

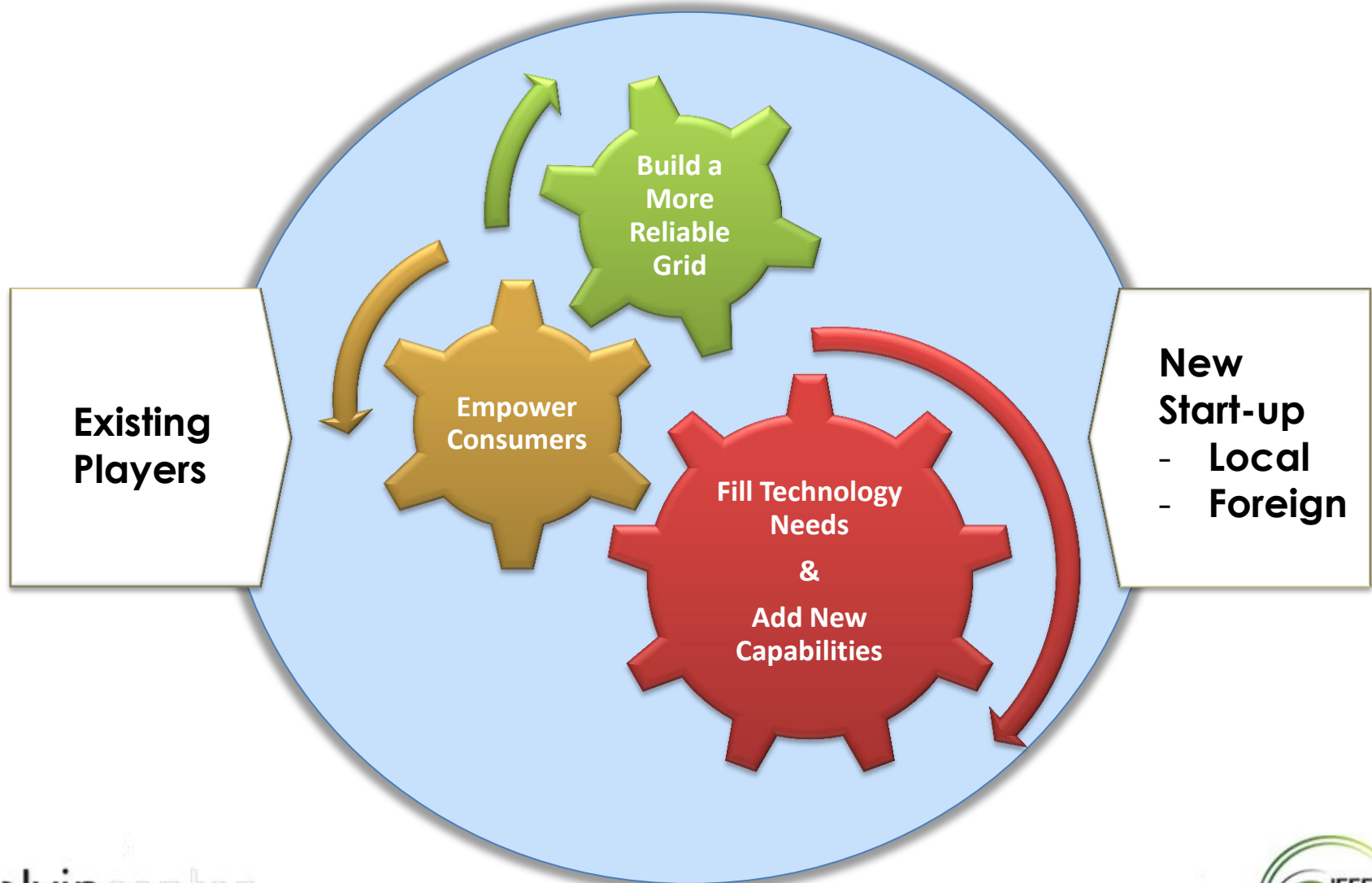
Energy Foundry - Innovation

Jason Blumberg

CEO & MD

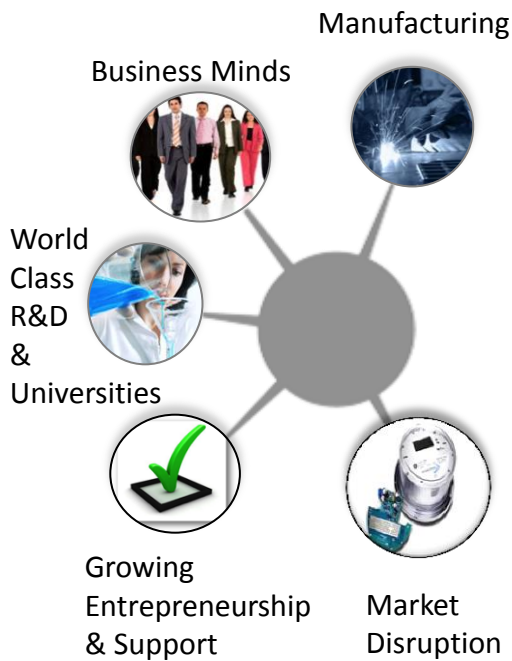
Energy Foundry

New innovations are important for the Smart Grid



Illinois & the Midwest have the foundation to build a successful grid/energy start-up ecosystem and momentum is building

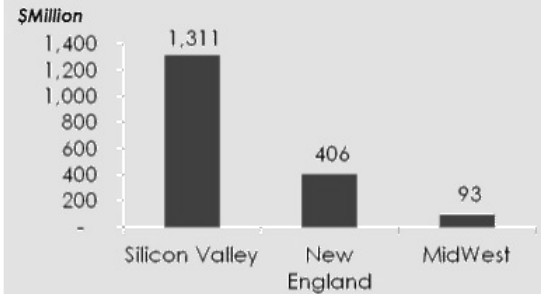
