



**Connecticut
Innovations**

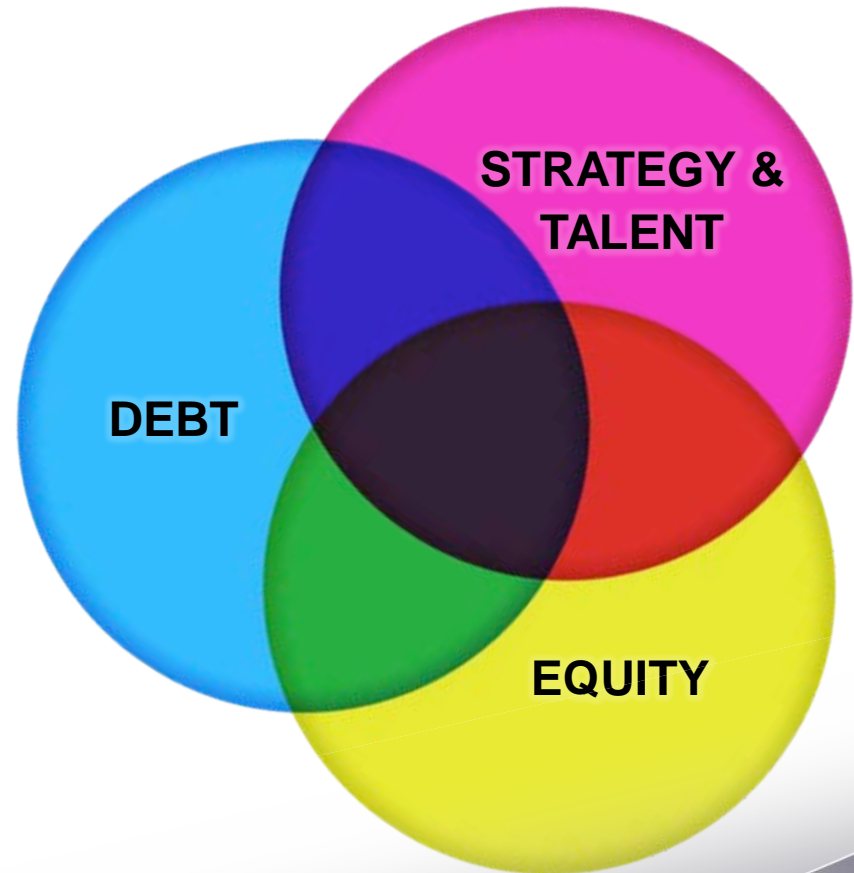
FUNDING OPPORTUNITIES

February 28, 2013



CI HELPS IN SEVERAL KEY WAYS

Our mission: Promote and support innovation and new business development in emerging sectors and areas of strength, help established Connecticut companies thrive and grow and enrich Connecticut's talent pool.



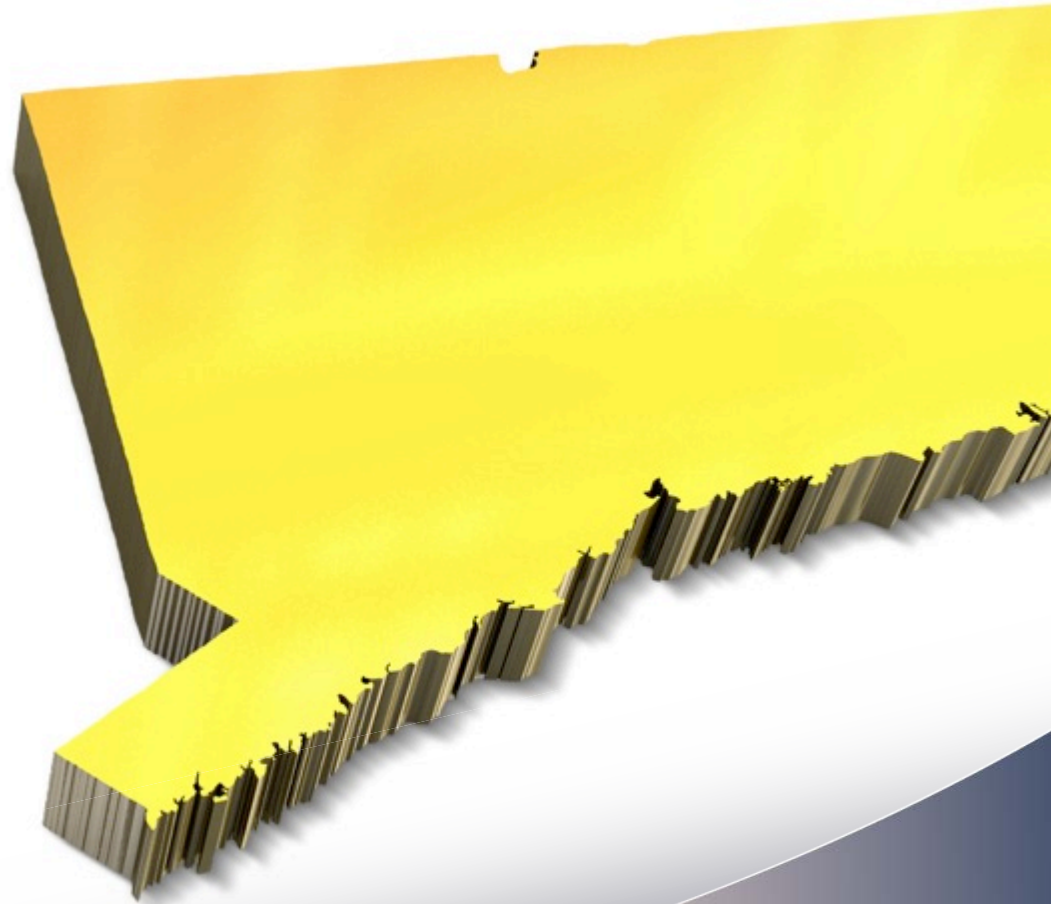
WHY CI?

