



ANGEL CAPITAL ASSOCIATION

Washington, DC

March 2014

Cleantech Investing as Part of Your Portfolio

Panelists:

Gail Greenwald, Clean Energy Venture Group

Curtis Gunn, Desert Angels

Byron McCann, Element 8 Angels12

Moderator:

Judy Giordan, Chemical Angel Network



Cleantech Investing as Part of Your Portfolio



**Byron
McCann**
Element 8



**Gail
Greenwald**
*Clean Energy
Venture
Group*



Curtis Gunn
Desert Angels



Judy Giordan
*Chemical
Angel Network*



Gail Greenwald

Member, Clean Energy Venture Group

- Gail Greenwald is an active seed-level investor and an experienced senior executive with more than 25 years of experience in technology-intensive companies. She is currently a member of the Clean Energy Venture Group and the Launchpad Venture Group, where she serves on the board of directors. She also serves on the advisory board of The Capital Network, and is a board observer for one of her portfolio companies, Practically Green.
- Formerly, Gail was executive vice president of Foliage, which provides consulting and software development services for the medical, aerospace, and industrial equipment markets. Gail was responsible for corporate-wide P&L management, restructuring and mentoring the current leadership team, and relationship management for major accounts. Previously, Gail was Chief Operating Officer at Caveo Technology and Vice President & Senior Managing Director at Arthur D. Little.
- Gail holds a B.S. in chemical engineering from MIT and a PhD in chemical engineering from the University of California at Berkeley.



clean energy
venture group



Byron McCann

Founder, Ascent Partners; Co-chair, Element 8

- Byron McCann founded Ascent Partners which focuses on investments, mergers & acquisitions, and strategic alliances for cleantech and IT companies. He is a principal of Patent Navigation, Inc. which is democratizing the patent process for early stage ventures. He is Co-chair of Element 8 (formerly Northwest Energy Angels), a cleantech private angel investor group. He was the Pacific Northwest Regional Director of the Cleantech Open for four years.
- Formerly, he was a venture partner at Prism Capital. He was CEO of Service Intelligence, a venture-backed, retail customer experience measurement company which was acquired. He co-founded genSoft, which developed the first Windows database and was acquired by Computer Associates. He was COO of a cable television advertising venture acquired by TCI; and was with Ernst & Young's national telecommunications consulting practice.
- He was vice chairman of the Washington Technology Industry Association, was on board of NW Entrepreneur Network, and was Board Chair of Broadway Bound Children's Theatre. He has a Cum laude Harvard BA and a Stanford MBA.

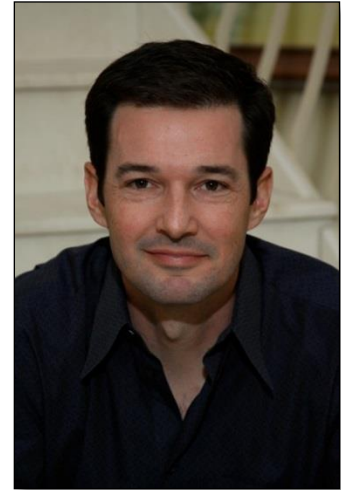




Curtis Gunn

Chairman, Desert Angels

- Curtis Gunn is Chairman of the Desert Angels, an angel investment group of over 90 accredited investors in Tucson, Az that review presentations from early stage startup companies looking for potential funding. Prior to this role, Curtis traveled the world competing as a professional cyclist riding for both US and Australian-based Professional Cycling teams. Previous to his life as a professional athlete, he was an entrepreneur founding and operating companies based in retail, Internet, healthcare and real estate. As an angel investor, Curtis has invested in over 35 different companies across a broad spectrum of industries, technologies, and geographies. Curtis serves on the boards of the Angel Capital Association and Startup Tucson.





Judy Giordan

Co-founder, Chemical Angel Network

- Judith Giordan (www.jgiordan.com) is Managing Director at ecosVC (www.ecosvc.com), a venture development and investment firm), co-founder of the Chemical Angel Network (www.chemicalangels.com), and is currently CTO of Qteros, Inc. (www.qteros.com).
- As a former Fortune 500 executive and venture founder, Giordan's roles included VP and Global Corporate Director of R&D at International Flavors and Fragrances, Inc.; VP Worldwide R&D for the Pepsi-Cola Company, the global beverage arm of PepsiCo, Inc.; VP R&D for Henkel Corporation, the North American operating unit of the Henkel Group, and co-founder and managing partner of 1EXECStreet, a successful San Francisco based boutique executive search firm. Giordan has also served in various academic and government roles.
- Giordan received her BS from Rutgers University (environmental science), her PhD from the University of Maryland (Chemistry), and was an Alexander von Humboldt Post Doctoral Research Fellow at the University of Frankfurt in Germany. Judy is a Fellow of the American Chemical Society and the recipient of the 2010 ACS Garvan-Olin Medal of the American Chemical Society.



