

A photograph of two people in business attire standing outdoors. The person on the left is wearing a white button-down shirt with a subtle pattern and a thick, multi-strand wooden necklace. The person on the right is wearing a white dress shirt and a dark red tie. They appear to be in conversation, with the person on the right gesturing with their hands. The background is a soft-focus green landscape with sunlight filtering through the trees, creating a bokeh effect.

CLEAN ENERGY BUSINESS NETWORK  
MEMBERSHIP PROSPECTUS  
2019

# MISSION AND THE WHY



*"The CEBN has been the resource we needed to **make our small voice heard** in the politics of the energy world. Their help, guidance, and resources have been phenomenal in every aspect. I know we can count on them in any way to support clean energy initiatives."*

*- Nolan Hill, CEO, Highland West Energy (Rexburg, ID)*



# GROWING THE CLEAN ENERGY ECONOMY— ONE SMALL BUSINESS AT A TIME



## **POLICY**

Inform and engage clean energy business leaders in policy issues impacting the industry



## **MARKET & TECHNOLOGY EDUCATION**

Promote information exchange within the clean energy industry and externally to the public, customers, and decisionmakers



## **BUSINESS DEVELOPMENT ASSISTANCE**

Promote networking/industry collaboration and provide resources to help small businesses reach target markets and grow

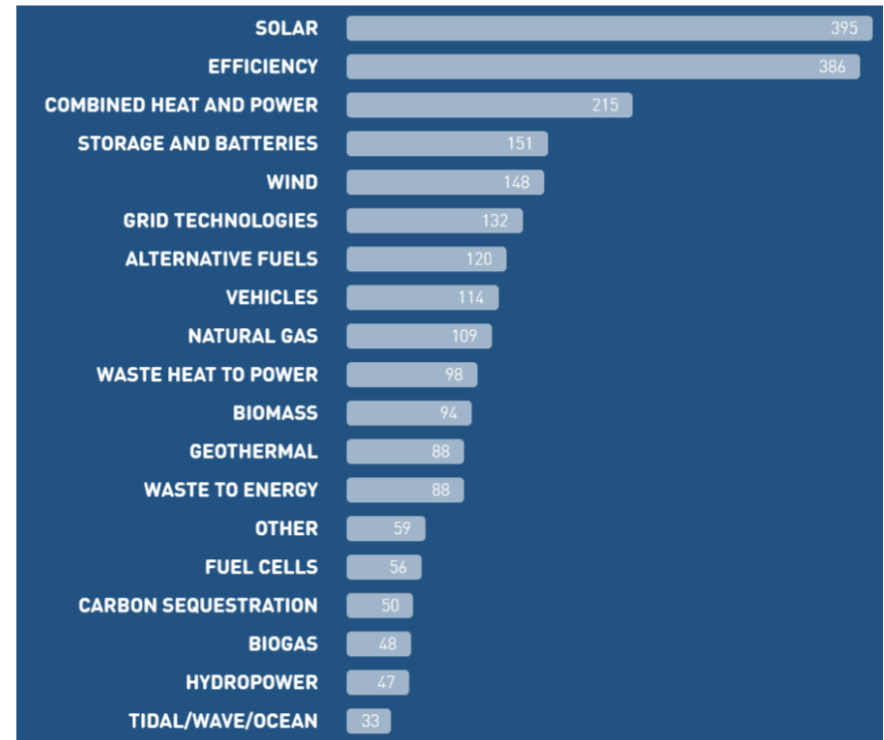
# OUR MISSION

# OUR REACH

3,000+ clean energy business leaders across 50 states and nearly 350 Congressional districts



Technology breakdowns for members who have been categorized:



## MEMBERSHIP LEVELS



*"NASA announced that Ion Power Group was selected in NASA iTech's Top-25 semi-finalists for 'game-changing' energy ideas. This was made possible by the CEBN alerting Ion Power Group to this opportunity."*

*- Benjie Balser, CEO, Ion Power Group LLC*



# WHY JOIN INFORMATION. ACCESS. INFLUENCE.

Nationwide Connections to Decisionmakers,  
Collaborators, Clients, and Funding Opportunities



