



One-on-One Networking Sessions

About

Through the One-on-One Networking Sessions, attendees have the opportunity to connect and build dialogue during 10-minute meetings with seated investors and cleantech professionals.

The NREL **Emerging Markets Day** One-on-One Networking Session will take place on **May 8, 2019** from 4:15 - 5:30pm and will feature over 30 seated professionals.

Professionals who will be at Emerging Markets Day (in addition to the Industry Growth Forum) are marked with a green star (★) below.

The NREL **Industry Growth Forum** One-on-One Networking Session will take place on **May 9, 2019** from 8:10 - 11:40am and will feature over 80 seated professionals.

How to Participate

IGF and EMD Applicants: On **Monday, March 4, 2019 at 9am MT**, companies who applied to present will be given early access to request meetings. Meetings are scheduled via the event mobile app. In order to access the mobile app, companies must first register to attend the events.

All Attendees: On **Monday, March 18, 2019 at 9am MT**, all registered attendees will have the ability to request meetings with seated professionals. Meetings are scheduled via the event mobile app. In order to access the mobile app, companies must first register to attend the event.

Advance sign up for the One-on-One Networking Session will close on **April 24, 2019 at 5pm MT**.

Seated professionals will have the ability to accept/decline meeting requests. Final schedules will be made available in the mobile app at the end of April.

Attendees will have the ability to sign up for meetings onsite through the mobile app for remaining openings on participants schedules.

Please send any questions to industrygrowthforum@nrel.gov

[Register Here!](#)

Participating Firms

Firms highlighted in yellow were added on March 14th.

Firms highlighted in blue were added on March 21st.

Click on the name of a firm to skip to their page.

Acario Innovation	innogy New Ventures LLC
Advance Capital Markets	Innosphere
Air Liquide Venture Capital	IP Group
AP Ventures	Kilpatrick Townsend & Stockton LLP
Ara Partners	The Lacuna Equity Fund (The Athena Global Alliance & Near Northeast LLC)
Austin Technology Incubator	LG Innovation Ventures
BP Ventures	Lupine Growth Advisors
Breakthrough Energy Ventures	MXV Ventures
Chemical Angel Network	National Grid Ventures
Chrysalix Venture Capital	New Energy Fund II, LP
Clean Energy Trust	Ørsted Ventures
Clean Energy Venture Group	Pangaea Ventures
Congruent Ventures	Posit Partners
Constellation Technology Ventures	Power Africa
Cottonwood Technology Fund	Prelude Ventures
DSM Venturing	Quantum Energy Partners
E.ON	RenewableTech Ventures
EDF INC	The Rockies Impact Fund
Electric Power Research Institute (EPRI)	SABIC Ventures
EMS Capital	Siemens/Dresser-Rand
Energy Foundry	Southern Cross Ventures
Energy Innovation	Silicon Valley Bank
EnerTech Capital	True North Venture Partners
Evergy Ventures	UK Global Entrepreneur Program
Evok Innovations	Wells Fargo
FACTOR[e] Ventures	WGK Ventures
First Green Partners	ZipDragon Ventures
Free Radical Ventures	
Individual Investor	



Acario Innovation

Patrick Sagisi

<http://accarioinnovation.com>

Acario Ventures funds early-stage companies in the new energy economy and sustainability sectors, including mobility, energy storage, and next-generation customer and grid services. Acario Ventures is part of Acario Innovation, the Silicon Valley-based corporate venture capital and open innovation arm of Tokyo Gas.



Advance Capital Markets

Michael Ware

Mr. Ware is the co-founder of Advance Capital Markets, Inc. a private investment firm with a long and successful track record in the energy and power industries. He has served as a financial advisor to private equity funds, international energy firms, independent power companies, electric utilities as well as a number of successful entrepreneurial enterprises. Mr. Ware served on the boards of nine GEI portfolio companies and is on the board of the American Council on Renewable Energy (ACORE), and the National Renewable Energy Laboratory Investor Advisory Board.



Air Liquide Venture Capital

Greg Fleming

<https://www.airliquide.com/group/aliad-venture-capital>

Greg is the Investment Director at Air Liquide Venture Capital (ALIAD). ALIAD supports strategic partnerships with Air Liquide entities via minority investments. While we prefer 'customer demonstration stage' investments, we have made investments ranging from seed stage to IPO. We always co-invest with other experienced investors. Our focus sectors include Energy, Digital and Healthcare.



AP Ventures

Andrew Hinkly

<https://apventuresllp.com/>

Andrew Hinkly is the Founding Managing Partner of AP Ventures which had a first close of US\$200 million in July 2018. He has enjoyed a high profile career spanning more than 25 years working in the automotive and mining industries. He held a number of senior leadership positions at Anglo American, where he worked for a decade and was a member of Anglo American Platinum Executive Committee.

He previously held senior roles at Ford Motor Company where he was a member of the North American Executive Committee. At Ford he led the Production Procurement operations of Ford Americas and was responsible for \$45 billion of annual purchases from over 40,000 suppliers. Whilst at Anglo American Andrew established the successful Corporate Venture Capital Fund, the predecessor fund to AP Ventures Fund I, to invest in innovative technology companies which utilize PGMs. Andrew is a board member of Food Freshness, GreyRock, and HyET.