- The strength of two respected agencies merged into one powerful entity
- Independence and agility
- Private sector best practices



WHO WE WORK WITH

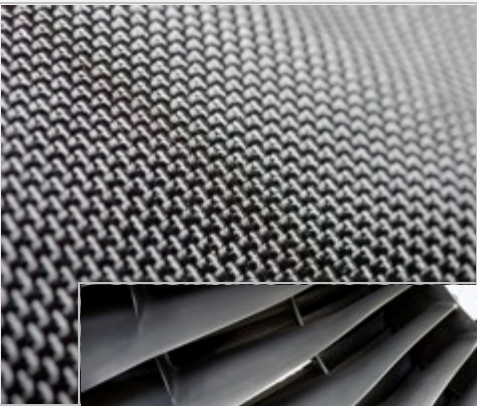
- Companies of every size and stage
- Connecticut banks
- Angel and venture capital investors
- Connecticut colleges and universities



MAJOR INDUSTRIES SERVED

Defense | Insurance/Financial Services | Software/IT | Clean Tech | Photonics | Commerce

Advanced Materials



Education



Energy



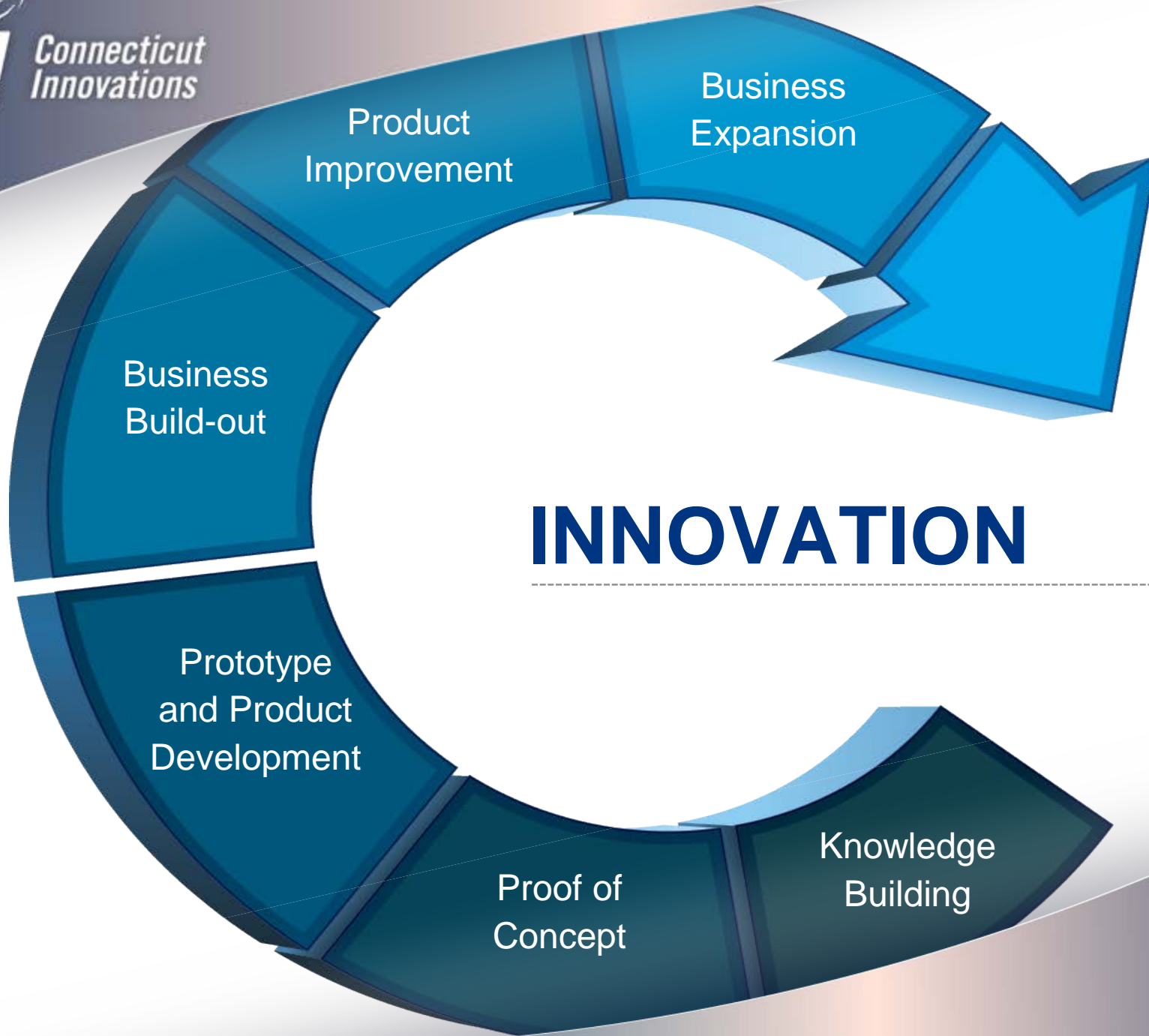
Aerospace

Health



Manufacturing

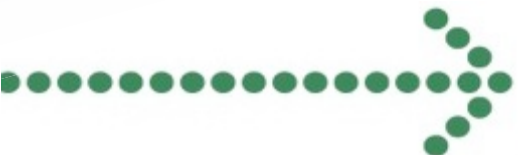




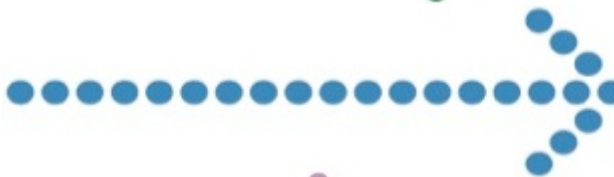
IMPACT: VENTURE



82 portfolio companies



Over \$83 million invested




842 jobs



Recruited 13 companies



18% IRR



1,610 jobs each year



Leveraged over \$1 billion in private capital

PROGRAMS OF INTEREST

- Pre-seed Fund
- SBI Programs & Assistance
- Innovation Ecosystem



PRE-SEED FUND

- Focuses on innovation and new company formation
 - Helps high-tech entrepreneurs turn ideas into companies
- \$7M allocated – bond funds
- Up to \$150K per company initial investment
- 50% matching funds
- Non-negotiable 2 year convertible debt – right of first refusal
- Follow-on loans up to \$200K - CI discretion
- Approval by Eli Whitney Investment Committee

WHAT WE LOOK FOR

- Experienced management teams
- Proprietary technology or other entry barriers
- Manageable technology risk
- Large and growing market
- Achievable business model
- Ability to further attract capital
- Viable exit strategy

SMALL BUSINESS INNOVATION

- Business counseling and strategic evaluation
- Help with finding resources and creating collaborative partnerships
- Talent development and retention



SBIR

Acceleration and Commercialization Program

- Accelerate the commercialization of new technologies with a federal Small Business Innovation Research grant
