

Participating Firms

Firms with a * are participating in the Emerging Markets Day 1-on-1 session.

Firms highlighted in yellow had available meetings times as of May 7th.

Acario Innovation	IP Group
Advance Capital	Kairos Ventures
Air Liquide Venture Capital	Kilpatrick Townsend & Stockton LLP
Analog Devices, Inc.	LG Innovation Ventures
AP Ventures	Lupine Growth Advisors
Ara Partners	Metro Denver EDC & Colorado OEDIT
Arrow Electronics	Mitsubishi Corporation*
Austin Technology Incubator	MXV Ventures
BASF Venture Capital	National Grid Ventures
Black & Veatch Corporation	National Renewable Energy Laboratory, International Programs
*Build Edison	New Energy Fund II, LP
BP Ventures	NextCorps, Inc. *
Breakthrough Energy Ventures	NYSERDA
Bright Capital	Ørsted Ventures
*California Clean Energy Fund (CALCEF)	Pangaea Ventures
Chemical Angel Network	Perkins Coie LLP
Chrysalix Venture Capital	Persistent*
Clean Energy Trust	Posit Partners
Clean Energy Venture Group	Potential Energy DC*
Clean Energy Ventures	Power Africa
Congruent Ventures	Powerhouse
*Constellation Technology Ventures	Prelude Ventures
Cottonwood Technology Fund	Qomo Capital Partners
CPP Investment Board	Quantum Energy Partners
*CrestoneStar Consulting	RenewableTech Ventures
Cyclotron Road	RMI Ventures
*Denver Economic Development & Opportunity – Global Business	Rockies Impact Fund
Department of Defense – Energy Test Bed (ESTCP)	SABIC Ventures*
DSM Venturing	SF Advisors
E.ON	Sidewalk Labs
*EDF INC	Siemens/Dresser-Rand
*Electric Power Research Institute (EPRI)	Silicon Valley Bank
EMS Capital	Social Venture Circle
Energy Foundry	Southern Cross Ventures
Energy Impact Partners	Spring Lane Capital
Energy Innovation	Stout Street Capital
EnerTech Capital	Sumitomo Corporation*
*Enverra Capital	Tenaska
Energy Ventures	Lacuna Equity Fund*
Evok Innovations	True North Venture Partners*
FACTOR[e] Ventures	UK Global Entrepreneur Program
First Green Partners	URBAN-X
*Foresight	Wasson Enterprise
Free Radical Ventures	Wells Fargo
Hamilton Clark Sustainable Capital	WGK Ventures
Individual Investor	Wilson Sonsini Goodrich & Rosati
innogy New Ventures LLC	ZipDragon Ventures
Innosphere	Zoma Capital



Acario Innovation

Patrick Sagisi

<http://accarioinnovation.com>

Acario Ventures funds early-stage companies in the new energy economy and sustainability sectors, including mobility, energy storage, and next-generation customer and grid services. Acario Ventures is part of Acario Innovation, the Silicon Valley-based corporate venture capital and open innovation arm of Tokyo Gas.



Advance Capital Markets

Michael Ware

Mr. Ware is the co-founder of Advance Capital Markets, Inc. a private investment firm with a long and successful track record in the energy and power industries. He has served as a financial advisor to private equity funds, international energy firms, independent power companies, electric utilities as well as a number of successful entrepreneurial enterprises. Mr. Ware served on the boards of nine GEI portfolio companies and is on the board of the American Council on Renewable Energy (ACORE), and the National Renewable Energy Laboratory Investor Advisory Board.



Air Liquide Venture Capital

Greg Fleming

<https://www.airliquide.com/group/aliad-venture-capital>

Greg is the Investment Director at Air Liquide Venture Capital (ALIAD). ALIAD supports strategic partnerships with Air Liquide entities via minority investments. While we prefer 'customer demonstration stage' investments, we have made investments ranging from seed stage to IPO. We always co-invest with other experienced investors. Our focus sectors include Energy, Digital and Healthcare.



Analog Devices, Inc.

Scott Behrhorst

<http://www.analog.com/>

Analog Devices is the leading global high-performance analog technology company dedicated to solving the toughest engineering challenges. We enable our customers to interpret the world around us by intelligently bridging the physical and digital with unmatched technologies that sense, measure, power, connect and interpret. With a rich and long history of developing advanced technology, Analog Devices brings lessons learned that have been captured from countless customer engagements. In the renewable energy space, Analog Devices has technology solutions that are wide ranging – power conversion, transmission, storage, management and metering. Analog Devices is partnered with ARROW to help provide customers globally with technology solutions through component sourcing, development platforms, engineering services and supply chain logistics. The solutions offered can be used in both advanced and emerging markets alike, with engineering resources available around the globe to help solve customer problems. Come talk with ADI about your engineering problems and product ideas to understand what solutions and engineering expertise are available to you.

Mr. Scott Behrhorst is a Technical Director – Global Broad Markets, at Analog Devices, Inc. He has over thirty years of experience in the semiconductor industry in Communications, Aerospace and Defense, Instrumentation, and Healthcare. From 2010-2017, he established and ran an Applications Technology Group, which created hardware, software, tools and models to improve customer experience and shorten time to market. Past positions include Director-Wireless Infrastructure, Strategic Marketing and Applications Director – Clock and Timing Products. Over his career Scott has held positions in design, test development, applications and marketing. He has spent much of his time working closely with leading companies to solve challenging real-world problems.



AP Ventures

Andrew Hinkly

<https://apventuresllp.com/>

AP Ventures invests in pioneering technologies and businesses that harness the unique chemical and physical properties of Platinum Group Metals to solve global challenges. Andrew Hinkly is the Founding Managing Partner of AP Ventures which had a first close of US\$200 million in July 2018. He has enjoyed a high profile career spanning more than 25 years working in the automotive and mining industries. He held a number of senior leadership positions at Anglo American, where he worked for a decade and was a member of Anglo American Platinum Executive Committee.

He previously held senior roles at Ford Motor Company where he was a member of the North American Executive Committee. At Ford he led the Production Procurement operations of Ford Americas and was responsible for \$45 billion of annual purchases from over 40,000 suppliers. Whilst at Anglo American Andrew established the successful Corporate Venture Capital Fund, the predecessor fund to AP Ventures Fund I, to invest in innovative technology companies which utilize PGMs. Andrew is a board member of Food Freshness, GreyRock, and HyET.



Ara Partners

Steve Cherington ★

<https://www.arapartners.com/>

Ara Partners is a Houston-based private equity firm focused on growth and buyout investments targeting opportunities arising from the global energy transition. Ara invests in technically differentiated companies that leverage resource efficiency and sustainable attributes to deliver advantaged products and services. Building upon decades of experience in the conventional and renewable energy industries, the Ara team looks to partner with exceptional management teams to drive near-term growth in the chemicals and materials, industrial, and power and energy verticals.



Arrow Electronics

Ashish Parikh

<https://www.arrow.com/>

Ashish leads the Internet of Things (IoT) Platforms and Solutions in the IoT Global Solutions Organization at Arrow Electronics. Ashish and his team are responsible for assessing and integrating with ecosystems partners for developing a comprehensive solution offering to bring to OEM and Enterprise customers for enabling IoT projects. Ashish’s platforms team is responsible for the development and integration of solutions to accelerate connecting any sensor to any cloud.

Ashish’s Solutions team is responsible for strategy and marketing of horizontal and vertical technology for customers looking to either build or use IoT solutions. The horizontal technology brings forward all the elements needed to build IoT solutions from sensors, gateways, connectivity solutions, middleware platforms, cloud, and analytics. The vertical segments team enables broad use of IoT technology for enterprises with a focus on Retail, Industrial, Smart Cities, Smart Buildings, and Asset Tracking bringing together ready to deploy market-ready and market-proven solutions in flexible consumption models - Fixed, Lease, or IoTaaS.



Austin Technology Incubator

Richard Amato & Mark Sanders ★

<https://ati.utexas.edu/>

The Austin Technology Incubator is the startup incubator of the University of Texas at Austin. ATI focuses on helping startups compete successfully in the capital markets. They have strong, long-term, trust-based relationships with investors – the local angel investors community, local and national venture capital firms, and sources of public funding.

Richard Amato heads up new energy initiatives for the IC² Institute’s Global Commercialization Group, including the World Bank Climate Innovation Center Program in Ghana, Kenya, South Africa, and Vietnam. In addition, Amato provides support for the programs in India focused on developing the infrastructure necessary to support a robust, entrepreneurial clean-tech environment targeted at solving India’s critical energy issues.



Mark Sanders is the lead advisor to all ATI Transportation & Mobility companies. He has 20 years of experience working in sustainable infrastructure and cleantech and is the founder of TurnKey Environmental (acquired in 2003) and T3E (acquired in 2009). Formerly, he was the Applied Research Manager at Lawrence Berkeley National Laboratory focused on technology commercialization.