Ara Partners

Cory Steffek ★

<https://www.arapartners.com/>

Ara Partners is a Houston-based private equity firm focused on growth and buyout investments targeting opportunities arising from the global energy transition. Ara invests in technically differentiated companies that leverage resource efficiency and sustainable attributes to deliver advantaged products and services. Building upon decades of experience in the conventional and renewable energy industries, the Ara team looks to partner with exceptional management teams to drive near-term growth in the chemicals and materials, industrial, and power and energy verticals.



Austin Technology Incubator

Richard Amato & Mark Sanders ★

<https://ati.utexas.edu/>

The Austin Technology Incubator is the startup incubator of the University of Texas at Austin. ATI focuses on helping startups compete successfully in the capital markets. They have strong, long-term, trust-based relationships with investors – the local angel investors community, local and national venture capital firms, and sources of public funding.



Richard Amato heads up new energy initiatives for the IC² Institute’s Global Commercialization Group, including the World Bank Climate Innovation Center Program in Ghana, Kenya, South Africa, and Vietnam. In addition, Amato provides support for the programs in India focused on developing the infrastructure necessary to support a robust, entrepreneurial clean-tech environment targeted at solving India’s critical energy issues. Prior to joining GCG, he founded and served as President and CEO of Venti Energy, a renewable development company dedicated to increasing the supply of clean and reliable energy.

Mark Sanders is the lead advisor to all ATI Transportation & Mobility companies. He has 20 years of experience working in sustainable infrastructure and cleantech and is the founder of TurnKey Environmental (acquired in 2003) and T3E (acquired in 2009). Formerly, he was the Applied Research Manager at Lawrence Berkeley National Laboratory focused on technology commercialization.



BP Ventures

Daniela Proske

<https://www.bp.com/>

BP Ventures was set up more than ten years ago to identify and invest in private, high growth, game-changing technology companies, accelerating innovation across the entire energy spectrum.

Daniela joined the BP Venture team in 2018 and is leading activities in mobility. Before BP Ventures, she held a number of roles at BASF, where she started her career as business development and global key account manager in intermediates. Later she looked after BASF Ventures in North America. Most recently, she worked as senior manager mergers & acquisitions and led international M&A transactions for various business units. Prior to BASF, Daniela co-founded a life science company as head of finance.



Breakthrough Energy Ventures

Christina Karapataki & Kyle Teamey ★

<http://www.b-t.energy/>

The Breakthrough Energy Coalition is a unique group that includes private investors who are patient and risk tolerant, global corporations that produce or consume energy in vast quantities, and financial institutions with the capital necessary to finance the world's largest infrastructure projects. Our network extends into every sector of the global economy, allowing us to tap into additional expertise as needed.



Prior to her current role, Christina worked as a Venture Principal in the corporate venture capital group at Schlumberger Technology Corporation. She focused on finding early stage technologies, across multiple sectors and industries, which could be adapted to serve oilfield applications. She specialized in early stage investments in energy, advanced materials, industrial software solutions and sustainability technologies. Christina has been recognized by Forbes in the 30 Under 30 Energy category and received the Global Corporate Venturing award as one of the top 100 Rising Stars in the corporate venturing industry. She currently serves as an advisor on the NVCA Corporate Venture Group.

Kyle has been an entrepreneur and investor for most of his career. Prior to joining BEV, he was on the investment team at In-Q-Tel (IQT). Kyle developed IQT's Industry 4.0 investment theme, which encompassed energy, materials, manufacturing, and logistics. While at IQT, he also served as an Executive in Residence for Columbia Technology Ventures. Before IQT, Kyle was an entrepreneur with companies and funds to include Liquid Light (CO₂ utilization), Redpoint Ventures, Switch (energy projects), and Dunia Frontier Consultants (international finance consulting).



Chemical Angel Network

Frank Slejko ★

<http://www.chemicalangels.com/>

The Chemical Angel Network provides a mechanism for accredited angel investors to source and vet quality early-stage investment opportunities, assist entrepreneurs and early-stage growth companies and be a quality source for information, educational resources and advisors. A key aim for these investments will be economic development across all markets associated with the Chemical Enterprise - one of the country's largest contributors to job growth and GDP - by helping emerging companies grow to profitability and/or grow to Venture Capital scale investments.



Chrysalix Venture Capital

Alicia Lenis

<https://www.chrysalix.com/>

Chrysalix is a global venture capital fund with a long history commercializing step-change innovation for resource intensive industries. We invest in intelligent systems, energy technology and resource productivity solutions to deliver outsized financial returns and environmental sustainability.

Alicia is an Associate based in Vancouver where she develops investment theses, sources deals, conducts due diligence and manages investment portfolios. Alicia has more than 10 years of experience working in and advising industrial technology companies.



