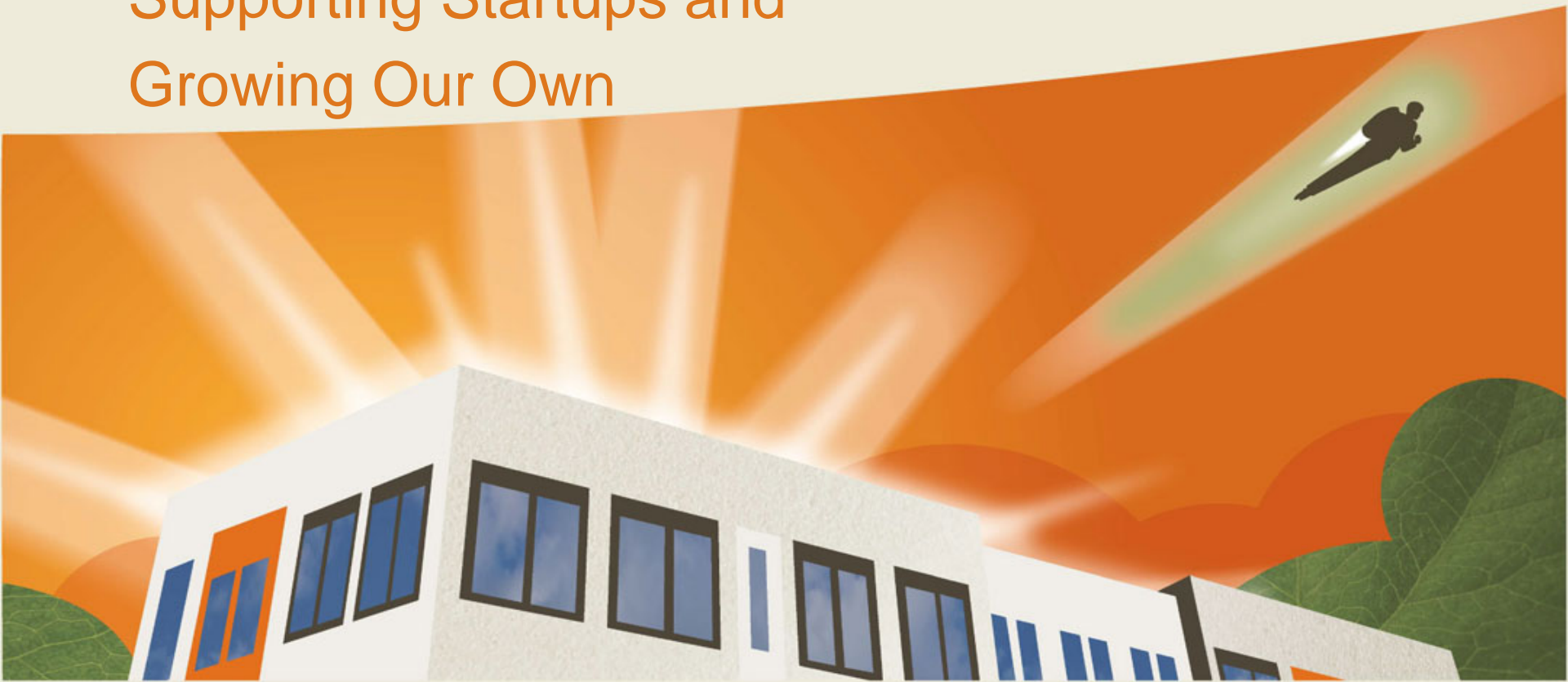


Supporting Startups and Growing Our Own



The Future of Jobs Summit 2013 Innosphere Overview



Accelerating Entrepreneurship and Job Creation



ROCKY MOUNTAIN
innosphere
bring your vision

- Accelerating entrepreneurship and job creation – for 14 years
- 501(c)3 non-profit organization + Colorado Enterprise Zone = significant tax advantages to donors
- Committed to working with startups and technology based enterprises
2008: 18 client companies | 2013: 40 client companies
- Focusing on novel capital access programs for client companies to accelerate growth and job creation in our region
- Growing our impact Statewide and beyond



