



Greentown Houston

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 decarbonized, resilient future.





“Greentown has an energy unlike any startup hub I’ve ever seen. This diverse group of entrepreneurs are connected by a drive to make a dent in climate change. From software to materials science to hard tech and biotech—there’s an incredible sense of momentum and positivity that builds on itself. Beyond just a community of support, Greentown attracts industry leaders and government representatives, giving its members ready access to decision makers and policy makers. At the end of the day, you look around and you see all these different people all trying to pull in the same direction. It’s empowering.”

TREVOR BEST

CO-FOUNDER AND CEO OF SYZYG PLASMONICS

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

525+

COMPANIES
INCUBATED

94%

OF SUPPORTED
STARTUPS STILL
IN BUSINESS

\$9.8B+

IN ECONOMIC
IMPACT

\$5.1B+

FUNDING RAISED

24K+

JOBS CREATED

"Greentown is part of my story. When I think about how Greentown helps you build a company, what I come back to is that Greentown is an ecosystem and a community."

ALI FORSYTH

CEO AND CO-FOUNDER OF
ALLOY ENTERPRISES

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.





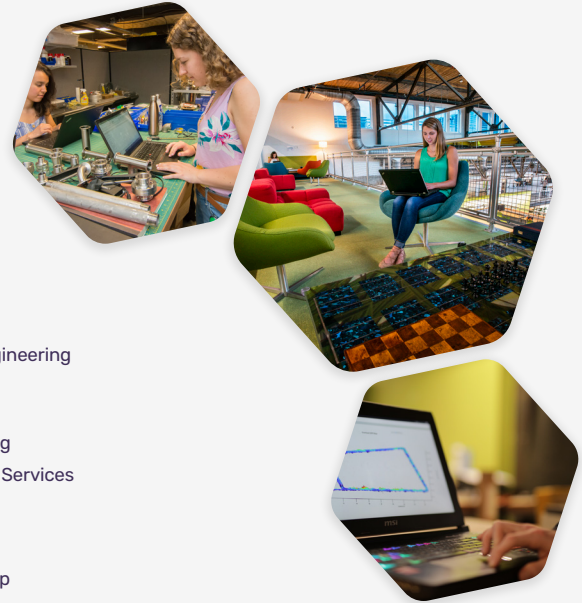
More than a decade and 525 startups later, the heart of Greentown is a thriving community of climatetech entrepreneurs who are always willing to lend expertise, support, and connections to their fellow members. Here are some of the ways we help them engage with each other:

- CEO/founder roundtables
- CTO and technical leads roundtables
- Investor Program featuring peer-driven pitch practice sessions (see p. 13)
- Social events including Town Halls and member networking
- Safety representatives meetings
- 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
 - GitHub
 - Keysight Advanced Design System
 - MathWorks
 - OnShape
 - SOLIDWORKS
- **Business Software**
 - Amazon Web Services
 - Doodle
 - HubSpot
 - Microsoft for Startups
- **Research Resources**
 - Lux Research
 - University of Massachusetts Lowell
- **Capital**
 - AngelSpan
 - Carta
 - Fidelity for Startups; Shoobox
 - Greentown's non-dilutive funding tracker
 - LTSE Equity
 - MassVentures grant support
 - PitchBook
 - PwC
 - StartEngine Crowdfunding
 - Visible
- **Professional Development + Mentorship**
 - Greentown advisors
 - Greentown experts-in-residence
 - Habitus Incorporated
 - Next Rung Technologies
- **HR + Hiring**
 - Design Match
 - FloCareer
 - Olin College of Engineering recruitment
 - Root & Leaf
 - S Brown Consulting
 - Vensure Employer Services
 - TechSquads
- **Legal**
 - Chubb & Hilb Group
 - Foley Hoag
- **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.

TRANSITION ON TAP

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!

“Greentown Labs is a foundational player in the North American climatetech ecosystem, fostering a dynamic climatetech community that brings together entrepreneurs, investors, and thought leaders to catalyze sustainable innovation.”

PARKER MALONE

INVESTMENT MANAGER AT EQUINOR



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.

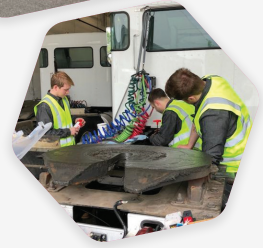


With a mission of decarbonizing the key greenhouse-gas-emitting sectors, Greentown Go programs inject momentum and traction into startup-corporate collaborations, unlocking the power of climate solutions at scale. Each track—Go Build, Go Energize, Go Grow, Go Make, and Go Move—leverages the same proven, 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

Here are just a few ways Greentown startups have worked with our partners in the past year:

- **Energy Web** launched a crowdfunding platform for solar energy deployment in Sub-Saharan Africa with our partner ENGIE's Energy Access.
- **Syzygy Plasmonics** announced plans to test a fully electric clean hydrogen chemical reactor with companies including Greentown partner Sumitomo Corporation of Americas.
- **Cleartrace** announced a \$20M financing round from several strategic investors, including Greentown partner EDF Energy North America.
- **Sol Clarity** raised a \$920K Seed I round, led by Greentown partner Equinor Ventures, to use electrodynamic screens instead of water to clean solar panels.
- **Blackburn Energy** and Greentown partner University of Massachusetts Lowell completed a research collaboration on Blackburn's fuel savings, financial benefits, and CO₂ reduction.
- **Revterra** raised a \$6M Series A for its grid-stabilizing kinetic battery from Greentown partners Equinor and SCF Partners' venturing arms.
- **Verne** received a seed investment from Amazon's Climate Pledge Fund—a Greentown partner.



