



GreentownLabs

Climate Action at Work




Welcome to Greentown Labs

BUILD YOUR STARTUP WITHIN A THRIVING CLIMATE TECH COMMUNITY

At Greentown Labs, startups, corporates, investors, and policymakers come together to power climate innovations.

What does that look like in practice? We surround our members with the community, network, and resources they need to succeed—from curated startup-investor introductions to a machine shop full of essential equipment to connections with fellow startups who become partners in the entrepreneurial journey.

What binds this startup community and broader ecosystem together is a collective goal: creating a greener, more sustainable world for all.



“Once you move into Greentown, and once you’re around other teams working on similar problems—teams that have, say, taken a prototype to market—it changes your perspective on what you need to get started and it changes your perspective on what progress looks like. It provides this network of people who have done similar things before.”

SEAN GRUNDY

CO-FOUNDER OF BEVI

Our Members

Our startups are on the cutting edge of climatetech, innovating to decarbonize the key greenhouse-gas-emitting sectors—electricity, transportation, buildings, manufacturing, and agriculture—and build resilient communities. These entrepreneurs are tackling some of our world's greatest challenges, from long-duration energy storage to battery recycling to reduced-emissions cement.

Member companies range from early-stage teams just beginning prototyping to those that have closed a Series A funding round and are starting to scale. Since 2011, we've grown from four startups sharing a warehouse to a community of over 200 member companies from across the country and globe that collectively employ more than 4,500 people.

Startup Stats

SINCE OUR FOUNDING IN 2011

500+

COMPANIES
INCUBATED

94%

OF SUPPORTED
STARTUPS STILL
IN BUSINESS

\$9.8B+

IN ECONOMIC
IMPACT

\$4B+

FUNDING RAISED

24K+

JOBS CREATED

"We're talking about saving half as much energy as is used for all air travel in the country. That's what gets me out of bed."

SHREYA DAVE

CEO AND CO-FOUNDER OF
VIA SEPARATIONS

Our Community

Many members say that the community is Greentown's greatest resource. Here you'll find a group of people who are ready to brainstorm with you, network with you, laugh with you, and work really, really hard alongside you.

Community has been an integral part of Greentown right from the start. When four cleantech companies began working in a warehouse together, they quickly saw the spirit of collaboration spread to every facet of entrepreneurship. From sharing equipment to swapping staff to lending emotional support, the startups that banded together were benefiting far beyond a smaller rent check.





More than a decade and 500 startups later, the heart of Greentown is a thriving community of climatetech entrepreneurs who are always willing to lend expertise, support, and connections to their fellow members. Here are some of the ways we help them engage with each other:

- CEO/founder roundtables
- CTO and technical leads roundtables
- Investor Program featuring peer-driven pitch practice sessions (see p. 13)
- Industry-focused meetup groups
- Women of Greentown initiative
- Social events including Town Halls and member networking
- Greentown Resources + Information Directory (GRID)—our LinkedIn-style intranet
- Community-wide Slack workspace

Software + Business Resources

We know what climatetech startups need to succeed, and we transform their growth every day. From software licenses to recruitment support to IP legal services, Greentown offers the resources startups need to thrive.

- **Prototyping Software**

- Altium
- Ansys
- Aspentech
- Keysight Advanced Design System
- MathWorks
- OnShape
- SOLIDWORKS

- **Business Software**

- Amazon Web Services
- Carta
- Doodle
- Hubspot
- Pitchbook
- Vensure

- **Research Resources**

- Lux Research
- University of Massachusetts Lowell

- **Capital**

- AngelSpan
- Greentown Labs' non-dilutive funding tracker
- LTSE Equity
- MassVentures grant support
- PwC
- StartEngine Crowdfunding
- Shoobx
- Visible

- **Professional Development Coaching**

- Habitus Incorporated

- **HR + Hiring**

- A3HR
- Cognoscentio
- Olin College of Engineering recruitment
- Reimaginz
- Root & Leaf

- **Legal**

- Chubb & Hilb Group
- Foley Hoag
- Wolf Greenfield

- **Manufacturing**

- FORGE
- SPEC Process Engineering + Construction



Events

Want to learn about how to approach investors? How to work with corporates? How VCs think about capitalization tables? Greentown has your answers. We tap into our vast network of experts to host about 230 events each year that are designed to educate our members, offer networking opportunities, and build community.

TRAININGS AND LUNCH + LEARNS

Learn something new in these educational sessions, which span a broad range of themes including safety trainings, funding opportunities, software brunches, and accessing small business resources.

SPEAKER SERIES

Hear panelists from our partners, investors, member companies, and network of experts speak about their experiences and insights on a range of topics, including investing, startup-corporate partnerships, company resilience, and more.