Illinois & the Midwest have the foundation for success....



... lack of capital and support have hindered Midwest energy startups, but other sectors are taking off

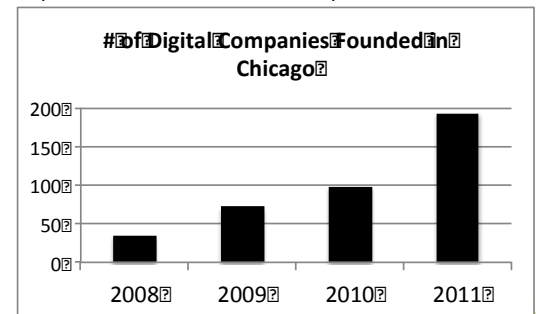
Midwest invested a fraction of venture dollars compared to West Coast

2011 Cleantech Investments



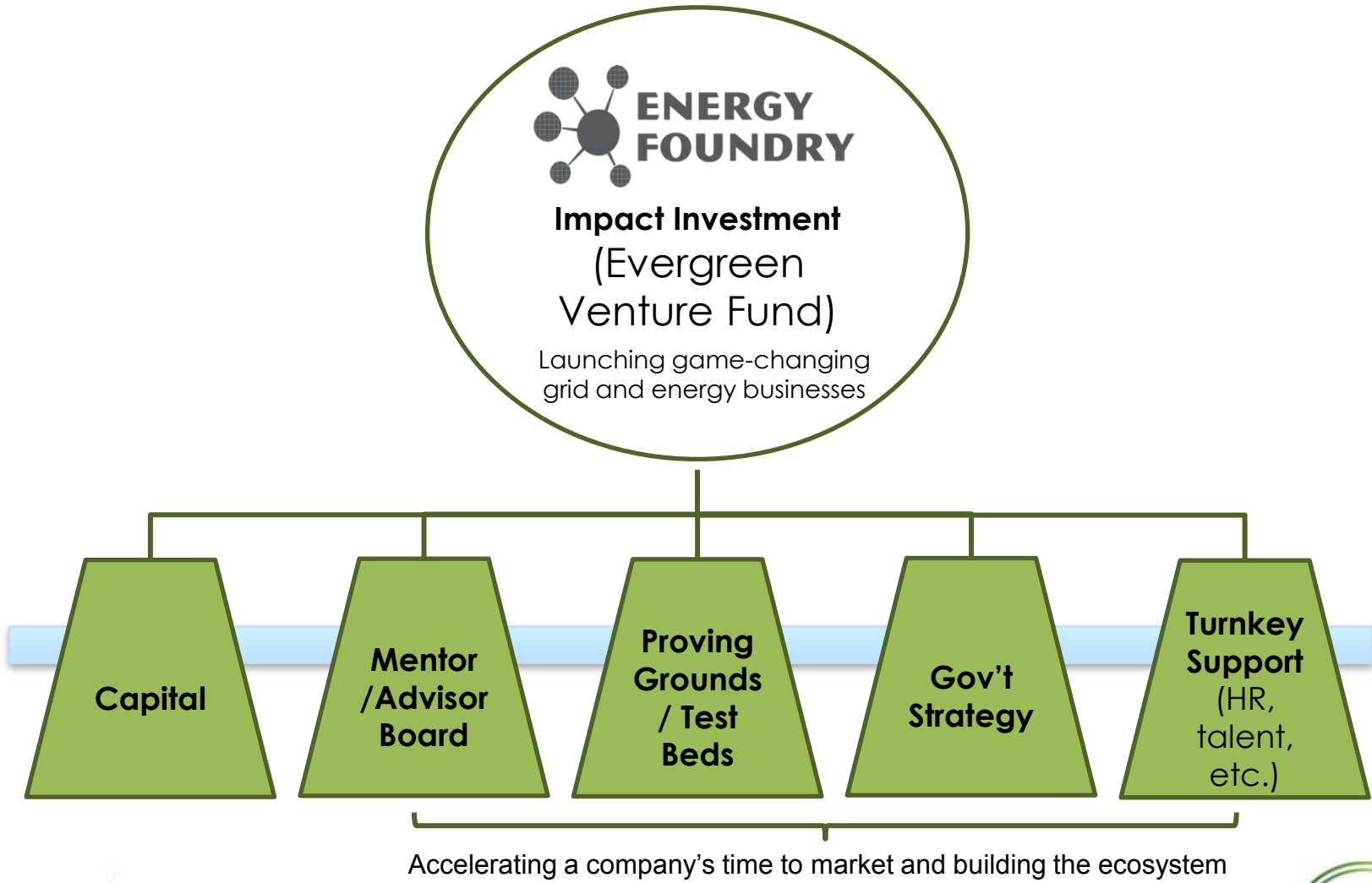
Source: PricewaterhouseCoopers Moneytree Report, May 2012

