in Ohio, Pennsylvania and West Virginia.