

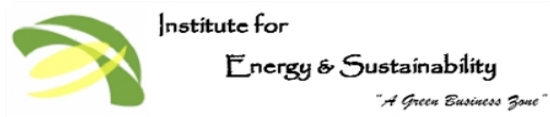
SMART GRID VENTURE SHOWCASE

Thursday, September 29

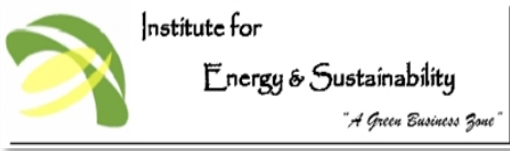
8:45 AM – 3:15 PM

Worcester Tech

1 Skyline Drive • Worcester, MA 01605



HOSTS



Institute for Energy and Sustainability

16 Claremont St. Worcester, MA 01610
www.energyandsustainability.com

The Institute for Energy & Sustainability (IES) is central New England's green business zone. Our mission is to attract clean energy technology and renewable energy companies to the region. We are building on the region's assets and reputation as an incubator of innovation. Our priority is to create an environment for those seeking economic opportunity and advantage in this sector and to support the growth of jobs establishing a zone of world class clean technology companies.

Vincent DeVito, Executive Director
vdevito@energyandsustainability.com, PH. (508)751-4639



Consulate General of Canada, Boston

3 Copley Place, Suite 400, Boston, MA 02116
www.canadainternational.gc.ca/boston

The Canadian Consulate General in Boston is one of twenty-one Canadian offices in the United States. While the Canadian Embassy in Washington, D.C. is responsible for the overall bilateral relationship with the United States, the Consulates General operate in specific areas in the U.S. The Boston office covers the New England states of Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont. A team of 25 in our downtown Boston office, we pursue three main business lines: Trade and Investment, Consular, and Political, Economic Relations, and Public Affairs.

Christine Carr, Trade Commissioner
Christine.Carr@international.gc.ca, PH. (617)247-5162
Makarand Joshi, Trade Commissioner
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SETSquared Partnership

2 Venture Road, Chilworth, Southampton SO16 7NP, UK
www.setsquared.co.uk

The SETSquared Partnership develops new businesses from university research ('spin-outs') and supports early-stage, technology companies with high growth potential from the wider business community. The Partnership also provides access to UK and US markets through international collaboration.

Karen Brooks, Projects Director
Karen.Brooks@setsquared.co.uk, PH. +44(0)7810-805406

AGENDA

- 9:30 a.m.** Opening/Welcome
Vincent DeVito, Executive Director, IES;
Partner, Bowditch & Dewey, LLP.
- 9:40 a.m.** Economic Development and Green Future Investments in Central MA
Timothy McGourthy, Chief Development Officer,
City of Worcester
- 9:50a.m.** Speeding Smart Grid Investment and Job Creation
Congressman James P. McGovern (D-MA)
- 10:10 a.m.** **Company Showcases – Investment Pitches**
University of Exeter, *Presenter*, Mark Scibor-Rylski
Millennial Net, *Presenter*, Sokwoo Rhee, Co-Founder
Enerconcept, *Presenter*, Christian Vachon, Owner
Zigswitch, *Presenter*, Christian Von Stackelberg, CEO
Green Power Labs, *Presenter*, Marlene Moore, Vice-President
Amperion, *Presenter*, Nachum Sadan, CEO
- 11:30 a.m.** - **Lunch Break** – *Sponsored by Consulate General of Canada, Boston*
- 12:00 p.m.** National Grid’s Smart Grid Pilot in Worcester, MA
Edward White, Vice President, National Grid
- 12:15 p.m.** A Cross Border Smart Grid Investment Success : REGEN Scaling Up & Moving Forward
Tim Angus, President & CEO, REGEN Energy
- 1:10 p.m.** **Company Showcases - Investment Pitches**
Burning Hollow, *Presenter*, Mark Casdorf, CEO
GridCo, *Presenter*, Yvette Webb, President
Blue Line Innovations, *Presenter*, Peter Porteous, CEO
Syntha Corp, *Presenter*, Linda Hutchinson, Board Member
Ywire, *Presenter*, Omar Tabb, CEO
Nuvve, *Presenter*, Gregory Poilasne, CEO
- 2:30 p.m.** **Experts Roundtable** - *Offering critique and advice on pitches and discussing unique international investment and market opportunities*
Andrew Lackner, Assistant VP Venture Capital Group, GE
James Connolly, Senior Staff Reporter, MA High Tech Journal
Kevin McCarthy, Clean Tech Business Development, UKti,
Stephen Zamierowski, Director, Deloitte Services
- 3:20 p.m.** Discussion/Closing Remarks
3:30 p.m. Networking

WHAT IS SMART GRID

The SMART GRID refers to digital technology which allows for two-way communication between the utility company and its customers. This allows for more efficient and economical usage of energy. When people have more control over their power it will reduce electricity costs, reduce peak demand and wasted energy, decrease the chances of a blackout, reduce management costs for utility companies, allow for easier integration of renewable energy, and improve security. Smart Grid is an important key to Massachusetts clean tech economy and IES is currently involved in several projects designed to grow and develop the Smart Grid market.