Get insider representation in Washington and facetime with decision makers



Tap into a collective voice spanning technologies and geographies



Easily navigate resources, events, and opportunities around the country



Identify new partners, clients, investors, and business solutions



Leverage an aggregation of funding resources for clean energy

# MEMBERSHIP LEVELS

BASIC MEMBERSHIP

FREE

Newsletter &  
Policy Alerts

BUSINESS NETWORK

\$250/Y

\$75 for university/govt/student

Affordable Business  
Development Tools

EXECUTIVE CIRCLE

\$500/Y

or \$1,500 for biz  $\geq$ \$1.5M/y revenue

Insider Access  
Premium Exposure

Learn more at [www.cebn.org](http://www.cebn.org)

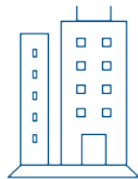
# WHO SHOULD JOIN?



## Small and Medium Size Business

Find tools for business development, networking, funding, and policy engagement.

Early-stage Entrepreneur • Technology or Supply Chain Provider • Service Provider • Consultant



## Corporation or Investor

Find small business contractors/investment opportunities—without cluttering your inbox with unsolicited proposals.

Investor • Corporation or ESCO • Utility • Incubator



## Clean Energy Changemaker

Connect and share information and expertise. Promote your programs with businesses nationwide. Learn about clean energy technologies & policies. Make your voice heard.

Trade Association or Non-profit • Government • Researcher • Student • Customer • Individual Supporter



## WE'RE ALL ABOUT THE "NETWORK"

As part of its efforts to serve small- and medium-size businesses, the CEBN works to build connections and enhance resources across the entire clean energy landscape.



# LEADERSHIP



*"I'm very aware of the current challenges for small and medium sized energy companies who may have limited resources but also need to increase the bottom line. My goal is to serve each member to help them **overcome any barriers to success** through an environment here at CEBN where they can network with other company leaders and find new business opportunities to showcase their technologies and advance their own company vision."*

*- James Jackson, Founder, Resilience Energy Group and Chairman, CEBN Board of Directors*



# PARENT ORGANIZATION

The CEBN was founded by **The Pew Charitable Trusts** in 2009 to inform and engage clean energy business leaders in policy.



It transitioned in May 2017 to become an independent, small business initiative of the **Business Council for Sustainable Energy**—a 26-year-old coalition of leading trade associations, corporations, and utilities working to advance market opportunities for energy efficiency, renewable energy, and natural gas. In its new home, the CEBN has reinvented itself to become a one-stop-shop of resources for small- and medium-size clean energy providers.

The CEBN serves as a bridge to promote policy and industry collaboration between small businesses and the highly-connected group of clean energy influencers represented by the BCSE.

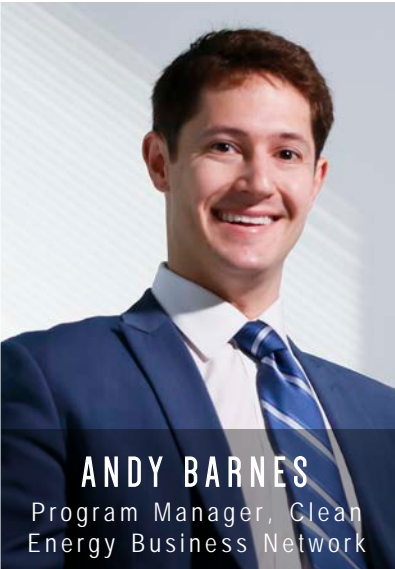


# STAFF & BOARD

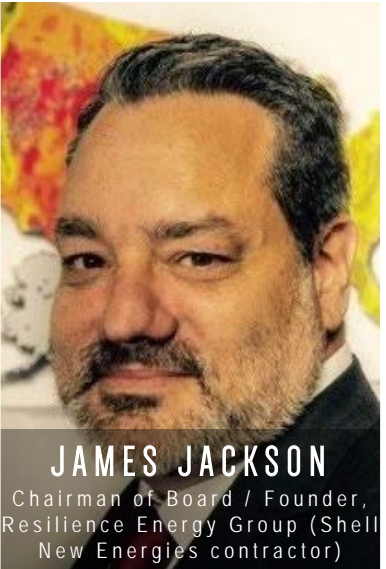
The CEBN is governed by leaders representing the very core of our small- and medium-size business focus, along with representatives of major corporations that support our mission.



