



# Rocket Ventures

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**VP of Technology - RGP  
Director of Rocket Ventures**

**Annual TMACOG General Assembly  
Holiday Inn French Quarter in Perrysburg**

Program of the  
REGIONAL GROWTH PARTNERSHIP  
*BUILDING A HIGH-TECH,  
HIGH-PERFORMANCE ECONOMY*



- **Business Expansion/Attraction/Retention**



- **Business Planning Resources for Entrepreneurs Starting Technology-Based Companies**



- **Business Management, Networking and Capital Resources to Commercialize Technology-Based Companies**



# Program Definition

- Pre-Seed, Early Stage Venture Fund
- ***“Third Frontier Program”*** - ***“Entrepreneurial Signature Program”***
- Program Financing:
  - \$15.0 Million ODOD
  - \$ 7.5 Million Private Investors
  - \$22.5 Million***

# Innovation to Commercialization Continuum

**Innovation**

+

**Entrepreneurship**

+

**Capital  
Formation**

=

**Wealth / Job  
Creation**



# Charter Statement

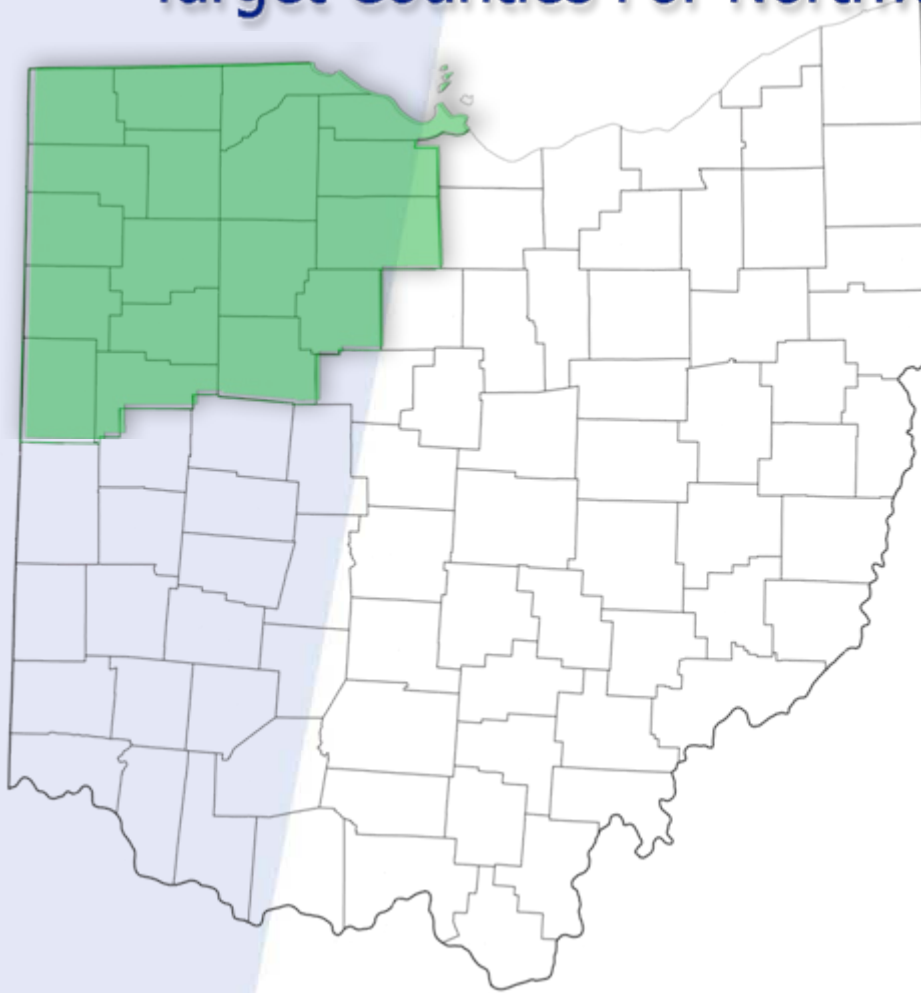
**Accelerate the commercialization of tech-based start-up companies in Northwest Ohio by providing critical business resources necessary for success...**