OFFICE HOURS

Make valuable connections and get your questions answered in one-on-one sessions with industry experts.

ENERGYBAR

Get connected to the climatetech ecosystem at these public networking events that draw investors, business leaders, academics, and other climate champions from across the U.S., and beyond!

“The heart of this partnership has and always will be the opportunity to share knowledge, culture, and community. There’s nothing like Greentown Labs that we’ve seen anywhere else in the world.”

MINAS APELIAN

VICE PRESIDENT OF INTERNAL AND
EXTERNAL VENTURING, SAINT-GOBAIN



Partners Overview

We partner with multinational corporations that share our vision for a decarbonized future, have made science-based climate commitments, and are ready to think big with us.

Our partners are deeply engaged with our startup members. They become first customers, pilot technologies, invest in our members, and share ideas. They’re often found holding events, open for office hours, or available on Slack—providing invaluable industry perspectives, expertise, and connections that reduce tech-to-market lead times for our startups.



With a mission of decarbonizing the key greenhouse-gas-emitting sectors, Greentown Go programs inject momentum and traction into startup-corporate collaborations, unlocking the power of climate solutions at scale. Each track—Go Build, Go Energize, Go Grow, Go Make, and Go Move—leverages the same proven, year-long Greentown Go framework that has delivered dozens of partnership outcomes to date. Through Greentown Go startups participate in market discovery and technical diligence activities with corporates, moving toward partnerships that will get their tech to market.

Startup + Corporate Partnerships

Case Study: Pilot



THE STARTUP

Raptor Maps uses artificial intelligence and drone-based thermal imaging to pinpoint electrical issues and outages, damaged modules, and obstructed modules down to the exact solar panel.

THE PARTNERSHIP

Raptor Maps teamed up with Enel Green Power to manage real-time operations across the corporate's global solar portfolio.

A BOOST FROM THE ECOSYSTEM

MassCEC helped make the Enel and Raptor Maps partnership possible through its InnovateMass program.

Case Study: Investment



THE STARTUP

Titan Advanced Energy Solutions borrows principles from astrophysics to create a battery management system that is faster, more accurate, and less expensive than the current standard.

THE PARTNERSHIP

The Bold Ideas Challenge, a Greentown Go program, was a platform for the startup and corporate to thoroughly explore both how Titan could position its ground-breaking battery management system to best suit Schneider Electric's needs and how Schneider Electric could orient itself to take full advantage of Titan's technology. During this time, the startup and corporate spent significant time learning about each other's priorities and setting goals together. Ultimately, they identified energy storage as the value proposition, and Schneider Electric co-led Titan's \$10 million Series A.

Partners Directory

TERAWATT



GIGAWATT



MEGAWATT



Our investor network includes more than 500 firms. Here are some that have recently invested in Greentown members:

ACCEL8



Investor Program

We know how crucial capital is to early-stage startups. That's why we work hard to match our members with investors that are a good fit for their stage, industry focus, and business development priorities. In addition to providing direct introductions and curated investor lists, we set up twice-weekly office hours with investors and create opportunities for our members to connect with partners and investors, including at quarterly Sector Pitch Days and via frequent Deal Flow Digests and Pilot Digests.

We help our members get peer-driven pitch feedback at twice-monthly Fundraising Forums, learn directly from industry-leading investors through our Investor Speaker Series, and identify and navigate non-dilutive funding options. These components work together to provide our members—and investor networks—with curated access to funding opportunities, while providing educational workshops and support to entrepreneurs throughout the fundraising process.



Greentown Boston

Our Boston-area incubator spans three buildings in Somerville, MA, giving startups the co-located prototyping space, wet lab, offices, equipment, and other resources they need to help their technology take off. In all, Greentown Boston is nearly 100,000 square feet and is home to about 150 member companies.



444 SOMERVILLE AVENUE

As the largest building at Greentown Boston, 444 Somerville Avenue has desk room for more than 400 employees, a 26-bench wet lab, and 10,000 square feet of prototyping lab space.



28 DANE STREET

This 33,000-square-foot facility includes a machine shop, an electronics lab, a tool shop, and prototyping lab space for mid- to larger-sized startups.