Clean Energy Trust

Ben Gaddy & Paul Seidler

<http://www.cleanenergytrust.org/>

Clean Energy Trust brings cleantech innovation to market by finding, funding, and growing high-impact cleantech startups from the Midwest. Structured as a nonprofit, Clean Energy Trust makes seed investments and provides patient, hands-on support to help entrepreneurs scale and succeed. To date, Clean Energy Trust has invested \$50k-\$400k in 27 companies across the Midwest.



Clean Energy Trust works to demonstrate that investing in and supporting early-stage cleantech innovation can yield financial returns and positive impact. We believe entrepreneurship and innovation are powerful forces that can be leveraged to address environmental challenges, create jobs, and generate investment returns.



Clean Energy Venture Group

Thomas Blum

Thomas Blum is an active investor in cleantech start-ups through New York Angels and Clean Energy Venture Group. By day, he is an investment banker with G.C. Andersen Partners with a focus on start-ups in energy and healthcare. He is also an Innovation Advisor with NYSERDA. He has an BSE degree from Princeton University and an MBA from the Harvard Business School.

Congruent Ventures

Abe Yokell

<http://www.congruentvc.com/>



Abe Yokell is Co-Founder and Managing Partner of Congruent Ventures, an early stage venture firm founded in 2017 that partners with companies in the sustainable technology ecosystem. Congruent's investment themes include Urbanization and Mobility, the Clean Energy Transition, Food and Agriculture, and Industrial and Supply Chain innovation. In addition to the nine investments Abe oversees on behalf of Congruent, he has over 15 years of investment experience in the sector, having invested across sectors and business models, and was responsible for opening RockPort Capital's West Coast office in 2007. Abe graduated from the University of Pennsylvania with a BA in Economics, with minors in Chemistry and Biology.

Constellation Technology Ventures

Scott Dupcak & Curtis Schickner ★

<http://technologyventures.constellation.com/>



Constellation Technology Ventures (CTV) is the venture investing organization within Exelon Corporation, the nation's leading competitive energy provider. CTV invests in companies representing innovative energy technologies and business models, building a portfolio that represents a broad range of development stages and technology types. CTV catalyzes growth for its portfolio companies by providing equity capital, management expertise, and connectivity to the broad and diverse Exelon commercial enterprise.



Scott is the Managing Director of CTV. In this role, Scott oversees the CTV investing strategy, the management of the CTV portfolio and the commercialization of new energy technologies within the Exelon commercial platform. Curtis joined Constellation Technology Ventures in 2015 and is primarily responsible for sourcing, analyzing, and structuring new investments, and supporting the growth of the CTV portfolio.



Cottonwood Technology Fund

David Blivin ★

<http://www.cottonwood.vc/>

Cottonwood invests in founding stage/pre-seed IP based companies across all industries including materials, chemistry, energy, photonics and robotics. We focus on companies based in our primary regions of southwest US and northern Europe.



DSM Venturing

Luda Kopeikina

<https://www.dsm.com/>

DSM is a multibillion-dollar global material science company in nutrition, health and sustainable living. One of DSM businesses' is Advanced Solar, leading the market in anti-reflective coating, back sheet and electro-conductive back sheet materials. DSM Venturing invests in start-ups that can increase the performance of solar panels or provide data analytics about solar parks performance.



E.ON

Conor Clifford

<https://eon.com/>

E.ON is an international privately-owned energy company, providing and operating energy-related services and solutions to residential customers, businesses of all sizes (commercial and industrial), towns and cities. SCI (Scouting and Co-Investments) is E.ON's Corporate Venture Capital unit which has been operating for approx. 5 years, and made over 20 investments. SCI primarily invests in early/mid-stage companies with demonstrated commercial traction, and products and business models that have a strategic fit with our operating business. SCI acts as investor, and commercial development partner between the start-up and our operating businesses. Usual ticket size: \$1 – 5M, plus follow-ons.



EDF INC

Osama Idrees ★

<http://www.edf-innovation-lab.com/>

EDF (Électricité de France) is a global, integrated energy company, one of the world's largest electricity producers, and the largest renewable energy producer in Europe. EDF Innovation Lab's mission is twofold: first, to explore, analyze and research trends and disruptive technologies for EDF Group in North America, leveraging the innovation of Silicon Valley and building on local partnerships; and second, to develop and test new markets, innovative businesses and services, to support EDF Group's growth in decentralized, data-driven and low-carbon energy sectors.

Osama Idrees joined the EDF Innovation Lab in 2018 as a Principal on the Open Innovation team to support technology scouting for EDF business units, manage partnerships and to assist in accelerating new business development.



Electric Power Research Institute (EPRI)

Stephen Stella ★

<https://www.epri.com/>

The Electric Power Research Institute (EPRI) conducts research, development, and demonstration projects for the benefit of the public in the United States and internationally. As an independent, nonprofit organization for public interest energy and environmental research, we focus on electricity generation, delivery, and use in collaboration with the electricity sector, its stakeholders and others to enhance the quality of life by making electric power safe, reliable, affordable, and environmentally responsible.

Stephen is tasked with looking for early-stage startups and technology developers to identify collaborative opportunities for EPRI-funded demonstration and pilot products.