ROCKY MOUNTAIN
innosphere

30,000 sq feet of office and wet lab space

40 current client companies

Focus: Strategy, Mentoring, Capital, Growth





**We are more than a building.
We are more than an incubator.
We are more than a network.**

**We are a force—borne of ideas and shaped by passion.
We are a community of entrepreneurs, leaders and supporters.**

**We are an ecosystem for innovation.
We are an engine for economic opportunity.
We are a catalyst for progress.**

**We are Rocky Mountain Innosphere.
Bring your vision.**

Innosphere Funding Partners



Industry Focus & Geography Served

Biosciences

- Biomedical Drugs & Discovery, Diagnostics and Devices, Agricultural and Animal Products, Bio-based products
- **Capital:** grants, angel, strategic, venture
- **Geography:** Northern Colorado

Software

- Infrastructure software, Enterprise software, Security software, Web 2.0
- **Capital:** angel, strategic, venture
- **Geography:** Northern Colorado

Cleantech

- Energy, water, transportation, smartgrid, etc.
- **Capital:** grants, angel, strategic
- **Geography:** Front Range

2012 Economic Impact

35

- Client Companies

\$7.9M

- Annual client revenue

178

- Full and part-time employees

\$70,000

- Average annual salary

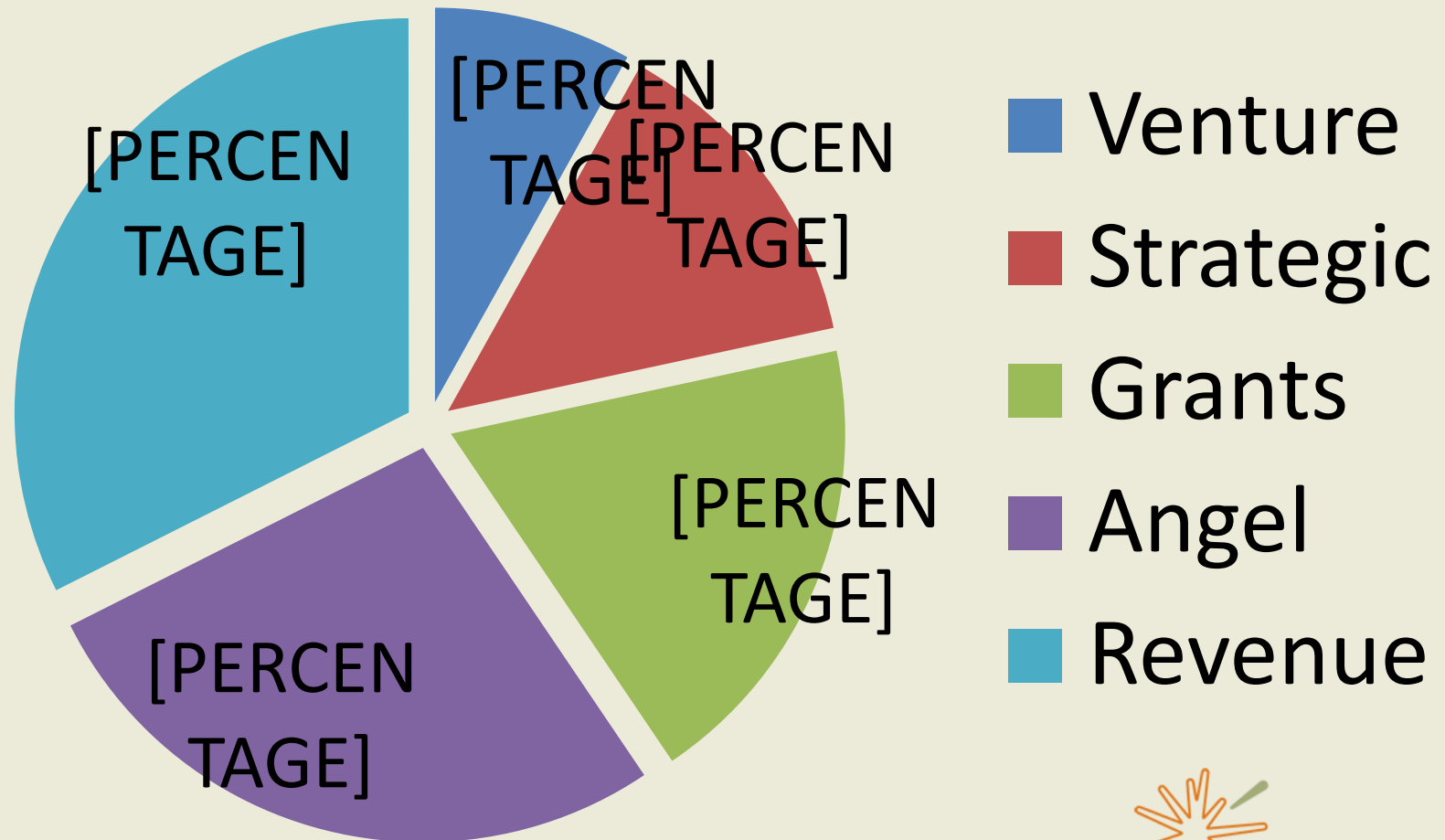
\$19.1M

- Client capital raised

\$54.2M

- Cumulative capital raised

Primary Funding Path



Programs

Education

- Kauffman Foundation's FastTrac Tech Venture
- Lunch & Learns

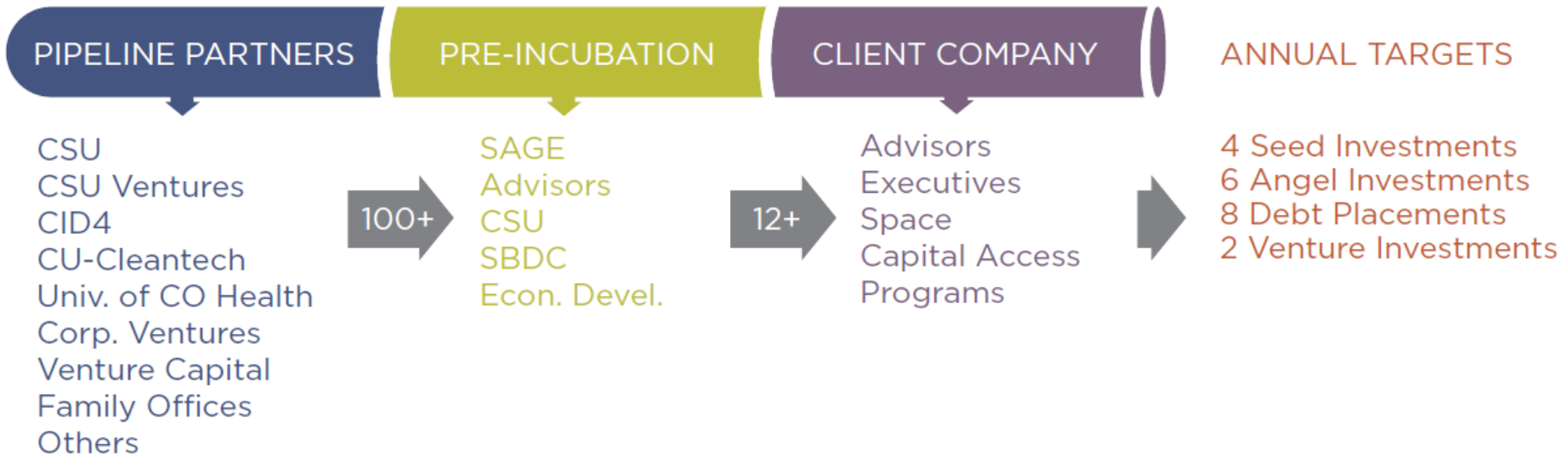
Mentors

- Social and Advisory Group for Entrepreneurs (SAGE)
- Executives in Residence (EIR)

Networks

- Advisors in Residence (AIR)
- Industry events

Pipeline Development



Location, Location, Location



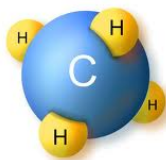
Innosphere

CSU RIC

CSU Powerhouse

Innosphere
NREL

Innosphere Cleantech Program



Innosphere's Access to Capital Program

1. Fund for Innovation Seed Fund - Established

- Established the fund at the **Community Foundation of Northern Colorado** – fundraising \$500,000

2. Innosphere Early Stage Loan Pool - Completed

- **Colorado Enterprise Fund** and Home State Bank and 1st National Bank have invested \$800,000 for early-stage venture debt (pre-SBA or traditional lending)

