



# KHIC Energy Business Boot Camp Program Summary



**KHIC- Energy Boot Camp**



# Purpose and Mission

The KHIC Energy Boot Camp was an intensive performance-based Entrepreneurial training and mentoring program conducted in Partnership with Kentucky Highlands Investment Corp. and Technology 2020's Center for Entrepreneurial Growth (CEG), Oak Ridge, TN.

Its purpose was to help new, renewable, or alternative energy-related researchers, Inventors, and entrepreneurs prepare a path to business sustainability and profitability. The Camp also served to develop a nucleus of energy based companies that might support the development of an Energy focused Incubator facility in SE Kentucky. Target was to select between (4-6) companies that met the program criteria. Located at KHIC's offices, the six-month long **program deliverables** were:

**(4-6) companies with fully developed business models (plans) that were geared towards sustainable and fundable energy related businesses.**

**Full Executive Summaries and Initial Marketing Materials (Tri-Folds)**

**Complete (10-12) Minute PPT for presentation to Energy Symposium group at completion of class**

**Attendance at minimum of (2) Networking Events – Energy Industry Oriented (Trends-Contacts)**

**Knowledge of and Applications for State and Local Programs – Grants or Investments**



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# Boot Camp Program Overview – 6 Months – No Fee

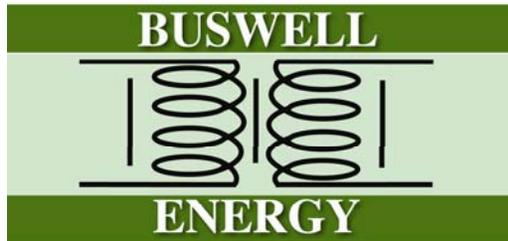
- Companies required to attend **(4) – half days training workshops** focused on critical issues around building a sustainable and fundable business – class content and assignments were developed and presented by CEG Team based on previous work with over 150 start-up companies but were tailored around energy related markets and current business and industry trends - ( **CEG Book Process** )
- Development toolkits (**Materials**) were provided between classes to complete homework assignments and to prepare for next class – building block process – (4) weeks were provided between classes and included hands-on mentoring time with CEG Directors to complete homework and to prepare company related materials
- Required attendance at **Network Events** picked by CEG Team or that related to specific company markets must be completed by end of six month period. **Stipends were provided for cost and expenses of events and class attendance. \$7,500 per company**
- Companies were required to develop PPT (10-12) slides that described critical aspects of their business and also develop an Executive Summary that prepared them for end of Camp symposium and meetings with partners, capital sources, local , state, and regional organizations.
- Required to meet with Marketing organization to develop Tri-Fold Marketing materials and Initial (6) Foot table Top Booth for Energy Symposium . **Paid for and directed by Energy Boot Camp**
- Must prepare and present a (10-12 minute) Overview of their company at the Symposium – about 90 folks
- Must apply for applicable Grants and Programs that pertain to their Business – Coached on this process



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# Types of Companies



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# Energy Boot Camp - Program Metrics

- **(10)** Companies participated in the Program – **(7)** were New Businesses
  - (2) companies have either downsized (**gone part-time or suspended operations**) due to economy –market issues (**80% Alive** – Making measurable progress)
  - **To date – (20) jobs were created or sustained**
    - Additional growth in 3 companies is expected over next 6 months ( grants, investments )
- **(7 of 10)** Companies received Grants , Loans, or Investments
  - **\$1.3 M of Funding for companies**
    - All but (1) was Equity free at this early stage of development
    - State, Local, Federal Grants - Loans for Critical Milestones - Angel Investor
  - **(3) Strong partnerships have been formed for development or Commercialization**
    - Energy Producer
    - Energy Devices Manufacturer
    - Products Manufacturer and Distributor
- **(3) Companies** in final phases of product development and rollout – expect significant impact in terms of jobs and revenues in near future