EMS Capital

Stanley Sakai

<http://emscapitalco.com/>

We believe that while much of the green innovation happens in the US, the market for scaling is in China and a highly trusted and capable partner is needed for crossing this divide. We also know that many such investors have tried and most have not been that successful--i.e., what we are doing is not easy and it starts with quality relationships first. We invest in early growth stage companies who have technologies or products that will enhance the transition to de-carbonized energy or otherwise protects the environment. We have three investment criteria: i) differentiated/unique technology or products; ii) mutual confidence that we can help build a meaningful presence for the Co in China; and iii) our relationship with the management team. We are actively investing and each of our portfolio companies are now showing progress in China.



Energy Foundry

Jason Blumberg

<http://www.energyfoundry.com/>

We invest in companies that solve real problems with disruptive, rapidly scalable business models. We're looking for results-driven teams, transformational technologies or business models that solve real pain points for customers, clear go-to-market plans for capturing a leadership position in large or high-growth markets, and a value proposition that's grounded in sound economics.



Energy Innovation

Veery Maxwell

<https://energyinnovation.org/>

Energy Innovation is an energy and environmental firm, delivering high-quality research and original analysis to policymakers to inform them on energy policy. Veery is a Director at Energy Innovation, where she helps clients achieve their goals in climate and energy philanthropy. Veery is a member of the California Bar, earning her J.D. degree with honors from UC Hastings School of the Law, focusing on environmental issues. Veery earned her B.A. degree magna cum laude from Georgetown University, majoring in finance and international business. Previously, Veery worked for The Nature Conservancy, ClimateWorks Foundation, and Union Pacific.



EnerTech Capital

Dean Sciorillo

<https://www.enertechcapital.com/>

EnerTech Capital invests in early, mid and growth stage companies in the Energy, Power, Cleantech, Utility, and Industrial Sectors. Dean has been investing in energy and clean energy companies and projects for 12 years. Dean joined EnerTech in 2004 and is responsible for sourcing, diligencing and working with EnerTech portfolio companies. Prior to joining EnerTech, Dean spent 15 years with Exelon Corporation most recently in the corporate venture capital group. Prior to that, he was a Business Planning Manager focusing on the long term strategic and financial planning of the Enterprises Business Unit and worked closely with the retail energy, telecommunication and utility infrastructure businesses. Earlier in his career, he held financial positions with several start-up businesses of Exelon including the company's energy management and consulting practice and onsite energy services business.



Evergy Ventures

Dennis Odell

<http://evergyventures.com/>

At Evergy Ventures, our door is always open to innovative and progressive companies within the energy value chain. The electricity sector is undergoing profound transformations enabled by new emerging technologies. These new technologies have the potential to decarbonize and democratize the energy value chain in ways that can help humans thrive. We invest in companies that make these technologies more accessible, cheaper, more efficient, and connected for our utility as well as our customers.

Our strongest partnerships come from growth equity investments in revenue-generating businesses that are primed for expansion and could benefit from a well-capitalized strategic partner with deep industry knowledge.



Evok Innovations

Mike Biddle

<http://www.evokinnovations.com/>

Evok Innovations is a unique entrepreneur-led cleantech fund that accelerates the development and commercialization of solutions to the most pressing environmental and economic challenges facing the oil and gas sector today. We protect the environment and strengthen the economy by investing in the commercialization of clean technology.

Evok offers mentorship and customer access for early-stage clean technology companies while accelerating the development and commercialization of breakthrough solutions for strategic partners. We offer entrepreneurs access to major customers, subject matter experts, and opportunities to pilot and demonstrate innovative technologies. Evok is uniquely positioned to drive the commercialization of clean technologies and the large-scale adoption of solutions to the most critical economic and environmental challenges of the energy industry.

FACTOR[e] Ventures

Morgan DeFoort & Amanda DelCore ★

<http://www.factor.com/>



We are a venture development firm with a mission to improve lives in the developing world through increased access to sustainable energy and related services. We support early stage entrepreneurs through a unique blend of risk capital and world-class technical resources. We find, validate, fund, de-risk, and grow a rich pipeline of social ventures that aim to solve profound global problems.



Dr. Morgan DeFoort is the co-founder and Managing Principal of Factor[e] Ventures. He has a background in technology development and entrepreneurship. Before starting Factor[e], Morgan was a Co-Director of the Energy Institute at Colorado State University, leading R&D programs in a wide range of technology areas including engine systems, biofuels, and cookstoves.

Amanda is an Associate at FACTOR[e] Ventures. She applies her scientific background and experience with a wide array of technologies to perform due diligence, advance internal projects, and provide technical services for portfolio companies. Previously, Amanda worked as an environmental consultant for a multi-national organization where she consistently worked in the power, agricultural, and pharmaceutical sectors.

First Green Partners



Tom Erickson

First Green Partners is an early-stage investment firm focused on building companies that commercialize industrial technologies in energy, materials, and food. FGP pursues opportunities that generate resource efficiency, have advantaged feedstocks, improve product performance, or provide supply chain transparency. Tom Erickson is a venture capitalist and former research analyst in the technology space.