Chemical Angel
Network

ecosVC
inspiring innovators



Why this topic and why NOW

The Challenge

Providing environmentally sustainable solutions for..





About you!

- How many of you invest in “cleantech”?
- For those who said “**yes**” – what stage?
- For those who said “**yes**” – define “cleantech”
- For those who said “**no**” - why “no”?
- For those who said “no” – would addressing the reasons help you to invest?





Follow The \$\$\$

Industry	2011 Total	2011%	2012 Total	2012%	2013 Total	2013%
	Biotechnology	\$4,826,041,400	16.28	4,160,199,700	15.35	3,156,038,100
Computers and Peripherals	\$566,634,500	1.91	453,407,000	1.67	419,021,700	2.02
Consumer Products and Services	\$1,432,440,300	4.83	1,336,325,100	4.93	927,699,400	4.47
Electronics/Instrumentation	\$407,088,200	1.37	253,969,100	0.94	217,126,600	1.05
Industrial/Energy	\$3,637,272,800	12.27	2,861,101,100	10.55	940,576,800	4.53
IT Services	\$2,323,244,300	7.84	1,888,768,500	6.97	1,366,590,100	6.59
Media and Entertainment	\$2,278,607,600	7.69	2,039,814,800	7.53	1,655,030,500	7.98
Medical Devices and Equipment	\$2,882,478,600	9.72	2,474,218,600	9.13	1,609,314,500	7.76
Networking and Equipment	\$386,434,400	1.30	330,798,100	1.22	633,194,800	3.05
Semiconductors	\$1,309,863,900	4.42	923,655,000	3.41	375,893,200	1.81
Software	\$7,761,398,000	26.18	8,581,882,700	31.66	8,163,477,300	39.35
Telecommunications	\$612,326,800	2.07	706,310,300	2.61	435,957,900	2.10
Grand Total	\$29,645,324,000		27,106,747,200		20,745,836,500	



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The NEW Cottage Industry!





The NEW Cottage Industry!

Highlights from the *AUTM U.S. Licensing Activity Survey: FY2011*

- 591 new commercial products introduced
- 4,899 licenses executed
- 1,152 options executed
- 416 executed licenses containing equity
- 38,600 active licenses and options
- **670 new companies formed, 487 of which had their primary place of business in the licensing institution's home state**
- **3,927 startup companies still operating as of the end of FY2011**



And it is NOT software.

Purdue University: Purdue Improved Crop Storage (PICS)



Purdue Improved Crop Storage (PICS) is a crop storage system designed to prevent insects from destroying stored grains. The system consists of a triple-layer bag made of 80-micron thick, high-density materials that uses a hermetic, i.e., airtight, seal. The bags cost-effective and easy to use and avoid the need for storage insecticides. [Learn more.](#)

The Council for Scientific and Industrial Research (CSIR): Fever-Tree Repellent Candle



Collaboration between CSIR researchers and traditional healers on indigenous plants with mosquito repellent properties in the mid-1990s led to the discovery of a novel mosquito repellent. The essential oil of a specific chemo type of the indigenous plant, *Lippia javanica* (called LAPA), has more effective repellent properties than similar or comparable commercial products on the market (which includes citronella-based products). [Learn more.](#)



What defines “cleantech”
to you and your group?

What stage companies
are you interested in or
have invested in?

What is the best way to
syndicate these deals
based on your learnings?



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What stage companies are you interested in or have invested in?



Q&A from you...

- ???????



What is the best way to syndicate these deals based on your learnings?



Thank you

Contact information



Byron B. McCann
Ascent Partners
Group
Byron@AscentPartnersGroup.com



Curtis Gunn
Desert Angels
curtis@desertangels.org



Gail Greenwald
Clean Energy
Venture Group
gailgreenwald@gmail.com



Judy Giordan
Chemical Angel
Network
judy@jgiordan.com