



entrepreneurs for energy efficiency

# Encouraging Small Business Development

## Entrepreneurs for Energy Efficiency



# Personal Background

- Treasurer of E-3, current President/CEO of three companies
- Former university professor
- Serial entrepreneur
- Over \$50,000,000 in raised capital
- Five commercialized technologies, services in us and international markets
- Focus in energy, environmental sectors



# Presentation Focus

- At the present time Kazakhstan has over 30% of GDP coming from oil production
- Country leaders wish to diversify economy further
- This presentation will focus on how E-3 experience can guide government actions to:
  - Support in-country small business creation
  - Support small company growth



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# Commercialization Cooperative

- Non-profit founded by successful former grantees
- Over 50 members in industry verticals aligned with EERE programs
- Unique perspective on challenges confronting inventors
- Guiding hand to recent grantees
- Vital feedback to DOE program offices



# What Does E-3 Offer Members?

- Critical bridges to commercialization
  - Education and training by entrepreneurs for entrepreneurs
  - Contacts, networks and mentors
  - Business and strategic planning support
  - Access to seed capital (DOE, angels)
  - Introduction to potential investors
  - Access to national exposure through newsletter and website



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# E-3 Expertise: Representative Technologies

- Buildings Technologies
- Renewable Energy
- Industrial
- Transportation & advanced propulsion
- Oil & Gas



# What Do Entrepreneurs Want / Need

- Based on our combined experience, entrepreneurs have some common needs:
  - Access to technical resources
  - Access to strong management resources
  - Access to capital markets
  - Readily available information and information flows
  - A degree of market stability
- As these ingredients become available, new businesses grow



# Needs Change as Companies Evolve

- Early stage companies need very broad spectrum support because inventors are rarely good managers and capital needs are great
- As the company matures and the management team improves, needs tend to focus more on financial support



# Government Support of Small Businesses

- Support/develop investment capital markets
- Provide non-cash resources
  - Facilities, laboratories, technical support
- Develop/improve infrastructure
  - Communications, transportation, education
- Consistent regulations
  - Protection of intellectual property
  - Labor policies
- Consume goods and services



# How Do We Help?

- Perspective from small business / entrepreneur
- Help structure training programs
- Input on appropriate technologies
- Promote best practices in business creation
- Provide successful examples of growth strategies