



# Business Incubators and Clean Energy Entrepreneurship in NY

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# NYSERDA Mission

Advance innovative energy solutions  
in ways that improve New York's  
economy and environment.

# Innovation and Business Development Program

## the path to COMMERCIALIZATION



# Clean Energy Business Incubators

Directed Energy  
University at Buffalo  
[www.nydirectedenergy.org](http://www.nydirectedenergy.org)

Clean Energy Incubator  
RIT Venture Creations  
[www.rit.edu/vc](http://www.rit.edu/vc)

The Cleantech Center  
Centerstate CEO  
[www.thecleantechcenter.com](http://www.thecleantechcenter.com)

iCLEAN  
E2TAC / CNSE  
[www.e2tac.org](http://www.e2tac.org)

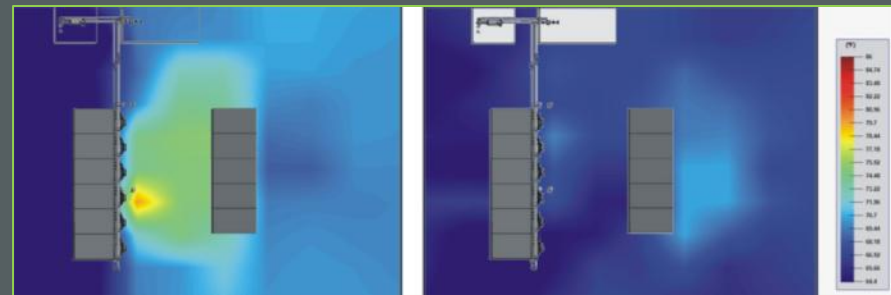
NYC-ACRE  
NYU-Poly  
[www.nycacre.com](http://www.nycacre.com)

Clean Energy Business  
Incubator  
LIHTI  
[www.lihti.org](http://www.lihti.org)



# Exemplar Clients

- ThinkEco, Inc. (NYC)
  - Plug-load monitoring/control
  - 10,000 unit residential A/C DR demo with ConEdison & Best Buy
- OptiCool Technologies (Rochester)
  - Refrigerant-based data center cooling offering >90% energy reduction
  - Demonstration at RIT's HPC laboratory



# Cumulative Results for 6 Incubators

	NYSERDA Expenditures	Clients	Capital Raised	Non-State Gov. Funding	New Products	Jobs Created	Jobs Retained
1Q11	\$(2,700,000)	64	\$22,400,000	\$6,800,000	26	94	165
2Q11	\$(3,432,000)	67	\$35,699,000	\$10,566,000	30	114	186
3Q11	\$(3,869,500)	77	\$40,962,000	\$11,753,000	33	132	196
4Q11	\$(4,389,500)	78	\$48,131,000	\$14,177,364	37	150	198
1Q12	\$(4,882,000)	80	\$63,627,400	\$17,542,364	38	169	224
2Q12	\$(5,358,500)	94	\$74,062,400	\$19,894,398	48	193	262

Results are not additive – they represent the cumulative results at the end of the calendar quarter.

# GREEN CAPITAL EMPIRE

All activity

Financings

M&A

IPO

Research

Trends

Trends

In the  
We've tracked

## Competitors and Similar

Company

Aptera Motors  
Pasadena, California

Zap  
Santa Rosa, California

Coda Automotive  
Santa Monica, California

Tesla Motors  
Palo Alto, California

Think  
Menlo Park, California

Persu Mobility  
Los Angeles, California

Deals

IPO

See results

Clear all filters

## Company Industries

- ☐ All industries
- ☐ Internet
- ☐ Healthcare
- ☐ Computer Hardware
- ☐ Services
- ☐ Software (non-internet)
- ☐ Industrial
- ☐ Mobile & Telecommunications
- ☐ Business Products & Services
- ☐ Energy & Utilities
- ☐ Financial
- ☐ Electronics
- ☐ Consumer Products & Services

Asset sale

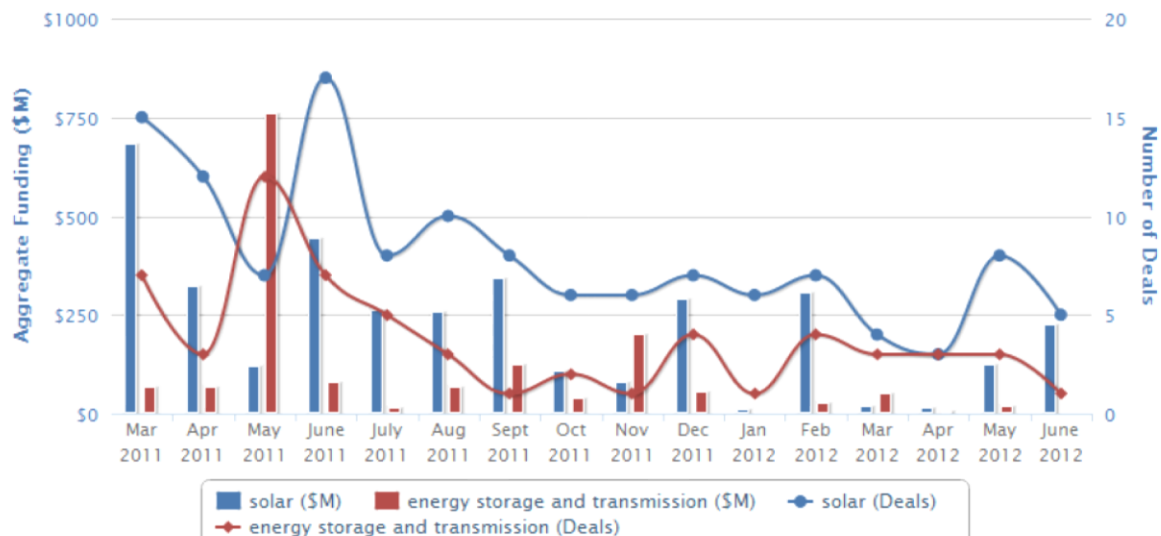
Think Global  
manufacturing  
automotive  
flagship model is the Think City EV  
wh... [More>>](#)

Formerly known as Venture Vehicle,  
Persu Mobility is developing a three-  
wheeled Urban Life Vehicle (ULV).

Deutsche Venture Capital, DVC  
Technologies N.V., NGEN Partners

## Solar Vs. Energy Storage And Transmission

Funding and Deal Activity - 3/2011 to 6/2012





# Entrepreneur-in-Residence Program



## Results from EIR Pilot Program (50 Projects)

Revenue generated	\$4,080,523
Capital raised	\$5,618,000
SBIR Grants:	\$746,000
Jobs created/retained	76
Strategic partnerships negotiated	14
Companies acquired	1



# Proof-of-Concept Center Initiative

3 Teams; \$5 million each; 5 years

Awards are expected to be  
announced in the near future.

Improve clean energy “deal flow”

# Innovation and Business Development Program

- Build on outcomes of Clean Energy Business Incubator program.
- Enhance outreach to clean energy investors.
- Cultivate and match entrepreneurial talent with clean energy technologies.
- Foster commercialization through entrepreneurship.
- Build a network that links the dispersed components of the innovation ecosystem together.

Thank you for your attention

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