

# Agenda

**American Energy & Manufacturing  
Competitiveness Partnership: Dialogue 9**  
*Strategic Partnerships for Scaling Innovation to Manufacturing*

**June 23<sup>rd</sup>, 2015**

**Hosted by:** **Dr. David Danielson**  
Assistant Secretary for Energy Efficiency and Renewable Energy  
U.S. Department of Energy

**The Honorable Deborah Wince-Smith**  
President and CEO  
Council on Competitiveness

**Location:** **Council on Competitiveness**  
900 17th Street NW  
Suite 700  
Washington, DC 20006

**Time:** 8:30 a.m. – 5:00p.m.

**Attire:** Business

**Contacts:** Drew Steigerwald 740-816-3142  
Chad Evans 703-945-7917

**Wi-Fi:** **TBD**

**8:30 a.m. Registration and Light Breakfast**

**9:00 a.m. Welcome and Opening Remarks**

**Dr. David Danielson**

Assistant Secretary for Energy Efficiency and Renewable Energy  
U.S. Department of Energy

**The Honorable Deborah Wince-Smith**

President and CEO  
Council on Competitiveness

**9:15 a.m. The Financing Gap**

Analysis carried out by DOE's Clean Energy Manufacturing Initiative (CEMI) suggests that early-stage clean energy technologies face challenges in securing financing as venture capital moves towards IT, healthcare, and biotech sectors. Combined with an overall downward trend in total venture capital investments, capital-intensive clean energy technologies face high barriers to scale-up.

**Dr. Ben Gaddy**

AAAS Science & Technology Policy Fellow, Clean Energy Manufacturing  
Institute  
U.S. Department of Energy

**9:30 a.m. Ongoing Department of Energy Initiatives**

The Department of Energy has several ongoing initiatives to help bridge the valleys of death between innovation and market adoption. This session begins the day with an overview of these activities and provides a framework for the following sessions.

**Ms. Jennifer Garson**

Tech to Market Analyst, Commercialization Program (EERE)  
U.S. Department of Energy

**9:45 a.m. Connecting with Customers**

Start-ups and entrepreneurs are increasingly joining incubators and tech accelerators—allowing them to leverage existing relationships, expertise and technologies—to develop early prototypes. These groups can also act as a convening platform between its members and the large corporate “customers” who seek to invest in promising clean energy technologies. This session explores how to strengthen the ties between these platforms and large corporate partners, and how DOE can facilitate this through its forthcoming public-private partnership.

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**Moderator: Mr. Reuben Sarkar**  
Deputy Assistant Secretary for Transportation  
Executive Director, Clean Energy Manufacturing Initiative  
U.S. Department of Energy

**Kickoff Discussants:**

**Mr. Erik Birkerts**  
Executive Vice President and COO  
Clean Energy Trust

**Ms. Barri Gurau**  
Senior Manager, Corporate Energy Initiatives  
Lockheed Martin Corporation

**Dr. Adam Powell**  
CTO and Co-Founder  
Infinium, Inc.

**10:45 a.m. Coffee/Networking Break**

**11:15 a.m. Connecting with Manufacturers**

In addition to connecting with corporate partners at the earliest stage possible, connecting with manufacturers early in the prototype and design cycle can accelerate the scale-up pipeline by identifying and addressing technical barriers as soon as possible—acting to shorten the time-to-market as well as derisking investment in scale-up for potential investors. This session explores mechanisms to strengthen the ties between clean energy innovators and large-scale manufactures.

**Moderator: Ms. Jennifer Garson**  
Tech to Market Analyst, Commercialization Program (EERE)  
U.S. Department of Energy

**Kickoff Discussants:**

**Dr. Emily Reichert**  
CEO  
Greentown Labs

**Dr. Peter Friedman**  
Materials & Manufacturing Research  
Ford Research & Advanced Engineering

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**12:15 p.m. Lunch**

**1:00 p.m. Connecting with Investors**

Data aggregated by DOE suggests that clean energy technologies face intense competition from other sectors for increasingly diminishing venture capital—studies suggest that clean energy technologies consume about twice as much capital as similar investments in biotech, and three times as much as those in software. Yet investments in clean tech yield few exits and lower returns. This session explores the challenges corporate investors face, and how to identify the correct product-market fit as early as possible in the R&D cycle.

**Moderator: Mr. G. Nagesh Rao**  
Chief Technologist  
U.S. Small Business Administration

**Kickoff Discussants:**

**Dr. Edward Greer**  
Manager, Corporate Venturing  
Dow Chemical Co.

**Mr. Joshua Posamentier**  
Investor  
Prelude Ventures

**2:00 p.m. Breakout Sessions**

Based on the preceding discussion, participants will gather in breakout sessions to provide feedback and input, and develop specific recommendations for the CEMI public-private partnership. In particular, participants should consider the following questions:

- What are the key features of a public-private partnership that can successfully strengthen the ties between the start-up community, manufacturers and corporate customers?
- What elements are critical in getting corporate partners to participate in such a PPP model? What elements are critical in getting buy-in from manufacturers?
- How can we ensure that this PPP is additive—not duplicative—to existing efforts in facilitating the scale-up of clean energy technologies?

**3:30 p.m. Coffee/Networking Break**

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**3:45 p.m.      Readout from Breakout Sessions**

This session will synthesize the output from each breakout session into a coherent set of recommendations and feedback to inform DOE's public-private partnership. Participants will have the opportunity to provide their rationale, perspective, and critiques of the partnership structure.

**4:30 p.m.      Next Steps and Closing Remarks**

**Mr. Reuben Sarkar**

Deputy Assistant Secretary for Transportation  
Executive Director, Clean Energy Manufacturing Initiative  
U.S. Department of Energy

**The Honorable Deborah Wince-Smith**

President and CEO  
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**4:45 p.m.      Conclude**