## ***Rocket Ventures Implementation Plan:***

- 1. Provide Business Management Resources**
- 2. Provide Capital Resources**
- 3. Provide Networking Resources**



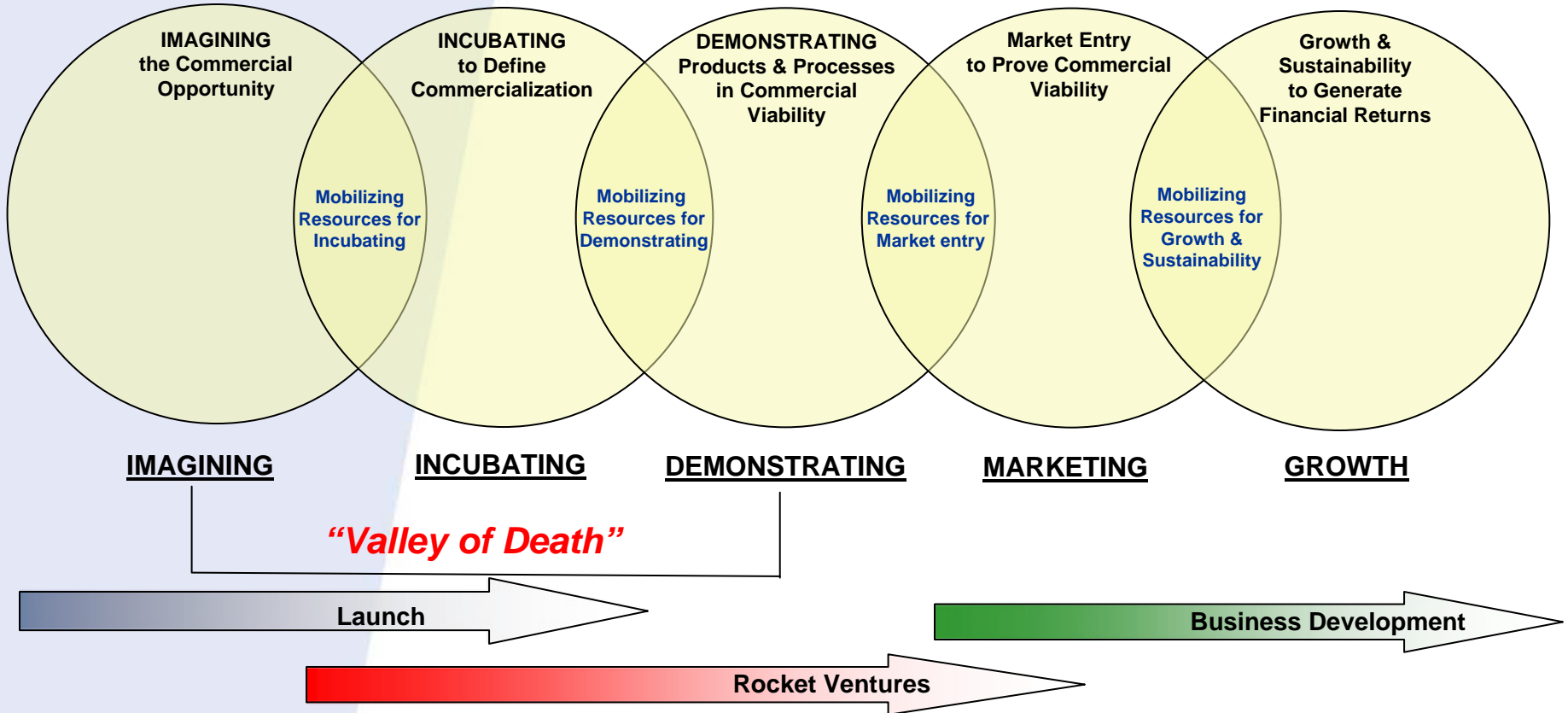
## Target Counties For Northwest Ohio Region



