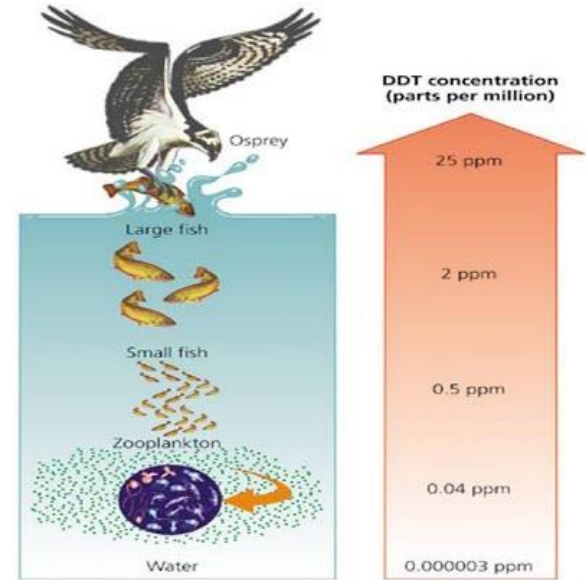
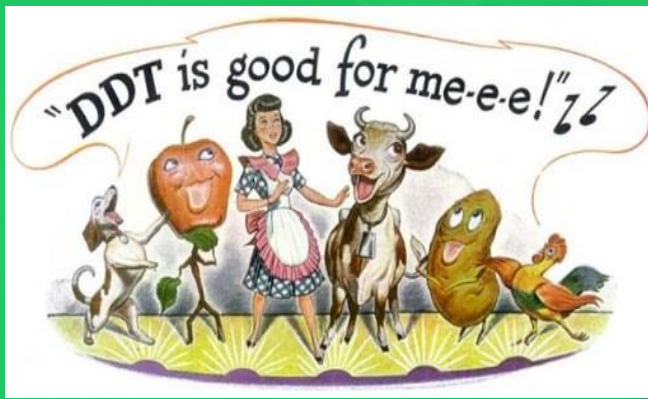


The background of the slide is a solid green color. Overlaid on this is a faint, semi-transparent image of a laptop computer. On the laptop's screen, there is a stylized sunburst or starburst graphic. The text is centered on the slide.

