



March 30, 2015

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US Department of Energy
Office of Energy Efficiency and Renewable Energy
Cleantech University Prize (Cleantech UP)
Washington, D.C.

**RE: Letter of Support for First Look West's (FLoW 2.0) Proposal for the 2015
Cleantech University Prize (Cleantech UP)**

Dear Cleantech UP Team:

Cleantech San Diego is delighted to provide this letter of support for First Look West's (FLoW 2.0) clean energy business plan competition and program.

FLoW's grant proposal builds on the successful First Look West program created during the DOE's original National Clean Energy Business Plan Competition. During that period FLoW, run by the Resnick Sustainability Institute at Caltech, worked with over 240 teams from 30+ universities in 16 states, and ultimately helped launch more than 20 new ventures that raised over \$30 million in follow-on funding.

FLoW 2.0's immersive, five point program sets out to achieve the goals set by Cleantech UP: to catalyze early stage development and new company formation and provide an enriched academic environment around entrepreneurship principles. FLoW 2.0 leverages over 30 partnerships with industry, academia, incubators and accelerators, and economic development agencies, including Cleantech San Diego. These partners help FLoW implement programs that prepare scientists and engineers to be leaders in the business community by educating these students and researchers on how to turn technologies into products and products into businesses.

We believe that university student business competitions are vital catalysts for forming cleantech startups and a training ground for some of America's best entrepreneurs. Such efforts are vital to enhancing national, regional, and local economic development.

Thank you for considering Cleantech San Diego's input. Should you have any questions or need additional information, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink that reads "Jason Anderson".

Jason Anderson
President and CEO
Cleantech San Diego