BASF Venture Capital

Pulakesh Mukherjee

<https://on.basf.com/2uqgCGO>

We are a corporate venture capital company that invests worldwide both in promising young enterprises relevant to BASF’s current and future business fields and in funds. Besides innovations in the fields of chemistry, new materials and sustainability, our areas of focus include digitization and new business models. As a dynamic venture capital investor, we support our portfolio companies through selective interactions with the global research, partnership and customer networks of the BASF Group.

Pulakesh Mukherjee joined BASF Venture Capital as an Investment Manager in Fremont, USA in September 2009. He began his career at BASF in research and development in 2002. He then joined the Intermediates division and was posted to India, where he was responsible for business development and marketing and sales of specialty chemicals. Pulakesh Mukherjee obtained his PhD from Stanford University, USA.



Black & Veatch Corporation

Hyleme George ★

www.bvignite.com/

Black & Veatch’s Growth Accelerator was created to support strategic and growth-related initiatives to accelerate the world’s transition to sustainable infrastructure. Through Black & Veatch’s IgniteX Cleantech Accelerator, we seek partnerships with startups focused on Renewable and Distributed Energy, Mobility, Agricultural Technology, and Machine Learning/Artificial Intelligence. Participants will receive valuable insights and in-kind support to rapidly scale through collaboration with a top global infrastructure provider with a portfolio of thousands of projects worldwide.

Hyleme George serves as a leader of innovation & entrepreneurship in Black & Veatch's Growth Accelerator. His responsibilities include identification of trends, evaluation of emerging technologies, and implementation of new business models & partnerships with entrepreneurs.



Build Edison

Kristin Barbato ★ (Emerging Markets Day only)

<https://www.buildedison.com/>

Based in New York, Build Edison's mission is to bridge the gap to commercialization for cleantech companies by leveraging networks for real world operational partners and pools of investors with an innovative demonstration portfolio financing mechanism.

We work with three critical networks of Build Edison stakeholders in the clean energy market: cleantech companies, large energy customers, and investors. Through our team of experts, we provide market readiness and faster line-of-sight to commercial scalability.

Build Edison brings financial innovation and an improved path to skip the “valley of death” for cleantech companies through demonstration projects and actionable insights to investors. Build Edison acts as a “finishing school” to match cleantechs to customers and investors and readies them for growth.

Kristin is interested in meeting with companies that have new clean energy solutions to demonstrate and deploy for scaled growth. Solutions in areas such as the built environment, utilities and smart grid, and mobility are examples of focus areas of interest. Companies looking to expand their operations and sales in the New York region may benefit from the many programs and grants that NYSERDA offers.



BP Ventures

Daniela Proske

<https://www.bp.com>

BP Ventures was set up more than ten years ago to identify and invest in private, high growth, game-changing technology companies, accelerating innovation across the entire energy spectrum.

Daniela joined the BP Venture team in 2018 and is leading activities in mobility. Before BP Ventures, she held a number of roles at BASF, where she started her career as business development and global key account manager in intermediates. Later she looked after BASF Ventures in North America. Most recently, she worked as senior manager mergers & acquisitions and led international M&A transactions for various business units. Prior to BASF, Daniela co-founded a life science company as head of finance.



Breakthrough Energy Ventures

Kyle Teamey

<http://www.b-t.energy/>

The Breakthrough Energy Coalition is a unique group that includes private investors who are patient and risk tolerant, global corporations that produce or consume energy in vast quantities, and financial institutions with the capital necessary to finance the world's largest infrastructure projects. Our network extends into every sector of the global economy, allowing us to tap into additional expertise as needed.

Kyle has been an entrepreneur and investor for most of his career. Prior to joining BEV, he was on the investment team at In-Q-Tel (IQT). Kyle developed IQT's Industry 4.0 investment theme, which encompassed energy, materials, manufacturing, and logistics. While at IQT, he also served as an Executive in Residence for Columbia Technology Ventures. Before IQT, Kyle was an entrepreneur with companies and funds to include Liquid Light (CO2 utilization), Redpoint Ventures, Switch (energy projects), and Dunia Frontier Consultants (international finance consulting).



Bright Capital

Mark Austin

<http://bright-capital.com/>

Bright Capital is an international venture capital fund that invests in a broad range of breakthrough and platform technology companies in the energy, cleantech, efficiency, water, advanced materials and nanotech sectors. Bright Capital was named 'Financial Cleantech Investor of the Year 2012' by the Cleantech Group, and has been a sponsor of the ARPA-e Energy Innovation Summit from 2012 - 2015. Recent investments include solar PV, wind, green industrial biotech, alternative fuels, power transmission, power conversion, motors & generators, advanced building materials, energy storage, waste heat conversion, and advanced water treatment. In addition to helping management grow their company, Bright Capital is often able to assist its portfolio companies to extend their partnerships, market and business reach, especially into Europe and CIS. Investment Focus: Seed through later stage investment.



California Clean Energy Fund (CALCEF)

Danny Kennedy ★ (Emerging Markets Day only)

<http://calcef.org/>

The California Clean Energy Fund supports the ecosystem of entrepreneurs and investors making our clean energy transition a reality. We are in service to the next wave of entrepreneurs with funds, programs and networks that reflect emerging trends in clean energy entrepreneurship, finance and innovation. We have seeded three of the first clean tech VC funds; taken early positions in over 40 companies; and pioneered new mechanisms for clean energy financing.

We have incubators and accelerators in Jakarta, Bangkok and Ho Chi Minh City with more to come soon. We're looking for other investors that share our passion for bringing energy solutions to the world to seek out deals and co-invest with us there.



Chemical Angel Network

Frank Slejko

<http://www.chemicalangels.com/>

The Chemical Angel Network provides a mechanism for accredited angel investors to source and vet quality early-stage investment opportunities, assist entrepreneurs and early-stage growth companies and be a quality source for information, educational resources and advisors. A key aim for these investments will be economic development across all markets associated with the Chemical Enterprise - one of the country's largest contributors to job growth and GDP - by helping emerging companies grow to profitability and/or grow to Venture Capital scale investments.



Chrysalix Venture Capital

Alicia Lenis

<https://www.chrysalix.com/>

Chrysalix is a global venture capital fund with a long history commercializing step-change innovation for resource intensive industries. We invest in intelligent systems, energy technology and resource productivity solutions to deliver outsized financial returns and environmental sustainability.

Alicia is an Associate based in Vancouver where she develops investment theses, sources deals, conducts due diligence and manages investment portfolios. Alicia has more than 10 years of experience working in and advising industrial technology companies.



Clean Energy Trust

Ben Gaddy & Paul Seidler

<http://www.cleanenergytrust.org/>

Clean Energy Trust brings cleantech innovation to market by finding, funding, and growing high-impact cleantech startups from the Midwest. Structured as a nonprofit, Clean Energy Trust makes seed investments and provides patient, hands-on support to help entrepreneurs scale and succeed. To date, Clean Energy Trust has invested \$50k-\$400k in 27 companies across the Midwest.



Clean Energy Trust works to demonstrate that investing in and supporting early-stage cleantech innovation can yield financial returns and positive impact. We believe entrepreneurship and innovation are powerful forces that can be leveraged to address environmental challenges, create jobs, and generate investment returns.



Clean Energy Venture Group

Thomas Blum

Thomas Blum is an active investor in cleantech start-ups through New York Angels and Clean Energy Venture Group. By day, he is an investment banker with G.C. Andersen Partners with a focus on start-ups in energy and healthcare. He is also an Innovation Advisor with NYSERDA. He has an BSE degree from Princeton University and an MBA from the Harvard Business School.



Clean Energy Ventures

Lou Schick

<https://www.cleanenergyventures.com/>

Clean Energy Ventures seeks to identify and partner with entrepreneurs commercializing disruptive technologies. Successful investments should result in significant (100 million tons per year) CO2 emissions reduction and be primarily adopted due to customer value creation. We seek to work with companies headquartered in North America but already have companies in our portfolio serving developing markets. Clean Energy Ventures is comprised of CEVG (Angel Group) with extraordinary network and personal expertise and CEVF which is a traditional venture investment fund. CEVF has distinctive LP relationships with large strategics who can help follow on with large scale deployment once risks are retired. We love to meet people early and grow relationships.

Congruent Ventures

Abe Yokell

<http://www.congruentvc.com/>



Abe Yokell is Co-Founder and Managing Partner of Congruent Ventures, an early stage venture firm founded in 2017 that partners with companies in the sustainable technology ecosystem. Congruent's investment themes include Urbanization and Mobility, the Clean Energy Transition, Food and Agriculture, and Industrial and Supply Chain innovation. In addition to the nine investments Abe oversees on behalf of Congruent, he has over 15 years of investment experience in the sector, having invested across sectors and business models, and was responsible for opening RockPort Capital's West Coast office in 2007. Abe graduated from the University of Pennsylvania with a BA in Economics, with minors in Chemistry and Biology.