3. Community Development Venture Capital Fund– In Progress

- Being developed with a statewide CDFI to provide first-in matching capital for Series A funding rounds

4. Statewide Angel Coordination

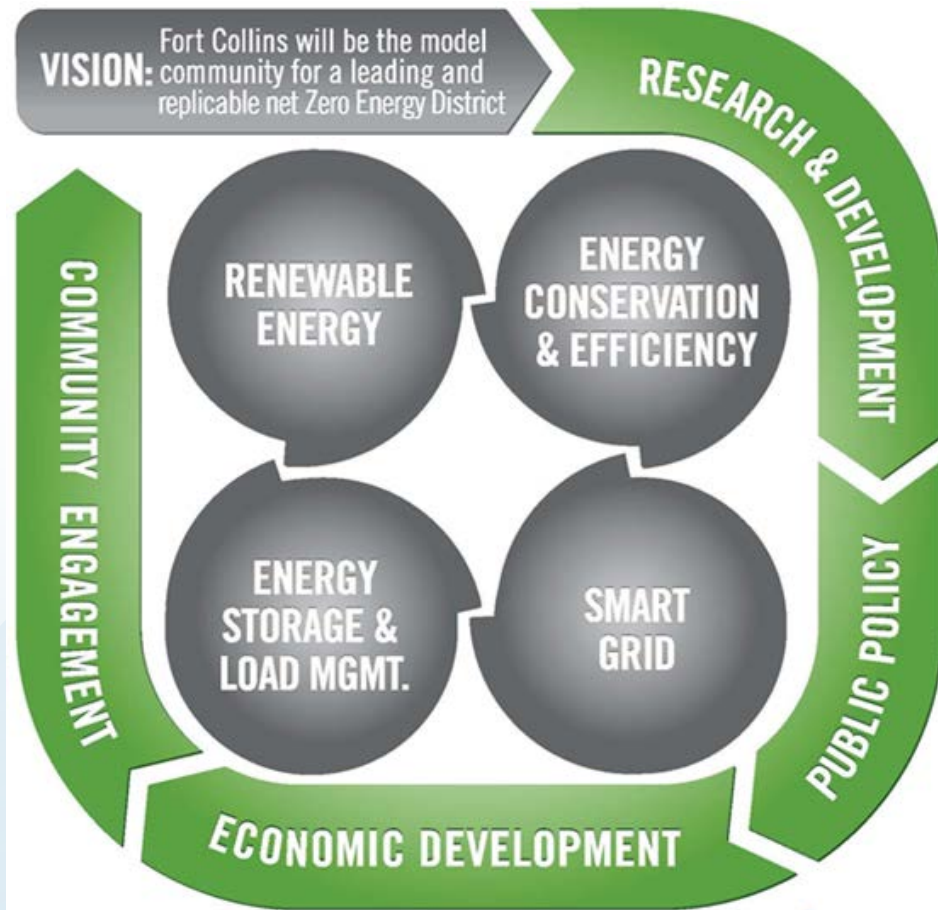


Developing, Producing, and Distributing technologies



- **Ward Alternative Energy, LLC**
- **Woodward**
- **IE Technologies**
- **Sample & Bailey**
- **Encorp**
- **City of Fort Collins**
- **City of Loveland**
- **Schneider Electric**
- **CSU Ventures**
- **CSU, College of Engineering**
- **Prieto Battery**
- **CSU Powerhouse and Engines Lab**
- **Lightning Hybrids**
- **Spirae**

FortZED Demonstration project



- reduced peak-load demand in the Zero Energy District by more than 20%
- used a distributed power system and demand side management



