February 5, 2013

To Whom It May Concern:

I am pleased to submit this letter affirming that the Clean Energy Incubator (CEI) meets the criteria to be considered an innovation credit for RIT’s STARS submission.

The Clean Energy Incubator (CEI) is a joint industry outreach effort by the Golisano Institute for Sustainability (GIS) and RIT's Venture Creations business incubator, which serves as home for CEI. The role of CEI is to assist early stage clean energy companies in product development, business and marketing planning, and technology commercialization. Our goal at the CEI is to remove barriers to, and accelerate the development of, clean energy technologies and businesses that enhance regional economic development. As part of our innovative approach, CEI focuses on companies that can benefit from the unique research expertise and lab facilities available at RIT.

Our efforts to match-make RIT infrastructure, research domains, and human resources with tangible company needs are a key differentiator in our approach. Further, our “Campus Deployment” model for testing and validating new innovative clean energy technology has proven to be a unique win-win approach that supports the academic and research mission of the university as well as that of early-stage companies focused on economic development. In addition to external startup companies, RIT is working to build a strong innovation pipeline that converts student and faculty research projects into viable businesses.

CEI was established in 2009 with a $1.5 million grant from New York State Energy Research and Development Authority (NYSERDA). Francis J. Murray Jr., President and CEO of NYSERDA said during the grant announcement ceremony on May 26, 2009, that the incubator is intended to help "…improve our environment, reduce our dependence on foreign sources of energy, create a highly-skilled workforce, and enhance the ability for innovative New Yorkers to develop new technologies that compete in global marketplaces."

Since our founding CEI has attracted more than $25 million of external investment to clean energy businesses in the incubator from private angel investors and venture capital firms. And another $1.5 million of investment from state or federal agencies has supported technology development, testing, or acceleration for our CEI companies. Six businesses have graduated from CEI since inception. And, CEI businesses have created or retained more than 80 jobs in the regional economy.

Sincerely,



Mark C. Coleman

Manager of Technical Development

Clean Energy Incubator (CEI), Rochester Institute of Technology