



AMERICAN  
**MADE**  
U.S. DEPARTMENT OF ENERGY

# DAC EPIC Semifinalist Presentations

8/31/23



# supercharge

A REVOLUTION OF **BOLD IDEAS**

**Fast track** your ideas for the clean energy revolution

AMERICAN  
**MADE**

U.S. DEPARTMENT OF ENERGY



**\$200M**

in cash prizes  
and support



**55+**

prizes



**400+**

Network  
members

# DAC EPIC Prize

The DAC Pre-Commercial Energy Program for Innovation Clusters (EPIC) Prize awards incubator teams that submit impactful plans to support DAC entrepreneurs and innovators.

## Prize Overview:

- Up to \$3.8 million in cash prizes
- 13 semifinalists announced on 8/28/23

**Learn more & get involved:** [www.herox.com/DAC-pre-commercial-EPIC](http://www.herox.com/DAC-pre-commercial-EPIC)

# DAC Tech Prize

The DAC Pre-Commercial Technology Prize awards teams that identify a critical need in the DAC industry, develop a solution, and test the idea to a degree of scale.

## Prize Overview:

- Up to \$3.2 million in cash prizes and \$800,000 in technical assistance
- Phase 1 applications due by September 26
- Winners receive funds to work with NETL and DAC EPIC incubators



Learn more & get involved: [www.herox.com/DAC-pre-commercial-tech](http://www.herox.com/DAC-pre-commercial-tech)



AMERICAN  
**MADE**  
U.S. DEPARTMENT OF ENERGY

# NETL Carbon Management Research Project Review Meeting

# Activate

---

## DOE American-Made DAC EPIC Prize

NETL Conference | August 31

# The Activate Fellowship is a proven path for science entrepreneurs to move their breakthrough research into the market.



A

ACTIVATE FELLOWSHIP

ECOSYSTEM OF EARLY-STAGE INNOVATION

Our two-year fellowship empowers the most promising science entrepreneurs to transform their research into products that can benefit society.

Nearly all Activate Fellows receive follow-on financing from corporate, venture, or government partners to bring their products to market.

## KEY FELLOWSHIP PARTNERS



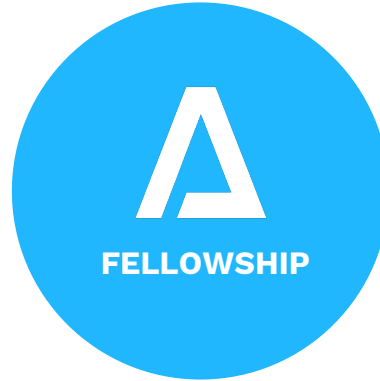
## KEY FOLLOW-ON FUNDING PARTNERS



## Time & Funding

### A Two-Year Fellowship

- \$80K-\$110K/yr stipend, plus travel allowance, health insurance, relocation
- \$100K in R&D funds
- Access to at least \$75,000 in additional flexible capital



## World-Class Tools for Scientists

### Entrepreneurial Education

- Curriculum tailored for the scientist-turned-founder
- Custom-built mentorship to support your individual growth and professional development
- Intensive workshops, virtual classes, and professional development opportunities

### World-Class Research Labs

- Hard-to-access facilities
- Work with experts and facilities while retaining IP rights

## An Expert Community

### Advisers, Partners, and Champions

- The Activate team and Managing Directors
- An unparalleled network of scientists, engineers, technologists, and entrepreneurs
- A vibrant fellow and alumni community



## The Activate Fellowship works.

Since 2015, our **188 Activate Fellows** have created **145 science-based companies**, some of which will go on to change the world.

**\$1.38B**

in follow-on  
funding

**\$6.3M** average follow-on-funding cohort companies raised during fellowship

**23x leverage** on every dollar spent to support the fellowships

**1.9K new jobs** created in the U.S. by Activate Fellows

**\$62M** in total revenue earned by Activate companies



SELECT ACTIVATE FELLOWS

# DOE FECM: DAC Pre-Commercial EPIC Prize

## Gaps

**Activate's MVP will address four main challenges:**

1. Outreach to diverse scientists developing DAC technologies
2. Properly evaluating DAC technologies during application review
3. Ensuring promising applicants remain in the application pipeline
4. Lack of entrepreneurial education and support tailored to DAC

## DOE FECM: DAC Pre-Commercial EPIC Prize: MVP

Recruitment	Selection	Education	Network
Direct recruitment leveraging artificial intelligence  Phone banking and hands-on applicant support	Application review by DAC-specific subject matter experts	DAC audit of Activate's program + curriculum  Collaboration with CDI on DAC-specific educational modules	Mentor matching, ecosystem events, affinity groups

### Outcome

A comprehensive DAC fellowship offering which supports 3-5 new DAC founders annually to navigate academic spinout and achieve strong commercialization outcomes (funding, jobs, etc.).

**Our Mission**



**We empower scientists to reinvent the world by  
bringing their research to market.**



AMERICAN  
**MADE**  
U.S. DEPARTMENT OF ENERGY

# NETL Carbon Management Research Project Review Meeting

# AIRMINERS

## EPIC DAC PRIZE

Tito Jankowski, CEO  
tito@airminers.org

**WE EMPOWER RISK TAKERS TO  
REVERSE CLIMATE CHANGE VIA  
CARBON REMOVAL**

Tito Jankowski, CEO | [tito@airminers.org](mailto:tito@airminers.org)

# AirMiners: Accelerating Carbon Removal

- **Accelerator, community, events, education**
  - Launchpad accelerator
  - Network of more than 2,000 members supports collaboration, thought leadership, investment
  - 100+ public events on YouTube channel, “DAC Hubs 101” yesterday
  - Carbon Removal “Boot Up” course, Investor Academy course
- **100% focused on carbon removal**



MEASURING SUCCESS

**24 MONTHS**

**95 STARTUPS**

**\$93M RAISED**



## MEASURING SUCCESS

### Launchpad Accelerator

- **95 teams** graduated in 24 months years
- **\$93 million** raised by graduates
- **3x XPRIZE milestone winners, \$1M Earthshot Prize**
- **2,000 tons cumulatively removed, on track for millions in the next few years**