Net Zero Cities

2nd Annual

October 23rd and 24th, 2013

Fort Collins, Colorado

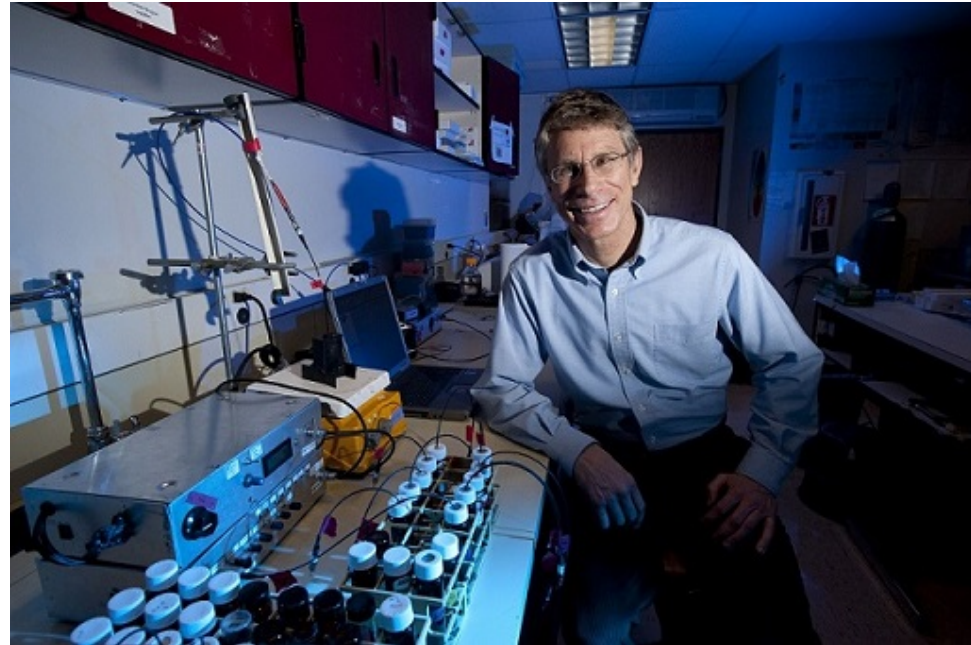
Municipal Sponsors:

Fort Collins, Boulder, Loveland

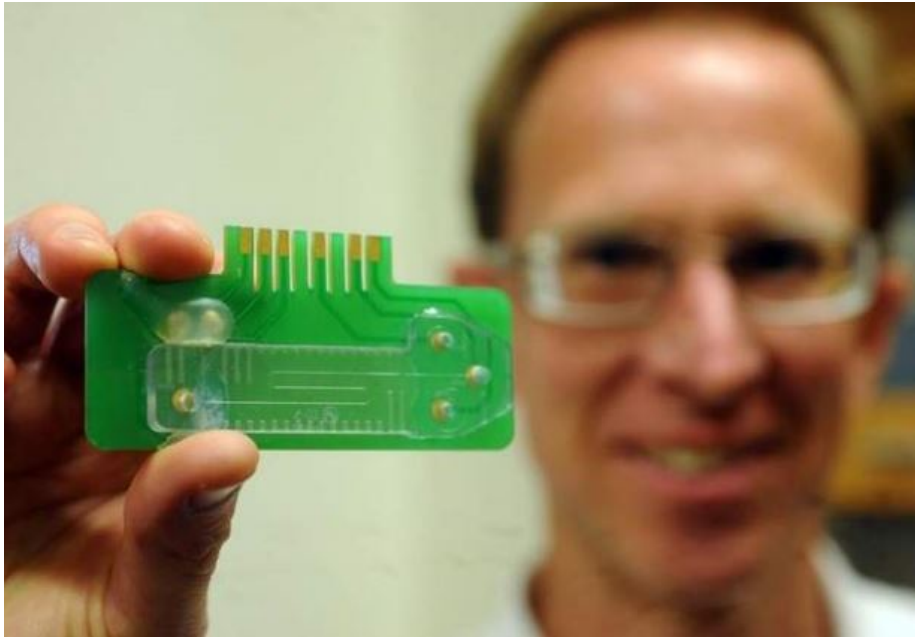


OptiEnz Sensors

- Received NSF SBIR funding
- Engaged in a number of customer trials for water contamination detection in the water treatment and oils/gas industries.
- National semi finalist in the Cleantech Open Accelerator program



Carbo Analytics



Selected from over 750 applicants for a \$150,000 Small Business Innovation Research (SBIR) grant.