Constellation Technology Ventures

Scott Dupcak & Curtis Schickner ★

<http://technologyventures.constellation.com/>



Constellation Technology Ventures (CTV) is the venture investing organization within Exelon Corporation, the nation's leading competitive energy provider. CTV invests in companies representing innovative energy technologies and business models, building a portfolio that represents a broad range of development stages and technology types. CTV catalyzes growth for its portfolio companies by providing equity capital, management expertise, and connectivity to the broad and diverse Exelon commercial enterprise.



Scott is the Managing Director of CTV. In this role, Scott oversees the CTV investing strategy, the management of the CTV portfolio and the commercialization of new energy technologies within the Exelon commercial platform. Curtis joined Constellation Technology Ventures in 2015 and is primarily responsible for sourcing, analyzing, and structuring new investments, and supporting the growth of the CTV portfolio.



Cottonwood Technology Fund

David Blivin ★

<http://www.cottonwood.vc/>

Cottonwood invests in founding stage/pre-seed IP based companies across all industries including materials, chemistry, energy, photonics and robotics. We focus on companies based in our primary regions of southwest US and northern Europe.



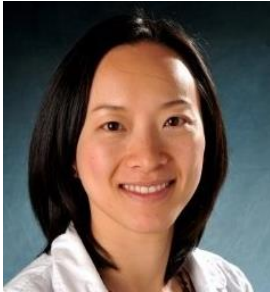
CPP Investment Board

Tanuj Dutta, Steven Bell, Rahul Bhalodia, and Etienne Middleton

<https://cppib.com/>

The Canada Pension Plan Investment Board (“CPPIB” or “CPP Investment Board”) is a professional investment management organization that invests the assets of the Canada Pension Plan (CPP). We operate at arm’s length from government and the management team reports to an independent, professional board of directors. CPPIB’s total assets under management are C\$368.5 billion as of December 31, 2018, with approximately half of its funds invested in active investing programs. The Energy and Resources (“E&R”) Team at CPPIB has traditionally completed direct equity investments (with ownership ranging from 20% to 100%) in real assets, or companies focused in the oil and gas, energy midstream, merchant power & LNG, metals & mining, and refining and petrochemicals industries. The E&R Team currently manages ~C\$12 billion of assets and plans to grow to more than C\$20 billion by 2025.

The E&R team established the Innovation, Technology, and Services (“ITS”) strategy in October 2018, following an in-depth review of innovative investments and emerging technologies in its portfolio. This strategy focuses on venture capital or growth equity investments across the energy value chain, with a key focus across several different industries: water and waste, materials and fuels, carbon capture, electricity (transmission, distribution, storage, etc.), and oil and gas processes and services. The minimum size for investments is C\$20 million, and the team plans to participate in syndicated financing rounds initially.



CrestoneStar Consulting

Eva Yao ★ (Emerging Markets Day only)

<https://www.linkedin.com/in/xinyao/>

CrestoneStar Consulting provides advisory and implementation services to cleantech and environmental tech companies with U.S.-China cross border business needs such as market entry, product design, strategy, negotiation, and partnership.



Cyclotron Road

Nikhil Gargeya

<https://www.cyclotronroad.org/>

Cyclotron Road is a fellowship program that hosts entrepreneurial scientists at Lawrence Berkeley National Lab for 2 years as they take their ventures from concept to first product. We look for extraordinary scientists with a vision for global market impact in areas like energy, electronics, manufacturing and materials. Fellows receive a stipend, non-dilutive R&D funding, access to facilities and expertise at LBNL and UC Berkeley and program team support in building their business.

In supporting our Fellows, we have developed open tools for technical founders including the Founder's Playbook, the Simple Partnership Agreement (SIPA) for startup-corporate collaboration, and Technomics, a guide to technoeconomic modeling. Come chat with me to learn more about these tools and the opportunity to apply!



Denver Economic Development & Opportunity – Global Business Development

Stephanie Garnica & Timothy Martinez ★ (Emerging Markets Day only)

<https://bit.ly/2sLQhVd/>

No longer is incubating high-growth American companies the coveted, exclusive claim of Silicon Valley and Boston. Denver is one of a handful of exciting urban centers of innovation emerging around the U.S. and globally as well, connecting the spark of ideas with capital to launch tomorrow’s businesses. We have an abundance of the critical ingredients for a fertile innovation climate, and the amazing qualities that make Colorado unique and a preferred place to live and work all are in play. The Denver Office of Economic Development (OED) builds Denver's capacity to engage in global markets and promote Denver as a thriving and dynamic global hub of activity.



Stephanie Garnica is the Director of Global Business Development at OED. Tim Martinez works in the Global Business Development team and has developed a landing pad/launch pad program to support startups to expand in/out of Denver.



Department of Defense – Energy Test Bed (ESTCP)

Tim Tetreault

The Environmental Security Technology Certification Program (ESTCP) is one of the Department of Defense’s environmental and installation energy research programs harnessing the latest science and technology to improve DoD’s environmental and installation energy performance, reduce costs, and enhance and sustain mission capabilities. ESTCP funds demonstration projects to validate technology cost and performance with the ultimate goal to transition successful technology to implementation and regulatory acceptance. We issue annual solicitations covering a wide array of installation and building energy technologies ranging from advance HVAC components and lighting technology to microgrid components and technologies that secure energy systems from cyber-attack.



DSM Venturing

Luda Kopeikina

<https://www.dsm.com/>

DSM is a multibillion-dollar global material science company in nutrition, health and sustainable living. One of DSM businesses' is Advanced Solar, leading the market in anti-reflective coating, back sheet and electro-conductive back sheet materials. DSM Venturing invests in start-ups that can increase the performance of solar panels or provide data analytics about solar parks performance.



E.ON

Conor Clifford

<https://eon.com/>

E.ON is an international privately-owned energy company, providing and operating energy-related services and solutions to residential customers, businesses of all sizes (commercial and industrial), towns and cities. SCI (Scouting and Co-Investments) is E.ON's Corporate Venture Capital unit which has been operating for approx. 5 years, and made over 20 investments. SCI primarily invests in early/mid-stage companies with demonstrated commercial traction, and products and business models that have a strategic fit with our operating business. SCI acts as investor, and commercial development partner between the start-up and our operating businesses. Usual ticket size: \$1 – 5M, plus follow-ons.



EDF INC

Osama Idrees ★

<http://www.edf-innovation-lab.com/>

EDF (Électricité de France) is a global, integrated energy company, one of the world's largest electricity producers, and the largest renewable energy producer in Europe. EDF Innovation Lab's mission is twofold: first, to explore, analyze and research trends and disruptive technologies for EDF Group in North America, leveraging the innovation of Silicon Valley and building on local partnerships; and second, to develop and test new markets, innovative businesses and services, to support EDF Group's growth in decentralized, data-driven and low-carbon energy sectors.

Osama Idrees joined the EDF Innovation Lab in 2018 as a Principal on the Open Innovation team to support technology scouting for EDF business units, manage partnerships and to assist in accelerating new business development.



Electric Power Research Institute (EPRI)

Stephen Stella ★

<https://www.epri.com/>

The Electric Power Research Institute (EPRI) conducts research, development, and demonstration projects for the benefit of the public in the United States and internationally. As an independent, nonprofit organization for public interest energy and environmental research, we focus on electricity generation, delivery, and use in collaboration with the electricity sector, its stakeholders and others to enhance the quality of life by making electric power safe, reliable, affordable, and environmentally responsible.

Stephen is tasked with looking for early-stage startups and technology developers to identify collaborative opportunities for EPRI-funded demonstration and pilot products.



EMS Capital

Stanley Sakai

<http://emscapitalco.com/>

We believe that while much of the green innovation happens in the US, the market for scaling is in China and a highly trusted and capable partner is needed for crossing this divide. We also know that many such investors have tried and most have not been that successful--i.e., what we are doing is not easy and it starts with quality relationships first. We invest in early growth stage companies who have technologies or products that will enhance the transition to de-carbonized energy or otherwise protects the environment. We have three investment criteria: i) differentiated/unique technology or products; ii) mutual confidence that we can help build a meaningful presence for the Co in China; and iii) our relationship with the management team. We are actively investing and each of our portfolio companies are now showing progress in China.



Energy Foundry

Jason Blumberg

<http://www.energyfoundry.com/>

We invest in companies that solve real problems with disruptive, rapidly scalable business models. We're looking for results-driven teams, transformational technologies or business models that solve real pain points for customers, clear go-to-market plans for capturing a leadership position in large or high-growth markets, and a value proposition that's grounded in sound economics.



Energy Impact Partners

Cassie Bowe

<https://www.energyimpactpartners.com/>

Cassie is a Vice President at Energy Impact Partners where she works on investments across sectors but with a focus on transportation and mobility. EIP is a \$680m venture fund investing in energy and adjacent industries that is backed by 14 global utilities and energy companies. Prior to joining EIP, she worked for 5 years at SunPower, one of the largest global solar companies, in policy and strategy. She has also gained operating experience at energy storage, micro-grid and energy asset management startups in business development and finance roles. Cassie holds an MBA from the Stanford Graduate School of Business, a BA in Economics from Harvard University, and was selected for Forbes 30 Under 30 in Energy (2018).