**LYNN ABRAMSON**  
President, Clean Energy Business Network



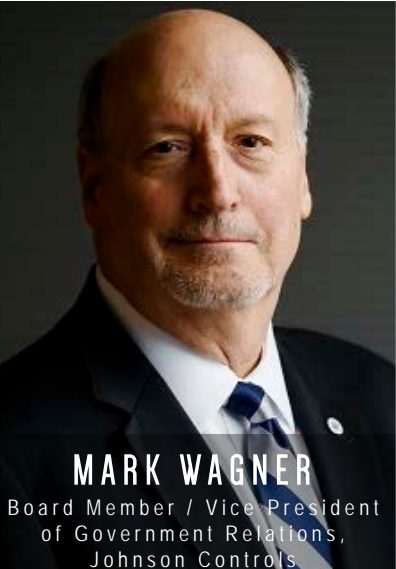
**ANDY BARNES**  
Program Manager, Clean Energy Business Network



**JAMES JACKSON**  
Chairman of Board / Founder, Resilience Energy Group (Shell New Energies contractor)



**LISA JACOBSON**  
Board Member / President, Business Council for Sustainable Energy



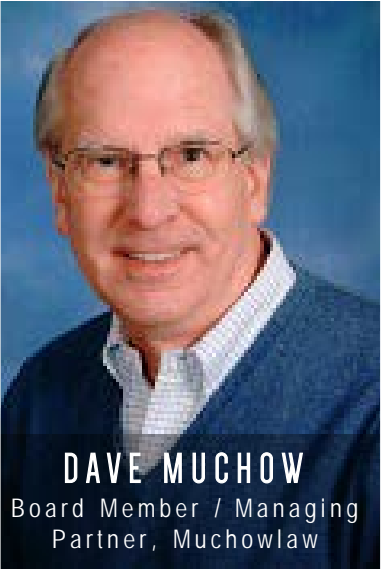
**MARK WAGNER**  
Board Member / Vice President of Government Relations, Johnson Controls



**ANDREA SRESHTA**  
Board Member / Co-founder, LuminAID



**JEN DERSTINE**  
Board Member / Dir. Of Strategy, Policy and Distributor Dev., Capstone



**DAVE MUCHOW**  
Board Member / Managing Partner, Muchowlaw



**STEVE CROUT**  
Board Member / Senior Policy Advisor, Smart Cities Council

## EXAMPLES OF OUR WORK



*"The exposure from our CEBN "Faces Behind the Facts" profile has led to greater awareness around FlowEnergy's solution within our direct target markets. We've **connected with government entities that are serious about clean energy** and have already seen proposed legislation directly related to our smart energy technology. We are eager to continue making strides in the energy industry!"*

*- Laura Thompson, Vice President, Flow Energy*



# GOALS

[Click here for further details on goals, approaches, and outcomes](#)



FEDERAL INVESTMENT

- Advance federal policies that drive **market-based approaches** to spur the nation's transition to cleaner, more efficient sources of energy
- Spur **energy innovation** and **U.S. competitiveness** in the global clean energy economy



INFRASTRUCTURE

- Advance the use of **cleaner, more efficient, more affordable, and more resilient** energy solutions
- Promote government leadership and corporate action on **sustainability and clean energy procurement**



TRANSPORTATION

- Encourage the innovation, development, and deployment of **cleaner, more efficient transportation solutions**



STATE POLICY

- Promote dialogue and information exchange between policy and business leaders on **opportunities and barriers to growing state clean energy economies**



INTERNATIONAL

- Promote information exchange and collaboration on **international trade and export** initiatives impacting clean energy



BUSINESS SUPPORT

- Promote industry collaboration and help small businesses **reach target markets** and grow.