WHY A VENTURE SHOWCASE

The Venture Showcase was conceived of to literally “showcase” the innovation and international market opportunities of smart grid technologies to an audience that is in a position to provide tangible, high value investments and business development opportunities to showcasing companies. This supports the goals and program mission of the hosts; to create business development opportunities, support and grow employment opportunities, foster innovation, drive investment, cultivate international collaboration and demonstrate the effectiveness and cost efficiency of clean energy technology.

WHY CENTRAL MA

Central MA is at the crossroads of a real and significant energy transformation. As pioneers in the computer, IT, biosciences, and education frontiers, the region has transferred its embedded knowledge, spirit of leadership and passion for growth and social well-being to emerge as global leaders in the clean technology economy. Worcester, MA was selected to host the Smart Grid Venture Showcase to reflect and demonstrate the region’s capital investment and commitment to a healthy economy and a healthy environment. This is noted by the City’s intense urban renewal projects and one of the Nation’s largest downtown urban development projects, CitySquare, National Grid’s planned 15,000 home smart grid pilot program, the high concentration of LEED certified buildings, and the City’s designation as a MA Green Community.

FEATURED SPEAKERS

Opening/Welcome/Panel Moderator

Vincent DeVito, *Executive Director*,
Institute for Energy and Sustainability;
Partner, Bowditch & Dewey, LLP

Vincent DeVito, Executive Director of IES, has worked on corporate governance structures, regulatory compliance issues and negotiation of complex, multilateral agreements. As a U.S. Assistant Secretary of Energy, Vincent DeVito was a lead advisor to the Secretary and the Department's Board of Advisors. Mr. DeVito has significant experience in working with the senior management of companies, colleges and universities, government agencies, and non-government organizations, and has led strategy and negotiations resulting in successful teaming efforts for the development of local renewable energy projects, and large-scale, region wide, and cross border regulatory changes and project development.

www.energysustainability.com

Speeding Smart Grid Investment and Job Creation

Congressman Jim McGovern, U.S. House of Representatives

Since his election in 1996, Congressman Jim McGovern has been widely recognized as a tenacious advocate for his district, a tireless crusader for change, and an unrivaled supporter for social justice and fundamental human rights.

Currently serving his eighth term in Congress, McGovern is a Minority Whip; is the second-ranking member on the powerful House Rules Committee, which sets the terms for debate and amendments on most legislation, and is a member of the House Agricultural Committee. In those roles, McGovern has secured millions of dollars in federal assistance for Central and Southeastern Massachusetts. McGovern is also co-chair of both the Tom Lantos Human Rights Commission and the House Hunger Caucus. As a principal founder of the Institute, Congressman McGovern spearheaded many of the initial discussions and has advocated to bring Federal support to the work of the IES.

<http://mcgovern.house.gov>

FEATURED SPEAKERS

Economic Development and Green Future Investments in Worcester **Timothy McGourthy**, *Chief Development Officer*, City of Worcester

Timothy J. McGourthy is Chief Development Officer for the City of Worcester, Massachusetts. In this role, Mr. McGourthy is a member of the City Manager's Cabinet and oversees Worcester's planning, economic development, and workforce development activities. Prior to his work for Worcester, Mr. McGourthy was the Director of Policy for the Boston Redevelopment Authority, Boston's planning and economic development agency. Mr. McGourthy has also worked for Carnegie Corporation of New York and the Commonwealth of Virginia's Governor's Office. He is a graduate of the College of William and Mary and holds a Master in Government from Johns Hopkins University and a Master in Public Policy and Urban Planning from Harvard University's John F. Kennedy School of Government.

www.worcesterma.gov

National Grid's Smart Grid Pilot in Worcester, MA **Edward White**, *Vice President*, National Grid