Free Radical Ventures



Jim Thorson

<http://www.freeradicalventures.com/>

Free Radical Ventures works alone or with preferred partners to provide Seed Stage funding and guidance to emerging energy technology firms. We help fill the niche between initial startup and Growth or Series A funding. We have affinity for software, capital-light technologies, and data (unique data sets, analysis, and gathering methods).

Jim is Principal of Free Radical Ventures in Denver, CO, and is concurrently a founding partner of Pronghorn Operating, LLC, a private, Denver-based oil and gas operator. Jim spent 12 years with Shell Oil in Houston and New Orleans in exploration, development, and applied technology roles. After returning to Denver, Jim joined and then founded and grew firms focused on exploration prospect and play generation and execution in the Gulf of Mexico and onshore unconventional plays.

He entered seed-stage energy technology funding as an outgrowth of direct energy investments. He sees a beneficial parallel between oil and gas exploration and early-stage technology development, with success in each relying on analog calibration, carefully discerning and mitigating uncertainty, and portfolio aggregation for risk reduction.



Hamilton Clark Sustainable Capital

John McKenna

<https://www.hamiltonclark.com/>

We are a 30-year old, FINRA-member investment bank, focused on assisting private and public companies in their efforts to raise equity, debt, and project financing. In addition, we have a very active M&A practice with strong ties to strategic acquirers, investors and private equity firms.

We were originally organized in Houston in 1990, specializing in the field of oil and gas, power and alternative energy technologies. In 1997 assets of the firm were sold to Price Waterhouse LLP, and we later became the energy investment banking division of PricewaterhouseCoopers Securities. In 2003 we repurchased our broker-dealer business and currently have eight Managing Directors located in Boston, New York, Washington, DC, St. Louis, Houston and San Francisco.

Over the past 30 years we have been privileged to work with management teams and Boards of Directors who seek to change the world through innovative and sustainable technologies. Our general transaction size ranges from \$5,000,000 to \$100,000,000. In our 125+ prior assignments our compensation formula has always been geared to successful completion of a transaction.

Typical Engagement Criteria:

- Small and mid-sized companies
- Generally early-stage, pre-EBITDA
- Technology driven spinoffs from universities
- Private equity, debt, project financing, M&A

Industry Focus:

- Sustainable technologies
- Energy, alternative energy, renewables
- Ag-tech, food-tech, synthetic biology
- Biobased products



Individual Investor

Georges Sassine

<https://www.linkedin.com/in/georgessassine/>

Georges is looking for game changing/moonshot energy and climate entrepreneurs that require long-term patient capital.

- Tri-sector leader driven to solve large scale problems by leveraging the strength of all sectors - business, government, and civil society.
- 10+ years in the global energy industry with experiences in engineering, product management, marketing, business development, thought leadership, public policy, business and investment strategy, innovation and entrepreneurship.
- Communication and storytelling enthusiast: TEDx talk, published in the Financial Times, Huffington Post, CNN, and others.



innogy New Ventures LLC

Stefan Padberg

<https://innovationhub.innogy.com/>

Energy grids are no longer one-way streets - leading from centrally located power station to a consumers. They are transforming to an interconnected web of devices such as solar panels, battery storage, electric vehicles and many more decentral energy resources. Grid management with this level of complexity requires high levels of automation as it becomes too complex to manage in the traditional way. innogy New Ventures works with and invests into startups that actively help shape this new energy world. We work with a portfolio of more than 60 startups as of today and continuously expand this network. innogy New Ventures is also a founding member of the Free Electrons program, the first global energy startup program.



Innosphere

Mark Gorham

<https://innosphere.org/>

Mark Gorham is the Program Director of Cleantech, Energy, and Advanced Materials at Innosphere. The Innosphere Fund invests in Colorado-based science and technology companies that are part of the Innosphere program. Particular interest is in companies who fit the Early Exit criteria.



IP Group

Scott Forbes & Chris Klasen

<https://www.ipgroupplc.com/>

IP Group partners with national labs and universities to invest in early stage, high-potential technologies. We achieve this by systematically helping to create, build and support outstanding intellectual property-based companies. We support our portfolio companies with:



- Financial capital from our balance sheet and also from funds that we manage on behalf of others
- Strategic and commercial expertise
- Executive search and development
- Corporate finance and capital raising
- A range of administrative services



Kilpatrick Townsend & Stockton LLP

David Hsu

<https://www.kilpatricktownsend.com/>

Kilpatrick Townsend's intellectual property practice offers the full complement of IP procurement, counseling, and litigation. Our practice covers all facets of patent law to protect, enforce, and monetize IP assets. We have one of the largest patent practices in the United States with over 40 attorneys with PhDs covering a range of energy technologies. Our patent practice is frequently recognized by in-house counsel and independent ranking services.