Energy Innovation

Veery Maxwell

<https://energyinnovation.org/>

Energy Innovation is an energy and environmental firm, delivering high-quality research and original analysis to policymakers to inform them on energy policy. Veery is a Director at Energy Innovation, where she helps clients achieve their goals in climate and energy philanthropy. Veery is a member of the California Bar, earning her J.D. degree with honors from UC Hastings School of the Law, focusing on environmental issues. Veery earned her B.A. degree magna cum laude from Georgetown University, majoring in finance and international business. Previously, Veery worked for The Nature Conservancy, ClimateWorks Foundation, and Union Pacific.



EnerTech Capital

Dean Sciorillo

<https://www.enertechcapital.com/>

EnerTech Capital invests in early, mid and growth stage companies in the Energy, Power, Cleantech, Utility, and Industrial Sectors. Dean has been investing in energy and clean energy companies and projects for 12 years. Dean joined EnerTech in 2004 and is responsible for sourcing, diligencing and working with EnerTech portfolio companies. Prior to joining EnerTech, Dean spent 15 years with Exelon Corporation most recently in the corporate venture capital group. Prior to that, he was a Business Planning Manager focusing on the long term strategic and financial planning of the Enterprises Business Unit and worked closely with the retail energy, telecommunication and utility infrastructure businesses. Earlier in his career, he held financial positions with several start-up businesses of Exelon including the company's energy management and consulting practice and onsite energy services business.



Enverra Capital

Jack Cottrill ★

<https://www.enverra.com/>

Enverra is an investment banking, strategic advisory and project development firm that supports leading businesses and governments in their efforts to drive innovation and create economic opportunity. Our firm focuses on the energy, resources, infrastructure and technology sectors where smart solutions are needed to improve efficiency and support the needs of a growing population. We help organizations in these sectors to meet their financial and execution challenges by offering diversified capabilities in the areas of capital formation, mergers and acquisitions advisory, business development, senior-level policy consulting and government affairs support. Enverra is headquartered in Washington, DC, with partners and staff located in the United States, Europe, Africa and Asia.

Jack Cottrill joined Enverra Capital in October 2015. Prior to Enverra, he served as an Analyst in the Mergers & Acquisitions Group at Wells Fargo Securities and a Summer Analyst at Arlington Capital Advisors. Jack graduated with honors from Washington and Lee University with a degree in Accounting and Business Administration.



Evergy Ventures

Dennis Odell

<http://evergyventures.com/>

At Evergy Ventures, our door is always open to innovative and progressive companies within the energy value chain. The electricity sector is undergoing profound transformations enabled by new emerging technologies. These new technologies have the potential to decarbonize and democratize the energy value chain in ways that can help humans thrive. We invest in companies that make these technologies more accessible, cheaper, more efficient, and connected for our utility as well as our customers.

Our strongest partnerships come from growth equity investments in revenue-generating businesses that are primed for expansion and could benefit from a well-capitalized strategic partner with deep industry knowledge.



Evok Innovations

Mike Biddle

<http://www.evokinnovations.com/>

Evok Innovations is a unique entrepreneur-led cleantech fund that accelerates the development and commercialization of solutions to the most pressing environmental and economic challenges facing the oil and gas sector today. We protect the environment and strengthen the economy by investing in the commercialization of clean technology.

Evok offers mentorship and customer access for early-stage clean technology companies while accelerating the development and commercialization of breakthrough solutions for strategic partners. We offer entrepreneurs access to major customers, subject matter experts, and opportunities to pilot and demonstrate innovative technologies. Evok is uniquely positioned to drive the commercialization of clean technologies and the large-scale adoption of solutions to the most critical economic and environmental challenges of the energy industry.



FACTOR[e] Ventures

Morgan DeFoort & Amanda DelCore ★

<http://www.factor.com/>



We are a venture development firm with a mission to improve lives in the developing world through increased access to sustainable energy and related services. We support early stage entrepreneurs through a unique blend of risk capital and world-class technical resources. We find, validate, fund, de-risk, and grow a rich pipeline of social ventures that aim to solve profound global problems.



Dr. Morgan DeFoort is the co-founder and Managing Principal of Factor[e] Ventures. He has a background in technology development and entrepreneurship. Before starting Factor[e], Morgan was a Co-Director of the Energy Institute at Colorado State University, leading R&D programs in a wide range of technology areas including engine systems, biofuels, and cookstoves.

Amanda is an Associate at FACTOR[e] Ventures. She applies her scientific background and experience with a wide array of technologies to perform due diligence, advance internal projects, and provide technical services for portfolio companies. Previously, Amanda worked as an environmental consultant for a multi-national organization where she consistently worked in the power, agricultural, and pharmaceutical sectors.

First Green Partners

Tom Erickson



First Green Partners is an early-stage investment firm focused on building companies that commercialize industrial technologies in energy, materials, and food. FGP pursues opportunities that generate resource efficiency, have advantaged feedstocks, improve product performance, or provide supply chain transparency. Tom Erickson is a venture capitalist and former research analyst in the technology space.



Foresight

Jeanette Jackson ★

<https://foresightcac.com/>

Jeanette took on the role of Managing Director at Foresight in August 2018 after 3.5 years as an EiR, mentoring over 25 of Foresight’s client companies. Jeanette is an entrepreneur and business strategist with broad-based experience in business development, marketing, operations, and finance. With local clean-tech company, Light-Based Technologies, Jeanette held the position of founding CEO. She successfully raised millions in investment funding, established partnerships to maximize revenue potential, led cross-functional teams to deliver real results, and engaged experts to develop highly functional advisory teams and boards of directors. As President of The Brag Company, a combination of online and retail product distribution for smart and luxurious products, Jeanette oversaw the complete restructuring of the business. This included growth in local and international sales, engaging outsource partners to better manage business costs, launching new product and services, and developing a comprehensive plan for the next stage of growth.



Free Radical Ventures

Jim Thorson

<http://www.freeradicalventures.com>

Free Radical Ventures works alone or with preferred partners to provide Seed Stage funding and guidance to emerging energy technology firms. We help fill the niche between initial startup and Growth or Series A funding. We have affinity for software, capital-light technologies, and data (unique data sets, analysis, and gathering methods).

Jim is Principal of Free Radical Ventures in Denver, CO, and is concurrently a founding partner of Pronghorn Operating, LLC, a private, Denver-based oil and gas operator. Jim spent 12 years with Shell Oil in Houston and New Orleans in exploration, development, and applied technology roles. After returning to Denver, Jim joined and then founded and grew firms focused on exploration prospect and play generation and execution in the Gulf of Mexico and onshore unconventional plays.

He entered seed-stage energy technology funding as an outgrowth of direct energy investments. He sees a beneficial parallel between oil and gas exploration and early-stage technology development, with success in each relying on analog calibration, carefully discerning and mitigating uncertainty, and portfolio aggregation for risk reduction.



Hamilton Clark Sustainable Capital

John McKenna

<https://www.hamiltonclark.com/>

We are a 30-year old, FINRA-member investment bank, focused on assisting private and public companies in their efforts to raise equity, debt, and project financing. In addition, we have a very active M&A practice with strong ties to strategic acquirers, investors and private equity firms.

We were originally organized in Houston in 1990, specializing in the field of oil and gas, power and alternative energy technologies. In 1997 assets of the firm were sold to Price Waterhouse LLP, and we later became the energy investment banking division of PricewaterhouseCoopers Securities. In 2003 we repurchased our broker-dealer business and currently have eight Managing Directors located in Boston, New York, Washington, DC, St. Louis, Houston and San Francisco.

Over the past 30 years we have been privileged to work with management teams and Boards of Directors who seek to change the world through innovative and sustainable technologies. Our general transaction size ranges from \$5,000,000 to \$100,000,000. In our 125+ prior assignments our compensation formula has always been geared to successful completion of a transaction.

Typical Engagement Criteria:

- Small and mid-sized companies
- Generally early-stage, pre-EBITDA
- Technology driven spinoffs from universities
- Private equity, debt, project financing, M&A

Industry Focus:

- Sustainable technologies
- Energy, alternative energy, renewables
- Ag-tech, food-tech, synthetic biology
- Biobased products



Individual Investor

Georges Sassine

<https://www.linkedin.com/in/georgessassine/>

Georges is looking for game changing/moonshot energy and climate entrepreneurs that require long-term patient capital.

