<table>
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<tr>
<th><strong>Docket Number:</strong></th>
<th>18-MISC-01</th>
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<tbody>
<tr>
<td><strong>Project Title:</strong></td>
<td>Food Production Investment Program</td>
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<tr>
<td><strong>TN #:</strong></td>
<td>222542</td>
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<tr>
<td><strong>Document Title:</strong></td>
<td>Clean Tech Open Comments Proposal for FPIP supported program - Commercialization support for innovative technologies</td>
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<tr>
<td><strong>Description:</strong></td>
<td>N/A</td>
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<td><strong>Filer:</strong></td>
<td>System</td>
</tr>
<tr>
<td><strong>Organization:</strong></td>
<td>Clean Tech Open</td>
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<tr>
<td><strong>Submitter Role:</strong></td>
<td>Public</td>
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<td><strong>Submission Date:</strong></td>
<td>2/13/2018 1:17:11 PM</td>
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<td><strong>Docketed Date:</strong></td>
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Proposal for FPIP supported program - Commercialization support for innovative technologies

Cleantech Open is the world's largest and oldest accelerator for early-stage cleantech startups. In the US, we are a network of over 1,500 pro bono professionals who support scientists, engineers and other aspiring entrepreneurs as they move their clean technology innovations to the marketplace. Modeled on MIT's Ignite Clean Energy competition, the California Cleantech Open has evolved over the last 13 years into a National and Global program. Now a program of the LA Cleantech Incubator, Cleantech Open works to accelerate early-stage cleantech startups in 6 Regions across the US. In partnership with the World Bank and the United Nations, we run our Global Cleantech Innovation Programme (GCIP) in 6 emerging market countries outside the US. In addition, we hold an annual Global Ideas competition for cleantech startups in developed market countries in conjunction with Global Entrepreneurship Week. See more information on our program at www.cleantechopen.org. Also, find an overview of our program attached.

We see the opportunity to leverage FPIP funding to build out California's commercialization support ecosystem around the deployment of innovative technologies and business models food processors can implement to reduce their greenhouse gas emissions. Focused programming for these technologies would build on and augment the significant investments the State of California has already made in building out our cleantech commercialization support ecosystem (e.g. CalSEED, Cal Testbed). Key elements of this focused programming could include:

- Development of a coalition of support organizations (e.g. accelerators, incubators, demonstration/test facilities, grant programs) with a targeted focus on technologies that will support innovation in food processing;
- Development of focused commercialization support programming for technical innovations that will yield significant reductions in emissions from food processing; and,
- Development of focused commercialization support programming for business model innovations that will result in the widespread adoption of innovative technologies in the food processing industry.

Additional submitted attachment is included below.
Cleantech Open
the World’s Largest
Clean Technology Accelerator

1,500+ volunteers
6 regional US accelerators
100+ annual events in 26 key U.S. metro areas
Global Ideas Competition
Global expansion in partnership with United Nations
The mission of the Cleantech Open is to find, fund and foster entrepreneurs with big ideas that address today’s most urgent energy, environmental and economic challenges.
Feeder for US Cleantech Commercialization Ecosystem

• US: Incubate Energy Network
  – LA Cleantech Incubator (LACI)
  – Elemental Excenterator (Honolulu)
  – Greentown Labs (Boston)
  – ACRE (NYC)
  – Clean Energy Trust (Chicago)
  – Next Energy (Detroit)
  – Austin Technology Incubator (ATI)

• CA Incubators, Demonstration
  – LACI
  – Prospect Silicon Valley (PSV)
  – Plug & Play
  – GSVlabs
  – Fremont Innovation District

• CEC energy clusters
  – Cyclotron Road (Bay Area)
  – Energize CA (Los Angeles)
  – Bluetech Valley (Central CA)
  – San Diego Regional Energy Innovation Network
Geographic Reach: 8 Regions Across the US
30+ Global Ideas Partners

United Kingdom, France, Spain, Netherlands, Switzerland, Denmark, Norway, Sweden, Iceland, Finland, Estonia, Bosnia-Herzegovina
Global Cleantech Innovation Programme (GCIP)
Cleantech Open “Network of Networks”
Key Activities