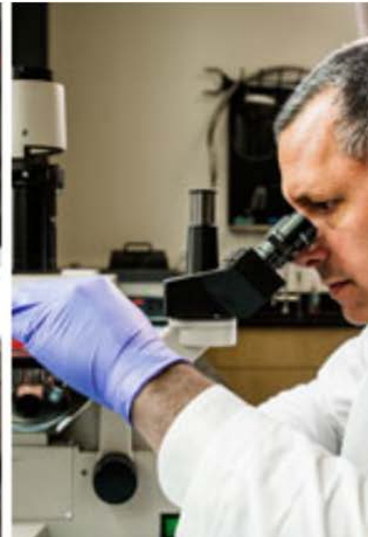
Stuff 'n Mallows:

Retail Product Launch

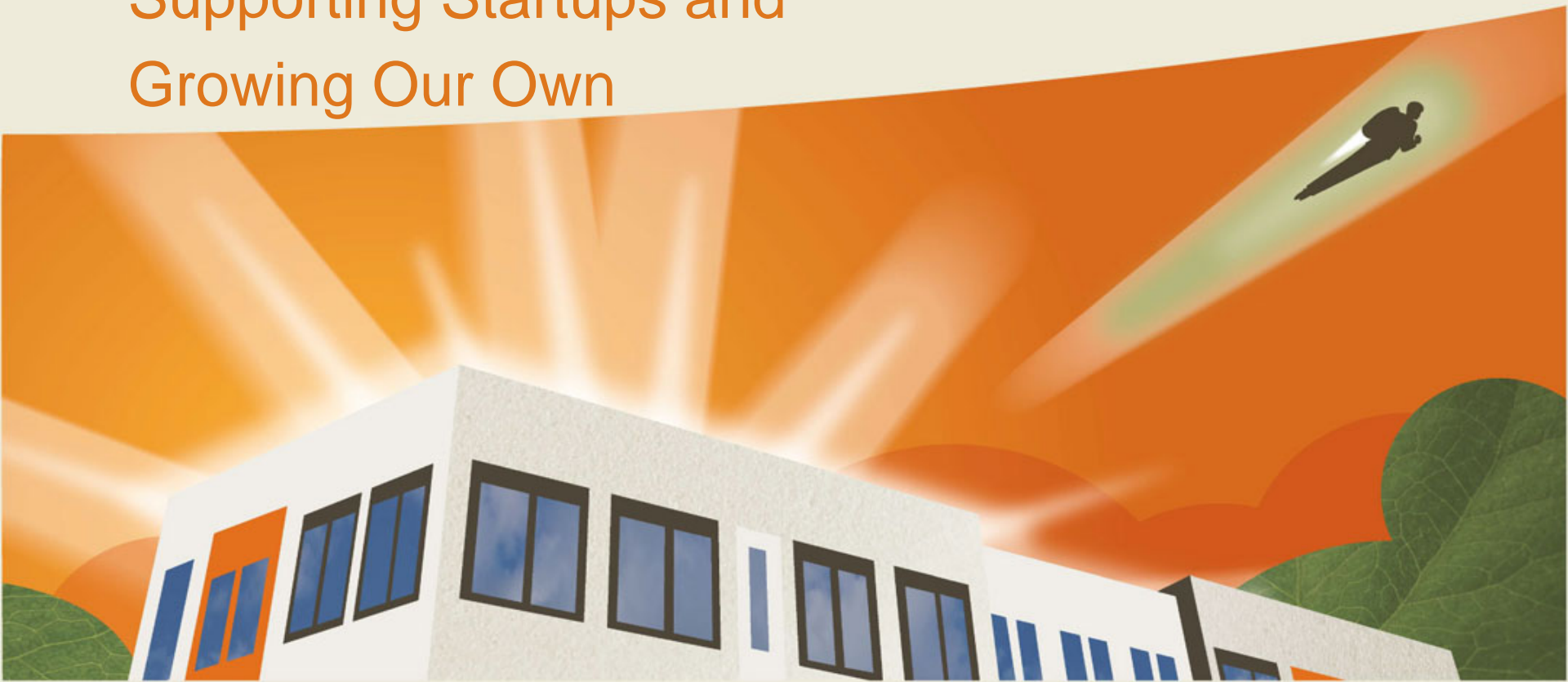


How to **Engage** with Innosphere

- Be an Executive mentor – SAGE
- Provide your executive talent
- Consider angel investment – Colorado Angels
- Donate to the *Fund For Innovation*
- Attend Events
- Stay Connected!



Supporting Startups and Growing Our Own



Thank You