### 18 County Region Including:

Allen	Ottawa
Auglaize	Paulding
Defiance	Putnam
Fulton	Sandusky
Hancock	Seneca
Hardin	Van Wert
Henry	Williams
Lucas	Wood
Mercer	Wyandot

## Regional Growth Partnership's Phases of Development





# Targeted Technologies

## Biomedical/Biotechnology

- Pharmaceuticals, medical devices, health care delivery, bioinformatics

## Advanced/Alternative Energy

- Clean Tech – wind, solar, biomass, biofuels, distributed generation

## Advanced Materials & Manufacturing Technologies

- Advanced composites, instrumentation, controls, electronics,
- Advanced manufacturing technologies / power-propulsion systems





# Portfolio Company Screening Criteria

1. Location - Northwest Ohio
2. Early Stage - Imagining, Incubating and Demonstrating Phases
3. Scalability - \$30M - \$50M in 5 to 7 years
4. Technology Cluster:
  - Biomedical,
  - Alternative Energy,
  - Advanced Materials and Manufacturing Technologies
5. Intellectual Property (IP) Documented & Owned by / Licensed to Company
6. Exit Strategy





# Program Elements

- **Enhanced Business Management Services**
- **Ignite!** Development Grant
- **The Pre-Seed Investment Fund**



# Rocket Ventures

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## *Enhanced Business Management Services*



## *Enhanced Business Management Services*

- **Provide Hand's-on:**
  - **Business Management Support :**
    - Market and technology assessment
    - Financial modeling and planning
    - Business management expertise
    - Technology readiness / IP support
    - Marketing, sales and public relations
    - Grant pursuit assistance
    - Finding sources of capital / resources
    - Exit strategy development
    - ***Confidentiality maintained***





# Rocket Ventures

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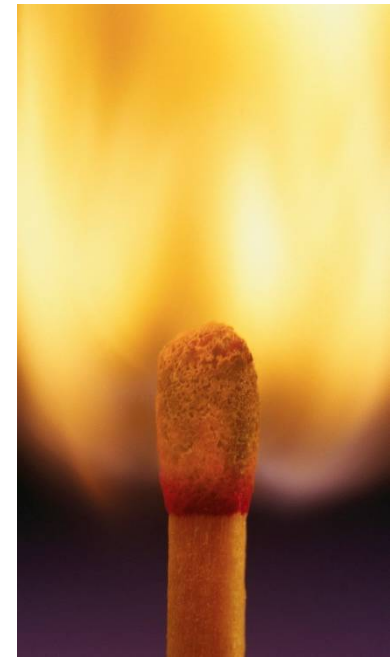
## *Ignite! Development Grants*