24 PARK STREET

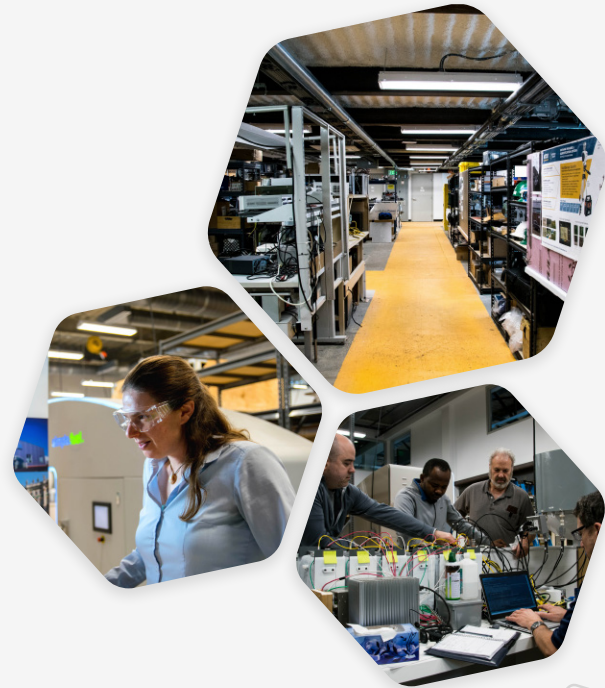
A 7,000-square-foot satellite location is home to our largest Series A member companies.

Prototyping Lab

Greentown Labs offers flexible, affordable prototyping lab space for rent by the square foot. This means companies can take anywhere from 100 to thousands of square feet in dedicated lab space based on their needs.

Our prototyping lab allows startups to take their technology from initial R&D to rapid prototyping while preparing for manufacturing and commercial development. We offer a fully stocked machine shop with the key machinery hardware-focused climatetech startups need.

This lab gives members space, freedom, and support, with industry-leading best practices in place to keep everyone safe. We take care of startups' basic operational needs—including electricity access, waste disposal, safety infrastructure, and shipping and receiving—which frees them up to focus on their innovations.



Wet Lab

Greentown's 26-bench, BSL-2 wet lab has been home to startups creating everything from long-duration energy storage to energy-efficient manufacturing membranes to silk coatings that extend the freshness of produce and proteins.

The 1,800-square-foot lab is located right next to our prototyping lab space, allowing for innovations both inside and outside the wet lab, and has a meticulous safety program in place.



SHARED LABORATORY EQUIPMENT

- UV-Vis Spectrometer
- Refrigerated bench-top centrifuge
- Heat blocks
- Shaking incubator
- Stir/hot plates
- Gel electrophoresis
- Compact gel imaging system
- Ultrasonic cleaner
- PCR Thermal cycler
- Potentiostat
- Manual pipettes
- Electronic pipette
- Microcentrifuge
- Balances (analytical)
- pH meter
- Vortexers
- Water baths
- Ovens

BASIC FACILITY INFORMATION

- Chemical fume hoods
- Reverse osmosis deionized water
- Biosafety cabinets
- Autoclave
- Glasswasher
- Sinks
- Central vacuum
- Compressed air
- Nitrogen gas
- Cold storage (-80, -20, 4°C)
- Snorkels
- Microwave
- Acid, base, and flammable material storage

CONSUMABLES, SERVICES, + ADDITIONAL EQUIPMENT

- Biohazardous and chemical waste removal
- Dedicated operations team
- Lab coats
- Nitrile gloves
- Solutions for decontamination
- Atmospheric sensors (°C, %RH, hPA, lux)
- Cuvettes
- Kimwipes
- Key fob security
- Weigh paper/boats

"I have been through both undergraduate and grad school at MIT, as well as working in the semiconductor industry, and I have never had access to the level of equipment available at Greentown."

CURTIS SERRANO

ELECTRICAL ENGINEER AT DE-ICE



Electronics Lab



Members bringing hardware products to market need to validate their work through exhaustive test and measurement work. The Electronics Lab at Greentown Labs offers a suite of shared equipment designed to enable just that: confidence in testing.

- **Multimeters**
Benchtop and portable options. Benchtop up to 6 ½ digit.
- **Power supplies**
Large and small benchtop high-precision DC supplies.
- **Oscilloscopes**
100-500MHZ with 2-4 digital switching channels.
- **Thermal Imaging**
Fine-resolution thermal imager with image-logging capabilities.
- **RF analyzers**
Handheld analyzers that are portable. 6.5 GHz max frequency.
- **Software**
\$100K+ in software licenses for Keysight's design and simulation tools. BenchVue, Keysight ADS, and more.
- **Shared lab benches**
Ready-to-use soldering stations and a complete suite of small, shared tools.
- **Shared Rework Tools**
Hakko Desoldering and Controleo3
- **Automation Station**
Our partner Mitsubishi Electric Automation generously donated more than \$20k of electric automation control components to each of our incubators. These critical tools are the building blocks for our members' prototypes.
- Programmable logic controllers
- Electricity measuring units
- Variable frequency drives

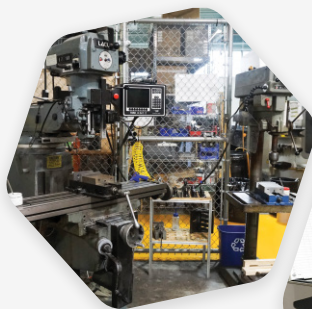
Machine Shop

The machine shop is where Greentown members construct their initial prototypes—designing and experimenting with the inventions that one day they'll have manufacturers produce at scale. Modifying manufactured parts and assemblies quickly allows members to rapidly turn their ideas into tangible parts and components.