Edward White is Vice President of Customer & Business Strategy in the Customer organization at National Grid. Edward's team provides product expertise, energy efficient solutions, ensures regulatory coordination and develops new products and alliances. Prior to his current role, Edward successfully led a team that developed the company's largest distributed solar installation project and was also the U.S. lead on developing National Grid's Energy Management Strategy. Edward has been with National Grid for more than 15 years working with a number of teams, including Electric Operations, Environmental Compliance, and Transmission Licensing and Permitting. Edward earned a Bachelor of Science in Civil Engineering and a certificate in High Performance Management from Northeastern University in Boston in 1996 and 2003, respectively. He also completed Cambridge University's Program for Sustainability Leadership in 2008.

www.nationalgridus.com

FEATURED KEYNOTE

A Cross Border Smart Grid Investment Success:

REGEN Scaling Up and Moving Forward

Tim Angus, President & CEO, REGEN Energy



Tim is an innovative and successful executive recognized for his strengths in business development, team leadership and development of new markets, products and services. Mr. Angus has a proven track record of leveraging private and public equity markets for growth stage companies. Before joining REGEN Energy, Tim spent five years as CEO of a Canadian publicly listed clean technology company focused on energy recovery, biofuels and steam efficiency technology. In this role, he executed a major acquisition of a European based partner as well as the establishment of a China based joint venture. Tim got his start in the energy management field at the U.S. head office of Johnson Controls, a Fortune 100 company where he spent 8 years, responsible for leading sales on many of the companies most significant industrial client accounts as a Corporate Client Accounts Manager. Working directly with the Global headquarters team, Tim became a recognized sales leader, continually ranking as one of the company's top global Sales Executives. Tim possesses a deep understanding of clean technology markets, having served as an Advisor and Director on the boards of several Canadian clean technology companies, as well as an Ontario electric generation company and he proudly serves as an Ambassador for the Ottawa Sustainability Fund.

ABOUT REGEN: Regen understands that escalating electricity costs and reliability have become increasingly critical issues facing consumers and grid operators alike. Consumers are looking for effective retrofit techniques to reduce energy costs but few practical solutions exist.

We realized early on that existing energy efficiency technologies and services are too inconvenient, too complex and too expensive, with high up-front costs, multi-year payback scenarios, and extensive ongoing effort to maintain.

REGEN is a Toronto based company that was founded in 2005 with the goal of automating electrical demand management using a patented approach that is affordable, easy to use, effective, and does not sacrifice occupant comfort. In 2005 the initial REGEN prototype was designed and trialed with various academic institutions; the results exceeded the expectations of REGEN's engineers.

REGEN provides commercial, industrial, institutional, and multi-unit residential facilities with the ability to reduce their electrical demand charges by at least 25-30% using a practical, cost effective approach!

www.regenenergy.com

ROUNDTABLE PANELISTS

Andrew Lackner, *Assistant Vice President Venture Capital Group, GE*
Andrew is a member of the venture capital group at GE Energy Financial Services. With over \$20 billion in assets, GE Energy Financial Services invests billions of dollars annually in two of the world's most capital-intensive industries, energy and water. As a member of the venture capital team, Mr. Lackner evaluates prospective equity investments in companies developing game-changing technologies and services throughout the energy and water value chain, from natural resources to clean technology. Mr. Lackner has been responsible for evaluating venture capital investments in the smart grid sector over the past 3 years, and is currently on the evaluation committee of the recently announced \$200MM GE Ecomagination Digital Energy Innovation Challenge.

James Connolly, *Senior Staff Reporter, Mass High Tech Journal*
James Connolly is the senior staff writer for the Boston Business Journal and Mass High Tech, covering the cleantech and information technology sectors. He is an experienced technology journalist, who has served as a writer and editor for leading tech publishing entities such as Computerworld, TechTarget and Ziff-Davis. Early in his career he was a news reporter for the Boston Herald.

Kevin McCarthy, *Clean Tech Business Development, UK Trade & Investment*
based at the British Consulate-General Boston in Kendall Square Cambridge, Kevin works with New England and UK Cleantech companies to facilitate opportunities for them and to accelerate their entry and success in the US and UK. Prior to his current role at UKTI, Kevin spent over a decade in institutional equity sales and trading, starting at Fidelity Capital Markets. Kevin earned an MBA from the Babson's Olin Graduate School of Business, with a concentration on finance and entrepreneurship. A native of Dublin, Ireland, he and his wife live in Haverhill MA and enjoy kayaking in the summer and skiing in the winter and occasionally tweets @KevinbMcCarthy.

Stephen "Zam" Zamierowski, *Director, Deloitte Services LP*,
Zam is a member of Deloitte's New England technology and life sciences practice. As director of the Tech-Venture Center, he helps infotech, cleantech and biotech entrepreneurs form the professional service and capital foundations for their companies. Before joining Deloitte, Zam was vice president of marketing for a software startup. Earlier in his career, Zam held a variety of senior positions at Data General, Progress Software and Interleaf. Zam is a speaker, judge and coach for several entrepreneurial programs at such institutions as the MIT Enterprise Forum, MassMEDIX, Boston College, Boston University, Harvard Business School, Northeastern and Tufts. He is co-chair of the Cleantech Open mentoring committee.

