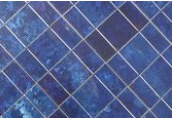


Renewable and Clean Energy Entrepreneurship in New York

Incubation and Acceleration Services Overview





Clean Tech Center Overview

- The Clean Tech Center is a NYSERDA supported program focused on incubating and accelerating NYS tech companies in the renewable and clean energy space
- CTC's goals are to:
 - Accelerate the growth of existing clean tech firms
 - Introduce new entrepreneurs into the dynamic clean tech marketplace
 - Connect clusters of clean tech businesses across New York State
- The CTC works with a diverse coalition of academic, industry, investor and economic development partners to provide services that address the business, technical, and financing needs of clean tech entrepreneurs
- The CTC is an arm of The Tech Garden, with a presence in Syracuse, Albany, and Long Island/NYC

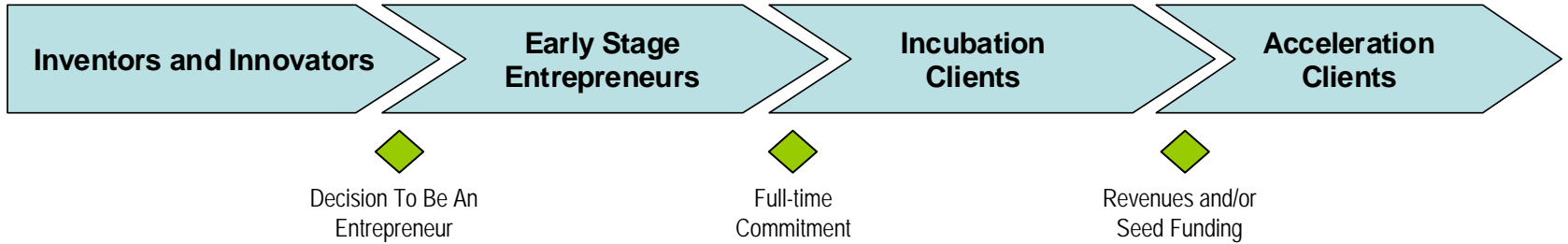




CTC Target Areas for Renewable and Clean Energy

- **Renewable energy:** *Biomass, Geothermal, Hydro, Solar, Solar Thermal, Wave, Wind*
- **Alternative fuels:** *Biofuels, Biodiesel, Synfuels*
- **System Integration:** *Distributed Generation, Energy Storage, Power Systems, Enabling Transmission, Smart Grid Technologies*
- **Transportation:** *Electric Vehicles, Fuel Cells, Hybrid Electric, Hydrogen, Advanced Battery Technologies*
- **Buildings materials:** *High efficiency HVAC, lighting, controls, appliances, energy management systems*

CTC Focus is Incubation and Acceleration



Who they are...

- Researchers/technologists with an invention or insight
- Individuals interested in working on a startup venture

CTC Role

- Education and interaction via PreSeed Workshops, events, speaker series, etc.
- Referrals to technology and/or industry experts

Who they are...

- Founders who have identified opportunities and are seeking to launch startups

CTC Role

- Referrals for
 - Lab space/testing
 - Tech development grants
 - Market assessments
- Connections to key advisors/mentors

Who they are...

- Startup teams seeking a path to putting a product in the market

CTC Services

- Gap analysis/incubation plan development
- CEO mentoring and business plan refinement
- IP strategy evaluation
- Connections to professional service providers and technology partners
- Referrals to angel investors
- Talent recruitment assistance
- Incubation space

Who they are...

- Businesses with viable products/services seeking to rapidly grow sales

CTC Services

- Gap analysis/acceleration plan development
- Connections to VC firms and sources of working capital
- Connections to potential customers and suppliers
- Talent recruitment assistance
- Office/production space



Basic Selection Criteria

- Sound technology that can be validated
- Potential to be commercialized and in the marketplace within three years, with rapid growth potential
- Technology and business concept that is beyond the idea stage, and that could be developed into a full business plan with technical assistance
- Desire of company to participate in a structured business and technology assistance program
- Solid management team that can be assembled to implement strategy



Application Steps



- Review program guidelines and website materials
 - 20 questions
 - Application form
- Send questions or meeting request to cleantech@thetechgarden.com
- Email application form and attachments to cleantech@thetechgarden.com



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