- Improve your chances of success by 20% with CI's involvement
- Win a matching grant from the state

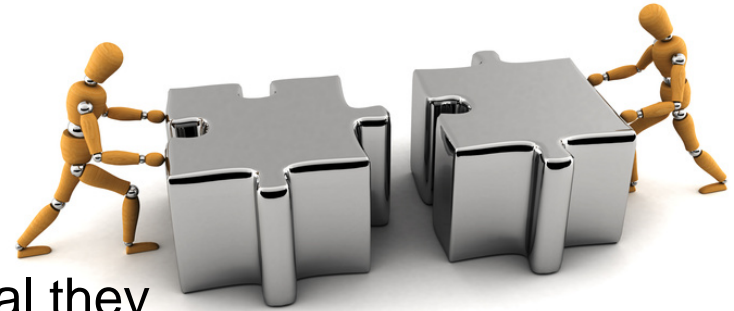
Federal and State Technology Partnership

- Federal grant allows us to recruit women-, veteran- and minority-owned small businesses to strengthen their technological competitiveness
- Program helps us improve the participation of small technology firms in the innovation and commercialization of new technology

SBI - SBIDP

Small Business Innovation & Diversification Program (SBIDP)

- Helps manufacturers obtain the capital they need to innovate
- Grants of up to \$25,000
- Companies must match funds
- University scholars are available to participate



SBI Connections and Support

- **Matches for Money** - Matches small businesses with each other for payment
- **Partner with a Prime** - Links large and small businesses to strengthen SBIR proposals
- **Go/No Go Reports** – Helps you assess the viability of your technology ideas and validate commercialization potential
- **Business Counseling and Evaluation**
- **Agency Connections**, for example, DECD's Small Business Express

Innovation Challenge

- Collaboration between industry and research institutions to apply innovative technology solutions to market opportunities
- Addresses challenges in the current “open innovation” environment



Technology Talent Bridge

- Financial support for internship programs
- Grants of up to \$25,000
- Companies partner with universities and colleges—we make the connections and you train and keep the talent



UNIVERSITY OF HARTFORD



SBI IMPACT

- 1,000 companies served each year
- 70 companies funded
- \$1.9 million invested
- 22 manufacturers
- 21 SBIR acceleration and commercialization
- 27 Technology Talent Bridge



INNOVATION ECOSYSTEM



Q & A