XPRIZE®



CREATIVE LAB  
DESTRUCTION

### ALUMNI INCLUDE:



Parallel  
Carbon




TAKACHSR




mote



carbin  
minerals




Silicate



## WHAT'S WORKING

- Quarterly program, pilot and iterate
- 8 batches, 885 applications, 95 graduates
- TEA and LCA, Buyer interviews, pitch coaching, needs and leads
- USA teams in **California, Texas, Washington, Pennsylvania,** Massachusetts, Oregon, New York, New Hampshire, Colorado, and more around the planet
- **Investor Demo Day**
  - Private startup pitch to accredited investors
  - Hundreds of investors registered, hundreds of intros requested by investors

## INCREASE CORPORATE PURCHASES

- **Off-the-record Q&A with industry leaders**
  - 1:1 with buyers during our program: Stacy Kauk, Shopify; Joanna Klitzke, Frontier; James Burbridge, Carbon Direct
- **Buyer's Demo Day**
  - Largest Carbon Buyer Demo day in the world : **30+ buyers** registered
- **Sold millions of dollars of credits to:**



Unpacking the Latest Milkywire Carbon Credit Purchases

203 views · 2 months ago

◆◆ Frontier

stripe

 **shopify**

**Klarna.**  Milkywire

# WHAT'S NEXT

- **Accelerator batch #9**
  - 2x our previous batch!!
  - Average applicant fit is up, quantity is up too
- **EPIC DAC**
  - Build out DAC-specific support
  - Environmental justice program support with Carbon180
- **Events:**
  - “DAC Hubs 101” even yesterday
  - Coming soon: Next generation carbon credit buyers, Federal procurement for carbon removal credits
- **Batch #10: applications close October 11**

# AIRMINERS TEAM

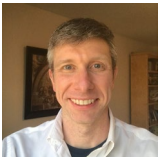
## CORE TEAM



Tito Jankowski - **AirMiners CEO**; Carbon removal innovator and engineer

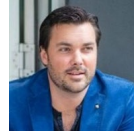


Adina Mangubat - **AirMiners Accelerator Director, Forbes 30 under 30**, Exited **YCombinator** biotech startup



Jason Grillo - **AirMiners Director Partnerships and Operations**, Advisor to **Carbon Business Council**

## ADVISORS



Rodney Payne - AirMiners Strategy Director. **Founding Partner at Creative Destruction Lab Climate**



Nikki Batchelor - Executive Director, **\$100M XPRIZE Carbon Removal**



Paul Cubbon - AirMiners accelerator architect, **Creative Destruction Lab West Lead**, Assistant Dean, Innov. & Entrepreneurship UBC



Tyler Robinson - AirMiners Strategic Consultant, **Climate Change Initiatives at Destination Think**

**1 BILLION TONS REMOVED  
CUMULATIVELY BY 2030**

Tito Jankowski, CEO  
[tito@airminers.org](mailto:tito@airminers.org)



AMERICAN  
**MADE**  
U.S. DEPARTMENT OF ENERGY

# NETL Carbon Management Research Project Review Meeting

# IgniteX DAC Accelerator

Black & Veatch + RTI Laboratories



# IgniteX Accelerator Overview

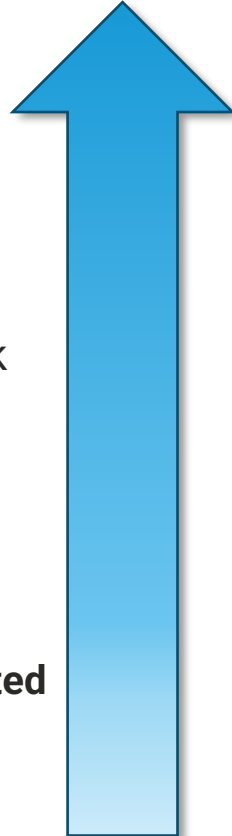
- 12-week engagement program with startups
  - Competitive process – 500 applicants to date,
  - 5-8 Startups per cohort
  - Partnered with BV champions from Market Sectors and Operations
  - Partnering includes pilots, co-development, marketing, etc.
  - Public showcase at conclusion of program
  - Startups provided up to \$15k in grants / in-kind support
  - Potential equity investments and long-term relationships with most promising startups
- Theme and focus areas aligned with BV's strategies
  - 2019 – Clean Tech
  - 2020 – COVID-19 Response
  - 2021/22 – Climate Tech
  - 2023 – Climate Tech
  - 2023/2024 - DAC
- <https://bv.com/ignite>



# IgniteX Aligns BV and Startup Objectives



- Access to **disruptive** innovations leading to **competitive advantage**
- Efficiently explore **new markets and business models** at low cost and risk
- Enhance and **expand solutions portfolio** in a targeted way
- Reinforce BV as the **most rapidly evolving and innovative** company
- Increase **opportunity for underrepresented & undersupported entrepreneurs** and increase diversity in the ecosystem



## IgniteX Startups

- **Access** to BV's capabilities and resources
  - Technical & market expertise
  - Network of clients, partners, etc.
  - Mentorship
  - Enhanced marketing
- **De-risk technology** through product testing, co-development, piloting, technical support
- **Accelerated growth**

# IgniteX Participating Startups [\(<https://www.bv.com/ignite/program-partners>\)](https://www.bv.com/ignite/program-partners)

## 2019: Clean Tech

-  electriphi
-  ecoSPEARS
-  novonutrients  
food from co<sub>2</sub>
-  extensible  
ENERGY
-  BUILT  
ROBOTICS
-  AWARE  
VEHICLES
-  INFRALYTIKS
-  BLACK & VEATCH

## 2020: COVID-19 Response

-  aquisense  
technologies
-  NANO GUARD X  
ANTIMICROBIAL DEFENSIVE COATING
-  TPIRC  
a rare disease Institute
-  WINDGO INC
-  MolegaHealth
-  OneScreen
-  CYKYL SPRINGS LLC
-  ubudu
-  field2base