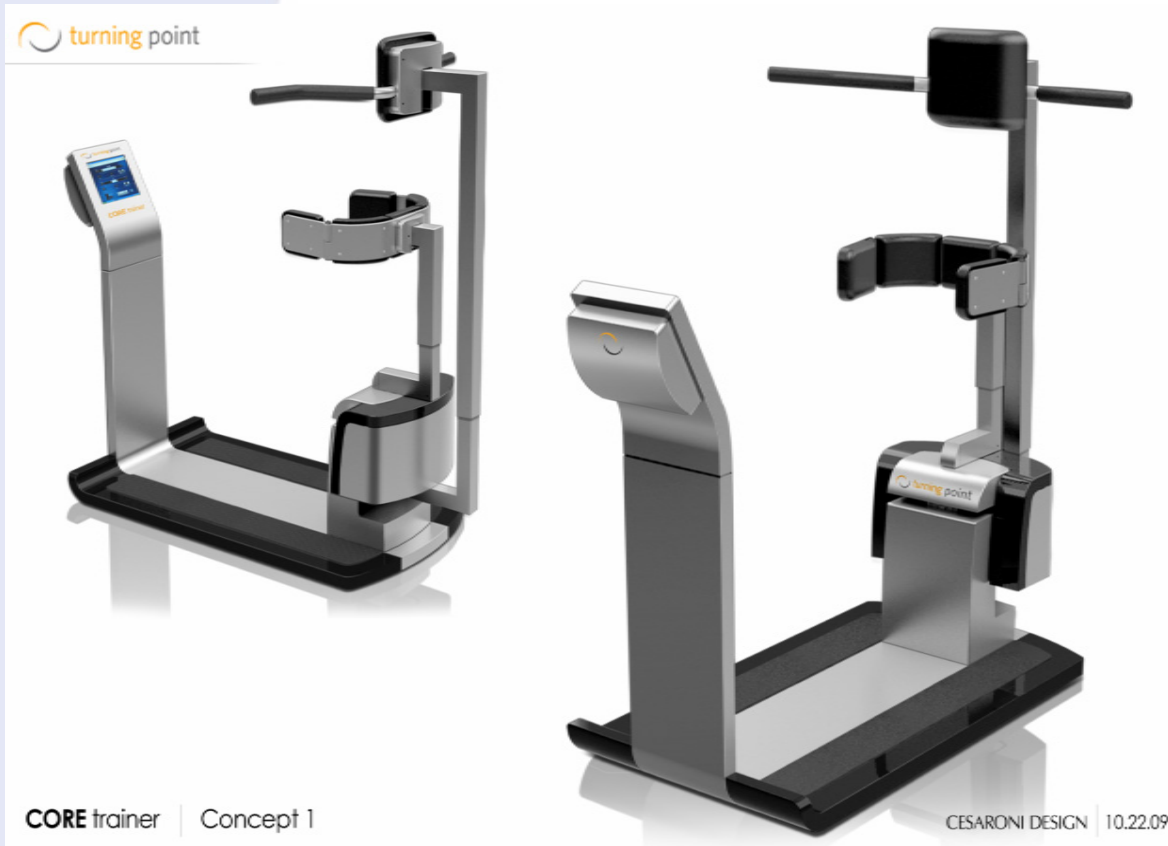
# Program Elements

- ***Ignite! Development Grant***
  - Up to \$50,000 per Grant
  - **26 Awarded**
  - Funding to Accelerate Commercialization
  - Specific activities:
    - Marketing Analysis and Planning
    - Prototype Development
    - Beta Site Testing
    - Business and Technology Validation





