Business Incubators and Clean Energy Entrepreneurship in NY

Mike Shimazu
Senior Project Manager
Advance innovative energy solutions in ways that improve New York’s economy and environment.
Innovation and Business Development Program

the path to
COMMERCIALIZATION

TECHNOLOGY READINESS

DISCOVERY

Seed and Growth Stage Investment

Executive Leadership

Proof of Concept Centers

Product Development & Demonstration

Clusters, Networking & Collaboration

DEVELOPMENT

Business Incubators

Direct Business Support

Technology Test Centers

GROWTH

Managing Readiness

LAUNCH

Emerging Market Development & Deployment

APPLY LEARNING

ASSESS

GROWTH

LAUNCH

BIOINICEL GROWTH

GROWTH ESSENTIALS

CAPITAL
- financing

TALENT
- human capital

MARKET
- customer development

TECHNOLOGY
- intellectual capital

MANUFACTURING
- commercial production

NETWORK
- connecting it all

nyserda
Clean Energy Business Incubators

Directed Energy
University at Buffalo
www.nydirectedenergy.org

Clean Energy Incubator
RIT Venture Creations
www.rit.edu/vc

The Cleantech Center
Centerstate CEO
www.thecleantechcenter.com

iCLEAN
E2TAC / CNSE
www.e2tac.org

NYC-ACRE
NYU-Poly
www.nycacre.com

Clean Energy Business Incubator
LIHTI
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

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

Results are not additive – they represent the cumulative results at the end of the calendar quarter.
Entrepreneur-in-Residence Program

Results from EIR Pilot Program (50 Projects)

<table>
<thead>
<tr>
<th>Category</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue generated</td>
<td>$4,080,523</td>
</tr>
<tr>
<td>Capital raised</td>
<td>$5,618,000</td>
</tr>
<tr>
<td>SBIR Grants:</td>
<td>$746,000</td>
</tr>
<tr>
<td>Jobs created/retained</td>
<td>76</td>
</tr>
<tr>
<td>Strategic partnerships negotiated</td>
<td>14</td>
</tr>
<tr>
<td>Companies acquired</td>
<td>1</td>
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</tbody>
</table>
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

Mike Shimazu
Innovation and Business Development
NYSERDA
17 Columbia Circle
Albany, New York 12203
mhs@nyserda.org