The Lacuna Equity Fund (The Athena Global Alliance & Near Northeast LLC)

Kaylene Alvarez, Amanda Lonsdale, & Stephen Morel ★

<https://bit.ly/2OdJUS8>

The Lacuna Equity Fund (Lacuna), developed in partnership with Near Northeast, aims to minimize the gaps and leverage cross-sectoral opportunities in the clean energy and technology space in Africa and the Middle East in order to create market returns for investors while creating resilient and sustainable growth in our target markets. Lacuna intends to invest in opportunities that fall in these gaps (the “missing middles”) using our regional and financial expertise to develop bespoke equity structures for each investment to maximize return and benefit to both investors and investees.



The team is a collaboration between Near Northeast and Athena Global Alliance. Our principals, through successful careers as bankers, fund managers, consultants, and overall emerging markets experts, have successfully implemented organizational transformation in order to build up businesses, investment funds, TA programs, and impact investments. The Founding Team came together for Lacuna in part because of joint contributions to value creation and collaborative expertise in emerging markets. With decades of experience of investing in Africa and the Middle East, the Lacuna team is enthusiastic about the driving value for investors and investees.



LG Innovation Ventures

Henry Chung

<https://www.lg.com/us/>

Henry Chung is Vice President of Corporate Venture Capital at LG Innovation Ventures. LG Innovation Ventures strategically invests in early-mid stage hardware and software companies in support of existing businesses and research and for pathfinding new business areas.





Lupine Growth Advisors

Gerd Goette

Gerd works with startups and VCs in an advisor and board capacity. He recently launched Lupine Growth Advisors, after almost 18 years as venture investor at Siemens Venture Capital/Next47. Gerd also serves on the Investor Advisory Board of the National Renewable Energy Laboratory (NREL).

With over 30 years of worldwide industry experience, he combines strong technical background with wide-ranging operational skills. Earlier in his career, Gerd held the position of Vice President and Head of CableTV Solutions in Siemens Information and Communication Networks. His managerial and operating expertise stems from earlier focus on R&D, system integration, product line management, technical sales support, project management and general management in the fields of telecommunication equipment and solutions. Gerd received a master's degree in electrical engineering (Dipl. Ing.) from Technical University Darmstadt, Germany.



MXV Ventures

John Meissner ★

MXV stands for critical mass times velocity...that's how you get momentum. We're not big on phrases like "investment thesis" or traditional definitions of incubators, accelerators, or startup advisory firms. We ARE a bunch of entrepreneurs and cleantech true believers who want to find the best ways to bring clean energy and sustainability technologies to market. Our leadership team has unlocked over \$5B in public/private value for our clients over the past 15 years, and we are now turning our gaze to early stage innovators. Critical mass comes from our extensive network of corporate, strategic, and research partners who want to evolve their organizations to incorporate clean energy and sustainability technologies. We impart velocity by providing tailored commercial and technical services suited to specific company needs. This may include government grants, customer interviews, partners pitches, business operations support, or product development. We are seeking partners, not simply investments.



National Grid Ventures

Swati Dasgupta

<https://www.nationalgrid.com/>

National Grid Partners is the utility industry's first Silicon Valley-based VC & innovation firm. NGP invests in the potential of energy with a provocative vision to define a smarter and more renewable energy future. It was created to help National Grid disrupt itself; and lead company-wide innovation efforts beyond the edge of possible, to inspire and propel the IT & energy systems of tomorrow.

Swati has been driving growth for large technology incumbents through corporate venturing and external innovation for nearly 20 years. Her focus area is digitalization – the intersection of AI, IOT, Cloud, mobile, cybersecurity and industrial and energy systems. She is currently Director of Business Development at National Grid Partners, where she helps portfolio companies scale up by working with both National Grid businesses and the broader energy and industrial ecosystem.



New Energy Fund II, LP

Olushola Ashiru & Mark Cox

<http://www.newenergyfund2.com/>

New Energy Fund II is a private equity investment vehicle designed to find optimal yields based on long term cash flows from offtake agreements such as power purchase agreements, from renewable energy projects in stable economies. The fund will invest in projects that use commercial, proven, renewable energy technologies including solar, wind, geothermal, hydro, storage, combined heat & power (CHP), biofuel technologies (i.e. anaerobic digestion), biomass technologies (i.e. pelletization) etc.



Unsubsidized renewable energy technology is cheaper than subsidized fossil fuel energy in a growing geography of the world. The fund intends to capitalize on the growing margins offered in these locations.

Ørsted Ventures

James Sun

<https://orsted.com/>

Description coming soon.

Pangaea Ventures

Matthew Cohen

<https://www.pangaeaventures.com/>

Pangaea's mission is to deliver returns to our investors by investing in entrepreneurs that use advanced materials to make our world better.

Pangaea aims to make the world a better place by investing in highly innovative entrepreneurs, operating lean, capital-efficient businesses enabled by breakthroughs in advanced materials. We are focused on maximizing the value we deliver to our partners, investors, and portfolio companies, while maintaining the highest standard of integrity.

Posit Partners

Maia Nilsson & Hollie Rogin

<https://www.pangaeaventures.com/>

Sign up for a complimentary 30-minute consultation to practice your pitch.