**TRAINING**
National Academies, National Webinars and Regional Training
Practice Judging and Business Clinics

**MENTORING**
Local and international mentors (generalists and specialists)
Business Clinics

**ACCESS TO CAPITAL**
Relationship with Strategic Investors, Angel Groups and VC firms
Pitch Panels, Networking, Investor Connect

**SHOWCASING**
Regional events and showcases
National Conference and Global Forum
Press exposure
Industry Breadth: 8 Industry Sectors

- Energy Generation
- Energy Distribution & Storage
- Energy Efficiency
- Green Building
- Transportation
- Agriculture, Water & Waste
- Chemicals & Advanced Materials
- Information & Communications Technology
Where We Play

Competitions

Cleantech Incubators

Research
Early Stage
Commercialization
Growth to scale

Pilot
Production
Scale-up

Grants
Bootstrap
Seed
Series A
Series B
Series C
IPO / Exit
## Cleantech Open Target Maturity Profile

<table>
<thead>
<tr>
<th></th>
<th>Too Immature</th>
<th>Target</th>
<th>Too Mature</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Leadership</strong></td>
<td>Unclear or uncommitted leadership</td>
<td>Solid, committed leader &amp; initial core team</td>
<td>Well established leadership team</td>
</tr>
<tr>
<td><strong>Technology</strong></td>
<td>Science project / concept only</td>
<td>Demonstrated in the lab or on the bench; strong IP or IP potential</td>
<td>Well demonstrated in the field</td>
</tr>
<tr>
<td><strong>Markets</strong></td>
<td>Little market knowledge</td>
<td>Thoughtful initial business model and target markets</td>
<td>Established market traction; clear path to growth</td>
</tr>
<tr>
<td><strong>Partnerships</strong></td>
<td>Limited partner engagement</td>
<td>Active conversations with prospective strategic partners</td>
<td>Established relationships with strategic partners</td>
</tr>
<tr>
<td><strong>Funding</strong></td>
<td>Minimal</td>
<td>Initial seed capital and/or early revenues</td>
<td>&gt;$1MM professional &gt;$5MM FF&amp;G monies</td>
</tr>
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## 2018 Program Timeline

### Feb 2018
- Accelerator Launch

### Tues, March 20
- Early Admissions Deadline

### Late May
- Finalize Mentor Matching
- Customer discovery
- Work with mentors
- Business Clinics Workshops
- National Webinars
- Metro Meet-ups

### June – mid-August
- National Academy EAST (Boston)
- National Academy WEST (Bay Area)

### Fri-Sun, Jun 1-3
- National Academy EAST (Boston)
- National Academy WEST (Bay Area)

### Sept 2018
- Regional Judging / Awards
  - Regional Judging
  - Investor Connect
  - Expo
  - Awards program
- CalSEED Business Plan Competition

### Outreach
- Feb-April 10
  - Business Briefings
  - Partner Outreach
  - Lead Cultivation
- Late April
  - Candidate Mixer
- Early May
  - Participants Announced

### Accelerate
- Mon, Aug. 20th
  - Final Program Deliverables due
- Early September
  - Investor clinics
  - Pitch clinics
- Mid-September
  - Regional Mock Judging

### Showcase
- Oct 2018
  - Global Forum
  - National Judging
  - Investor Connect
  - Expo, speakers, gala dinner
What Our Startups Get

**INSIGHT**
- Customer discovery
- Mentors, coaches, & judge feedback

**FOCUS**
- Lean startup / bus. model canvas
- 7 Program Deliverables
- Structured conversations

**OPPORTUNITY**
- Exposure to industry experts, customers, channel partners, alumni, and global network
Results:

1157 teams accelerated
844 cleantech startups

205 · 56 · 172 · 28 · 61 · 183 · 98 · 41

3,286 jobs created*

Total revenue from 2005-2014*
$187,903,000

$1,214,000,000*

$781M Private · $73M Angels · $205M Grants · $155M Other

$1.7M average per company

2014, we went global

6 Global Accelerators so far...