-  Transcend
-  eB systems
-  ENERGY CLOUD
-  fluid  
robotics
-  Mizzou  
University of Missouri

-  mySidewalk
-  ONFRONTIERS
-  AVATOUR
-  INNOVA PREP

## 2021-22: Climate Tech

-  Carbon  
Upcycling  
technologies
-  Nitricity
-  ElectricFish
-  REYTERA
-  NextHydrogen
-  irc
-  ReJoule
-  twelve

# 2023 Climate Tech Selections

## Digitization / AI / ML

- **Looq AI** – automates the creation of 3D digital twins, accelerating surveying, mapping, and electrification
- **Simerse AI** – ML for utilities, telecoms, and cities to efficiently manage their infrastructure

## Renewable Energy / Storage

- **EarthEn** – hybrid thermal and mechanical long duration storage solution using CO2

## Carbon Capture / Materials

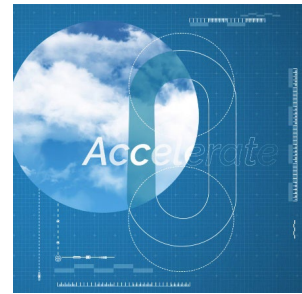
- **CarbonQuest** – CO2 capture for commercial and industrial CO2 sources
- **Mars Materials** – sequesters captured CO2 into everyday products such as carbon fiber

## Ag Tech

- **Strive Nutrition Corp** – sustainable nutrition focused protein-enriched beverages
- **Spira** – proteins, lipids, and carbohydrates from algae while capturing CO2



# Ignite<sup>X</sup> DAC Accelerator



	TRL 1	TRL 2	TRL 3	TRL 4	TRL 5	TRL 6	TRL 7	TRL 8	TRL 9
Technology Maturation Plan	Idea	Lab	Technology	Pilot	Process Development	Viability Demonstration (1/100 <sup>th</sup> Scale)	Transition to Commercial (1/10 <sup>th</sup> Scale)	Commercial Scale Demonstration	Commercial Deployment
Startup Activities and Objectives	<ul style="list-style-type: none"> <li>Basic Technology Research</li> <li>Basic science validated through peer reviewed publications and patents</li> <li>Lab scale applied research to reduce scientific risk</li> <li>Well defined value proposition</li> </ul>		<ul style="list-style-type: none"> <li>Technology development &amp; key unit operations</li> <li>Lab Scale, repeatability, quality, quantitative verification of process</li> <li>Bench/Prototype scale testing of technology</li> <li>Conceptual core technology process design development</li> </ul>		<ul style="list-style-type: none"> <li>Core technology demonstration &amp; all unit operations</li> <li>Development and utilization of TEA to inform optimization (technology, experiments)</li> <li>Pilot Scale with integrated tests producing samples of final product. Process Eng. Data gathering to inform scale-up</li> </ul>		<ul style="list-style-type: none"> <li>Demonstration scale plant (including all sub-systems) development, testing and final operation conditions</li> <li>Continuous integrated operation of 1/10<sup>th</sup> scale for 1,000 hours and data collection</li> <li>Document pilot performance and engage with independent engineer to obtain investor confidence</li> </ul>		<ul style="list-style-type: none"> <li>Detailed process model &amp; engineering deliverables to support project execution &amp; const. planning &amp; estimate</li> <li>1<sup>st</sup> commercial scale project development &amp; plant operations</li> </ul>
Ignite <sup>X</sup> - DAC Accelerator Activities	Technology Review & Validation Preparation for Project Execution				Preparation for FEL-1 Project Execution		Preparation for FEL-2 Project Execution		Preparation for FEL-3 & EPC Project Execution including Detailed Design, Construction & Commissioning



AMERICAN  
**MADE**  
U.S. DEPARTMENT OF ENERGY

# NETL Carbon Management Research Project Review Meeting



CARBON TO  
VALUE INITIATIVE

# CATALYZING THE CARBONTECH ECOSYSTEM

The next chapter for DAC and carbon management  
*innovation* and *deployment*

A COLLABORATION BY

URBAN FUTURE LAB  
NYU TANDON



Greentown Labs



Fraunhofer  
USA

# CURRENT CLC MEMBER ORGANIZATIONS

GOVERNMENT



Canada



FLUOR



CORPORATES

C<sub>2</sub>V

Carbon180



CARBON DIRECT

(carbon)plan



Circular Carbon Network



CARBONTECH EXPERTS



# CARBON TO VALUE COHORT STARTUPS (YEAR 1-3)

## Point source capture



OSMOSES

## Carbon conversion to fuels and chemicals

AIR COMPANY.



LYDIAN

## Carbon Mineralization



CARBONFREE



## Biomass & Biochar



ecoLocked



## Carbon conversion to advanced materials



## Direct and Ocean Air Capture

MoleculeWorks  
Efficiency for a Sustainable World



## Enabling Technologies

Patch

# THE NEXT THREE YEARS OF C2V

INNOVATION COHORT (TRL 2-4)

DEPLOYMENT COHORT (TRL 5-7)

**1**  
COHORT

ESSENCE OF

Provide early-stage startups with the resources they need to get to scale

Help later-stage startups de-risk their transition toward a FOAK demonstration or commercial-scale deployment

**2**  
CURRICULUM

DEIA

Curriculum will systematically cover environmental justice components such as diverse hiring, equitable deployment, and involvement in climate policy

**3**  
LEADERSHIP COUNCIL

CARBONTECH

Technology and carbon specialists with benchmarking expertise and real-life applications

Greater focus on federal government and deployment-driven capital partners

**4**  
FOCUS ON DAC

25% DAC minimum requirement for both cohorts with an emphasis on collaborating within the greater CDR ecosystem



# CARBON TO VALUE INITIATIVE

THANK YOU!



