

DOCKETED

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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.

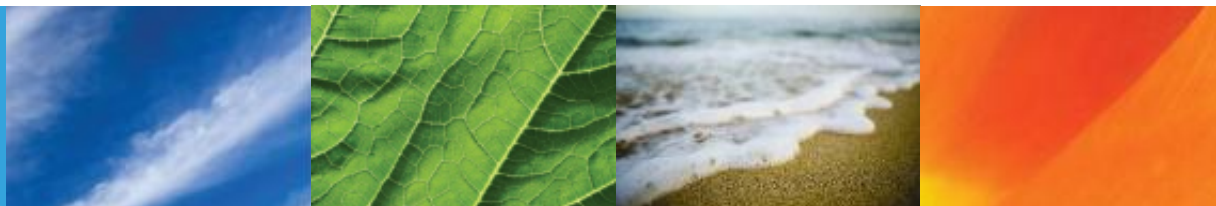
Additional submitted attachment is included below.



Cleantech Open Program Preview

January 2018

Who We Are



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

Our Mission

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.



Quick Facts

2005

founded

**501
(c)(3)**

program of LACI

1,500+

volunteer
professionals
(US only)

alumni companies

1,400+

\$ raised by alumni

\$1.2B+

annual events in
26 Cities (US only)

100+



Feeder for US Cleantech Commercialization Ecosystem

- US: Incubate Energy Network

- LA Cleantech Incubator (LACI)
- Elemental Excelsior (Honolulu)
- Greentown Labs (Boston)
- ACRE (NYC)
- Clean Energy Trust (Chicago)
- Next Energy (Detroit)
- Austin Technology Incubator (ATI)

- CA Incubators, Demonstration

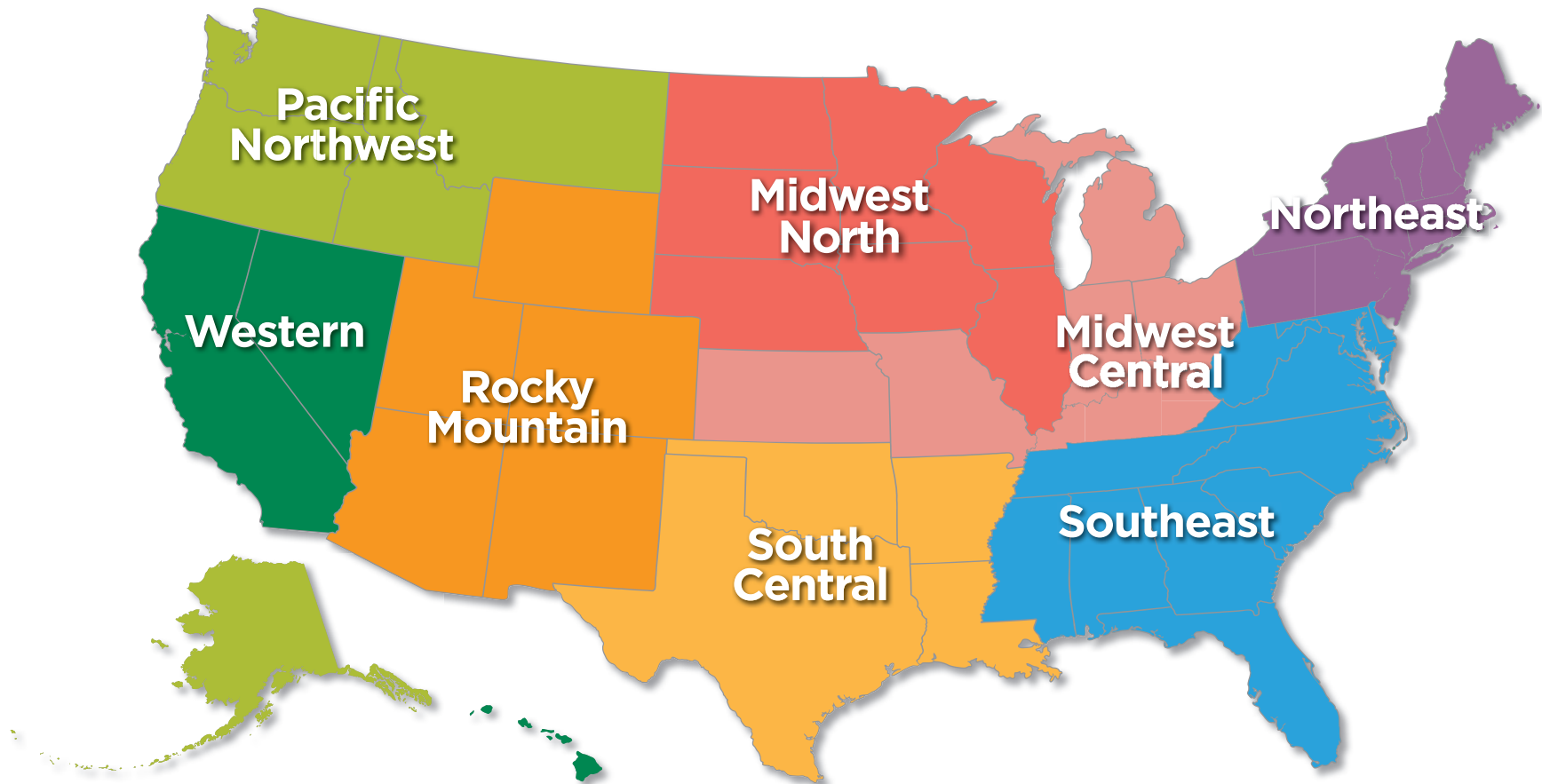
- LACI
- Prospect Silicon Valley (PSV)
- Plug & Play
- GSVlabs
- Fremont Innovation District