Chicago – Growth in digital fueled by spaces like “1871” and prior successes



Source: Built in Chicago

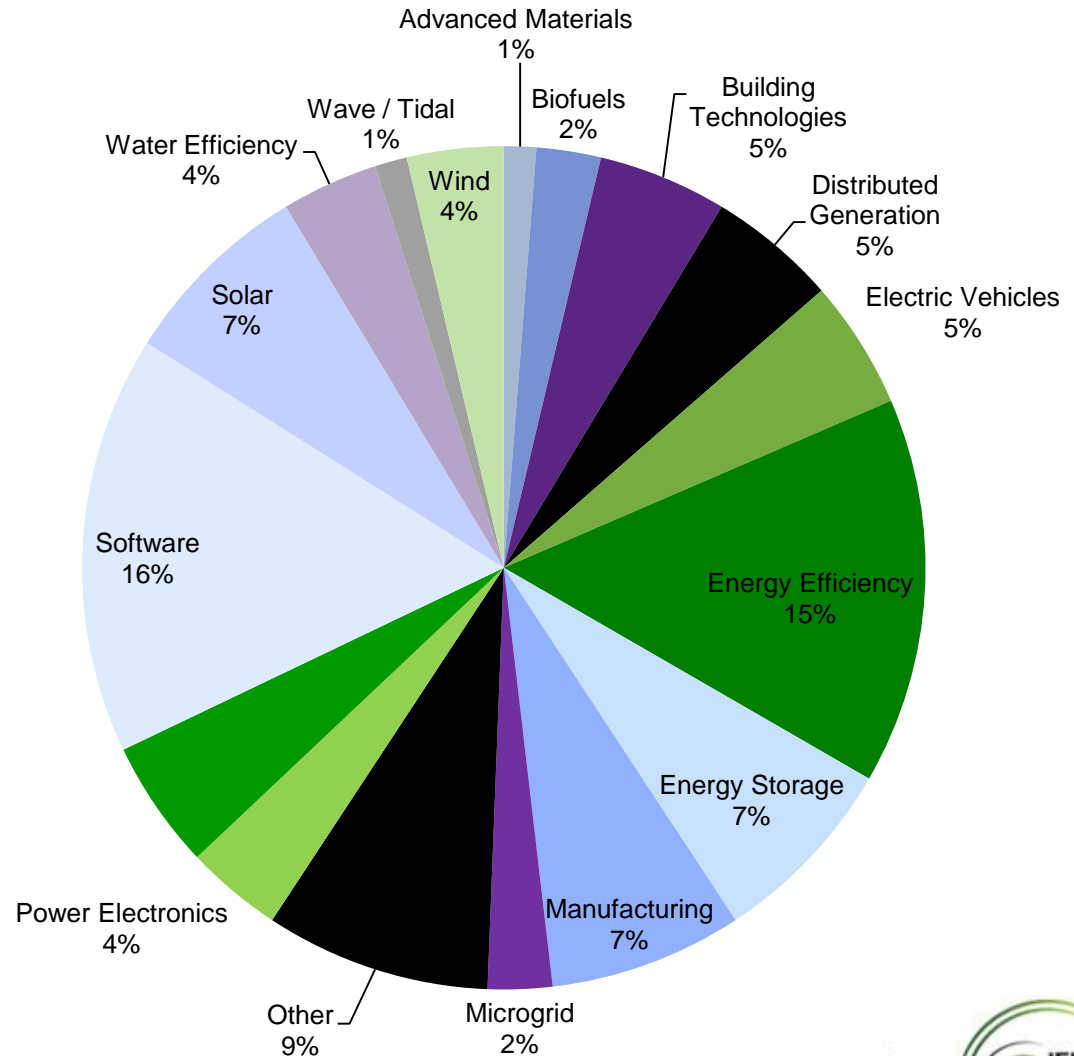
Energy Foundry's investment and support help game-changing grid and energy start-ups/ideas achieve success