- Tri-sector leader driven to solve large scale problems by leveraging the strength of all sectors - business, government, and civil society.
- 10+ years in the global energy industry with experiences in engineering, product management, marketing, business development, thought leadership, public policy, business and investment strategy, innovation and entrepreneurship.
- Communication and storytelling enthusiast: TEDx talk, published in the Financial Times, Huffington Post, CNN, and others.



innogy New Ventures LLC

Stefan Padberg

<https://innovationhub.innogy.com/>

Energy grids are no longer one-way streets - leading from centrally located power station to a consumers. They are transforming to an interconnected web of devices such as solar panels, battery storage, electric vehicles and many more decentral energy resources. Grid management with this level of complexity requires high levels of automation as it becomes too complex to manage in the traditional way. innogy New Ventures works with and invests into startups that actively help shape this new energy world. We work with a portfolio of more than 60 startups as of today and continuously expand this network. innogy New Ventures is also a founding member of the Free Electrons program, the first global energy startup program.



Innosphere

Mark Gorham

<https://innosphere.org/>

Mark Gorham is the Program Director of Cleantech, Energy, and Advanced Materials at Innosphere. The Innosphere Fund invests in Colorado-based science and technology companies that are part of the Innosphere program. Particular interest is in companies who fit the Early Exit criteria.



IP Group

Scott Forbes & Chris Klasen

<https://www.ipgroupplc.com>

IP Group partners with national labs and universities to invest in early stage, high-potential technologies. We achieve this by systematically helping to create, build and support outstanding intellectual property-based companies. We support our portfolio companies with:



- Financial capital from our balance sheet and also from funds that we manage on behalf of others
- Strategic and commercial expertise
- Executive search and development
- Corporate finance and capital raising
- A range of administrative services



Kairos Ventures

Josh Palmer

<https://www.kairosventures.com/>

Kairos Ventures invests in groundbreaking research originating from the top minds of academia and industry with the potential of creating world-changing companies. We back the best scientists, engineers and entrepreneurs and help them transform their discoveries into viable businesses as quickly as possible. We invest early, often during the formative stages of a company. Depending on the stage of development, and the capital requirements of each venture, we make investments between \$150,000 and \$20 Million. In addition, we leverage our expertise and extensive network of professionals specializing in all disciplines required to build a successful company, including legal, finance, marketing, operations, business development and HR. Ultimately, what unites us with the founders of our portfolio companies is the belief that world class scientists, backed by the right investors, can have a significant impact on our world.



Kilpatrick Townsend & Stockton LLP

David Hsu

<https://www.kilpatricktownsend.com/>

Kilpatrick Townsend’s intellectual property practice offers the full complement of IP procurement, counseling, and litigation. Our practice covers all facets of patent law to protect, enforce, and monetize IP assets. We have one of the largest patent practices in the United States with over 40 attorneys with PhDs covering a range of energy technologies. Our patent practice is frequently recognized by in-house counsel and independent ranking services.



LG Innovation Ventures

Henry Chung

<https://www.lg.com/us/>

Henry Chung is Vice President of Corporate Venture Capital at LG Innovation Ventures. LG Innovation Ventures strategically invests in early-mid stage hardware and software companies in support of existing businesses and research and for pathfinding new business areas.



Lupine Growth Advisors

Gerd Goette

Gerd works with startups and VCs in an advisor and board capacity. He recently launched Lupine Growth Advisors, after almost 18 years as venture investor at Siemens Venture Capital/Next47. Gerd also serves on the Investor Advisory Board of the National Renewable Energy Laboratory (NREL).

With over 30 years of worldwide industry experience, he combines strong technical background with wide-ranging operational skills. Earlier in his career, Gerd held the position of Vice President and Head of CableTV Solutions in Siemens Information and Communication Networks. His managerial and operating expertise stems from earlier focus on R&D, system integration, product line management, technical sales support, project management and general management in the fields of telecommunication equipment and solutions. Gerd received a master’s degree in electrical engineering (Dipl. Ing.) from Technical University Darmstadt, Germany.



Metro Denver EDC & Colorado OEDIT

Lisa Hough, Max Nathanson, and Katie Woslager ★

Please request meetings with Lisa Hough at the Industry Growth Forum and Max Nathanson at Emerging Markets Day.

Metro Denver Economic Development Corp. helps businesses relocate or grow across Colorado by providing assistance with location searches, talent research and local connections to 70 county and city partners.



The Colorado Office of Economic Development and International Trade (OEDIT) works with statewide partners to create a positive business climate that encourages dynamic economic development and sustainable job growth. Under the leadership of Governor Jared Polis, we strive to advance the state’s economy through financial and technical assistance in support of local and regional economic development activities throughout Colorado. OEDIT utilizes a data driven approach to recruit, support and retain companies and businesses that contribute to a robust and diversified economy and that provide the right jobs for Colorado.



Lisa Hough oversees strategic initiatives for the Metro Denver EDC. She is the Director of the Colorado Resource Council (CRC) which brings together leaders from natural resources, renewable resources and intellectual resources focused on maintaining and growing Colorado’s diverse resource economy.

Max Nathanson serves as Global Business Manager in the Colorado Office of Economic Development and International Trade. His industry portfolio includes energy and natural resources, technology, infrastructure, outdoor recreation, food and agriculture, and advanced manufacturing, and his geographic remit includes Europe and Latin America.

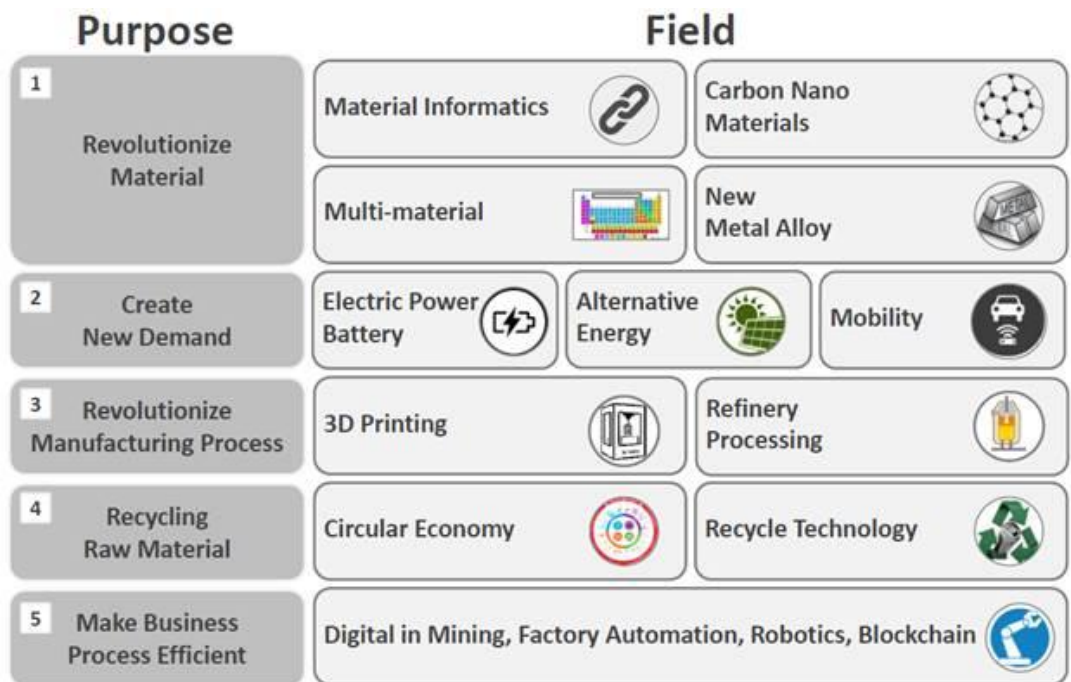
An advocate for innovators and entrepreneurs, *Katie Woslager* leads the Advanced Industries Accelerator program for the Colorado Office of Economic Development and International Trade. As Senior Manager she helps develop early stage and start-up Colorado companies in seven industry verticals which includes Aerospace, Advanced Manufacturing, Bioscience, Electronics, Energy and Natural Resources/Cleantech, Infrastructure Engineering and Information Technology. She works to enhance the State’s advanced industries through partnerships with Colorado University Technology Transfer Offices, Federal Labs and Advanced Industry stakeholders.



Mitsubishi Corporation

Yusuke Tsuji ★

Yusuke is the Manager of the Business Incubation Unit for Mitsubishi Corporation. While the graphic below covers his complete investment scope, he is especially interested in carbon management (including carbon capture utilization) and hydrogen-related technologies.





MXV Ventures

John Meissner ★

MXV stands for critical mass times velocity...that's how you get momentum. We're not big on phrases like "investment thesis" or traditional definitions of incubators, accelerators, or startup advisory firms. We ARE a bunch of entrepreneurs and cleantech true believers who want to find the best ways to bring clean energy and sustainability technologies to market. Our leadership team has unlocked over \$5B in public/private value for our clients over the past 15 years, and we are now turning our gaze to early stage innovators. Critical mass comes from our extensive network of corporate, strategic, and research partners who want to evolve their organizations to incorporate clean energy and sustainability technologies. We impart velocity by providing tailored commercial and technical services suited to specific company needs. This may include government grants, customer interviews, partners pitches, business operations support, or product development. We are seeking partners, not simply investments.