Nour Ghadanfar  
Sr. Director of Partnership Programs  
**GREENTOWN LABS**  
[nghadanfar@greentownlabs.com](mailto:nghadanfar@greentownlabs.com)

A COLLABORATION BY



Greentown Labs



Fraunhofer  
USA



AMERICAN  
**MADE**  
U.S. DEPARTMENT OF ENERGY

# NETL Carbon Management Research Project Review Meeting



Center on  
Global Energy Policy  
at COLUMBIA | SIPA



# Carbontech Development Initiative – Accelerate DAC (aDAC)

37

Carbontech  
Development  
Initiative

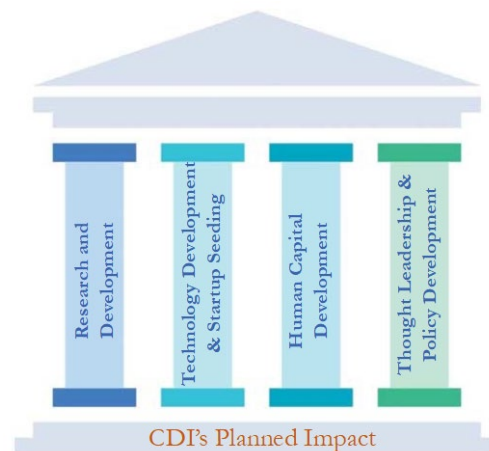
August 2023

# CDI - Overview

CDI at Columbia University's Center on Global Energy Policy (CGEP), is a first-of-its-kind, large-scale carbontech market transformation and grant-seeding commercialization hub.

CDI catalyzes carbontech market transformation through a multipronged approach based on:

- Grant programs
- Startup accelerators
- Policy research
- Thought leadership



In its inaugural grant round, CDI awarded **\$2.7M** to **14** carbontech startups, **6** of which focused on Direct Air Capture technology.

# Challenges Facing the DAC Ecosystem

CDI's Accelerate DAC (aDAC) program addresses three challenges facing DAC as an emerging, hard-tech asset class

## Conventional Accelerator Fit Challenge



Accelerator best practices and programming have been validated for “conventional” startups, but are not adequately calibrated for DAC / hard-tech startups

## Sector Knowledge Gap Challenge



Commercial and investment partners have low sector knowledge inhibiting understanding of key factors for investment decisions, including:

- baseline assumptions for valuing startups
- benchmarking innovation
- understanding regulatory environment

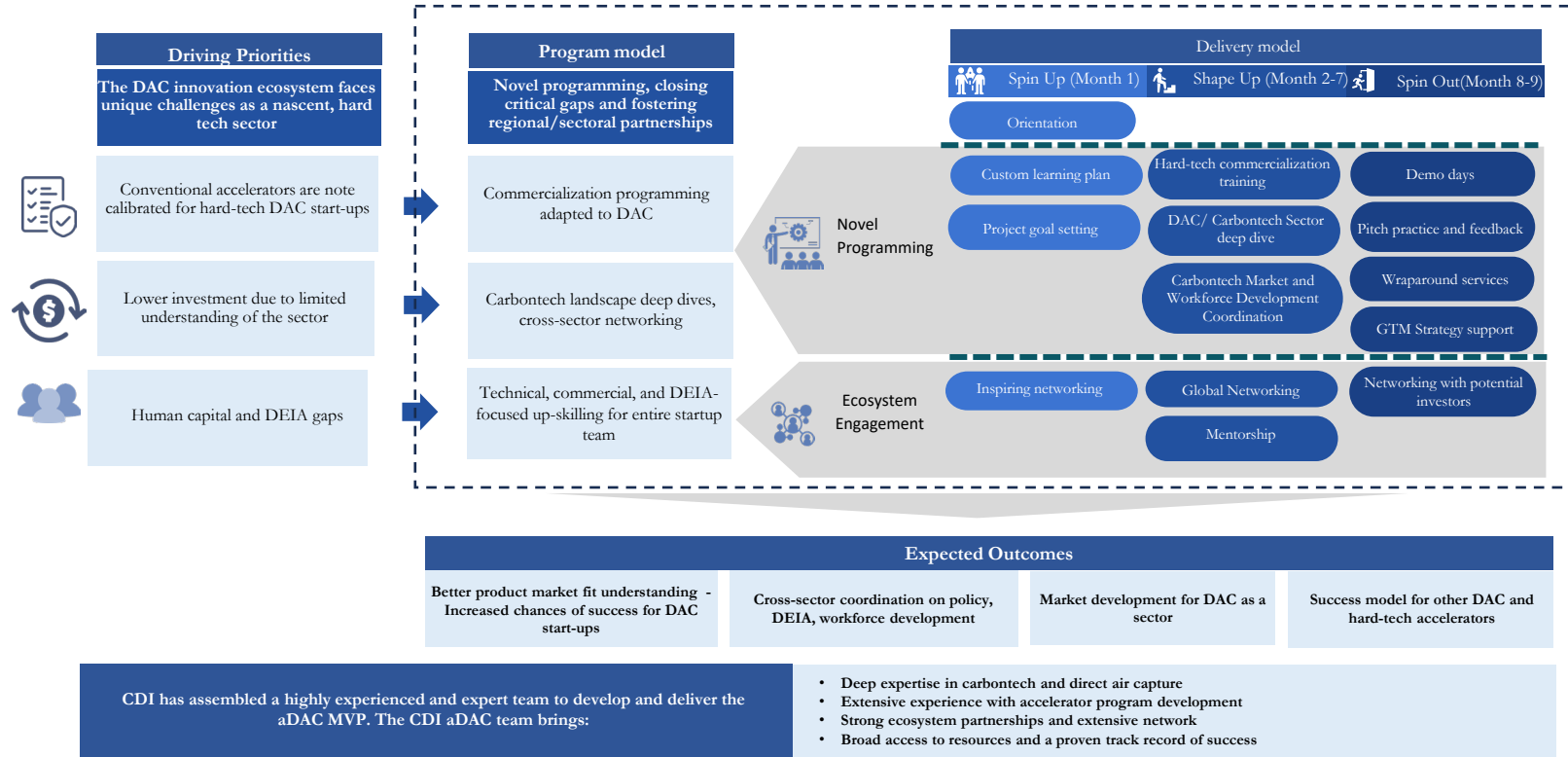
## Human Capital Challenge



DAC startups must scale in an under-developed workforce environment, and lacks widespread efforts to cross-train workers in adjacent sectors to work in DAC. As a result, even motivated startups will likely struggle to meet workforce needs and meet DEIA goals.