*In 2019, Celebrating 10 Years of Supporting Small Businesses  
and 2 Years Partnership with the Business Council for Sustainable Energy*

**The small business voice for the  
clean energy economy**



Policy  
Support



Market &  
Technology Information



Business  
Development

**CEBN's 2 Years of Partnership with BCSE**

**3,300+** basic members **48** premium members

**45+** positive clean  
energy case studies

**75+** business meetings  
& tours with policymakers

**\$500M+** in funding  
opportunities shared

**4** regional conferences

**400+** signatures on  
letters to policymakers

**1,100+** messages sent  
individually to policymakers

**Wins** on clean energy funding, tax, & infrastructure policy

Visit [www.cebn.org](http://www.cebn.org) to join our nationwide community  
of clean energy business leaders.



CEBN receives Cleanie® Awards Gold Nonprofit  
of the Year – Solar Power International (9.24.19)

# POLICYMAKER EDUCATION & ADVOCACY



Abramson testimony before House Small Business Committee (Sep. 2019)



Group business letters to Congress



Rep. Taylor (VA) visit to Solar Services' office



Rep. Fitzpatrick (PA) visit to Cook Geothermal project



Gov. Reynolds (IA) meeting with Acterra (Sep. 2018)



Business fly-ins to Washington DC (2017-2019)



Rep. Norman (SC) visit to Green Energy Biofuel production plant



# COMMUNICATIONS TO PUBLIC AND INDUSTRY AUDIENCES

CLEAN ENERGY BUSINESS NETWORK

## Faces Behind the Facts

Success Stories of the 2019 Sustainable Energy in America Factbook



NJ SPOTLIGHT  
NEWS, ISSUES AND INSIGHT FOR NEW JERSEY

BUDGET EDUCATION ENERGY & ENVIRONMENT HEALTHCARE  
VIDEOS ROADS/TABLES WATER IMMIGRATION SPONSORED TIEB PRIMARY EL

### OPINION

OP-ED: IF CONGRESS CUTS ENERGY PROGRAMS, WE'LL BE STUCK WITH THE (HIGHER) BILL

JEFF HENDLER | MARCH 7, 2018

Federal investment in energy efficiency are good for consumers, businesses, and the environment. Cutting that investment would not be smart.

Business opinion pieces

HOW DOES FLORIDA STACK UP ON CLEAN ENERGY?

EMISSIONS RATE

#29

ELECTRICITY GENERATION

#2

CLEAN ENERGY JOBS

158k

Market information

#18

### Webinar: North American Carbon Markets

June 04 | 2019  
3:00 pm ET

To  
June 04 | 2019  
4:00 pm ET

Webinar

Policy and market updates for businesses

Social media

Cara Martin  
Optimized Thermal Systems

Optimizing for Efficiency

CLEAN ENERGY BUSINESS NETWORK



Videos

CRES FORUM PRESENTS:

## ONBOARD DYNAMICS

The small business journey from ARPA-E awardee to commercialized product

CRESFORUM ONBOARD DYNAMICS



# BUSINESS DEVELOPMENT TOOLS

Available at Business Network and Executive Circle levels  
(Executive Circle featured at top of directory)

**Business directory/ marketplace**

LOCATION: All U.S. States

TECHNOLOGY: Grid Technologies, Solar, Storage

SEARCH BY TEXT

SEARCH

MEMBERS ONLY

I AM SEEKING

- Early-Stage Tech Investment
- Tech for End User Purchase
- Tech for Project Procurement
- Project Finance
- Energy Services
- Contracts/Subcontracts
- Consulting/Support Services
- Mentoring/Incubation

I AM OFFERING

- Early-Stage Tech Investment
- Tech for End User Purchase
- Tech for Project Procurement
- Project Finance
- Energy Services
- Contracts/Subcontracts
- Consulting/support services
- Mentoring/Incubation

MY TARGET ENERGY MARKETS ARE: Commercial, Industrial

LIMIT MY SEARCH TO THESE TYPE OF BUSINESS: Small/Medium Business (up to 250)

INTERESTED IN POLICY PARTNERS? CLICK HERE.

