Incubator Survey Summary 12/06
by
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The yearly incubator survey tracks several quantitative figures that help paint the picture of how successful the program is. The number of companies, employees, revenue totals, and capital raised describe how the entire program is functioning and the impact it is having on the development of the Clean Energy industry.

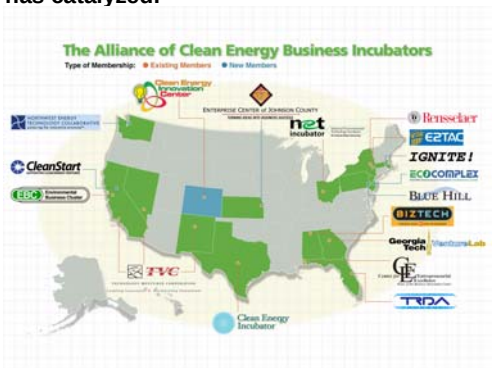
The Clean Energy Alliance is dedicated to helping startup and developmental clean energy businesses grow. Clean Energy Alliance Incubators help client companies refine their business cases and develop their enterprises, thus making them more attractive to private sector investors. Through this, the Alliance helps provide a larger source of lower risk investment opportunities for private sector financiers, while simultaneously providing jobs and economic development for local regions, providing higher yield on R&D investments made by public and private sectors, and providing more rapid and certain commercialization of clean energy technologies.

The 102 commercialized technologies developed within the Alliance are proof that businesses based on perceived high risk clean energy technologies and innovations can become successful in the marketplace if they are provided the appropriate guidance and resources to better align them with private sector investors and marketplace needs.

There are currently 104 clean energy companies from all over the country participating in the Clean Energy Alliance. Participation ranges from companies that are physically located in the incubator, to companies who receive assistance and guidance via a virtual relationship.

Achieved Results*

A DOE/NREL investment of about $2.5M, in a select group of the nation's top incubators, has catalyzed:



- 69 Graduate companies *(c)
- 102 Technologies commercialized (c)
- 2378 employees (Jobs!!) in the companies
- $173 million in capital raised by companies (c)
- $254 million in revenues (c)
- $10.8 million in state money (c)
- $21.6 million in other leveraged funds (c)
- 104 Clean Energy company clients now in Incubators

- The Alliance is Growing! – 7 new Incubators (home to more than 20 companies) join for `07

*(c) = cumulative results 2002-2006

These 104 companies employ 2,378 workers dedicated to the development of clean energy technology. There are also 69 graduate companies that no longer require incubation services and are self-sufficient. And since we don't track the number of employees in these companies once they leave the incubator, the employment picture is considerably stronger than presented here.

More than $173 million in capital has been raised by clean energy startups over this four-year period. This includes both public and private capital in the form of: angel, VC, SBIR, grants and other unique investment forms. For all their work, these clean energy

startups have generated over $254 million in revenue – inclusive of royalties on technologies.

Another important factor is the money leveraged by the incubators. Over the three years that have been tracked, incubators have received $39.2 million from federal sources (usually passed through state level initiatives and organizations), $10.8 from state sources, and $21.6 million from other sources (private, city, county, etc.) This money helps to facilitate the incubation process and provide an additional catalyst for the profitable commercialization of clean energy technology.

Building upon the successful commercialization of 102 technologies in the last three years, the Clean Energy Alliance is confident that an even greater number of technologies will enter the market from a growing list of incubators in the coming years. Beginning in 2007, the Clean Energy Alliance will welcome 7 new incubators. Spanning the country, these new incubators already house over 20 promising clean energy technology companies that will soon reach commercialization and contribute to the growth and impact of the clean energy space. These incubators include:

Blue Hill Partners, LLC of Philadelphia, Pennsylvania

Clean Energy Innovation Center of Denver, Colorado

CleanStart – McClellan Technology Incubator of McClellan, California

Enterprise Center of Johnson County, of Lenexa, Kansas

Ignite Technology Ventures, LLC of Boston, Massachusetts

Northwest Energy Technology Collaborative of Seattle, Washington

Rutgers EcoComplex of Bordentown, New Jersey