

With an annual budget of approximately \$650 million, the New York State Energy Research and Development Authority (NYSERDA) supports the development and manufacture of emerging energy technologies; programs to address barriers inherent in bringing new products to market; and a portfolio of initiatives to increase the energy efficiency of residential, institutional, and commercial facilities. NYSERDA is helping to position New York businesses and industry to become leaders in the clean energy technology economy through innovative partnerships.

NYSERDA's Clean Energy programs span the life cycle of a successful business launch, from start-up to product development to commercialization. NYSERDA's recent investments underscore its commitment to seizing the opportunities and meeting the challenges facing today's clean energy leaders.

- **Clean Energy Business Incubators**

— When a new company is just starting out and resources are put to the test, a business incubator can provide much-needed support and infrastructure. Over the past year, NYSERDA has directly invested in six strategically located incubator sites and organizations that support early stage business growth. Incubators offer a structured program to startup companies to help them commercialize



Fenner Wind Project in Central New York

clean energy technology and reach viability. These programs include technical assistance, mentorship and entrepreneurial development, opportunity assessment, business planning, marketing and business development support, legal and financial planning support, networking and introductions to investors, and strategic partners.

“NYSERDA's work has helped thousands of New York State businesses develop clean energy products and create strong businesses that will help improve our environment, enhance our energy security, and build the clean energy economy of the future.”

Francis J. Murray

- **Saratoga Technology + Energy Park® (STEP®)**—In addition to supporting these incubators, NYSERDA sponsors STEP® as a knowledge community with significant resources for technology companies involved in the research and development, commercialization, manufacturing, and distribution of clean energy and environmental products and services companies that are looking for a strategic location to build and grow. STEP distinguishes itself from other locations by including services, amenities, and collaboration opportunities in an eco-friendly setting on 280-acres in the heart of New York's Tech Valley.
- **Early Stage Research & Development**—Developing innovative technologies can require a significant investment



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HIGHLIGHTS

and carry significant risk. NYSERDA's programs help reduce those financial risks by offering funding to support research, product development, and demonstration. In the case of research support, NYSERDA is providing \$250,000 each to four Energy Frontier Research Centers to conduct fundamental research in new energy technologies. In addition, over the past year, NYSERDA formed two research consortia to build public-private partnerships. The New York Battery and Energy Storage Technology Consortium (NY-BEST™) is an industry-focused coalition working to build a vibrant, world-class, advanced battery and energy storage sector in New York State. NY-BEST will be supported with approximately \$25 million in seed funding through the Clean Air Interstate Rule auction proceeds. The NYS SmartGrid Consortium, established in 2008, is focused on the creation of a fully visible, integrated "smart" electricity system for New York State. The consortium includes academic, industrial, and commercial members and the Board of Directors has representation from the New York major electric utilities and energy policy organizations.

- **Business Growth & Development**—NYSERDA provides funding to innovative clean energy companies to engage in business projects that allow them to expand and grow. Such projects vary, typically including activities attendant to raising capital, entering new markets, or entering existing markets with new products and services. As such, the program is attractive to early stage companies. The program requires that product and service offerings be available in the market already, or within one year at the latest. In addition to direct financial support to companies, NYSERDA is funding a range of activities to expand services to early stage companies.
- **Business Expansion & Manufacturing Incentives**—NYSERDA offers incentives to companies establishing clean energy manufacturing facilities in New York. The manufacturing incentive program provides up to \$1.5 million per project to companies that are establishing a new manufacturing plant or making a significant physical expansion to an existing one. Up to 25% of the funding may be used to support pre-manufacturing activities such as site selection and development, building improvements and facilities, and acquisition of equipment. The remaining 75% is paid out on a quarterly basis as the manufacturing line is operated, based on a percentage of the "New York State Value Added."

Provided \$9 million to expand the focus of six **BUSINESS INCUBATORS** across NYS to focus on clean energy technology companies.

At the end of 2009, 10 companies with over 70 employees are located at the **SARATOGA TECHNOLOGY + ENERGY PARK**.

Over the past year, supported **EIGHT NEW COMPANIES** to begin manufacturing in New York. Three of companies are in the solar business; one each in storage, lighting, and biomass gasification; and two projects involve electric vehicles.

Established a suite of **BUSINESS ASSISTANCE INITIATIVES** that target clean energy technology. These include an Entrepreneur-in-Residence program, entrepreneurial training and business coaching, preparation of a Cleantech Entrepreneurs Handbook, and Pre-Seed Workshops across New York.

Under the NYSERDA-administered **RENEWABLE PORTFOLIO STANDARD PROGRAM**, new wholesale renewable capacity installed since the onset of the RPS Program could reach nearly 1,164 MW by the end of 2009, of which 1,127 MW would be located in New York. The estimated total economic benefits that could accrue to New York from these in-state investments could exceed \$4 billion over the next 20 years. In addition, the average contract award prices (similar to a REC) under the second and third Main Tier solicitations were more than 30% lower than under the first Main Tier solicitation (\$15 per MWh compared to \$22.90 per MWh). On the customer-side of the meter, NYSERDA has applications or installations for over 30 MW of new capacity. The bulk of the installations will be PV with almost 20 MW of installations.



Saratoga Technology + Energy Park