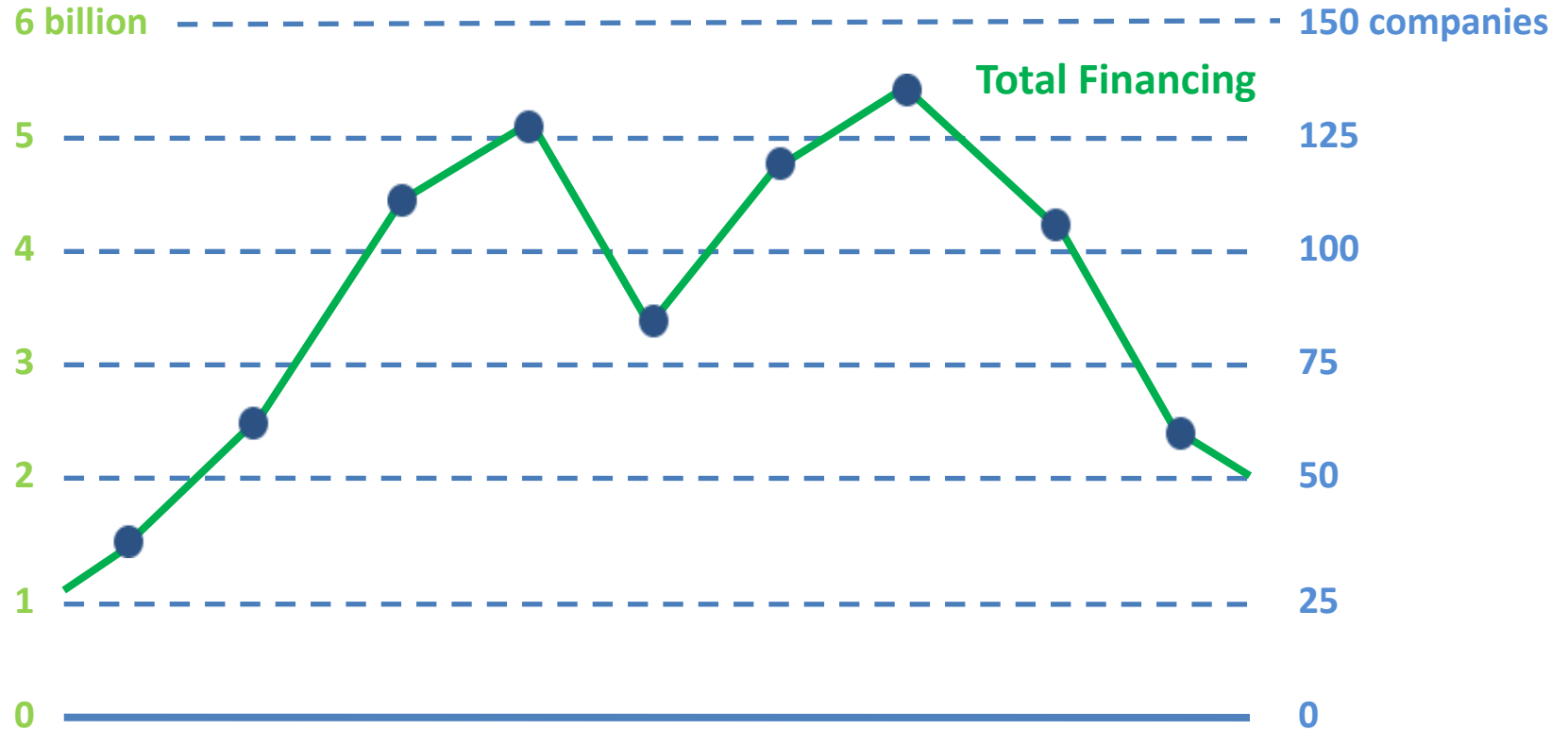
Asking The Right Questions

To Transform the Energy Sector

Marilyn Waite – September 2017 – Catalysts of the Climate Economy Summit –
Burlington, Vermont