- 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



Global Cleantech Innovation Programme (GCIP)



Cleantech Open “Network of Networks”



Key Activities

TRAINING

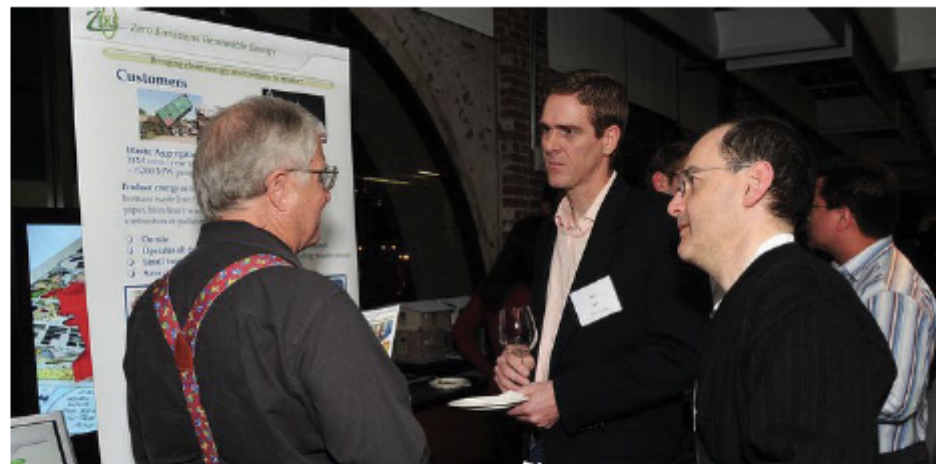
National Academies,
National Webinars and
Regional Training

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



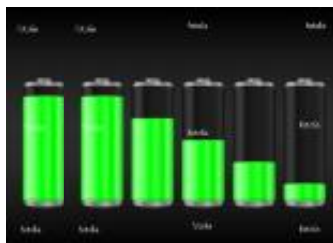
Transportation



Energy Distribution & Storage



Agriculture, Water & Waste



Energy Efficiency



Chemicals & Advanced Materials



Green Building



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

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

2018 Program Timeline

Feb 2018 Accelerator Launch	Tues, March 20 Early Admissions Deadline	Late May Finalize Mentor Matching	June – mid-August Customer discovery Work with mentors Business Clinics Workshops National Webinars Metro Meet-ups	September Regional Judging / Awards - Regional Judging - Investor Connect - Expo - Awards program CalSEED Business Plan Competition
	Tues, April 10 Application Deadline	Early June National Academy EAST (Boston) Fri-Sun, Jun 1-3 National Academy WEST (Bay Area)		

Outreach

Accelerate

Showcase

Feb-April 10
Business Briefings
Partner Outreach
Lead Cultivation

Late April
Candidate
Mixer

Early May
Participants
Announced

Mon, Aug. 20th
Final Program
Deliverables due

Early September
Investor clinics
Pitch clinics

Mid-September
Regional
Mock Judging

October
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:



IN JUST 10 YEARS...

1157 teams accelerated



844 cleantech startups

active

3,286 jobs created*

total revenue from 2005-2014*

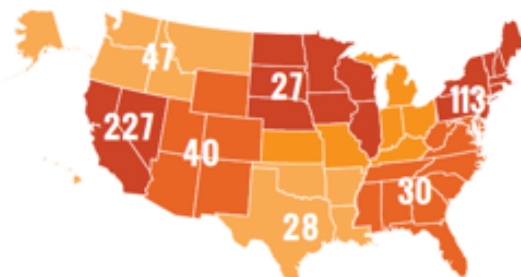
\$187,903,000

\$1,214,000,000*

OUTSIDE FUNDS TOTAL

\$781M Private • \$73M Angels • \$205M Grants • \$155M Other

\$1.7M average per company



2014, we went global



513 PATENTS*

6 Global Accelerators so far...



CLEAN
TECH
OPEN
A **LACI** PROGRAM