# Lockrey Manufacturing CoreTrainer



turning point

CORE trainer | Concept 1

CESARONI DESIGN | 10.22.09



# Rocket Venture Fund, LLC

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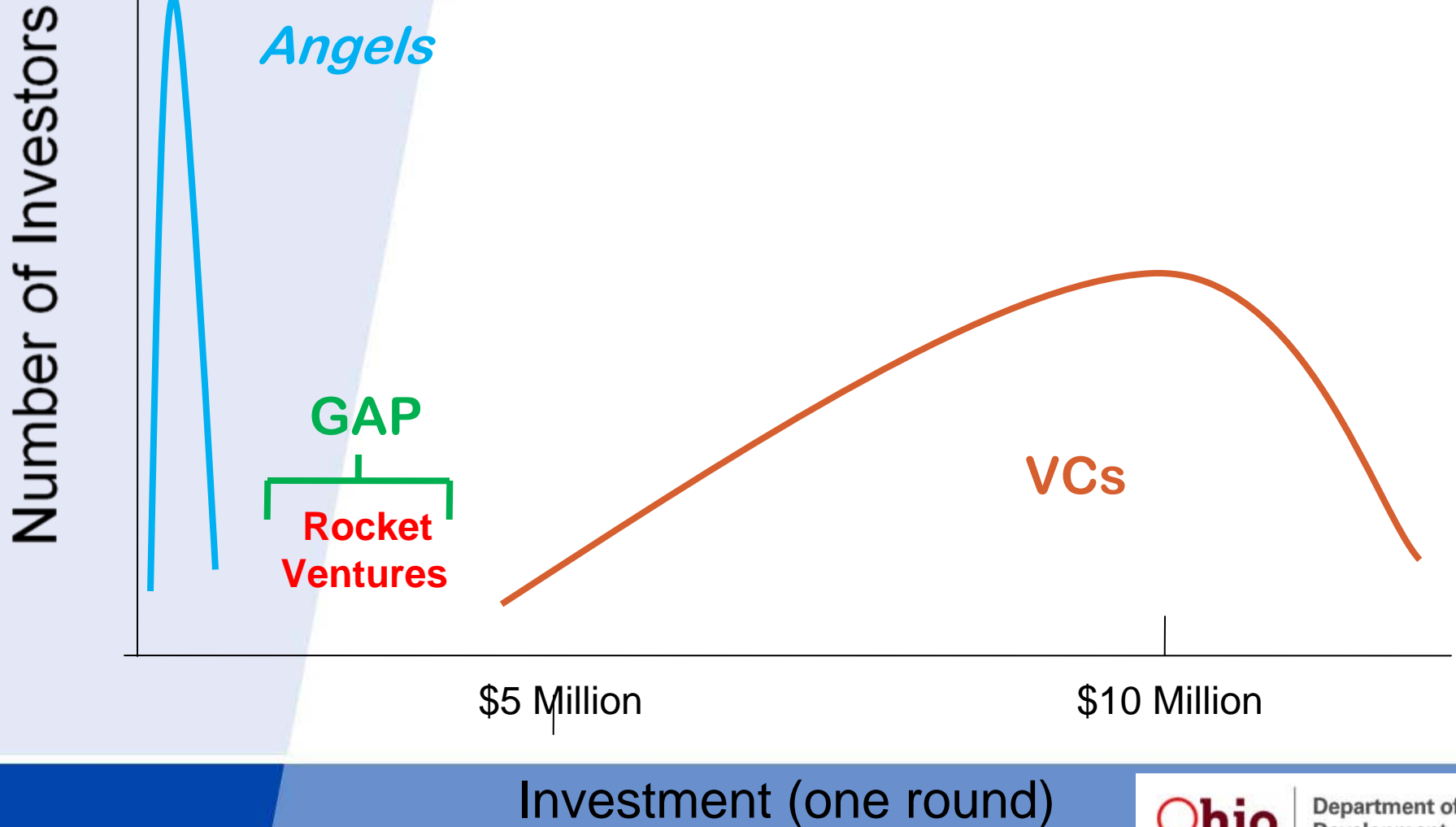
# Program Elements

- *The Pre-Seed Fund*
- **\$13.5 Million - \$6.0M State / \$7.5M Private Investors**





# Go Where the Investors Are





## Risk and Return

### Technology Risk

- \* Disruptive?
- \* Problem Solving?
- \* IP / Technically Feasible?
- \* Infrastructure to Support?

### Market Risk

- \* Proof-of-Relevance / Value?
- \* Customer Acceptance / Pathway?
- \* Multiple Uses / Applications?
- \* Competitive Advantages?

Risk  
Assessment  
- 4 Ways -

### Financial Risk

- \* Money Needed / Why / When?
- \* Co-Investment?
- \* Time to First Revenue?
- \* Time to Profitability / Exit?

### People Risk

- \* Management Team?
- \* Track Record?
- \* Domain Knowledge?
- \* Network / Alliances / Advisors?