# Solution: CDI aDAC

## Accelerate DAC (aDAC) MVP







Center on  
Global Energy Policy  
at COLUMBIA | SIPA



Thank you



AMERICAN  
**MADĒ**  
U.S. DEPARTMENT OF ENERGY

# NETL Carbon Management Research Project Review Meeting



# gener8tor

*DAC Accelerator*

*in partnership with the Clean Air Task Force*



CLEAN AIR  
TASK FORCE



# Mission

---

**To be the best partner  
for a community to invest  
in its best and brightest.**



**2012**

**Founded**

**243**

**Accelerator  
Cohorts**

**41**

**Communities**

**1,212**

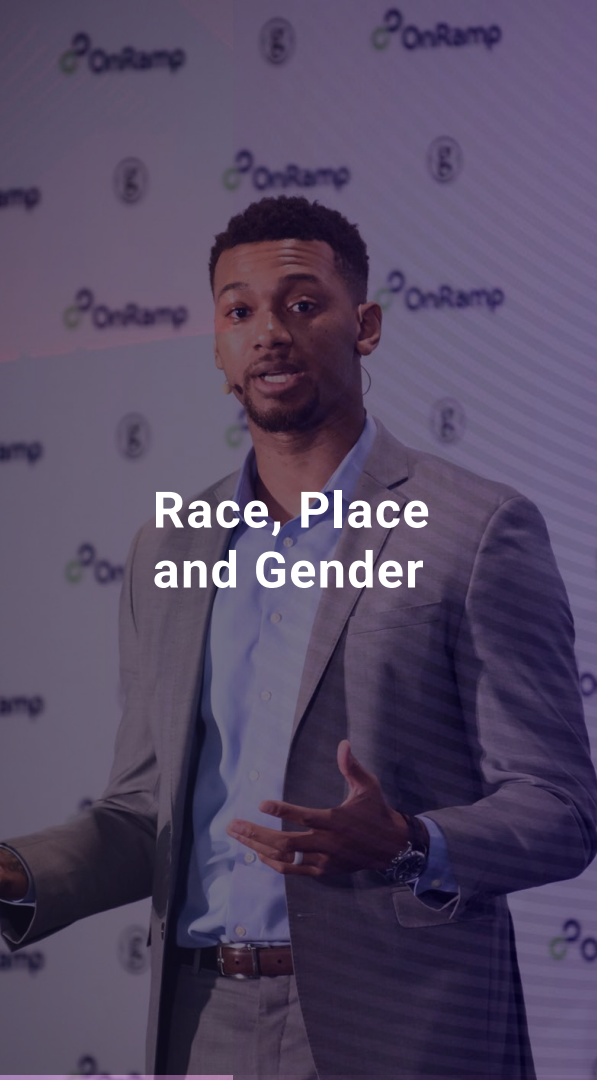
**Startups**

**\$1.59B+**

**Follow-on Financing**

**10,261**

**Jobs**



## Race, Place and Gender

### Venture Capital Average

**2.6%**

Startups with a  
Founder of Color

**2.3%**

Startups with a  
Woman Founder

**<1%**

Startups with a  
Woman of  
Color Founder

**20%**

Startups Outside a  
Major Tech Hub

### gener8tor

**45%**

Startups with a  
Founder of Color

**33%**

Startups with a  
Woman Founder

**17%**

Startups with a  
Woman of  
Color Founder

**82%**

Startups Outside a  
Major Tech Hub

# One of the most active early-stage investors in climate-tech



1000's of applications / year
























100's of active mentors & investors



50+ of corporate partners



# Demonstrated ability to invest and accelerate the best and brightest climate tech startups

Energy	Food & Land Use	Transportation	Carbon	Industrial
    	   	    	   	    

***Sustainability investment performance: 2.3x MOIC***



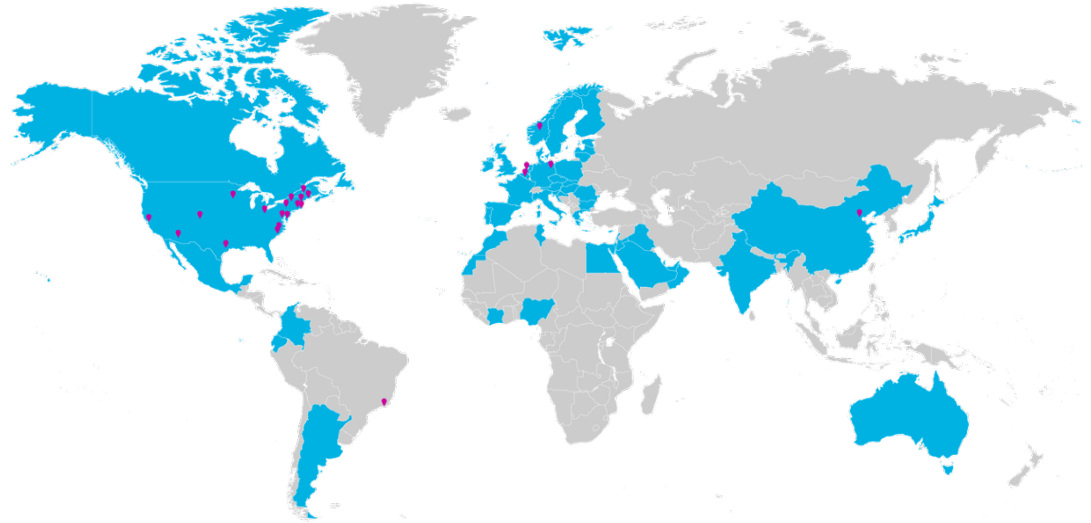


*The Clean Air Task Force (CATF) brings 25+ years of DAC related experience, relationships and technical expertise*



CATF

Leading global NGO with significant advocacy, analytical and technical expertise with regards to carbon management technologies.