Posit Partners provides defensible and actionable positioning, brand messaging, and creative platforms based on sound strategy and clearly defined goals. Their seasoned team brings to each engagement a unique combination of technology marketing experience, B2B brand positioning expertise and a passion for conveying the potential power of game-changing technologies and business models.

Maia Nilsson has more than 20 years of agency and client-side experience as a strategist and creative director with a focus on brand positioning and thought leadership. Hollie Rogin has 20 years of experience as a copywriter, information architect and messaging strategist with a focus on business-to-business technology.





Power Africa

Raul Flores ★ (Emerging Markets Day only)

<https://www.usaid.gov/powerafrica/>

Power Africa is a U.S. Government-led partnership coordinated by the U.S. Agency for International Development (USAID). Launched in June 2013, Power Africa brings together the technical capacities, capabilities, resources, and programs of 12 U.S. Government Departments and Agencies and 18 international development partners to provide market-driven solutions to advance the goals of the Electrify Africa Act of 2015, to catalyze small businesses, the power industry, and bring electricity to millions of people for the first time.



Prelude Ventures

Tim Woodward

<https://www.pangaeaventures.com/>

We partner with inspired entrepreneurs who share our passion for technology innovation as a means to reduce global CO2 and believe that the best way to truly make a difference is to build successful companies.

As investors, entrepreneurs and operators, we know that scale and velocity are required for big outcomes. Big outcomes require a flexible partner with experience to navigate the hurdles of fast-growing companies and the vision and capital to see them through.



Quantum Energy Partners

Gabriel Alonso

<http://www.quantumep.com/>

Founded in 1998, Quantum Energy Partners is a leading provider of private equity capital to the global energy industry. Quantum is headquartered in Houston, Texas and is led by a group of energy professionals. Quantum's investment team includes leading industry and technical talent that actively supports the sourcing, diligence and stewardship of existing portfolio companies and new opportunities for Quantum. Quantum seeks to make investments across the entire energy ecosystem (Services, power, mobility, renewables, and technology) and take advantage of innovative and high-growth opportunities arising from the global energy transition.

Gabriel Alonso is an Executive in Residence for Quantum Energy Partners. Gabriel is a 20-year veteran of the clean energy industry with experience in North & South America, Europe and North Africa. Prior to joining Quantum, he served as CEO of EDP Renewables



North America, the fourth largest producer of renewable energy in North America. Gabriel also co-directed the Initial Public Offering of EDP Renovaveis S.A. in 2008. During his time as the leader of EDPR in North America, he expanded the operating portfolio more than eightfold from 700 MW of wind energy projects in the U.S. in 2007 to approx. 6,000 MW of wind and solar energy projects in the U.S., Mexico, and Canada. Gabriel served for 9 years on the Executive Committee and Board of the American Wind Energy Association and chaired its Board of Directors from 2012-2013. He was selected by Windpower Monthly Magazine as a Top 10 member within the list of the Most Influential Executives in the wind energy industry worldwide.

RenewableTech Ventures

Sarah Applebaum, Rose Maizner, and Todd Stevens (Two 1-on-1 Tables)

<http://www.renewablevc.com/>



RenewableTech Ventures is committed to creating exceptional returns for both the entrepreneurs we invest in and our fund investors. These exceptional returns are achieved by investing in early stage and growth stage energy innovations in renewable energy, clean technology, energy conservation, green materials and other clean technologies. Our investment activity is focused in the Rocky Mountain region of Canada and the United States. This region is an area rich in energy and technology resources and is an underserved region for venture capital. While located in the Rocky Mountain region, we welcome the opportunity to talk with entrepreneurs located throughout Canada and the United States.

Through our 80 years of combined venture capital, clean tech and entrepreneurial experience we have funded and helped dozens of successful companies. Our investment philosophy is centered in helping the entrepreneur succeed and by doing so, our investment and venture fund also succeeds. RenewableTech Ventures provides capital, market intelligence, active board representation and an exceptional international network of industry contacts, technology leaders and co-investors.



The Rockies Impact Fund

Dave Harris

<http://rockiesimpactfund.com/>

The Rockies Impact Fund (RIF) aims to invest in companies with environmental, social or economic development impact in the equities of seed and early stage companies which have high potential for value appreciation and a clear path to a successful investor exit, thus resulting in above average returns compared to other impact funds.

The fund has a relationship with the Rockies Venture Club, the longest running and one of the most active angel investing groups in the U.S. This provides RIF with a significant regional deal-flow and co-investment opportunities.



SABIC Ventures

Jay Amarasekera ★

<https://www.sabic.com/>

Dr. Jay Amarasekera is a Senior Manager attached SABIC Ventures, the corporate venture arm of Saudi Basic Industries Corporation which is one of the world's top petrochemical companies. Its businesses are grouped into Chemicals, Polymers, Specialties, Agri-nutrients and Metals. The company has more than 35,000 employees worldwide and operates in more than 50 countries, with innovation hubs in five key geographies – USA, Europe, Middle East, South East Asia and North East Asia.

Jay is looking to invest and/or partner in new and evolving technologies to support the growth of current and future businesses of the company.



