NYSERDA Funding for Innovation

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Stony Brook SBDC
June 29, 2011
• About NYSERDA
• Innovation and Business Development
• R&D, Demonstration and Product Development
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About NYSERDA

• Mission: *Advance innovative energy solutions in ways that improve New York’s economy and environment.*

• Manage statutory funding for traditional product research, development and demonstration

• Current administrator of NYS Public Service Commission
  - System Benefits Charge Program (New York Energy $mart)
  - Renewable Portfolio Standard (RPS)
  - Energy Efficiency Portfolio Standard (EEPS)

• Regional Greenhouse Gas Initiative Allowance Auctions
Advance innovative energy solutions …

• Achieving New York’s energy policy goals requires innovation.
  – 30 by 15
  – 15 by 15
  – 80 by 50 (!)

• Technology availability/affordability is at least as strong a driver as economic development.
Breakdown of 2010-12 Budget Across the Innovation Cycle
(All Funding Sources - in $ million)

- Scientific Research and Analysis: $1,439.7 (85%)
- Technology Development & Demonstration: $190.7 (11%)
- Business & Market Development: $54.0 (3%)
- Market Adoption & Expansion: $13.1 (1%)
- Standard Practice: $6.5 (0%)

Total = $1,704.1
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Commercialization Model

**Business Growth and Acceleration**

- Opportunity Assessment
- Business Concept Feasibility
- Business Development & Planning
- Business Start-Up
- Business Scale-Up

**Technology Development**

- Initial Concept
- Technology Feasibility
- Technology Development & Planning
- Commercial Start-Up
- Commercial Scale-Up
Direct Support Programs

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**Flow**

1. Product Development
2. Technology Development
3. Business Growth
4. Manufacturing
Infrastructure Programs

Business Growth and Acceleration


Business Incubators/Accelerators

Business Assistance and Advice

Technology Development

| Initial Concept | Technology Feasibility | Technology Development & Planning | Commercial Start-Up | Commercial Scale-Up |

Test Centers
Incubator Program Outcomes

- Expenditures to date: ~$2.7 million
- Client companies: 64
- Client companies receiving NYSERDA funding: 12
- New products introduced: 26
- Private capital raised: $22.4 million
- Federal funding: $6.8 million
- New jobs: 94
- Retained jobs: 165
Supplemental Resources

• NYSERDA Entrepreneurs-in-Residence
  – ~40 Experienced executives / C-level entrepreneurs

• NYSERDA Growth Capital Business Partners
  – Outreach to global early-stage cleantech investors
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Current Programs

• PON 2250 – Innovation in the Manufacturing of Clean Energy Technologies
  – 9/15/2011
  – Ashley Cox (adc@nyserda.org)

• PON 2254 - Building Envelope Strategies for Advancing Deep Energy Retrofits
  – 7/13/2011
  – Greg Pedrick (gap@nyserda.org)
Upcoming PD&D Programs

- **PON 2251 – Commercialization Option**
  - Bryan Berry (bpb@nyserda.org)

- **PON 2271 – Advanced Transportation Technologies**
  - Joe Wagner (jrw@nyserda.org)

- **PON 2301 – Electric Vehicle Supply Equipment**
  - Patrick Bolton (ppb@nyserda.org)

- **PON 2314 – Sustainable Transportation**
  - Joe Tario (jdt@nyserda.org)
Other Upcoming R&D Programs

- **PON 2260 – Environmental Monitoring, Evaluation and Protection**
  - Sandra Meier (sm4@nyserda.org)

- **PON 2264 – Executive Transition**
  - Jacques Roeth (jr3@nyserda.org)

- **PON 2266 – NYS Innovation Metrics**
  - Jacques Roeth (jr3@nyserda.org)

- **PON 2290 – Biofuel Station Initiative**
  - Patrick Bolton (ppb@nyserda.org)
“Annual” Programs

• Environmentally Preferred Power Systems
  – Jennifer Harvey (jlh@nyserda.org)
  – Barry Liebowitz (bnl@nyserda.org)

• Heating and Cooling
  – Nate Russell (nar@nyserda.org)

• Water and Wastewater
  – Kathleen O’Connor (kmo@nyserda.org)

• Next-Generation Energy Efficiency
  – Bob Carver (rmc@nyserda.org)

• Lighting
  – Marsha Walton (mlw@nyserda.org)

• Transmission and Distribution
  – John Love (jfl@nyserda.org)
  – Michael Razanousky (mpr@nyserda.org)
Funding Opportunities Email List

- **listserv@listserv.nyserda.org**
  - Leave Subject blank

- “subscribe FundingOpps-L John Smith”
  - (without quotes) in the body
  - Nothing else

- **Confirm**
  - Reply to email
  - “OK” (without quotes) in the body
  - Nothing else
NYSERDA Web Site

- Find the right Project Manager to contact
- Look at closed solicitations
- Join the email list
  - [http://www.nyserda.org/funding/fundingopps.asp](http://www.nyserda.org/funding/fundingopps.asp)
Thank You

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