**gener8tor**

*DIRECT AIR CAPTURE*

*ACCELERATOR*

IN PARTNERSHIP WITH

**CA  
TF**

**CLEAN AIR  
TASK FORCE**

# A DAC Accelerator focused on the Illinois Basin



## **Ideal for geological sequestration**

Base layer of sandstone topped with layers of shale

01

## **Billions of tons of storage potential**

Preliminary studies indicate 11-150B tons of storage potential

02

## **A leader in carbon capture technology**

Largest number of in-progress carbon capture projects.

03

## **Ideal ecosystem for DAC startups**

State incentives, diverse industrial sector, significant agricultural footprint

04



# Elements of the Accelerator

*5 startups per cohort*



## Investment

*Potential \$100K investment*



## Mentor Swarm

*100+ mentor speed networking*



## Bi-weekly Meetings

*Two weekly, one-hour meetings with the gener8tor + CATF team*



## Weekly Content

*Guest speakers  
Fireside chats*



## Retreats

*One-on-one with the gener8tor + CATF team*



## Investor Swarm

*One-on-one pitches scheduled with 85+ unique investors/funds*



## Showcase


*Demo Day Showcase*




## Ongoing Support

*Most valuable investor*




 **Ryan Jeffery**  
Senior Managing  
Director, Sustainability




 **Soham Dalal**  
Managing Director,  
Sustainability



 **John Thompson**  
Technology &  
Markets Director



 **Quincy Childs**  
Policy Associate

+120 additional team members  
and admin support staff



 **gener8tor**

# gener8tor



CLEAN AIR  
TASK FORCE

*Thank you*  
*[ryan@gener8tor.com](mailto:ryan@gener8tor.com)*





AMERICAN  
**MADE**  
U.S. DEPARTMENT OF ENERGY

# NETL Carbon Management Research Project Review Meeting





# DAC-ATTACC by RADICLE

Direct Air Capture – Advancing Technology That Accelerates Carbon Containment

MVP PLAN

## IDENTIFY

Create a robust pipeline for emerging DAC technologies through targeted networking

## DEVELOP

Select three CDR clients and collaboratively mature their prototypes through a design, build, and iterate process

## DEMONSTRATE

Validate performance through internal testing programs and ruggedize systems for pilot-scale field trials

Differentiated from a typical incubator, Radicle uses our resources & expertise to rapidly mature emerging ClimateTech innovations. DAC-ATTACC will be Radicle’s first targeted program that tailors our model to **building out and scaling up carbon removal technology.**



APPROACH

## BETTER

Focusing on deep and collaborative relationships under flexible terms enhances the odds of successful product commercialization

## FASTER

Combining a startup mentality with a standing team and infrastructure allows Radicle to execute quick-turn projects in superior fashion

## CHEAPER

Creating economies of scale with shared resources and treating hardware engineering as a specialty reduces the cost of development



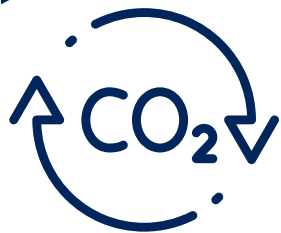
AMERICAN  
**MADE**  
U.S. DEPARTMENT OF ENERGY

# NETL Carbon Management Research Project Review Meeting



THE UNIVERSITY OF ARIZONA

**CENTER FOR  
INNOVATION**



Direct Air Capture  
Innovation Program



THE UNIVERSITY OF ARIZONA  
**TECH PARKS  
ARIZONA**



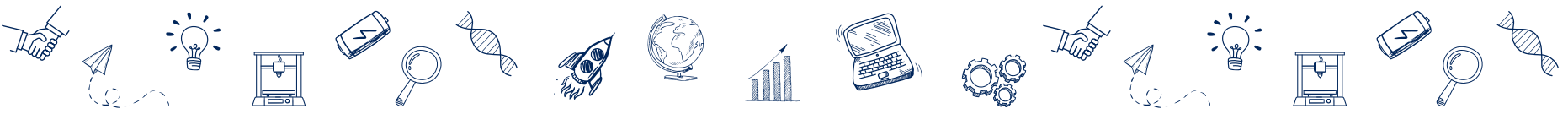
THE UNIVERSITY OF ARIZONA  
**TECH PARK**



THE UNIVERSITY OF ARIZONA  
**CENTER FOR  
INNOVATION**



THE UNIVERSITY OF ARIZONA  
**TECH PARK**  
at The Bridges



# PROGRAM ROADMAP



THE UNIVERSITY OF ARIZONA  
**CENTER FOR INNOVATION**

	1	2	3	4	5	6	7	8	9	10	11	12	13
<b>EXPOSURE</b>													
<b>IN PROGRESS</b>													
<b>WELL DEVELOPED</b>													

	14	15	16	17	18	19	20	21	22	23	24	25	26	27
<b>EXPOSURE</b>														
<b>IN PROGRESS</b>														
<b>WELL DEVELOPED</b>														

© University of Arizona Center for Innovation / Tech Parks Arizona



THE UNIVERSITY OF ARIZONA  
**CENTER FOR INNOVATION**

**20**  
Years



# PROGRAM ROADMAP



THE UNIVERSITY OF ARIZONA  
**CENTER FOR INNOVATION**

	1	2	3	4	5	6	7	8	9	10	11	12	13
<b>EXPOSURE</b>	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓
<b>IN PROGRESS</b>			✓	✓	✓	✓	✓	✓	✓		✓		
<b>WELL DEVELOPED</b>				✓		✓	✓				✓		

