



GREENTOWN LABS



NECPUC SYMPOSIUM - JUNE 2016 EMILY REICHERT, Ph.D., CEO



Greentown Labs is a community of entrepreneurs solving the world's largest energy and environmental challenges.

Our mission is to foster and support a vibrant community of entrepreneurs by providing access to the **space, resources, and funding** they need to thrive.



2017

2015

2011



4 CLEAN ENERGY START-UPS
4,000 SF FT



**NATION'S LARGEST
CLEANTECH INCUBATOR**

50 STARTUPS
40,000 SQ FT

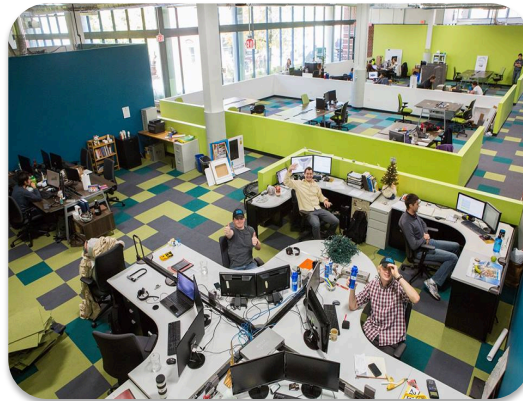
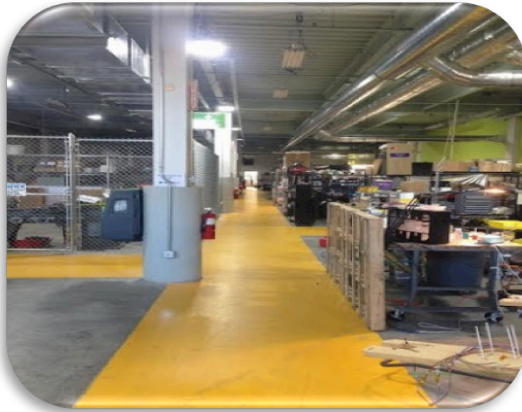
**GLOBAL CENTER FOR
CLEANTECH INNOVATION**

100+ STARTUPS
93,000 SQ FT

**HISTORY
&
GROWTH**



GREENTOWN LABS CLEANTECH INCUBATOR



Hardware Cleantech Focus

- A 40,000 sq. ft. facility, of which **20,000 sq. ft.** is shop space dedicated to **prototyping** and **manufacturing**.
- Early-stage, hardware entrepreneurs can build product, test, and manufacture inexpensively, right next to their office space.

Strong Supportive Community

- Our startup community represents 50 current members and 53 alumni across 6 cleantech sub-sectors
- Co-location of startups enables peer mentorship and knowledge share
- Sponsors extend software and value-added services worth \$130K + per company

Funding Growth

- We **do not take equity** in our startups, leaving them with more capital and control over their companies
- Instead, we educate startups to become effective fundraisers of seed and series A capital
- We also build connections by curating a network of cleantech-focused investors from around the country