National Grid Ventures

Swati Dasgupta & Jon Glass (2 tables)

<https://www.nationalgrid.com/>

National Grid Partners is the utility industry's first Silicon Valley-based VC & innovation firm. NGP invests in the potential of energy with a provocative vision to define a smarter and more renewable energy future. It was created to help National Grid disrupt itself; and lead company-wide innovation efforts beyond the edge of possible, to inspire and propel the IT & energy systems of tomorrow.



Swati has been driving growth for large technology incumbents through corporate venturing and external innovation for nearly 20 years. Her focus area is digitalization – the intersection of AI, IOT, Cloud, mobile, cybersecurity and industrial and energy systems. She is currently Director of Business Development at National Grid Partners, where she helps portfolio companies scale up by working with both National Grid businesses and the broader energy and industrial ecosystem.

Jon has over twenty years of executive experience in corporate development, corporate venture investing, technology commercialization, new business creation, product development and IP licensing. He has led strategic transactions in the technology, industrial, and financial services sectors across North America, Latin America, Europe, Asia, Africa and Australia.



National Renewable Energy Laboratory, International Programs

Ron Benioff ★ (Emerging Markets Day only)

Ron is Laboratory Program Manager for International Programs at the National Renewable Energy Laboratory. In this capacity, he leads NREL’s science and technology and analysis cooperation in support of U.S. government programs and with research institutes, governments, international agencies, foundations, and other partners around the world. He also serves as Executive Director of the LEDS Global Partnership where he guides activities of the partnership across the regional platforms, topical working groups, and more than 300 member institutions. In addition, he manages NREL’s work in support of various Clean Energy Ministerial initiatives, including the Clean Energy Solutions Center providing clean energy policy resources, expert advice, and training to countries around the world. Along with leading NREL’s International Programs, Ron has served as manager of the lab’s analysis and state and local programs. Prior to joining NREL in 1997, he worked at the U.S. Environmental Protection Agency for 11 years on climate change and waste management issues.



New Energy Fund II, LP

Olushola Ashiru & Mark Cox

<http://www.newenergyfund2.com/>

New Energy Fund II is a private equity investment vehicle designed to find optimal yields based on long term cash flows from offtake agreements such as power purchase agreements, from renewable energy projects in stable economies. The fund will invest in projects that use commercial, proven, renewable energy technologies including solar, wind, geothermal, hydro, storage, combined heat & power (CHP), biofuel technologies (i.e. anaerobic digestion), biomass technologies (i.e. pelletization) etc.



Unsubsidized renewable energy technology is cheaper than subsidized fossil fuel energy in a growing geography of the world. The fund intends to capitalize on the growing margins offered in these locations.



NextCorps, Inc.

Mike Riedlinger ★

<https://scaleup.nextcorps.org/>

Hardware Scaleup accelerates time to market for CleanTech hardware startups that seek to scale from prototype stage to mass production.

Program participants receive guidance and individualized support over a 12 to 18 month period for working with engineering resources and manufacturers in a structured process. Program staff work with participants to design projects that progressively improve manufacturing and business readiness for high-volume production.

A range of funding programs are used to aide participants in scaling production and to assist with organizational development of their startup.

Participating companies must have a presence in New York State, have a working prototype device along with detailed understanding of customer needs and be committed to bringing cleantech hardware products to market in volume.



NYSERDA

Nicholas Querques

<https://www.nyserderda.ny.gov/>

Nicholas Querques is Program Manager for Technology to Market at NYSERDA, the New York State Energy Research and Development Authority. NYSERDA advances innovative energy solutions in ways that improve New York's economy and environment. Nick leads the Technology to Market team at NYSERDA where he is directly responsible for a \$130 million portfolio of innovation, technology development, and investment programs targeted to entrepreneurs, innovators, and early-stage companies in the energy space. Nick's team is driving New York's efforts to deploy world-class clean energy innovation assets throughout the state and accelerate the time to market for NYSERDA's portfolio companies. Nick joined NYSERDA in 2014 as a Project Manager with the former Innovation Capacity and Business Development team.

Prior to NYSERDA, Nick was Assistant Vice President for Clean Energy Programs at SUNY Polytechnic Institute's Colleges of Nanoscale Science and Engineering. In 2010, he co-founded MICROrganic Technologies, a biotechnology startup that is commercializing microbial fuel cell technologies for wastewater treatment applications.

Nick holds a BS in finance and management magna cum laude and an MBA in information technology and nanotechnology from the University at Albany.



Ørsted Ventures

James Sun

<https://orsted.com/>

Ørsted Ventures looks for innovative high-growth start-ups that can support our businesses to realise our vision of helping the world run on 100% green energy.



Pangaea Ventures

Matthew Cohen

<https://www.pangaeaventures.com/>

Pangaea's mission is to deliver returns to our investors by investing in entrepreneurs that use advanced materials to make our world better.

Pangaea aims to make the world a better place by investing in highly innovative entrepreneurs, operating lean, capital-efficient businesses enabled by breakthroughs in advanced materials. We are focused on maximizing the value we deliver to our partners, investors, and portfolio companies, while maintaining the highest standard of integrity.



Perkins Coie LLP

John Pierce ★ (Emerging Markets Day only)

<https://www.perkinscoie.com/>

Focused on the development and financing of energy and infrastructure projects, partner John Pierce represents clients in connection with power generation projects fueled by an array of traditional, renewable, and unconventional energy sources. John has worked on projects throughout Asia, Latin America, North America, South and Southeast Asia, China, Africa and the Middle East.

His recent project counsel includes the development of utility-scale solar projects in the United States, the Caribbean, Southeast Asia and Northeast Asia, including advising a major Jones Act shipper on LNG procurement and supply for fleets serving Alaska, Hawaii and Puerto Rico from Washington and Florida, counseling on the procurement of more than 15 mmt of U.S.-originated LNG for consumption in Asia, advising on the development and financing of a 400 MW wind farm in West Texas, two 300 MW solar projects in Texas, primary counsel on a 1,000 MW offshore wind farm in Morro Bay, California, a 700+ MW offshore wind farm in Hawaii, a variety of PV solar and battery storage systems, the development of utility-scale solar thermal for steam injection projects in oil production fields, as well as electric vehicle infrastructure and renewable hydrogen production technologies. John's vast energy project experience includes:

- Oil and Gas Exploration and Production (mostly international)
- Wind (onshore and offshore)
- Solar (photovoltaic, concentrated and thermal)
- Energy storage (batteries, pump storage, gas densification)
- Geothermal (various thermal conversion technologies, exploration and production, enhanced geothermal, mineral extraction from brine (such as lithium))
- Hydroelectric (small-scale, run of river)
- Ocean thermal (OTEC) and related district cooling projects (seawater air conditioning)
- Biomass power and fuels (woody, green, algal, waste (MSW))
- Biomass to hydrocarbons, biogas (landfill gas, waste water methane, anaerobic digestion), syngas and alternative fuels
- Alternative energy experience also includes production facilities for ethanol, advanced biofuels such as biodiesel and bio jet, as well as representation of advanced biomaterials producers.



Persistent

Eda Henries ★ (Emerging Markets Day only)

<https://persistent.energy/>

Persistent is a venture builder that provides early stage capital and deep operational support to early stage companies in the distributed energy and other essential services.

We invest in ventures that meet or enable businesses to meet all of the following criteria:

- Use commercial discipline to deliver sustainable socio-economic impact
- Use and promote clean energy
- Serve customers in underserved emerging markets
- Provide essential products and services to households and businesses
- Are at an early stage



Posit Partners

Maia Nilsson & Hollie Rogin (2 tables)

<https://www.positpartners.com/>

Sign up for a complimentary 30-minute consultation to practice your pitch.

Posit Partners provides defensible and actionable positioning, brand messaging, and creative platforms based on sound strategy and clearly defined goals. Their seasoned team brings to each engagement a unique combination of technology marketing experience, B2B brand positioning expertise and a passion for conveying the potential power of game-changing technologies and business models.



Maia Nilsson has more than 20 years of agency and client-side experience as a strategist and creative director with a focus on brand positioning and thought leadership. Hollie Rogin has 20 years of experience as a copywriter, information architect and messaging strategist with a focus on business-to-business technology.



Potential Energy DC

Dave McCarthy ★ (Emerging Markets Day only)

<http://www.potentialenergydc.org/>

VALUE PROPOSITION:

- ▶ I deliver solid results as an Investment Analyst, with a history of experience as an entrepreneur and key advisor to early stage Renewable/Sustainable energy companies.
- ▶ My success is driven by my ability to build highly effective strategies that evaluate the viability and potential of startups, providing guidance on investments with the greatest ROI potential.

SUMMARY:

- ▶ Engaging Investment Analyst possessing a winning blend of subject matter expertise and experience in start-up/entrepreneurial matters. Skilled in advising clients on all aspects of angel financing and M&A.
- ▶ Leverages a unique mix of visionary, strategic, operations and analytical expertise to consistently exceed performance goals.