Siemens/Dresser-Rand

Harry Miller & Joe Williams

<https://new.siemens.com/>

Dresser-Rand seeks technologies, materials, and tools to improve our equipment's performance and capabilities, as well as technologies to extend into new markets, improve processes, and reduce environmental impact.

Harry Miller is a strategic investor for later stage technologies that fit Dresser-Rand's corporate strategy and product portfolio.



Joe Williams evaluates Emerging Technology and is also the Product Line Manager for Energy Storage at Dresser-Rand. Joe's technology focus includes energy storage, energy conversion, power cycles, heat recovery and integration, power-to-X, decarbonization, digitalization, and system optimization.



Southern Cross Ventures

John Scull

<http://www.sxvp.com/>

John Scull is a co-founding Managing Director of Southern Cross Venture Partners and is based in Silicon Valley. Previously, he was a Venture Partner and member of the investment committee of the venture capital firm Allen & Buckeridge. As an active board member and investor, he brings a wealth of operational experience to the management and board of an investee company, helping build their management teams, define their strategy and improve their sales and business development efforts, secure follow-on funding and even helping them transition their operations and headquarters to the United States if required. He is or was a Board of Director member or Observer of the following portfolio companies: Aurema (acquired by Citrix), Brandscreen, Bislr, ekit (acquired by Jersey Telecom), Effective Measure, Virsto, Fultec Semiconductor (acquired by Bourns), Liaise, VaST Systems (acquired by Synopsys), Wedgetail/Vintela (acquired by Quest), Xerocoat, and Xumii (acquired by Myriad).



Silicon Valley Bank

Dan Baldi

<https://new.siemens.com/>

Silicon Valley Bank invests debt capital in institutionally funded technology companies. Dan Baldi is a Deal Team Leader in Silicon Valley Bank’s Cleantech Practice. He manages numerous client relationships across the Bay Area and beyond. Dan and his team have primary responsibility for banking and lending activity to venture-backed cleantech companies.

He is experienced in many aspects of early stage and middle market financing including growth capital lending, working capital lending, asset-based lending, EXIM finance, USDA lending, utility rebate finance, cash flow lending, international credit products and trade finance. Prior to joining Silicon Valley Bank, Dan spent four years in middle market banking at commercial banks. He also has experience in technology leasing focused on the early stage technology market, partnering and syndications, and public and private accounting.



True North Venture Partners

Aaron Chockla ★

<https://www.truenorthvp.com/>

True North is focused on the greatest problems society faces today. We invest in physical science innovations capable of enabling a more sustainable future in industries that are critical to society: energy, water, waste management, and chemicals and fuels.



UK Global Entrepreneur Program

Alan Lowdon ★

<https://new.siemens.com/>

Alan Lowdon is looking at identifying IP-rich, high-growth-potential cleantech start-ups to establish a U.K. presence via the U.K. Government’s flagship Global Entrepreneur Program, for which he is one of 17 Dealmakers.



Wells Fargo

Matthew Servatius

<https://www.wellsfargo.com/>

Matt Servatius has been with Wells Fargo for over 14 years in various leadership roles, credit and relationship management across technology, CleanTech, general industries and real estate. In early 2015, Servatius assumed responsibility of leading CleanTech Corporate banking nationally with 16 team members and offices in Palo Alto and San Francisco.

Prior to CleanTech, Servatius led and formed a new team, the Credit Originations Group, which focused on supporting technology banking across Wells Fargo's Commercial bank with syndicated and M&A financings. Servatius held a credit officer role in 2011 where he led origination, structuring and underwriting efforts for his team. Prior to that, he was a relationship manager banking C&I and technology companies from venture backed to large corporates. Matt also sits on the Board of the Wells Fargo Innovation Incubator (IN2), is an Investment Advisory Board Member for the National Renewable Labs and is a member of the Bay Area.



WGK Ventures

Bill Kingsley

<https://www.linkedin.com/in/kingsleybill/>

Bill is a 25+ year innovation leader with venture capital investing track record across telecommunications, energy technology and impact investments, spanning diverse business models, stages of investment, geographies and customer focus (consumer and business).



ZipDragon Ventures

Sheeraz Haji

<http://zipdragon.com/>

Zipdragon Ventures is an investment firm providing seed capital to industry cloud startups. Sheeraz has co-founded, operated, and invested in numerous startups. As the founder and managing partner of zipdragon ventures, Sheeraz has led investments into ten industry cloud startups. He often represents ZDV on the board of portfolio companies, and he also advises a few funds.

Prior to founding zipdragon ventures, Sheeraz served as CEO of Cleantech Group and played a pivotal role in the transformation toward clean energy and resource efficiency.



Sheeraz co-founded and served as CEO of GetActive Software, which pioneered SaaS for nonprofits. He led GetActive's merger with Convio and served as President of the combined company. Convio went public on the NASDAQ and was acquired for \$325m post-IPO. Sheeraz started his career as an environmental engineer with Environ and a consultant with McKinsey & Company. Sheeraz earned degrees in environmental engineering from Brown University and Stanford University.