Our investment pipeline has been robust and diverse,
with a steady flow of interesting companies

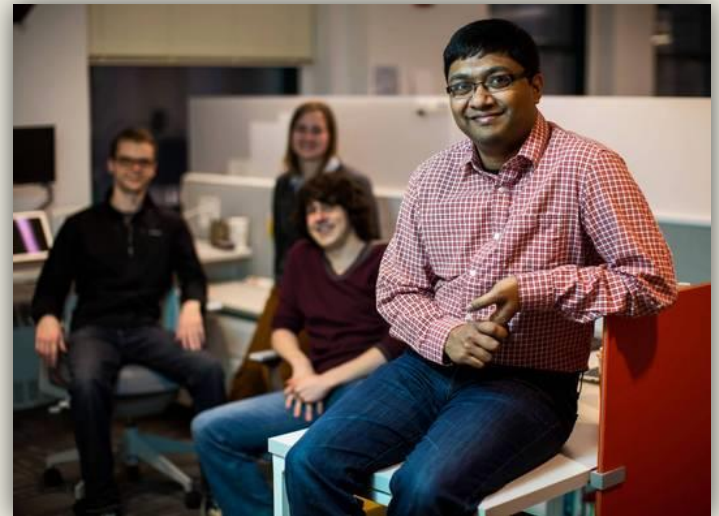
Robust Pipeline:

- **100** investments assessed over the last 9 months
- **\$0.5 to \$5 M** typical range




Sample Investment - Root 3

- Software decision tool, helps Central Utility Plants (CUPs) save 10% – 30% on energy costs.
 - CUP's contain the central boilers, chillers and co-gen equipment on large campuses with multiple buildings.
 - Root3's software delivers savings through better economic equipment dispatch of CUP assets and problem identification.
- Root 3's approach is unique because others focus on optimizing individual pieces of equipment and do not take a systems-level approach (i.e. optimizing the person/plant manager making the decisions).
- Root 3 currently uses a web interface and is automating their equipment interactions, integrating into the smart-grid/demand response.



Energy Foundry is a member of ISGRIC Illinois Smart Grid Regional Innovation Cluster

- Federal initiative to support clusters as a key regional economic development strategy
- Only cluster focused on Energy & Smartgrid
- Cluster Members Include:
 - ✓ IIT
 - ✓ ISTC
 - ✓ CET
 - ✓ O-H community partners
 - ✓ Energy Foundry (new)



Illinois Smart Grid
Regional Innovation
Cluster (ISGRIC)

ISGRIC has seen very strong performance

Growth

- ~\$20 Million in contracts & investment to cluster accelerator startups
- \$35 Million in R&D (IIT Smart Grid)
- 28% employment growth for participating startups

Partnerships

- Korean and French Smart Grid Partnerships
- Over 70 corporations and other organizations participating
- 113 Startups have received mentorship and support

Community

- More than 1000 organization engaged over almost 3 years.
- Shedd Aquarium Retrofit
- New Co-working space for Energy Startups (Nov 2013)



A new “Downtown” Energy/Grid co-working space will help to fuse entrepreneurs, innovators and the community

We're working with CoalitionSpace to dedicate part of their space to establishing a downtown hub for the energy community



This new co-working environment has:

- ✓ Reserved desks
- ✓ Private offices
- ✓ Meeting rooms
- ✓ Event space

Note: No wet/dry labs or large company spaces – IIT and others have this



... And creates a central “hub”:

- ✓ Creates collisions points
- ✓ Get feedback on ideas
- ✓ Tap into a strong peer network
- ✓ Meet new people & build relationships
- ✓ Low-cost & Flexible resource

OPENS NOVEMBER 1ST

www.CoalitionSpace.com - 18 S. Michigan