Partners Directory

TERAWATT



GIGAWATT



MEGAWATT



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



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 offering educational workshops and support to entrepreneurs throughout the fundraising process.



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. Greentown Houston works tirelessly to provide the region’s climatetech entrepreneurs the community, resources, connections, equipment, and lab space they need to succeed.

In addition to office space, Greentown Houston offers a prototyping lab, machine shop, electronics lab, and outdoor lab. A wet lab is currently under development in partnership with the Ion District, Rice Management Company, and others.



4200 SAN JACINTO STREET

Greentown Houston is a 40,000-square-foot incubator located in the innovation district being developed by Rice Management.



Founding and Grand Opening Partners



Prototyping Lab

Greentown Houston offers 13,000 square feet of 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 with hands-on, high-touch support—including electricity access, waste sorting and disposal, safety infrastructure, and loading dock shipping and receiving—which frees them up to focus on their innovations.



SAFETY PROGRAM

Safety at Greentown is collaborative to its core. Our safety team engages with members to explore what levers we can pull to help them carry out their work—knowing that 1) while we may be the experts on safety, our entrepreneurs are the experts on their technologies, and 2) startups need to move *fast*.

- Trainings for members include OSHA, HAZMAT, RCRA, AED, CPR, First Aid, and more
- Monthly meetings of members' safety representatives
- Safety education for members as they prepare to open their own labs



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

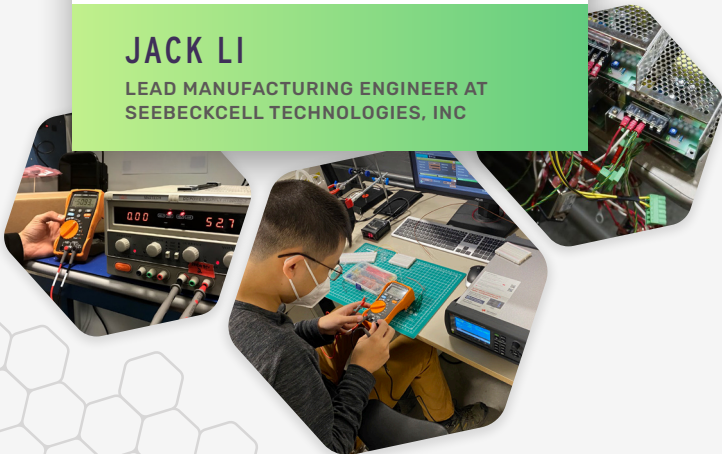
- Haas CNC mill - Super VF2
- Grizzly 48" Pan and Box Brake
- Kaeser Air Compressor
- Grizzly 6" x 9-1/2" 1-1/2 HP Swivel Metal-Cutting Bandsaw
- Clausing Drill Press
- Grizzly 20" 2 HP Vertical Metal-Cutting Bandsaw
- Buffer
- Markforged X3 3D printer
- Epilog Fusion Edge 80W Laser System
- Two Cetus MK 3D printers
- 1-ton, 5-ton, and 5-ton ratcheting Arbor Presses
- Formlabs Form 3L 3D printer
- 30" 3-in-1 Sheet Metal Machine
- Formlabs Form 3+ 3D printer



"I can do so much for product analysis with all the equipment and software available at the electronics lab. There are research-quality Keysight devices here that I only dreamed of when I used to work at small-scale labs. I greatly appreciate the unique hardware support Greentown Labs provides."

JACK LI

LEAD MANUFACTURING ENGINEER AT
SEEBECKCELL TECHNOLOGIES, INC



Electronics Lab



Members bringing hardware products to market need to validate their work through exhaustive test and measurement work. The Keysight 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.
- **RF analyzers**
Handheld analyzers that are portable. 6.5 GHz max frequency.
- **Shared Rework Tools**
Hakko Desoldering and Controleo3
- **Power supplies**
Large and small benchtop high-precision DC supplies.
- **Software**
\$100K+ in software licenses for Keysight's design and simulation tools. BenchVue, Keysight ADS, and more.
- **Automation Station**
From our partner Mitsubishi Electric Automation: \$20k of electric automation control components—programmable logic controllers, electricity measuring units, variable frequency drives.
- **Oscilloscopes**
100-500MHZ with 2-4 digital switching channels.
- **Shared lab benches**
Ready-to-use soldering stations and a complete suite of small, shared tools.
- **Thermal Imaging**
Fine-resolution thermal imager with image-logging capabilities.

Stanley Black & Decker Tool Shop

StanleyBlack&Decker

The Stanley Black & Decker Tool Shop features \$25,000 worth of donated tools and equipment to help our community of climatetech startups develop their hardware solutions.

The tool shop includes hand tools, power tools, organized toolboxes, measuring gear, clamps, drill bits, manual cutting tools, and more from the brands Stanley, DEWALT, Irwin, Lenox, and Craftsman.

- Dedicated 80/20-specific chop saw station
- Dewalt 20V Press Tool Kit Pro for no-solder copper joints
- Easy-access, pre-assembled tool boxes
- Drill indexes from Irwin
- Macro-measuring Stanley tools including laser & long distance
- 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
- Shared kitchen and kitchenettes
- Managed mail and receiving area
- Access to shared loading dock with sustainably designed waste channels for batteries, e-waste, packing materials, and compost



Boston Incubator

Greentown's Boston 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.

Greentown strives to build a bridge between our home cities' climatetech ecosystems. Greentown Houston members benefit from this tie to Boston through greater access to capital, more connections to partners, and a larger network of fellow entrepreneurs—plus a second home base when they're on the road!



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.



Together, we can power the climatetech revolution.

Join our community:
greentownlabs.com/apply-now



Greentown Houston

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