The machine shop is full of equipment climatetech startups need to build their hardware. We offer equipment trainings, manage consumables, and keep the machines running smoothly.

MACHINERY

- Haas CNC mill - Super VF2
- South Bend manual lathe
- Markforged - Mark Two 3D printer
- Lagun vertical mill - TRAK CNC Control
- Sanding + deburring
- Markforged - Onyx One 3D printer (2)
- Bridgeport vertical mill - TRAK CNC Control
- Clausing 20" Drill Press
- Measuring tools
- Epilog 50W Fusion M2 laser system
- Various small presses
- Shared hand tools
- Epilog Fusion Edge 80W Laser System
- Sandblaster
- Limited supply of bits, taps, files, cutters, end mills
- Cetus PLA Printer (2)
- Markforged - X3 Industrial 3D Printer



Stanley Black & Decker Tool Shop

StanleyBlack&Decker

We work with partners to make sure our startups have access to the tools they need to advance their technologies. When Stanley Black & Decker pledged to establish a tool shop at our incubator, we asked our members what equipment they needed the most. The

result: \$25K of hand tools, drills, toolboxes, measuring equipment, clamps, and cutters from Stanley Black & Decker brands, including Dewalt, Irwin, Lenox, Craftsman, and others.

- Dedicated 80/20-specific chop saw station
- Drill indexes from Irwin
- Dewalt 20V Press Tool Kit Pro for no-solder copper joints
- Macro-measuring Stanley tools including laser & long distance
- Easy-access, pre-assembled tool boxes
- Complete suite of hand tools, hack saws, heat guns, and more

Office Space

Our office space provides all the necessary amenities and services our startups need. Even more, we remove the office admin work our members simply don't have time to deal with. Printers? Paper? WiFi? Conference rooms? Endless coffee? Yes, yes, and yes. We've got it all covered so our startups can focus their time, effort, and energy on what matters: their company's success.



- Flexible event space for meetings
- Phone booths + conference rooms
- Outdoor courtyard
- Roof deck
- Shared kitchen and kitchenettes
- Shared indoor bike storage
- Managed mail and receiving area
- Access to shared loading dock with sustainably designed waste channels for batteries, e-waste, packing materials, and compost
- Two electric vehicle charging stations
- A 200 kW solar array on our roof

ADDITIONAL FACILITY ACCESS

UMass Lowell Core Research Facilities

- Materials characterization
- Robotics validation + experimentation
- Fabric design, prototyping, + testing
- Nanofabrication
- Analytical chemistry
- DNA + RNA sequencing
- Nuclear magnetic resonance spectroscopy
- Lyophilization
- Radiation
- Thermal analysis testing

Harvard CNS

- Nanofabrication
- Electron microscopy
- Nanoscale analysis



Greentown Houston

We are thrilled to be supporting climatetech startups in Houston, TX—an energy hub unlike any other that's capable of leading the energy transition and the decarbonization of our planet.

We opened our doors on Earth Day 2021 and have welcomed more than 100 Houston startups to our community. With Greentown Houston, we aim to build a bridge between Boston and Houston, to have the best and brightest engineering and business minds working together on our global climate challenge. Together, this shared Boston-Houston community links the two cities' climatetech ecosystems, providing members greater access to capital, more connections to partners, and a larger network of fellow entrepreneurs.

We're actively accepting applications for startup membership, providing Houston-area entrepreneurs with the community, resources, connections, equipment, and lab space they need to succeed.



4200 SAN JACINTO STREET

This 40,000-square-foot incubator, located in the innovation district being developed by Rice Management Company, offers prototyping lab, office, and community space.



Founding and Grand Opening Partners





Together, we can power the climatetech revolution.

Join our community:
greentownlabs.com/apply-now



GreentownLabs

Greentown Boston
444 Somerville Ave.
Somerville, MA, 02143

hello@greentownlabs.com
[@GreentownLabs](https://www.instagram.com/GreentownLabs)
greentownlabs.com