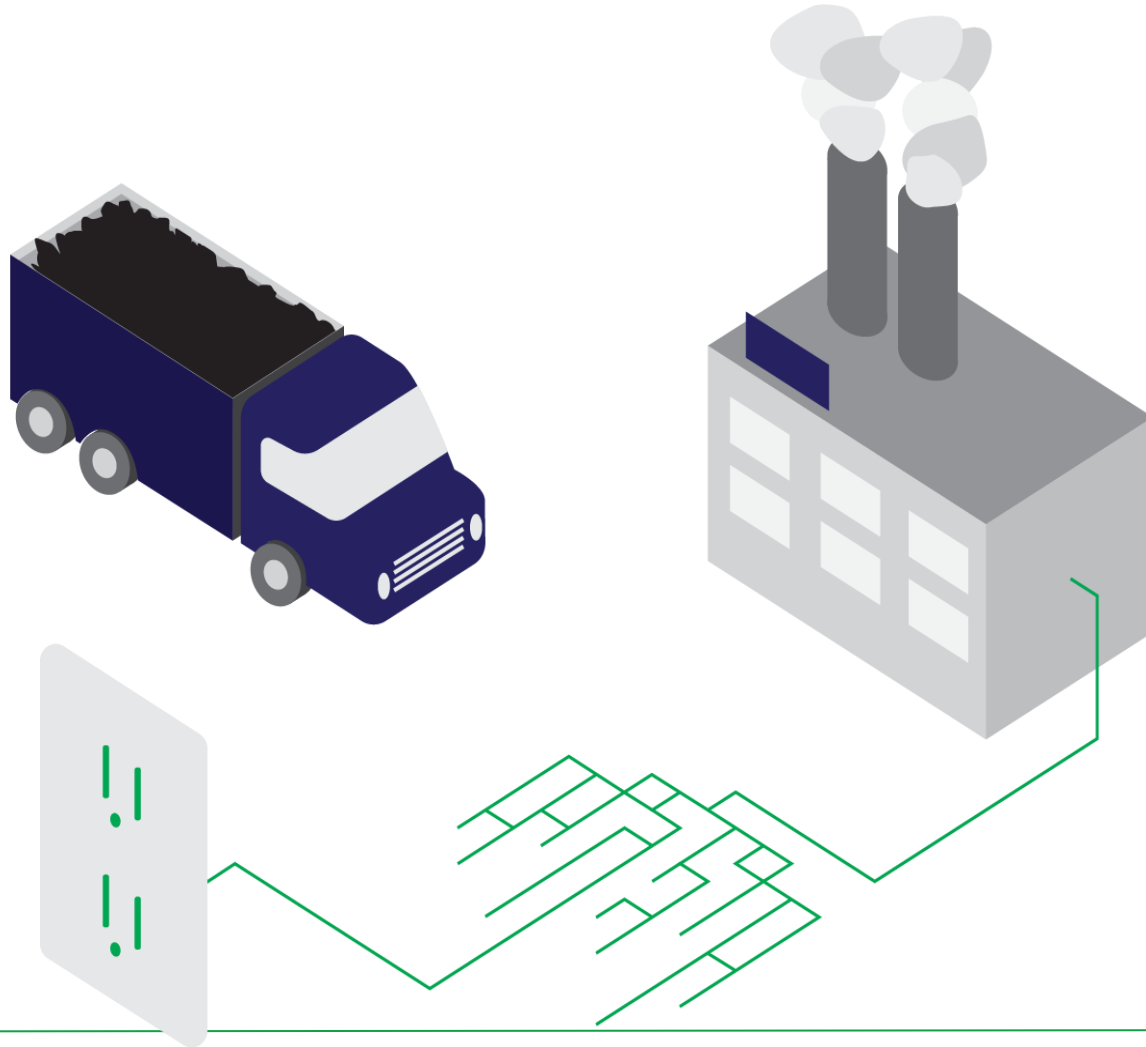


Rise and Fall of Cleantech VC



*Gaddy, Sivaram, and O'Sullivan, MIT Energy Initiative

Conventional electric supply chain



What are solutions to ensure the ultimate end-use of energy?



How do we move goods from Point A to B, using resources efficiently?





400

Total Vehicles

238

Unavailable





Sensors

Remote Monitoring Prevent
Fleet Failures

- Cabin Temp* •
- Vehicle Computer* •
- Engine Temp* •
- Battery Voltage* •





Measurable Impact

Reduced:

Fuel Consumption — **1,200+ gallons** / vehicle / year

CO2 Emissions — **12+ tons** / vehicle / year

PM2.5 Emissions — **280+ grams** / vehicle / year

How do we move goods from Point A to B, using resources efficiently?

