



**Greentown** Boston

# 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 that 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 Labs is a place where it’s very easy to start a science- or technology-based company. You go there, two co-founders with a PowerPoint, and they take care of everything so you can grow from two to 30 people easily. The founders don’t have to worry about facilities, waste management, permitting, working with the fire department, providing training for their employees, or even providing coffee for them. Everything is taken care of. It’s like a full-service hotel for startups where someone does your laundry and brings you breakfast, so you can just focus on what matters the most. It’s also a very fun place to work, [which] makes it very easy to recruit.”

**LEAH ELLIS**

CO-FOUNDER AND CEO OF SUBLIME SYSTEMS

## 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 globe that collectively employ more than 4,500 people.





# Greentown + Our Startups

ALL-TIME IMPACT

**500+**

STARTUPS  
INCUBATED

**90%**

OF SUPPORTED  
STARTUPS STILL  
IN BUSINESS

**2**

INCUBATOR  
LOCATIONS

**11k+**

JOBS CREATED

**\$6.5B+**

FUNDING RAISED  
BY STARTUPS

**200+**

CURRENT  
MEMBERS

"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 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 lead 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 than \$1M worth of resources startups need to thrive.

## • Prototyping Software

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

## • Business Software

- Amazon Web Services
- HubSpot
- Microsoft for Startups

## • Manufacturing + Scaling

- CSC Leasing
- FORGE
- SPEC Process Engineering + Construction
- Steele Group

## • Capital

- AngelSpan
- Carta
- Fidelity for Startups; Shooobx
- Greentown's non-dilutive funding tracker
- LTSE Equity
- MassVentures grant support
- Net Zero Insights
- PwC
- StartEngine Crowdfunding
- Visible

## • Professional Development + Mentorship

- Greentown advisors
- Greentown experts-in-residence
- Next Rung Technologies
- Tech Superpowers

## • HR + Hiring

- Design Match
- EcoCFO
- FloCareer
- Olin College of Engineering recruitment
- Root & Leaf
- S Brown Consulting
- Vensure Employer Services
- TechSquads

## • Legal

- Chubb & Hilb Group
- Foley Hoag

## • Research Resources

- University of Massachusetts Lowell





# 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 275 events each year 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, marketing guidance, and accessing small business resources.

## CLIMATE TECH SUMMIT

Our biggest event of the year is designed to highlight your startup in front of potential strategic partners, investors, jobseekers, and more! Climatedtech Summit includes pitch opportunities, curated networking sessions, a startup showcase, and an informative series of panels.

## OFFICE HOURS

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

## ENERGYBARS

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

# Venture Development Services

We know early-stage founders with lean teams have to wear many hats—and we've lined up the experts who can help you navigate it all.

## ADVISOR PROGRAM

Advisors work with our community of entrepreneurs by providing advice in their areas of expertise via one-on-one sessions, office hours, and workshops. Areas include business development, go-to-market strategy, marketing, pitch-deck development, and more.

## EXPERT-IN-RESIDENCE PROGRAM

Experts-in-residence (EIRs) work closely with Greentown startups for up to six months on developing key business areas and navigating major projects. In addition to meeting with founders one-on-one, EIRs lead expert roundtables and host community workshops for our entrepreneurs.



“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 eager to help commercialize climate technologies.

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.

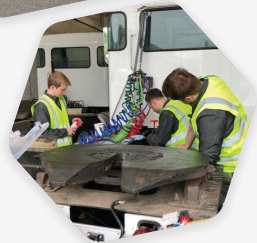


With a mission of decarbonizing the key greenhouse-gas-emitting sectors, Greentown Go programs inject momentum and traction into startup-corporate collaborations, unlocking the power of climate solutions at scale. Each track—Go Build, Go Energize, Go Grow, Go Make, and Go Move—leverages the same proven,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

- **Cemvita** is providing up to 1 billion gallons of sustainable air fuel to Greentown partner United Airlines.
- **Sublime Systems**, a startup decarbonizing cement-making, announced a sale of 2,000 tons of cement to Vineyard Offshore, the parent company of Greentown partner Vineyard Wind.
- **Syzygy Plasmonics** signed an investment agreement with Greentown partner Mitsubishi Heavy Industries and partnered with nonprofit research institute RTI International to demonstrate sustainable fuel production from CO<sub>2</sub> and methane—a project sponsored by Greentown partners Equinor Ventures and Sumitomo Corporation of Americas.
- **Amercan Battery Technology Company** and Greentown partner BASF are partnering to provide the North American market with a regional, closed-loop solution for lithium-ion batteries.
- **Advanced Ionics** closed a \$12.5M Series A that included investments from Greentown partners Clean Energy Ventures and Mitsubishi Heavy Industries for its green-hydrogen-producing electrolyzer technology.
- **Advent Technologies** and Greentown partner BASF signed a joint development agreement to establish an end-to-end supply chain for hydrogen-fuel-cell systems.