## Rocket Ventures Portfolio Companies

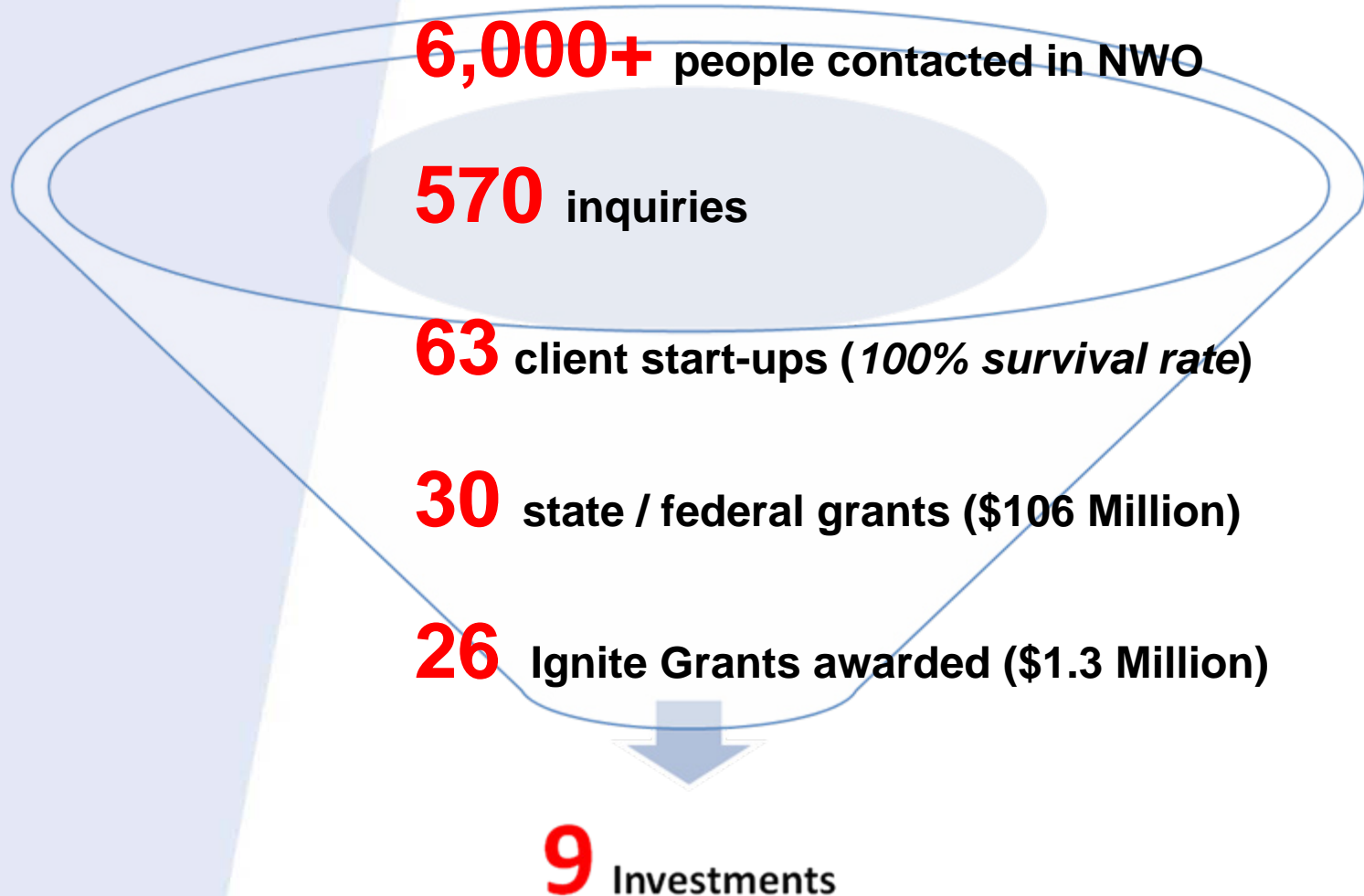




# Rocket Ventures

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## *Performance Metrics*



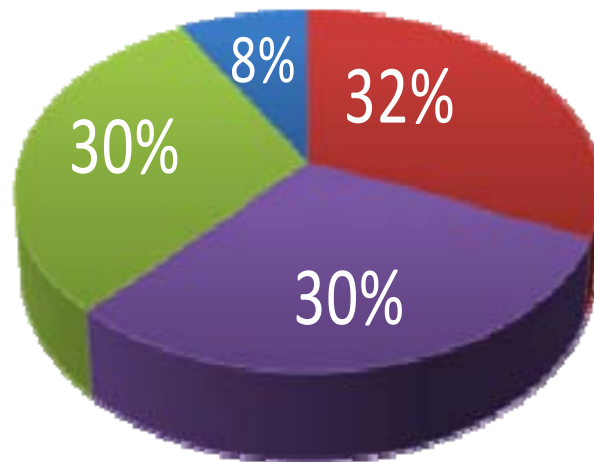


Clean by Nature  
Powerful by Design  
ALTERNATIVE HYBRID LOCOMOTIVE TECHNOLOGIES