LEADERSHIP HIGHLIGHTS:

- ★ Presently manages the legal and financial responsibilities associated with closing financing transactions for energy startups in the Washington DC metropolitan region.
- ★ Designed an investment thesis and developed an investment vehicle suitable to meet the needs of early-stage companies and investors.
- ★ Prior successes include the leadership of business development initiatives at a webcasting/video production company, building business with companies, nonprofit organizations, and government agencies.



Power Africa

Raul Flores ★ (Emerging Markets Day only)

<https://www.usaid.gov/powerafrica/>

Power Africa is a U.S. Government-led partnership coordinated by the U.S. Agency for International Development (USAID). Launched in June 2013, Power Africa brings together the technical capacities, capabilities, resources, and programs of 12 U.S. Government Departments and Agencies and 18 international development partners to provide market-driven solutions to advance the goals of the Electrify Africa Act of 2015, to catalyze small businesses, the power industry, and bring electricity to millions of people for the first time.



Powerhouse

Emily Fritze

<https://powerhouse.fund/>

Powerhouse Ventures backs seed stage startups building solutions to enable an energy system that is decarbonized, decentralized, democratized, and digitized. Powerhouse Ventures supports entrepreneurs harnessing the latest in digital technology and business model innovation to advance renewable generation, storage, energy efficiency, demand response, grid modernization, mobility, microgrids, and resiliency in domestic and global markets.



Prelude Ventures

Tim Woodward

<https://www.preludeventures.com/>

We partner with inspired entrepreneurs who share our passion for technology innovation as a means to reduce global CO2 and believe that the best way to truly make a difference is to build successful companies.

As investors, entrepreneurs and operators, we know that scale and velocity are required for big outcomes. Big outcomes require a flexible partner with experience to navigate the hurdles of fast-growing companies and the vision and capital to see them through.



Qomo Capital Partners

Fred Chang ★ (Emerging Markets Day only)

<https://www.linkedin.com/in/fred-chang-17049/>

Fred Chang is managing director of Shanghai-based Qomo Capital Partners, a venture capital firm and incubator/accelerator specializing in cross-border investing in sustainability and cleantech.

China is a great place to commercialize cleantech technologies: the market is large, but it doesn't have its own indigenous technologies, so they must be sourced from outside. Fred would be delighted to meet companies that may have interest in China.

Qomo has a unique approach to help emerging tech companies safely scale-up in China using our 'Sherpa' services model, serving as experienced and trusted guides also willing to do the heavy lifting as we make the ascent up the mountain.



Quantum Energy Partners

Gabriel Alonso

<http://www.quantumep.com/>

Founded in 1998, Quantum Energy Partners is a leading provider of private equity capital to the global energy industry. Quantum is headquartered in Houston, Texas and is led by a group of energy professionals. Quantum's investment team includes leading industry and technical talent that actively supports the sourcing, diligence and stewardship of existing portfolio companies and new opportunities for Quantum. Quantum seeks to make investments across the entire energy ecosystem (Services, power, mobility, renewables, and technology) and take advantage of innovative and high-growth opportunities arising from the global energy transition.

Gabriel Alonso is an Executive in Residence for Quantum Energy Partners. Gabriel is a 20-year veteran of the clean energy industry with experience in North & South America, Europe and North Africa. Prior to joining Quantum, he served as CEO of EDP Renewables North America, the fourth largest producer of renewable energy in North America. Gabriel also co-directed the Initial Public Offering of EDP Renovaveis S.A. in 2008. During his time as the leader of EDPR in North America, he expanded the operating portfolio more than eightfold from 700 MW of wind energy projects in the U.S. in 2007 to approx. 6,000 MW of wind and solar energy projects in the U.S., Mexico, and Canada. Gabriel served for 9 years on the Executive Committee and Board of the American Wind Energy Association and chaired its Board of Directors from 2012-2013. He was selected by Windpower Monthly Magazine as a Top 10 member within the list of the Most Influential Executives in the wind energy industry worldwide.



RenewableTech Ventures

Sarah Applebaum, Rose Maizner, and Todd Stevens (2 tables)

<http://www.renewablevc.com/>

RenewableTech Ventures is committed to creating exceptional returns for both the entrepreneurs we invest in and our fund investors. These exceptional returns are achieved by investing in early stage and growth stage energy innovations in renewable energy, clean technology, energy conservation, green materials and other clean technologies.



Our investment activity is focused in the Rocky Mountain region of Canada and the United States. This region is an area rich in energy and technology resources and is an underserved region for venture capital. While located in the Rocky Mountain region, we welcome the opportunity to talk with entrepreneurs located throughout Canada and the United States.



Through our 80 years of combined venture capital, clean tech and entrepreneurial experience we have funded and helped dozens of successful companies. Our investment philosophy is centered in helping the entrepreneur succeed and by doing so, our investment and venture fund also succeeds. RenewableTech Ventures provides capital, market intelligence, active board representation and an exceptional international network of industry contacts, technology leaders and co-investors.



RMI Ventures

Cyril Yee

<http://rmi.org/>

The Rocky Mountain Institute is starting an integrated accelerator and VC fund to provide capital and business support to leading cleantech startups. Our focus is on the prototype-to-commercialization stages of cleantech development, where RMI's expertise, knowledge of energy markets, and network of corporates and governments are most beneficial to business-building. Funding will support all stages of startup development from pre-seed to Series A/B/C.



Rockies Impact Fund

Dave Harris

<http://rockiesimpactfund.com/>

The Rockies Impact Fund (RIF) aims to invest in companies with environmental, social or economic development impact in the equities of seed and early stage companies which have high potential for value appreciation and a clear path to a successful investor exit, thus resulting in above average returns compared to other impact funds.

The fund has a relationship with the Rockies Venture Club, the longest running and one of the most active angel investing groups in the U.S. This provides RIF with a significant regional deal-flow and co-investment opportunities.



SABIC Ventures

Jay Amarasekera ★

<https://www.sabic.com/>

Dr. Jay Amarasekera is a Senior Manager attached SABIC Ventures, the corporate venture arm of Saudi Basic Industries Corporation which is one of the world's top petrochemical companies. Its businesses are grouped into Chemicals, Polymers, Specialties, Agri-nutrients and Metals. The company has more than 35,000 employees worldwide and operates in more than 50 countries, with innovation hubs in five key geographies – USA, Europe, Middle East, South East Asia and North East Asia.

Jay is looking to invest and/or partner in new and evolving technologies to support the growth of current and future businesses of the company.



SF Advisors

Steve Foster

<https://www.linkedin.com/in/stevefoster5/>

Steve is an angel investor and advisor to both corporate and financial venture investment capital investment firms focused on energy and industrial technology innovation. He helps startups hone their strategy, tell their story and identify appropriate investors.



Sidewalk Labs

Michael DeLucia

<https://sidewalklabs.com/>

Sidewalk Labs is Alphabet's urban innovation platform, seeking to invest in, among other elements of its program, advanced electric and thermal grid technology to reach key sustainability and affordability objectives.



Siemens/Dresser-Rand

Harry Miller & Joe Williams

<https://new.siemens.com/>

Dresser-Rand seeks technologies, materials, and tools to improve our equipment's performance and capabilities, as well as technologies to extend into new markets, improve processes, and reduce environmental impact.

Harry Miller is a strategic investor for later stage technologies that fit Dresser-Rand's corporate strategy and product portfolio.



Joe Williams evaluates Emerging Technology and is also the Product Line Manager for Energy Storage at Dresser-Rand. Joe's technology focus includes energy storage, energy conversion, power cycles, heat recovery and integration, power-to-X, decarbonization, digitalization, and system optimization.



Silicon Valley Bank

Dan Baldi

<https://svb.com/>

Silicon Valley Bank invests debt capital in institutionally funded technology companies. Dan Baldi is a Deal Team Leader in Silicon Valley Bank’s Cleantech Practice. He manages numerous client relationships across the Bay Area and beyond. Dan and his team have primary responsibility for banking and lending activity to venture-backed cleantech companies.

He is experienced in many aspects of early stage and middle market financing including growth capital lending, working capital lending, asset-based lending, EXIM finance, USDA lending, utility rebate finance, cash flow lending, international credit products and trade finance. Prior to joining Silicon Valley Bank, Dan spent four years in middle market banking at commercial banks. He also has experience in technology leasing focused on the early stage technology market, partnering and syndications, and public and private accounting.



Social Venture Circle

Emily Winslow

<https://www.svcimpact.org/>

Social Venture Circle (SVC) is a membership network that equips entrepreneurs, impact investors, and capacity-builders with connections, money, and expertise in order to build businesses that drive the NEXT economy: one that is regenerative, equitable and prosperous for all. Social Venture Circle connects, empowers, and finances entrepreneurs, investors, capacity-builders, and policy makers in a powerful, diverse, and inclusive network.