SEARCH

**Funding database**

MEMBERS ONLY

SEARCH BY TEXT

ELIGIBLE TECHNOLOGIES: Solar, Storage

TECHNOLOGY STAGE: Early-Stage Technology

TYPE OF RESOURCE: Mentorship/incubator/a..., Government or utility program, Mentorship/incubator/accelerator, Technical assistance, Technologies available for licensing, Other databases

TYPE OF FUNDING: Grant/competitive award

SEARCH

Deadline: September 06, 2018 | LOI Deadline: Not Applicable

Approximate funding: Total program funding of approximately \$2,000,000 | Cost share requirement: Yes

The Environmental Protection Agency (EPA) is soliciting proposals for reducing diesel emissions in community areas with poor air-quality. Technologies of interest include the following: exhaust control technologies, remanufacture systems, idle reduction, aerodynamic technologies, certified engine/ equipment replacement and clean alternative fuel conversion.

## Webinar: The Tenant's Triumph – How to Improve Energy Signatures of Leased Facilities

August 17 | 2018  
1:00 p.m.  
To August 18, 2018

Technical Dialogues/member-to-member expert presentations

## Webinar: What Clean Tech Entrepreneurs Need to Know About Intellectual Property

February 27 | 2018  
2:30 - 3:30 p.m. EST  
Webinar

Presentations on business development topics



## Premium MEMBER CONNECTIONS

### Lithium Ion Storage Solution Needed for 9 MW Project

EPIcenter, CEBN's partner organization, is currently seeking options for li-ion batteries for a 9-MW project on behalf of a partner. The lead time is currently projected at 45-52 weeks and the customer is seeking a solution in less than 30 weeks. Please contact Andy Barnes with any leads or referrals.

Upgrade to premium membership for the opportunity to share your offerings or expertise!

Featured spots in newsletter



Exhibitor opportunities



Business development events

# TARGETED STAFF RECOMMENDATIONS

Available at Business Network and Executive Circle levels

CEBN helps members navigate business opportunities, government agency questions, and potential collaborations unique to their needs. Examples include:

- A **\$1.8 million cooperative grant agreement** with the Department of Energy
- A semifinalist award in a **NASA competition** and recognition in **Forbes**
- A **finalist in a Texas A&M competition** for defense-related energy technologies
- **Dozens of companies connected to prospective project partners or investors** based on mutual interests



# REGIONAL EVENT SERIES

# CEBN POWER CIRCUIT

The Woodlands, TX • 5.1.18 • Harnessing Texas' Energy Leadership for New Economic Opportunities



Corpus Christi, TX • 11.13.19 • Clean Energy Solutions for Industrial Economies



Annapolis, MD • 3.20.18 • Advancing Maryland's Clean Energy Economy



Boston, MA • 6.12.19 • Boston and the Global Cleantech Investment Landscape



NATIONAL  
**clean  
Energy**  
WEEK

SEPTEMBER 23-27, 2019

Steering Committee Member



## EXECUTIVE CIRCLE

Biannual meetings in Washington DC and monthly calls on policy and market topics such as:

- Resilience & reliability dialogue
- Disaster recovery legislation
- Innovative tax credit proposal
- Clean energy manufacturing
- Cross-Atlantic business opportunities
- Opportunity Zones
- Voluntary GHG emissions trading
- And more!

# JOIN TODAY

- Visit [www.cebn.org](http://www.cebn.org) to learn more and join
- Follow us on [Twitter](#), [LinkedIn](#), [Facebook](#), [YouTube](#), [SoundCloud](#) (@CleanEnergyBiz on Twitter & FB)
- Contact staff for more information:
  - Lynn Abramson, President: [labramson@cebn.org](mailto:labramson@cebn.org)
  - Andy Barnes, Program Manager: [abarnes@cebn.org](mailto:abarnes@cebn.org)
  - Office phone: 202-785-0507