## Client Profile



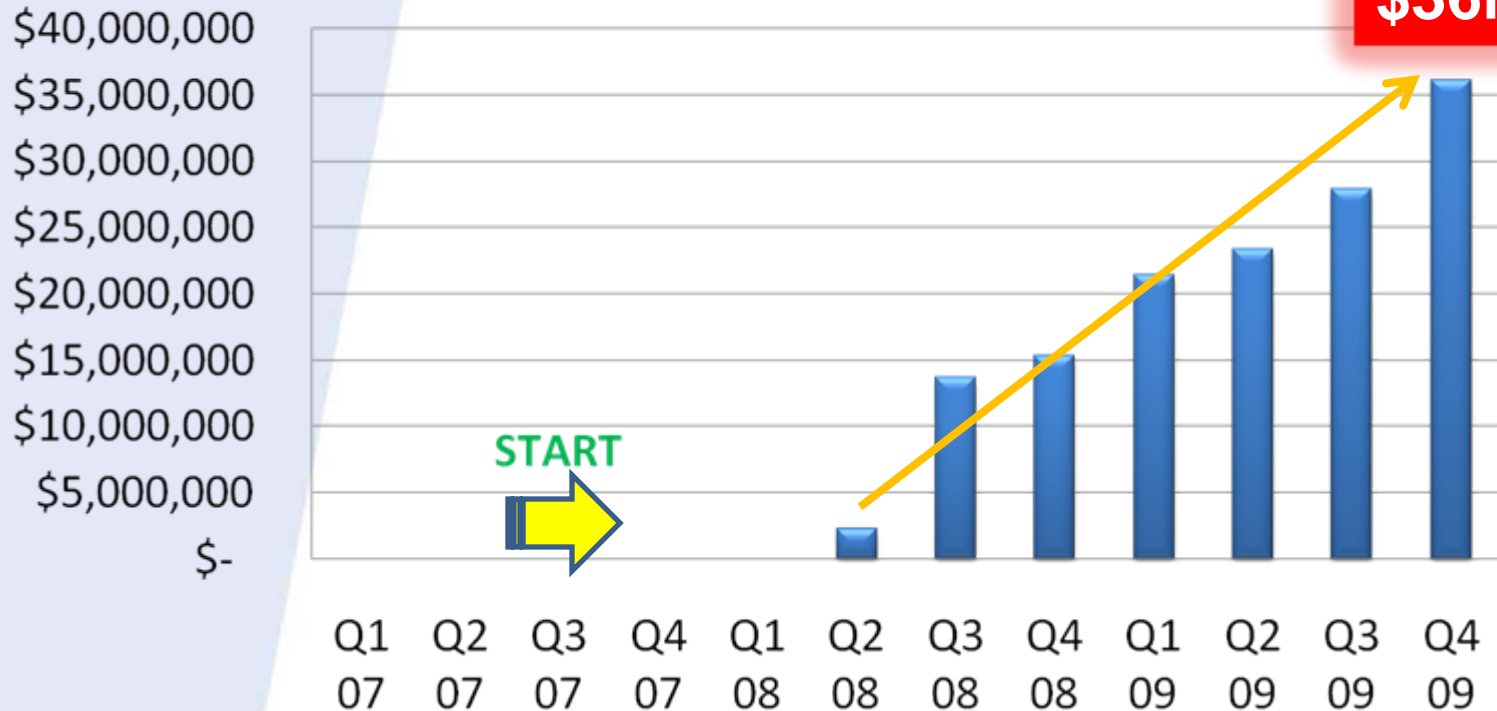
- AMMT
- BIOSCIENCE
- ALTERNATIVE ENERGY

### SOURCES OF DEAL FLOW

- + University Spin-Offs
- + Company Spin-Offs
- + Joint Venture Partnerships
- + Regional Outreach – 18 Counties
- + “Garage Technologies”
- + Marketing and Communications



## Rocket Ventures Revenue Generation for NWO



**co-investment \$, federal grant \$, sales \$**



**Thank you**





# Questions / Comments



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