SMART GRID SHOWCASING COMPANIES



Presenter: Nachum Sadan, President and CEO

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360 Merrimack Street Lawrence, MA 01842
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Amperion develops and sells advanced smart grid communications products to electric utilities. Amperion's products use its patent protected Broadband Power Line Carrier technology (B-PLC™) that significantly reduces costs and simplifies installation for the utility customer. It enables deployment of new smart grid applications while leveraging existing infrastructure and utility assets.

Presenter: Peter Porteous, CEO

PH. (866)261-7969, pporteous@bluelineinnovations.com
187 Kenmount Road St. Johns, NL, Canada A1B 3P9
www.bluelineinnovations.com



Blue Line Innovations Inc. is an award-winning manufacturer of real-time energy monitoring products that help consumers save money while helping to conserve energy. Founded in 2003, in Newfoundland, Canada, Blue Line Innovations has been leading the development of real-time energy monitor products for the consumer market. With over 150,000 units sold, our PowerCost Monitor™ is an easy to use and easy to install real-time feedback device for monitoring home electricity usage.



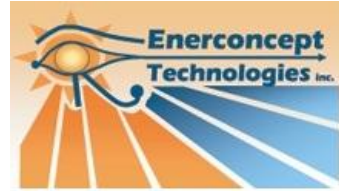
Presenter: Mark Casdorf, CEO

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18 Bayfield Road Wayland, MA 01778
www.burningshollowtech.com

Burning Hollow Technologies is a cutting edge startup seeking to change the way people interact with their homes. We are committed to providing consumers a gateway and cloud-based service that supports all significant protocols, will be expandable to all relevant devices, and is simple and economical for the non-technical user.

Presenter: Christian Vachon, Owner

PH. (819)843-1323, Christian.v@enerconcept.com
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Canada J1X 2A5
www.enerconcept.com/en



Enerconcept's mission statement is to market and implement clean, sustainable and profitable solar heating solutions on all buildings and systems across the globe. As depicted above, we are bound to come out of the current polluted world in which we live in order to create, one building at a time, a living environment in which we live harmoniously with all our energy resources.

**Presenter: Marlene Moore, VP**

PH. 902-466-6475
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1 Research Drive Dartmouth
Nova Scotia Canada, B2Y 4M9
www.greenpowerlabs.com

Whether driven by regulations, customer preferences, or corporate values, solar electricity is becoming an increasingly important renewable resource for electric utilities – and an unprecedented business opportunity for utilities and project developers interested in investment in clean energy generation. Competition for grid connection and transmission corridors is intense, and financing is tight.

Green Power Labs' expertise in industry best practices minimizes risk and maximizes ROI through support of comprehensive site selection, project engineering and energy management. Only utilities and developers who comply with these best practices will be the clean energy success stories for the next decade.

Presenter: Yvette Webb, President

PH. (905)522-6639, Yvette.Webb@Gridcoltd.com
45 Frid Street, Unit 10, Hamilton
Ontario L8P 4M3
www.gridcoltd.com



Gridco Ltd manufactures and sells energy efficiency solutions for commercial building HVAC. Building owners and managers can improve efficiency from 15-20% with an 18 month payback. Wireless data transmission to the Gridco server provides customers with validation of HVAC energy savings, ongoing savings reports and HVAC maintenance and equipment status notification

**Presenter: Sokwoo Rhee, Co-Founder & CTO**

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www.millennialnet.com

Millennial Net develops wireless sensor networking software, systems, and services that enable OEMs and systems integrators to quickly and cost-effectively implement wireless sensor networks. These networks enable the remote monitoring and management of critical devices while providing data to enable more informed decision-making, better control and increased revenue opportunities. Millennial Net leads the industry in real-world deployments with networks installed across commercial building and industrial environments.

Presenter: Gregory Poilasne, CEO

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www.NUVVE.com



NUVVE is an energy storage company providing the most economic and ecologic solution to support ancillary services such as regulation, spinning reserve and leveling alternative energy sources. Nuvve's proprietary "Vehicle to Grid" or "V2G" Aggregation solution is based on using electric vehicles as a distributed storage at the end of the distribution system as well as a dispatchable storage resource for a world of variable generation.

