MARICOPA ASSOCIATION of GOVERNMENTS

GREATER PHOENIX REGION

Metropolitan Business Plan Lead Initiative- June 2012 Update

Photo credit: Solon/Cotton Center
Solar Plant in Gila Bend

Photo Credit: ASU Center for Algae Technology and Innovation Cultivation Facilities

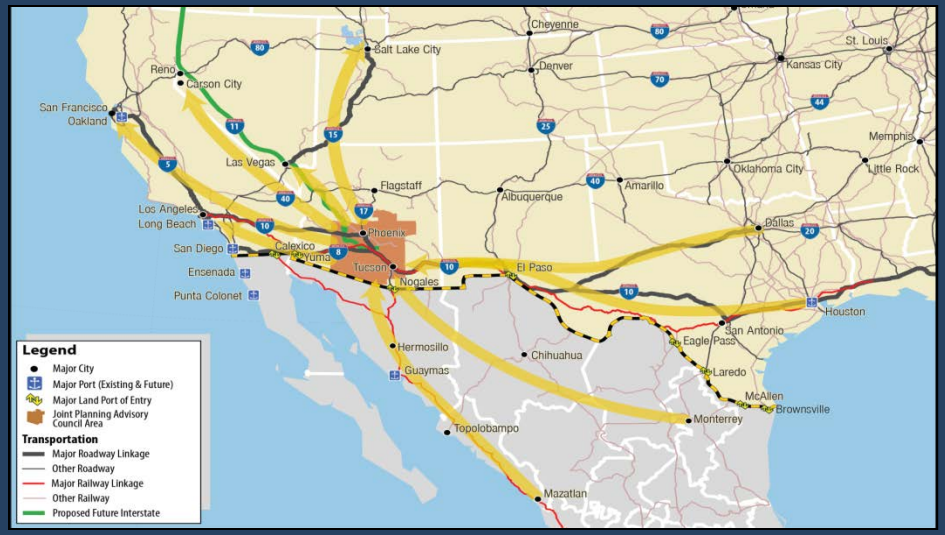
Photo credit: Solon/Cotton Center
Solar Plant in Gila Bend

CLEAN TECHNOLOGY DEVELOPMENT CENTER

MARKET ANALYSIS

- Huge global market growth in energy efficiency, technology, and services.
- Need to better define multiple and emergent dynamics of industries.
- Range of local competencies needs to be engaged and supported.

Photo Credit: Abengoa/Solana solar plant under construction



INDUSTRY INTERVIEWS

SUMMARY OF INTERVIEWS

- Opportunities
- Regional assets
- Challenges

GILBERT ARIZONA

heliae

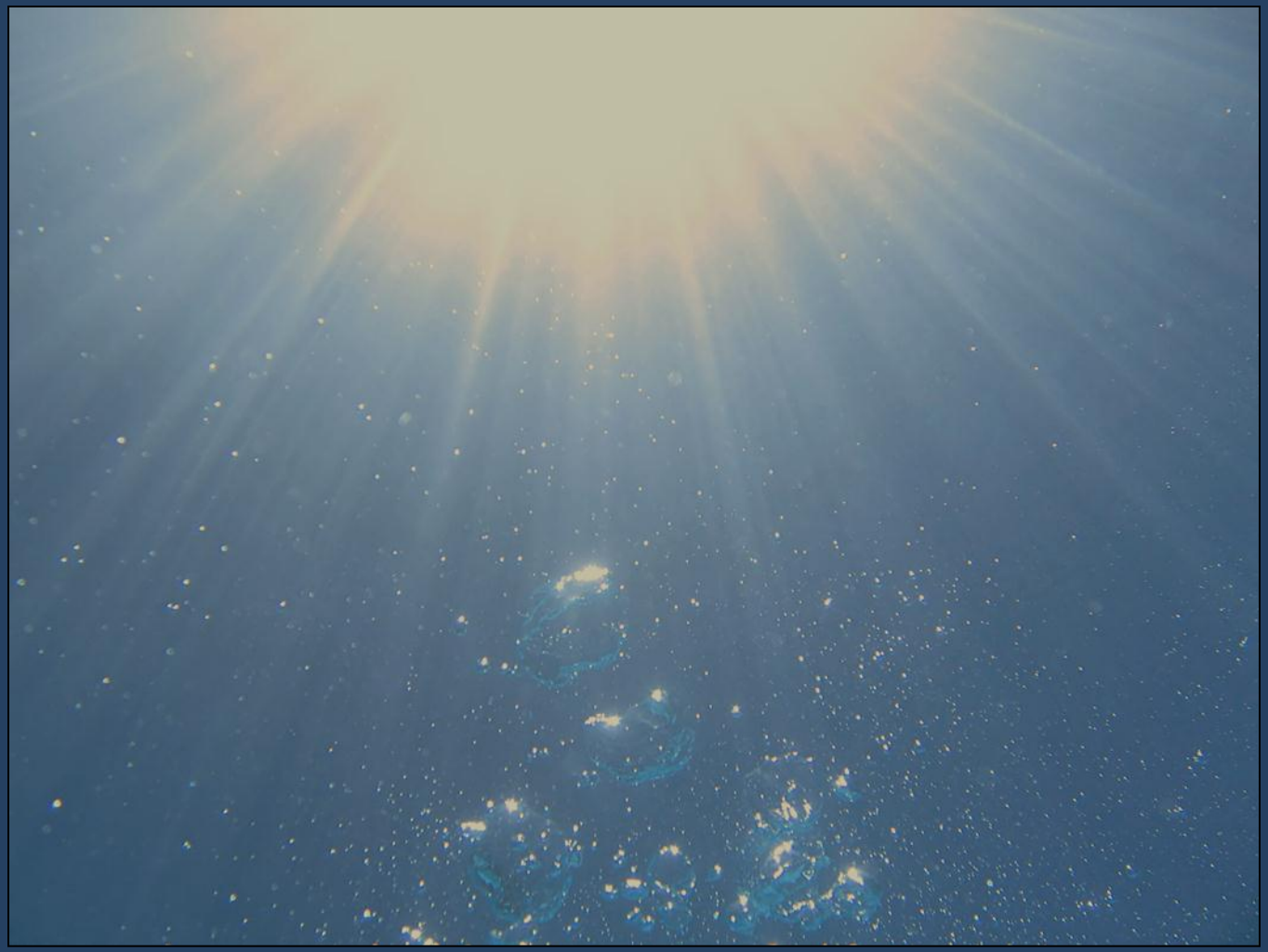
ASU College of Technology and Innovation