# Partners Directory

## TERAWATT



## GIGAWATT



## MEGAWATT





Our investor network includes more than 625 firms. Here are some that have recently invested in Greentown members:

ACCEL8

aramco

BRAEMAR  
ENERGY VENTURES

chloe  
capital

CLEAN ENERGY  
VENTURES

climate  
capital

CLOSED  
LOOP partners

ECLIPTIC  
CAPITAL

e

equinor

FLYBRIDGE

Freestone

Grantham Foundation  
for the Protection of the Environment

GROK VENTURES

LOWERCARBON  
CAPITAL

MASSACHUSETTS  
CLEAN ENERGY  
CENTER

MASS VENTURES

pillar

POWERHOUSE  
VENTURES

pratevi

SJF  
VENTURES

## 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 **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's highly unique prototyping lab offers startups flexible, affordable 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



## Wet Lab

Greentown's 26-bench chemistry and 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
- Agilent Benchtop FTIR
- 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)
- 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 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.

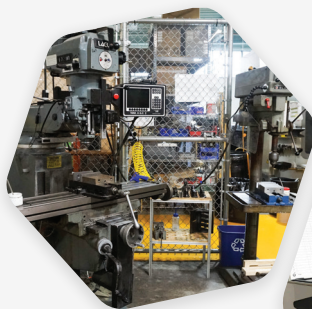
# Machine Shop

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
- Supply of bits, taps, files, cutters, end mills
- Cetus PLA Printer (2)
- Markforged - X3 Industrial 3D Printer



# Stanley Black & Decker Tool Shop

The Stanley Black & Decker Tool Shop features \$25,000 worth of 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**
- **Outdoor courtyard**
- **Roof deck**
- **Shared kitchen and kitchenettes**
- **Shared indoor bike storage**
- **Managed mail + receiving area**
- **Two electric vehicle charging stations**
- **Access to shared loading dock with sustainably designed waste channels for batteries, e-waste, packing materials, and compost**
- **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 members receive preferred pricing and access.*

# Greentown Houston

Climatetech startups in Houston, TX are pushing the energy transition forward through entrepreneurship and innovation, engaging the energy capital of the world in economy-wide decarbonization.

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



## 4200 SAN JACINTO STREET

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



# Houston Labs + Equipment

In addition to office space, Greentown Houston offers a prototyping lab, machine shop, electronics lab, and outdoor lab.

## Machine Shop

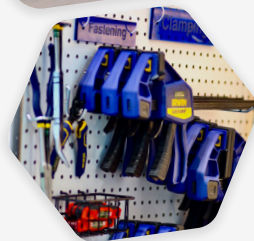
- Haas CNC mill - Super VF2
- Kaeser Air Compressor
- Clausing Drill Press
- Buffer
- Epilog Fusion Edge 80W Laser System
- 1-ton, 5-ton, and 5-ton ratcheting Arbor Presses
- 30" 3-in-1 Sheet Metal Machine
- Grizzly 48" Pan and Box Brake
- Grizzly 6" x 9-1/2" 1-1/2 HP Swivel Metal-Cutting Bandsaw
- Grizzly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

## Electronics Lab

- Multimeters
- Power supplies
- Oscilloscopes
- Thermal imaging
- RF analyzers
- Design and simulation software
- Shared lab benches
- Shared rework tools
- Electric automation control components

## Stanley Black & Decker Tool Shop

- Dedicated 80/20-specific chop saw station
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- Easy-access, pre-assembled tool boxes
- Drill indexes from Irwin
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- Complete suite of hand tools, hack saws, heat guns, and more





# Together, we can power the climatetech revolution.

Join our community:  
[greentownlabs.com/apply-now](https://greentownlabs.com/apply-now)



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