**Presenter: Linda Hutchinson, Board Member**

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www.syntha.com

Syntha Corporation provides sophisticated decision-support software to the power generation industry. Syntha's newly patented technology enables generating companies to reduce operating costs by tens of millions of dollars annually by reducing fuel consumption, mitigating risk and maximizing capacity across their fleet of generating units. This technology also supports dynamic pricing of energy for smart grid and demand response initiatives. Syntha Corporation is a privately held software company headquartered near Boston. Its core thermodynamic modeling software already helps ensure efficient operations for some of the largest electric generation companies in North America.



Presenter: Dr. Mark Scibor-Rylski, University of Exeter

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Dr. Mark Scibor-Rylski – holds positions with the **University of Exeter Enterprises**, Gatsby Business Mentor, Environmental Technologies, Kensa Heat Pumps Ltd. etc., and is presenting on behalf of a ½ dozen U.K. investment grade smart grid companies in the context of a eco-town currently under development in the Southwest of the United Kingdom. Mark is a technology venture capitalist with industrial, financial, and engineering skills. He is currently launching, financing and supporting new environmental businesses (mainly) in the SW of the UK. He has managed hands-on industrial venture funds internationally and linked UK companies to offshore manufacturing partners and corporations. He is a graduate of Imperial College and City University, and a Chartered Engineer and Chartered Physicist.

Presenter: Omar Tabba, President and CEO

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www.ywire.com



Based in Montreal, one of the most diverse and creative cities in the world, **YWire** has raised the bar in building systems technology and the customer experience. YWire's mission is to bring BPL communication to as many building related sectors as possible, and redefine our customer's expectations as it applies the advancement of technology. The Five Series™ Lighting Control System is the first step towards this vision.



Presenter: Christian von Stackelberg, CEO and Co-Founder

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Zigswitch makes wireless products that help people save energy, money and time.

INVESTMENT COACH



Linda Plano has coached over 500 entrepreneurs on their pitching and business plans, and they have gone on to raise over \$250M in equity and grant funding. She has also developed a six week online boot camp for entrepreneurs to take their business plans to the next level and speaks on pitching and entrepreneurship. www.planoandsimple.com

MEDIA SPONSORS

Smart Grid News is the sector's oldest, largest and highest-ranked specialty site. It produces daily news analysis, timely email summaries, exclusive content from some of the world's leading smart grid experts, plus the Web's largest collection of smart grid-specific resources including research papers, case studies, videos and stimulus tools. SGN promotes interactivity and a lively exchange of ideas between industry stakeholders via our smart grid discussion forums, webinars, our popular Talk Back feature and frequent quick polls. www.smartgridnews.com



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CORPORATE SPONSORS



Mass Clean Energy Center is committed to leveraging Massachusetts' outstanding resources in academic research, technology entrepreneurship, and workforce skills to accelerate growth of the clean energy industry. The result of these efforts will be new technologies, new companies, and a workforce ready

to roll up its sleeves to ensure Massachusetts' place as a national clean energy hub.
www.masscec.com

National Grid is an international electricity and gas company and one of the largest investor-owned energy companies in the world. Our core business is the delivery of electricity and natural gas. They are committed to serving customers well, delivering energy safely and reliably, and keeping costs low.



www.nationalgridus.com



The New England Clean Energy Council mission is to accelerate New England's clean energy economy to global leadership by building an active community of stakeholders and a world-class cluster of clean energy companies.

www.cleanenergycouncil.org

At **Bowditch & Dewey**, we do not dwell on the obstacles. We work through them, identifying and implementing solutions that help our clients achieve their business goals. Our partners work closely with our clients, supported by experienced associates – not layers of junior staff. Our partners' experience is matched by their commitment to understanding the unique needs of each client. So our clients can count on getting the answers they need to move in the right direction: forward.

www.bowditch.com



SPECIAL THANKS

2011 Smart Grid Venture Showcase Event Planning Committee

Vincent DeVito, *Executive Director, IES; Partner, Bowditch & Dewey, LLP.*
Chris Noonan, *Senior Program Officer, IES*
Angela Marshall, *Program Coordinator, IES*
Caitrin Allen, *Legal Secretary, Bowditch & Dewey*
Karen Brooks, *Projects Director, SETsquared Partnership*
Simon Bond, *Director, SETsquared Business Acceleration*
Christine Carr, *Trade Commissioner, Consulate General Of Canada, Boston*
Makarand Joshi, *Trade Commissioner, Consulate General of Canada, Boston*
Linda Plano, *Founder & CEO, Plano & Simple*
Wayne Saltare , *Hotel Restaurant Management, Director, Worcester Tech*
Russell Anderson, *Environmental Technology, Instructor, Worcester Tech*

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