

## ORGANIZATION

- Our administration team consists of seven members of diverse backgrounds
- Passionate about reducing barriers of entry for energy/climate entrepreneurs
- The team collectively has significant skills for running an incubator
- Team has deep technical knowledge in building system innovation topics
- In the short time running the incubator, we have thus far:
  - Recruited 12 entrepreneurs of various backgrounds
  - Formed 6 exploratory groups focused on climate software solutions
  - Formation of 3 startup companies, each of which has applied to grants
  - One group has been awarded a government grant for disaster response
  - Expanded our partner network significantly
- More information about our team: <https://climate-incubator.com/about>

### Team's Existing Partner Network for Building Systems Innovation in the Northeast

#### Government Entities and Lobbyists

- Northeast Sustainable Energy Association
- Academics for the Future of Science
- Sustainable Procurement Pledge
- American Solar Energy Society
- International Ground Source Heat Pump Association
- Stoneham, MA Community Development Corporation
- Massachusetts State Senate
- International Trade Council
- Citizens' Climate Lobby
- Greentech Alliance

#### Universities

- Massachusetts Institute of Technology
- Harvard University
- Rensselaer Polytechnic Institute
- Clark University
- Syracuse University
- Ithaca College

#### Investors

- Antler Venture Capital
- The Robotics Hub
- NSF Seed Grant
- AFRL SBIR/STTR Grants
- Navy SBIR/STTR Grants

#### Manufacturing Partners

- McKinstry
- Massachusetts Geothermal
- Water Energy Distributors
- Seasonal Storage Technologies
- L3-Harris
- General Electric
- Blasch Precision Ceramics
- Skyworks Solutions
- Raytheon Technologies
- SemiGen

#### Research Labs

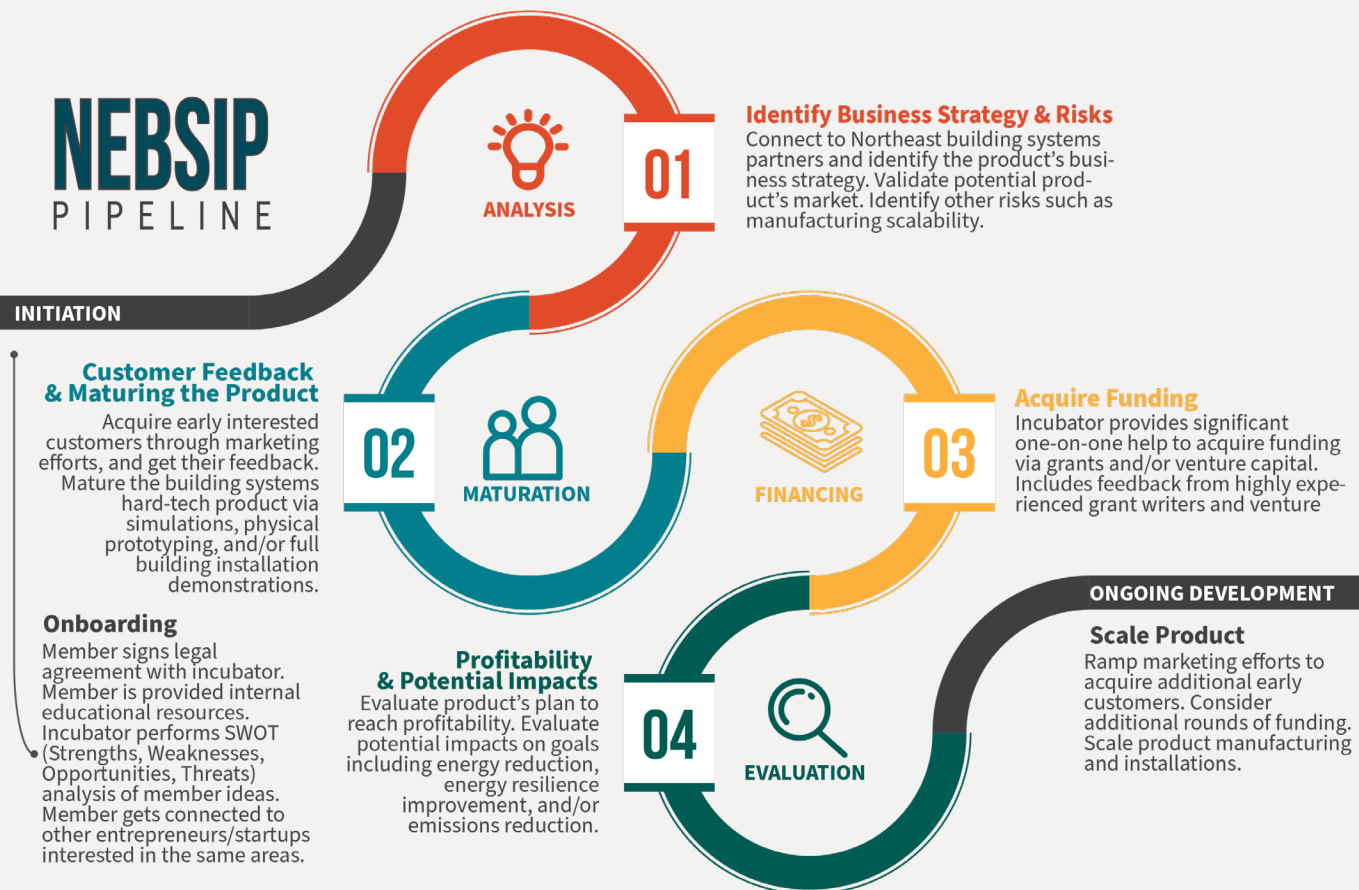
- DOE's Brookhaven National Labs
- DOE's National Energy Technology Labs
- MIT Lincoln Labs

#### Able to Recruit Partners & Incubator Entrepreneurs/Startups Via:

- The team's 20,000+ LinkedIn connections
- Affiliate recruiting companies: Empire Headhunters and Gerson Lehrman Group
- Web forums (LinkedIn, Reddit, WoCI, MCJ, etc.)
- Paid web ads (Google, Facebook, TikTok, etc.)
- Local conferences and meetup events
- Cold calling/emailing/messaging

## MVP DESCRIPTION

- Selection criteria for new entrepreneur/startup members
- Legal agreement template between a new member and our incubator
- Member process guide including all recommended resources/procedures
- Recording process for all metrics used to evaluate MVP success



## MVP IMPLEMENTATION PLAN

- By the end of the "Prove It" phase: recruit 250 entrepreneurs, 60 startups, and 48 partners for each partner category
- Acquire feedback from members and partners to improve their experiences
- Mitigate risks via periodic risk matrix analyses, and implementation of risk mitigation plans
- Record leading indicators and "EPIC Impact Tracking Metrics"