

# Fueling the Clean Energy Ecosystem in New York's Southern Tier

Created by the Southern Tier Innovative Cultures Workgroup

## The clean energy industry is growing in the Southern Tier

The clean energy ecosystem in the Southern Tier has grown rapidly over the last five years, fueled by a variety of programs and resources. With ongoing support, the region is strongly positioned for continued growth. New companies have sprouted in the Southern Tier with innovations in a wide variety of clean energy sectors.

## Existing companies are thriving

Existing companies are also growing and thriving — adding new manufacturing space, expanding their markets, and creating jobs requiring all skill levels.

# 4,113

CLEAN ENERGY JOBS IN THE  
SOUTHERN TIER IN 2017

\* 2017 New York Clean Energy Industry  
Report - NYSERDA

## Incubators and mentors are fueling growth

With seven incubators focused on accelerating growth, startups are connected with the right resources when they need it. A network of mentors generated by the region's incubators offers advice, counseling, and referrals for clean energy companies at every stage of growth.

OVER  
**90**  
ACTIVE EXPERTS IN THE  
MENTOR NETWORK



**7** INCUBATORS IN THE  
SOUTHERN TIER



## STARTUP SPOTLIGHT: Cameron Manufacturing & Design and Skyven Technologies

Cameron, an employee-owned company serving customers for over 36 years, is a cutting-edge manufacturer that works with clients to custom design and build products. Cameron is currently partnered with Skyven Technologies, a \$1 million winner of the **76West Competition**, to manufacture some of the nation's first solar arrays to power industrial boilers.



Skyven is preparing to install its first array at a farm in upstate New York and Cameron plans to add employees to their team to meet future production needs.



Southern Tier  
Regional Economic  
Development Council

Fueling the Clean Energy Ecosystem in New York's Southern Tier, Fall 2018

## Investors are eager

Over **300 investor meetings** were arranged for clean energy companies by the Southern Tier Startup Alliance and regional incubators within the last year. A few investors that funded companies in the ecosystem include:



### VOLTA VENTURES

Venture capital firm based in Amsterdam, Netherlands



### LAUNCH NY

An evergreen fund for seed-stage companies based in Buffalo, NY



### BINGTECH VENTURES

Venture capital firm based in Binghamton, NY

## Seeding Growth: The 76West Clean Energy Competition

Funded by NYSERDA, this prestigious competition awards funding to support and grow startups in the Southern Tier — creating jobs, expanding technologies, and forming regional partnerships. The competition awarded funding to 18 startups so far and the money is dispersed to each winner over a two-year period. With only a quarter of the funding released to date, the total impact of the funding is predicted to be quite significant.



**17** of the 18 winners are still operating in **NEW YORK STATE**

The 12 winners from the first two rounds of the competition have raised **\$28 MILLION** in private capital and spent more than **\$1.7 MILLION** on key suppliers in the Southern Tier to date

The competition has attracted **440 applicants** from across the globe and its reputation is growing each year. When comparing applicants from round 3 to round 1:

**171%**

INCREASE IN  
APPLICANTS FROM  
OUTSIDE NY STATE

**133%**

INCREASE IN  
INTERNATIONAL  
APPLICANTS

### STARTUP SPOTLIGHT: Micatu

Micatu makes an optical sensor that provides real-time, highly-accurate voltage readings and measurements for smart grid, wind, power, transmission, and condition monitoring.



A \$1 million winner of the **76West Competition**, Micatu recently purchased a 70,000 square foot building to scale up production and create 79 new jobs over the next five years. Micatu also signed a strategic partnership with Eaton Corp, a multi-national power management company, which expanded its smart grid portfolio with Micatu's Optical Sensor Platform.

## Projects and programs are supporting startups

The Southern Tier boasts numerous projects and programs to connect clean energy startups and companies to mentors, funding, and partners. A few examples of the many programs include:



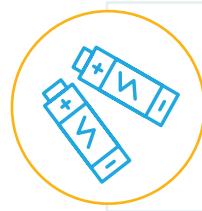
### SOUTHERN TIER CLEAN ENERGY INCUBATOR (SCI)

Headquartered at the Koffman Southern Tier Incubator in Binghamton, NY, SCI is one of the newest NYSERDA clean energy incubators and already **supports 17 member companies** across the region after its first year of service.



### DAVID R. ATKINSON CENTER FOR A SUSTAINABLE FUTURE

The Center, founded by Cornell University, provides resources for creating a vital and resilient future for the global community. The Center's **Innovation for Impact Fund** provides startup funding to connect nonprofit, government, and industry partners with the research capacity at Cornell to jointly develop and test evidence-based solutions.



### THE NORTHEAST CENTER FOR CHEMICAL ENERGY STORAGE

Led by Binghamton University, the Center supports cutting-edge research in the design of the next generation of **lithium-ion batteries**.

**“** New York has prioritized investments in clean energy and the Southern Tier has taken advantage of these opportunities. Entrepreneurs are teaming up with researchers at our local colleges and universities to develop this emerging industry. We have already seen significant growth locally and we are poised to see this part of our economy expand even more in the future.

- Assemblywoman Donna Lupardo

### STARTUP SPOTLIGHT: C4V and Imperium3

C4V established a global consortium, Imperium3, to manufacture next-generation, green lithium-ion batteries that have extended lifetimes. A \$500,000 winner of the **76West Competition**, the consortium relies on C&D Assembly in Groton, NY to supply electronic board assembly and testing, and Primet Precision Materials in Ithaca, NY to offer advance processing of materials.



The battery production facility in Endicott, NY will be the largest in New York state and employ 230 people by 2021. Mass battery production will begin in 2019.