



Clean Technology Grant Program – AZ SBDC Network

Working Document

This document is a summary of the Clean Tech Grant (OSBDC 2010-05) proposal submitted by AZ SBDC Network to SBA. It includes information on the overall program objectives, special projects, SBDC role/services and the key deliverables.

Program Objectives

1. To develop emerging clean technology companies that will create capital formation, sales and jobs for AZ.
2. To move research & development in renewable energy and clean technologies into viable products and services; thus creating a synergistic cluster of companies that will provide a new base of jobs and markets.
3. To create a sustainable knowledge based economy, rather than the current development based one, with creation of a thriving renewable and clean technology sector.
4. To create a support network of the organizations that provide education, counseling, training, alliances, and investing to place these resources at the disposal of entrepreneurs in an organized, focused program.
5. To do innovative research projects that will provide new ideas for entrepreneurs to take to market.
6. To provide innovative strategic alliances between large and small companies that will increase the number of successful “to market” outcomes.

Target Market

The activities under this program shall promote the businesses that dramatically reduce the use of natural resources, and cut or eliminate greenhouse gas emission through development and commercialization of clean technology products, goods, services, and processes that use renewable energy sources.

Advisory Committee

In order to make this program successful, it is important to have representation from various organizations, both: Public and private (for profit and nonprofit). To that end, SBDC will form an Advisory Committee to include representatives from the following organizations:

- Utility Industry: APS, ERP Tucson Electric Power, etc.
- Regional University Entrepreneurship Program Divisions: ASU Technopolis, UofA Center for Innovation, etc.
- Industry Participants: May include Subject Matter Experts, and others
- Local and State Government: AZ Dept. of Commerce, various City Dept. of Economic Development

- Professional Service Organizations: Legal and other professional services firms

Project Phases

1. Technology Assessment & Action Plans

- a. Select businesses to participate, using SBDC client base, partners, contacting industry participants.
- b. At the start of each quarter, utilize Technology Readiness Level Tool (TRL) to do initial assessments for firms involved.
 - i. Assign SBDC Analysts to clients;
 - ii. Do TRL baseline analysis;
 - iii. Create team for clients involving Subject Matter Experts (SME) as needed;
 - iv. Lay out action plan with clients/team.
- c. Develop/solidify strategic partners list.
- d. Develop Dept. of Energy Roadmap using outside consultant(s) for clean technology industry.
- e. Develop State, National, International market analysis for clean technology industry, using outside consultants.
 - i. Perform five community presentations, using webinar format;
 - ii. Conduct at least ten client sessions with Client teams and researcher.

2. Intellectual Property Management

- a. Conduct at least one seminar per quarter for clients on Intellectual Property, using qualified patent attorney;
- b. Individual sessions with client teams, as needed, with patent attorney.

3. Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Grant Programs

- a. Identify clients with project needs for these grant programs;
- b. Conduct workshops in needed areas of the State to promote:
 - i. Phase 1 Research grants;
 - ii. Phase 2 Commercialization grants.
- c. Client team to work on projects and applications.

4. Investor Readiness

- a. TRL Follow up assessments to identify gaps and outstanding issues with client teams.
- b. Conduct mock presentations using client teams.
- c. Perform gap analysis for clients from research information gathered in Phase 1.
- d. Continue to work with client teams to capitalize on opportunities and strengthen projects, including:
 - i. Angel investor groups;
 - ii. Venture capital needs;
 - iii. Potential joint projects using advisors.

5. Business Planning & Development

- a. Perform Comprehensive Action Plan Plus program for client teams that need detailed assistance with business issues;
- b. Conduct FastTrac program for clients that can participate in team approach. Incorporate TechVenture program for clients who need that emphasis.
- c. For each program, develop set of recommendations to incorporate into action plans.

6. Market Liaison and Beta Testing

- a. Work with strategic partners to do beta testing on projects;
- b. Implement a program to determine product readiness.

Rollout, Graduation, Launch, Commercialization

The client may continue to work with the SBDC once the grant is finalized and if their needs for assistance are continuing. We will also work with the Advisory group to continue to assist the industry, and envision creation of a Clean Technology Council or successor organization.

Monitoring and Evaluation

As a part of the grant, SBA requires SBDC to have timely and accurate notification of the progress on grant activities. SBDC shall submit Quarterly Performance Reports (QPRs) to the Grant Officer's Technical Representative (GOTR) within 30 days of the completion of each quarter. SBDC shall submit consolidated Annual Performance Reports (APRs) to the Grant Officer's Technical Representative (GOTR) within 90 days of the completion of the 12-month project period. Should there be a deviation from what was originally proposed, SBDC shall submit a corrective action plan to SBA along with the report.

The success of this program will be evaluated by the creation of a knowledge based economy in renewable energy sector, in the state of Arizona, through creation of new businesses, industries, capital formation and high paying jobs.