SOLON

ABENGOA SOLAR

WHERE SOLAR AND ALGAE INTERTWINE

SUMMARY

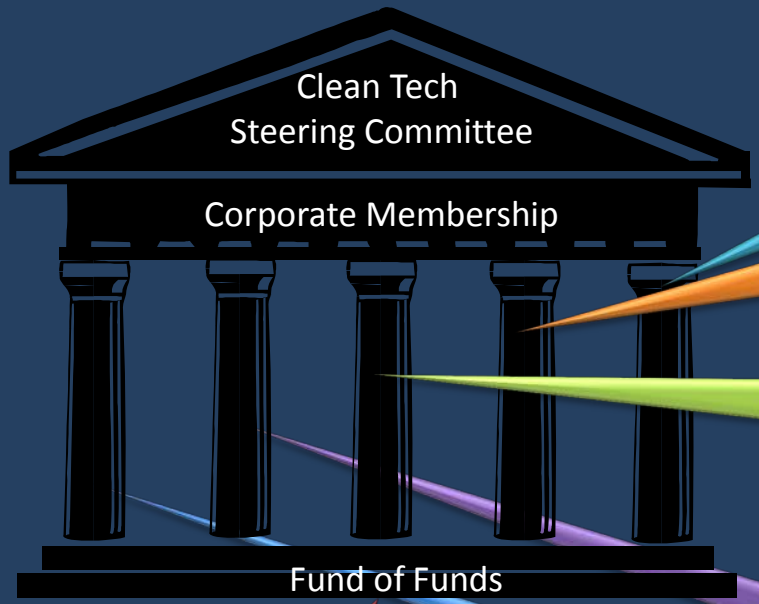


CLEAN TECHNOLOGY DEVELOPMENT CENTER

Strategy: Continually provide firm-driven, value-added research and services by sector.

Institutional form: A market-driven organization with technical and finance staff who can provide services.

PROPOSED STRUCTURE



Innovation Hatchery: A place where entrepreneurs are given access to workspace, market research, mentors and academia for four weeks. In that time they will develop a business plan for presentation to a review panel made up of business partners and investors for "angel" level funding

Innovation Incubator: Business plans that have received initial funding will be given space and access to continued resources to develop first phase of business plan. Incubator tenants will have 12 months to move their business plan to the next stage of funding and development.

Clean Tech Governance Facilitator: This group will assist member companies with local government interface and interventions. Zoning, permitting and site location for development stages of emerging businesses. State and Federal regulator information and advocacy will also be managed through this capability

DoD Clean Tech Advocate: This office will be responsible for facilitating interface to DoD clean tech initiatives. DoD's objectives for energy usage reduction will be initial driver for new technology innovation.

International Trade Advocate: Working with other state agencies, this group assists with international trade regulations, trade missions for Clean Tech in the region.

Fund of Funds: A private fund made up of private equity and state funds and managed privately with the objective of providing economic return at a predefined level to the investors. Investments are limited to clean tech opportunities in the county. A percentage of the management fees is applied to staffing and resource for the center.

NEXT STEPS

- Convene industry leadership groups to gather feedback on center concept.
- Pursue other initiatives given viability and capacity.
- Confirm selection of lead initiative for implementation.
- Premier the plan in DC this winter.

FOR MORE INFORMATION

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