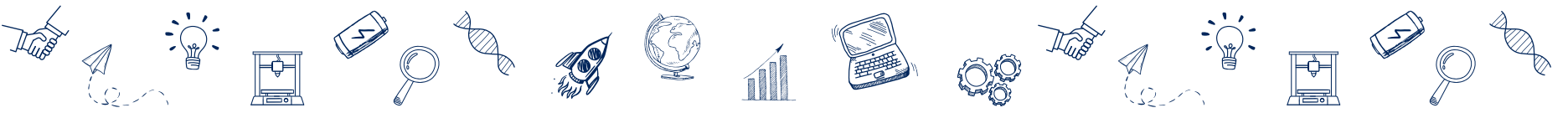
	14	15	16	17	18	19	20	21	22	23	24	25	26	27
<b>EXPOSURE</b>		✓		✓	✓		✓	✓	✓	✓	✓	✓		
<b>IN PROGRESS</b>								✓		✓	✓	✓		
<b>WELL DEVELOPED</b>														

© University of Arizona Center for Innovation, LLC



THE UNIVERSITY OF ARIZONA  
**CENTER FOR INNOVATION**

**20**  
Years



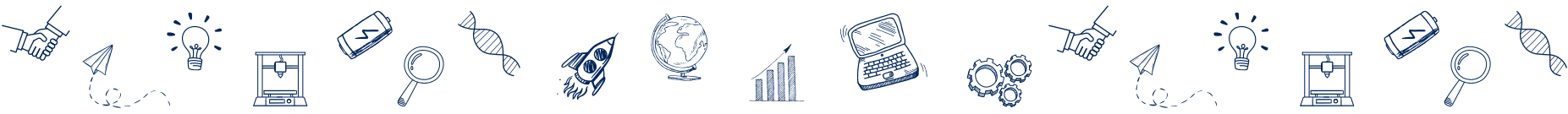
# People

- Mentors-in-Residence
  - Subject Matter Experts
  - UACI Programmatic Staff
  - Interns
- 
- Extended Network
  - Other Entrepreneurs
  - Community Resources
  - Customers
  - Investors
  - Sponsors
  - Municipalities



THE UNIVERSITY OF ARIZONA  
**CENTER FOR  
INNOVATION**

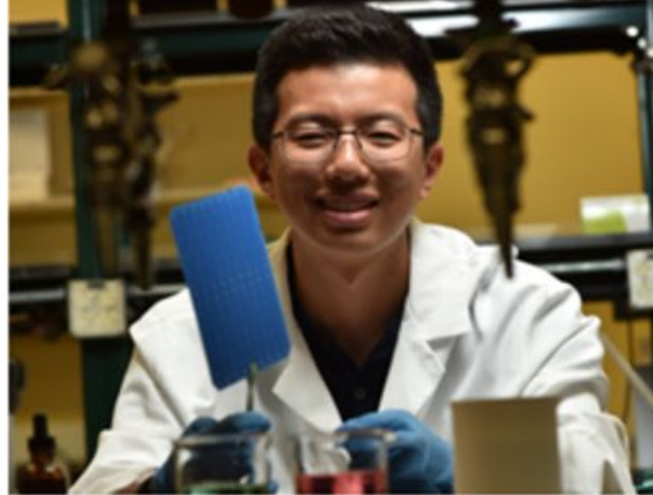
**20**  
Years



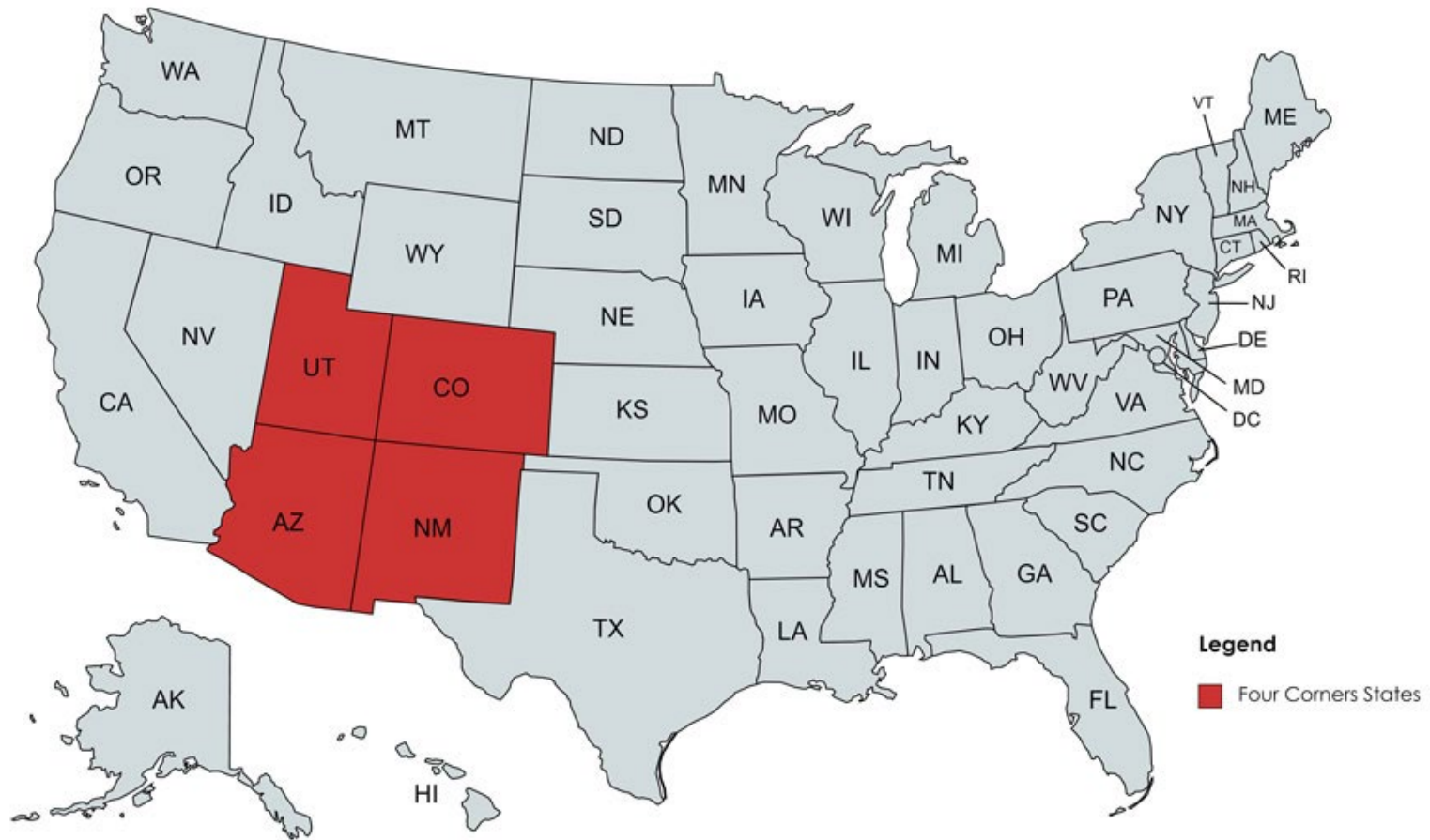
THE UNIVERSITY OF ARIZONA  
**CENTER FOR  
INNOVATION**