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ECOSYSTEM POSITION

Prize Wins

Seed Funds

Series A



University

Contest

Accelerator

Incubator

Scale



Ideas &
Technology in
the Lab

Build a
Business
Plan &
Begin
Licensing

Refine
Business Plan,
Licensing, &
Raise
Seed Funding

Prototype
Pilot Testing,
and First
Customers

Mnfg &
Multiple
Customers



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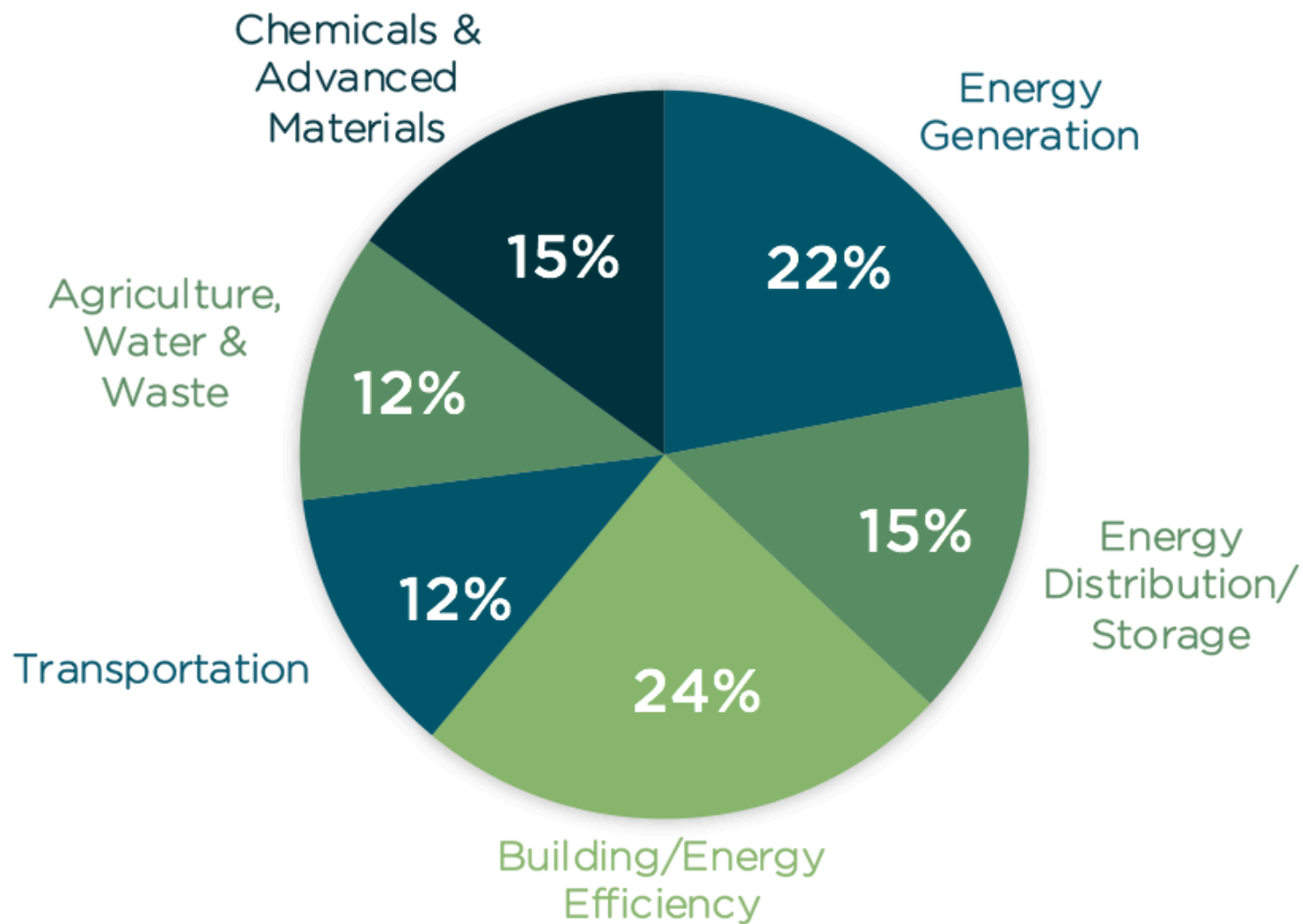
MEMBER COMPANIES



50 MEMBERS

53 ALUMNI

MEMBER FOCUS

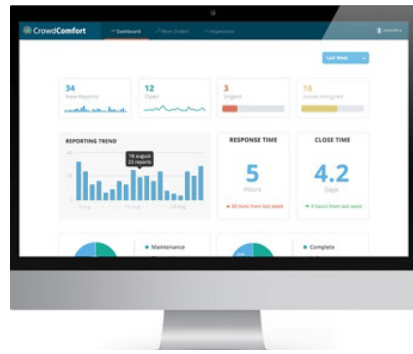


sense.