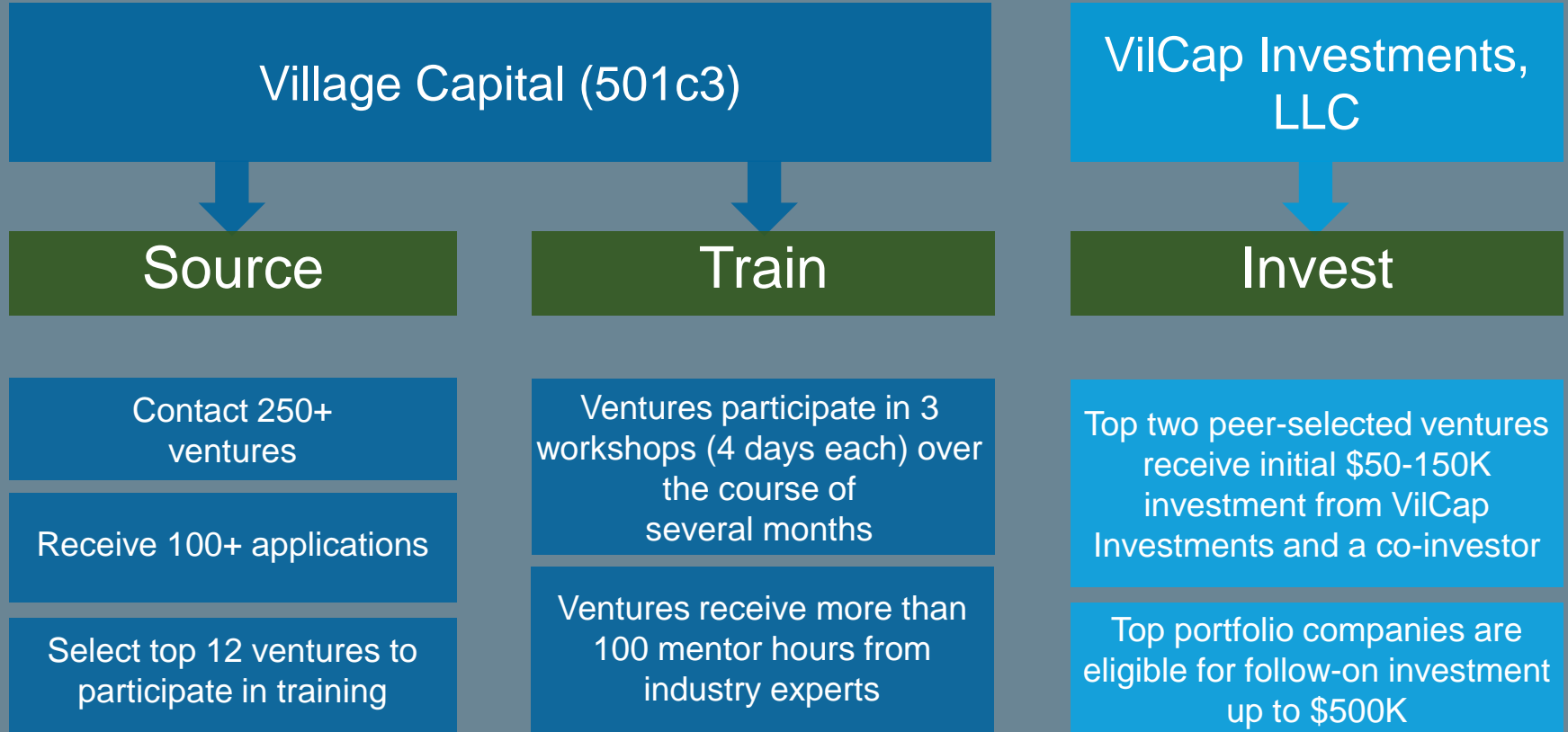


How should we allocate cleantech capital to optimize for survival and impact?





The Village Capital Solution

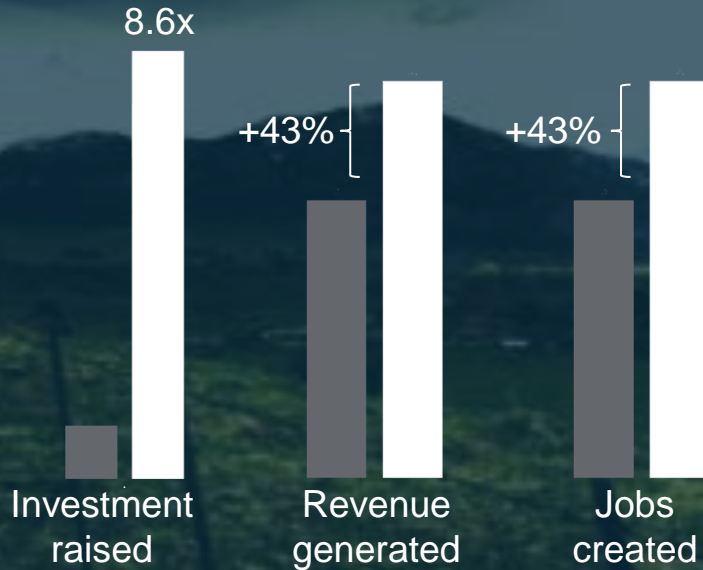


Peer-Selection Results

To date, over 500 Village Capital supported entrepreneurs have achieved the following results:

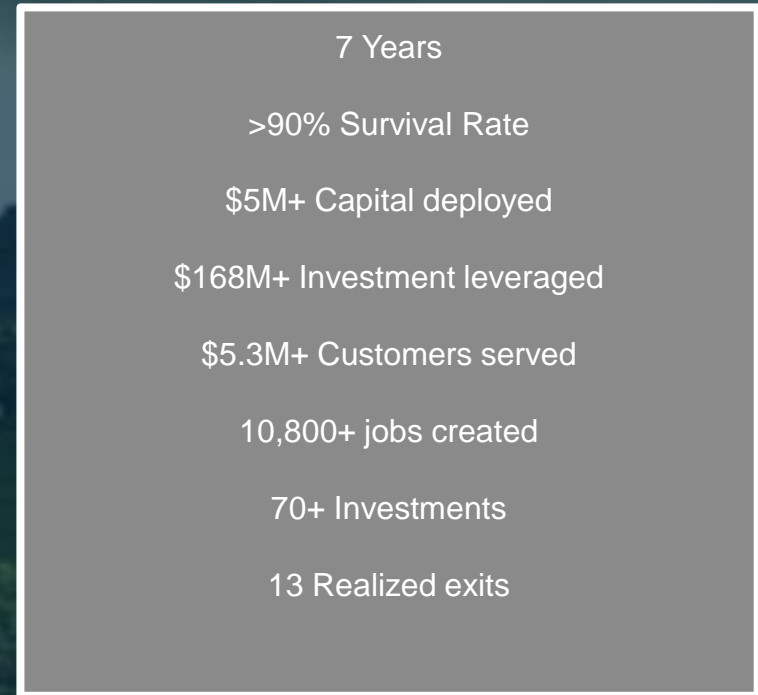
Performance of Program Graduates

*compared to a control group**



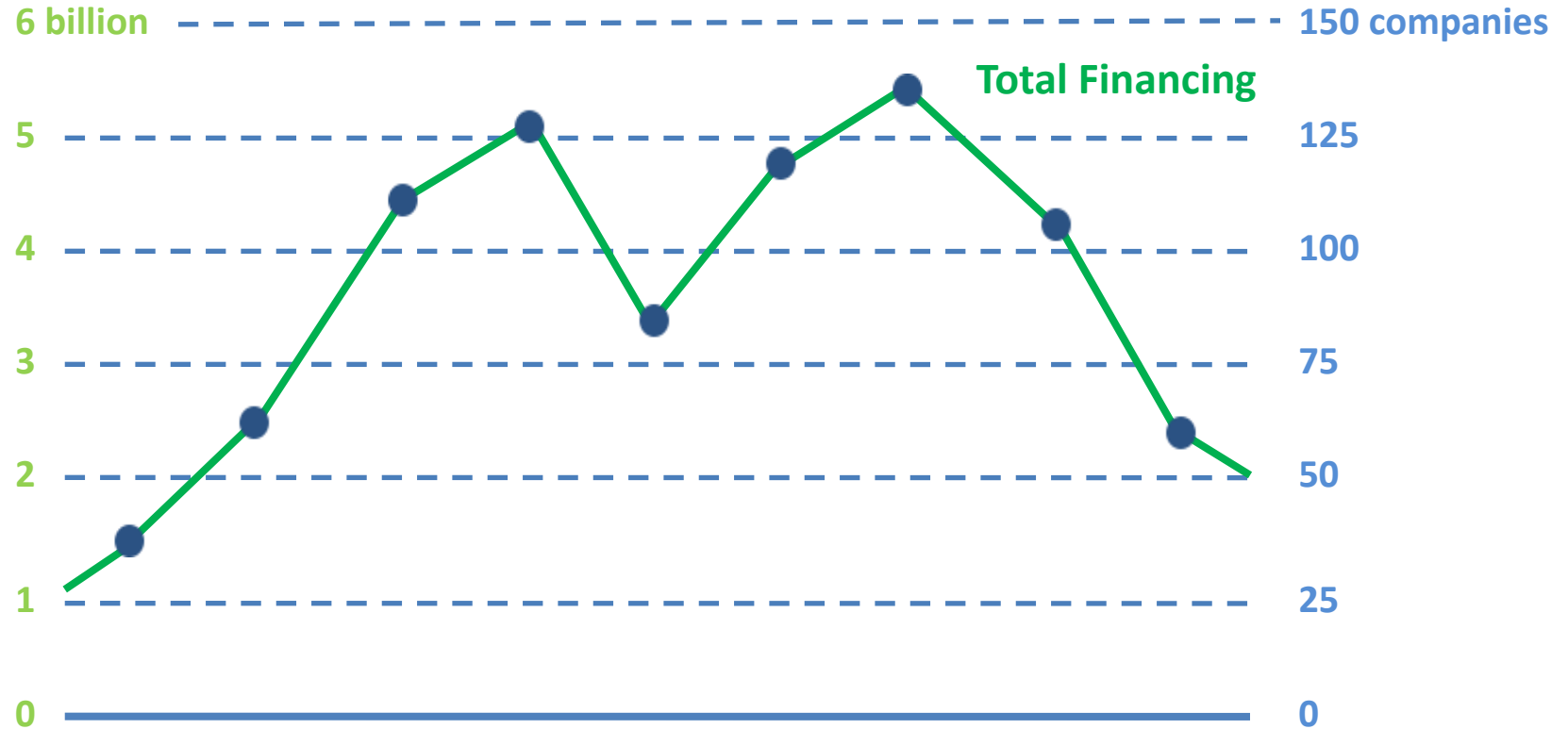
Performance of Program Investments

selected by peers



**Compared to a control group of entrepreneurs who were not selected to participate in the same Village Capital program.*

Rise and Fall of Cleantech VC



*Gaddy, Sivaram, and O'Sullivan, MIT Energy Initiative





THANK YOU



@WaiteMarilyn