**20**  
Years





**SOLAR  
ZONE**



Funding	Product-Market Fit	Operation Excellence	Business Basics
Financials	Problem Identification	Milestone Development	Entity Formation
Accounting System	Customer Discovery	Regulatory Requirements	Market Assessment
Exit Strategy	Product Validation	Team Development	Marketing Collateral
Dilutive Funding	Customer Segments	Board Development	Marketing Strategy
Non-dilutive Funding	Customer Relationships	IP Protection Strategy	Executive Summary
Pitch	Formulation of Value Proposition	Operations	Competitive Analysis
Business Model	New Sales	Business Model	Business Plan
			Company Development

Search Topics



Bookmarks

Course Schedule

Table of Contents 13

Session 1: Kick-off (Feb. 7) 1

Session 2: Business Model + Financials (Feb. 10) 1

Session 3: Accounting Systems (Feb. 14) 4

Session 4: Exit Strategy (Feb. 17) 1

Session 5: Investor Pitch (Feb. 21) 5

# Session 1: Kick-off (Feb. 7) ▾

Print



## Welcome to Pathways to Funding!

For our first session, we will review expectations, meet your fellow cohort members, mentors, and be provided with more information that will be covered throughout this experience.

Download

85.71 % 6 of 7 topics complete

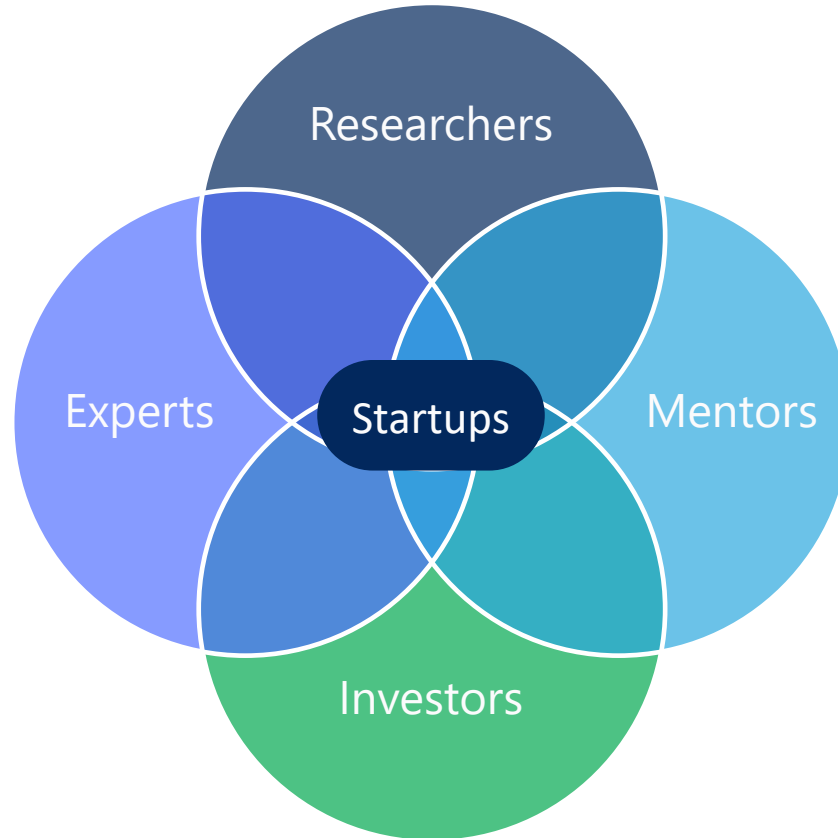
[Accessing D2L Community Page](#) ▾

Link



This link will provide more information on how to access the D2L community page. Please review if you have questions about logging into this portal.

# Collaboration



# Team

5

PROGRAMMATIC STAFF

PRIMARILY WOMEN LED

MORE THAN 125 YEARS OF STARTUP  
EXPERIENCE

HIGHER EDUCATION  
PROFESSIONAL



2

MENTORS IN  
RESIDENCE

MORE THAN 25 YEARS OF STARTUP  
EXPERIENCE

RENEWABLE ENERGY



4

SUBJECT MATTER EXPERTS

MARKETING

TEAM AND BOARD DEVELOPMENT

FINANCE AND ACCOUNTING

FUNDING STRATEGY

# DAC Key Risks + Subject Matter Expertise



Pre Assessment



Instruction



Post  
Assessment

Capital

Revenue

Employees

Current demographics

Program/Resource  
Engagement

Completion of Tasks

Feedback on Program

Capital Attracted

Jobs Created

Revenue

Demographics of staff,  
customers and  
communities served

3 Year Pre to Post Assessment Period



# Partners/Stakeholders



Research, Innovation  
& Impact



**4** CORNERS  
CARBON COALITION



# Future Planning





**Eric Smith**

Executive Director, University of Arizona Center for Innovation

**TECH PARKS ARIZONA**

9040 S. Rita Road Suite 1270 Tucson, AZ 85747

[esmith@uaci.com](mailto:esmith@uaci.com)

O: (520) 382-3279 M: (520) 907-5550