Sense Labs

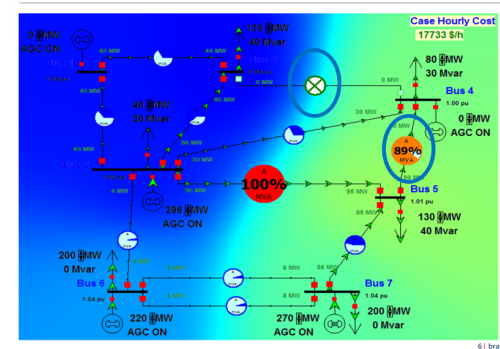
The Sense home energy monitor lets you understand what every appliance, light, and device in your house has to say. Be informed. Listen to your home.



Crowd Comfort

CrowdComfort's Human Sensor Network® platform leverages crowd-sourced occupant feedback to unlock efficiencies in facilities management and preventative maintenance, increase employee productivity, and more.

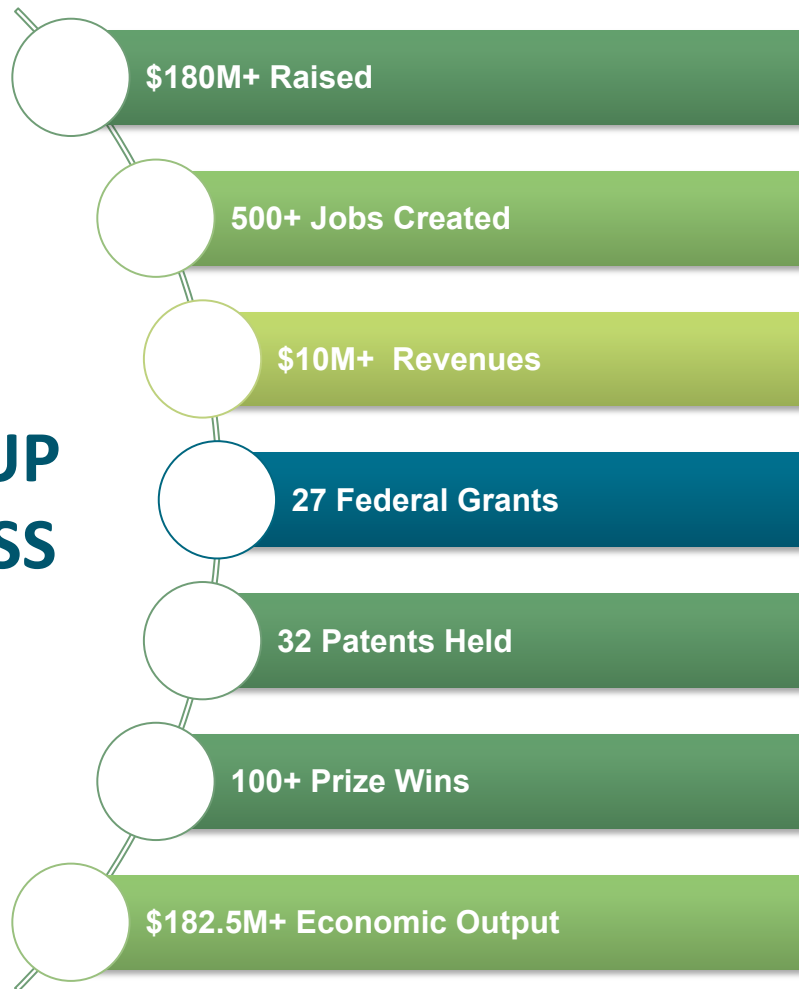
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New Grid

NewGrid is developing topology optimization technologies that support power operations and operations planning and decision making for utilities

**86%
STARTUP
SUCCESS
RATE**



Series A Funding Rounds
<p>2016 Understory Weather \$7.5M</p>
<p>2015 Altaeros \$12M Voxel8 \$12M Bevi \$6.5M Loci Controls \$1.3M RightHand Robotics \$3.2M CoolChip \$3.3M Railpod \$2.5M</p>
<p>2014 NBD Nano \$5.2M</p>
<p>2013 OsComp \$12.5M</p>



Cleantech startups face three major challenges:

Securing First Customers

Executing a Pilot/Demonstration

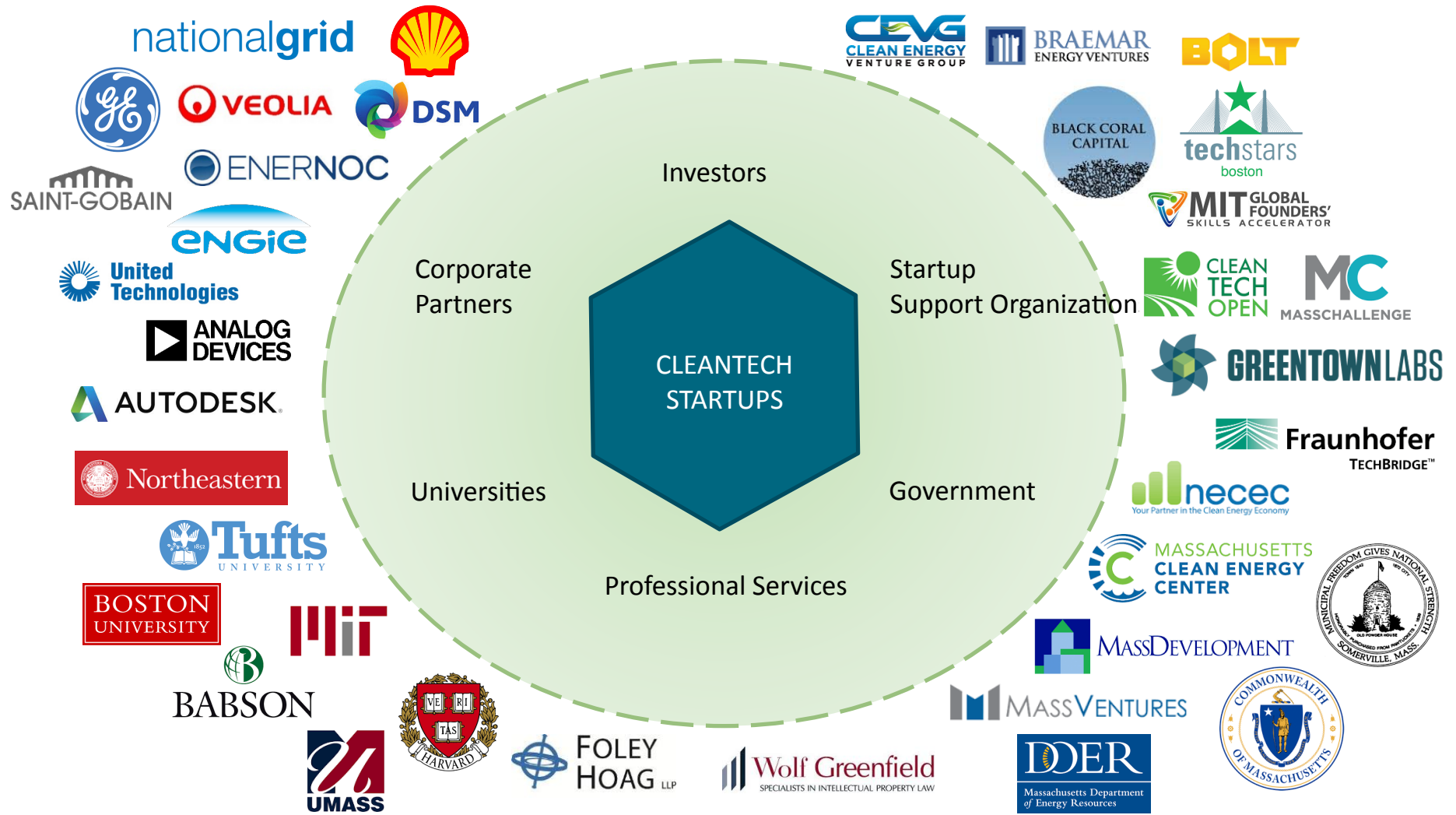
Obtaining Investment



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ECOSYSTEM SUPPORT

Boston offers strong support for cleantech startups





GREENTOWN LAUNCH

SELECTION



- Corporate defines topic and scope
- Select prototype-stage startups nationally

INCUBATION



- Residency at Greentown Labs
- Technical guidance to refine prototype
- Market feedback in monthly corporate roundtables

PARTNERSHIP



- Field pilot
- Strategic partnership
- Investment



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