Southern Cross Ventures

John Scull

<http://www.sxvp.com/>

John Scull is a co-founding Managing Director of Southern Cross Venture Partners and is based in Silicon Valley. Previously, he was a Venture Partner and member of the investment committee of the venture capital firm Allen & Buckeridge. As an active board member and investor, he brings a wealth of operational experience to the management and board of an investee company, helping build their management teams, define their strategy and improve their sales and business development efforts, secure follow-on funding and even helping them transition their operations and headquarters to the United States if required. He is or was a Board of Director member or Observer of the following portfolio companies: Aurema (acquired by Citrix), Brandscreen, Bislr, ekit (acquired by Jersey Telecom), Effective Measure, Virsto, Fultec Semiconductor (acquired by Bourns), Liaise, VaST Systems (acquired by Synopsys), Wedgetail/Vintela (acquired by Quest), Xerocoat, and Xumii (acquired by Myriad).



Spring Lane Capital

Kamal Daghistani

<https://www.springlanecapital.com/>

Spring Lane is an investment firm focused on sustainability in the energy, food, waste and water industries. We provide capital in project finance structures for distributed assets while simultaneously also investing in the developer / TopCo. We provide project capital so companies can capture faster sales by offering their solutions as an onsite service (versus a cash sale or a capital lease). It's essentially project finance, but for projects at the commercial/industrial scale (versus utility), utilizing the same third-party structure that helped launch rooftop solar market growth several years back.



Stout Street Capital

John Francis & Clay Gordon

www.stoutstreetcapital.com

Stout Street Capital is a seed-stage fund that seeks to invest in early-stage companies focused on improving efficiency and generating bottom-line value in large established sectors in the market.



Stout Street's Value Fund-II is currently focused on post-revenue, seed-to-series-A investments in companies valued at less than \$10 million. Stout Street's Value Fund-I has invested in 36 companies by the end of 2018 and Stout Street Value Fund-II is projected to invest in 50 companies with an average initial investment of 100k by 2020. We usually reserve 500k-\$1M in follow on investment for our portfolio companies.



Sumitomo Corporation

Risei Goto ★ (Emerging Markets Day only)

<https://www.sumitomocorp.com>

Sumitomo Corporation is interested in broad decarbonization technologies used for biomass valorization, renewable synthetic fuels, and industrial-process decarbonization, etc. Particularly, technologies aligned with H2@Scale concept is of Sumitomo's interest.



Tenaska

Rishi Bhakar

<https://www.tenaska.com/>

Tenaska is one of the largest private, independent energy companies in the US. Tenaska leverages its 30 years of experience in the industry to help grow promising and innovative energy businesses. Tenaska seeks to invest in early to late-stage opportunities with unique value propositions to customers and sustainable business models.

With 25 years of experience in power, energy and technology industries, Rishi Bhakar leads investments in energy innovations and start-ups especially in demand side management, cybersecurity, electric vehicle and charging infrastructure, blockchain, micro-grid, storage, data analytics and electrification.



Lacuna Equity Fund (The Athena Global Alliance & Near Northeast LLC)

Kaylene Alvarez & Amanda Lonsdale ★

<https://bit.ly/2OdJUS8>

The Lacuna Equity Fund (Lacuna), developed in partnership with Near Northeast, aims to minimize the gaps and leverage cross-sectoral opportunities in the clean energy and technology space in Africa and the Middle East in order to create market returns for investors while creating resilient and sustainable growth in our target markets. Lacuna intends to invest in opportunities that fall in these gaps (the “missing middles”) using our regional and financial expertise to develop bespoke equity structures for each investment to maximize return and benefit to both investors and investees.



The team is a collaboration between Near Northeast and Athena Global Alliance. Our principals, through successful careers as bankers, fund managers, consultants, and overall emerging markets experts, have successfully implemented organizational transformation in order to build up businesses, investment funds, TA programs, and impact investments. The Founding Team came together for Lacuna in part because of joint contributions to value creation and collaborative expertise in emerging markets. With decades of experience of investing in Africa and the Middle East, the Lacuna team is enthusiastic about the driving value for investors and investees.



True North Venture Partners

Aaron Chockla ★

<https://www.truenorthvp.com/>

True North is focused on the greatest problems society faces today. We invest in physical science innovations capable of enabling a more sustainable future in industries that are critical to society: energy, water, waste management, and chemicals and fuels.



UK Global Entrepreneur Program

Alan Lowdon ★

www.gov.uk/dit

Alan Lowdon is looking at identifying IP-rich, high-growth-potential cleantech start-ups to establish a U.K. presence via the U.K. Government's flagship Global Entrepreneur Program, for which he is one of 17 Dealmakers.



URBAN-X

Micah Kotch

<https://www.urban-x.com>

Startups in our portfolio tackle some of the toughest challenges that cities face today. They are creating disruptive and scalable solutions across sectors such as real estate and construction, infrastructure, mobility, food, water, energy and more. We invest in the pre-seed and seed stage in companies that are reimagining city life.



Wasson Enterprise

Mike Lingle

<https://www.wassonenterprise.com>

WE are partners. WE are founders. WE are family. WE are a family office committed to creating a meaningful legacy by building businesses that have a lasting positive impact. Together, WE discover, support and grow sustainable ideas into high-growth entrepreneurial businesses that do good by doing well.



Wells Fargo

Matthew Servatius

<https://www.wellsfargo.com/>

Matt Servatius has been with Wells Fargo for over 14 years in various leadership roles, credit and relationship management across technology, CleanTech, general industries and real estate. In early 2015, Servatius assumed responsibility of leading CleanTech Corporate banking nationally with 16 team members and offices in Palo Alto and San Francisco.

Prior to CleanTech, Servatius led and formed a new team, the Credit Originations Group, which focused on supporting technology banking across Wells Fargo's Commercial bank with syndicated and M&A financings. Servatius held a credit officer role in 2011 where he led origination, structuring and underwriting efforts for his team. Prior to that, he was a relationship manager banking C&I and technology companies from venture backed to large corporates. Matt also sits on the Board of the Wells Fargo Innovation Incubator (IN2), is an Investment Advisory Board Member for the National Renewable Labs and is a member of the Bay Area.



WGK Ventures

Bill Kingsley

<https://www.linkedin.com/in/kingsleybill>

Bill is a 25+ year innovation leader with venture capital investing track record across telecommunications, energy technology and impact investments, spanning diverse business models, stages of investment, geographies and customer focus (consumer and business).



Wilson Sonsini Goodrich & Rosati

Dave Brekke & Rob Moreno

<https://www.wsgr.com>

Wilson Sonsini Goodrich & Rosati is the premier legal advisor to technology, life sciences, and growth enterprises worldwide, as well as the venture firms, private equity firms, and investment banks that finance them. We represent companies from entrepreneurial start-ups to multibillion-dollar global corporations at every stage of development. The firm's attorneys collaborate across a comprehensive range of practice areas and industry groups to help the management, boards of directors, shareholders, and in-house counsel of our clients address their most pressing challenges and pursue their most promising opportunities.



David Brekke is an associate in the San Francisco office of WSGR, where his practice focuses on corporate formations, venture capital financings, mergers and acquisitions, strategic transactions, and corporate governance for clients operating primarily in the renewable energy and sustainability technology spaces. David advises founders, investors, and early- to mid-stage companies as they bring technologies that improve our world to the market, to scale and to profitability.

Rob Moreno is an associate in the San Francisco office of WSFR, where his practice primarily focuses on the representation of emerging growth companies from formation to sale. He works with a number of technology enterprises, with an emphasis on those in the energy, social media, consumer, and sustainability sectors. He also represents venture capital and private equity funds that invest in early-stage companies.



ZipDragon Ventures

Sheeraz Haji

<http://zipdragon.com/>

Zipdragon Ventures is an investment firm providing seed capital to industry cloud startups. Sheeraz has co-founded, operated, and invested in numerous startups. As the founder and managing partner of zipdragon ventures, Sheeraz has led investments into ten industry cloud startups. He often represents ZDV on the board of portfolio companies, and he also advises a few funds.

Prior to founding zipdragon ventures, Sheeraz served as CEO of Cleantech Group and played a pivotal role in the transformation toward clean energy and resource efficiency. Sheeraz co-founded and served as CEO of GetActive Software, which pioneered SaaS for nonprofits. He led GetActive's merger with Convio and served as President of the combined company. Convio went public on the NASDAQ and was acquired for \$325m post-IPO. Sheeraz started his career as an environmental engineer with Environ and a consultant with McKinsey & Company. Sheeraz earned degrees in environmental engineering from Brown University and Stanford University.



Zoma Capital

Zach Greenberg & Ryan Smith

<https://zomalab.com/zoma-capital/>

ZOMA Capital invests in a broad range of market-based sustainable solutions advancing energy, water, and regional economic resiliency in Chile and Colorado. Its global investment portfolio spans multiple asset classes and sectors.

Within the energy sector, ZOMA Capital focuses on accelerating energy technologies to create a more efficient, responsive, and modernized electric grid.