

2022 Annual Report



President's Perspective

When Gary Cola comes to Washington for meetings with congressional offices, he carries around a small piece of steel in his briefcase. It attracts scrutiny at every security checkpoint but serves as a useful bit of show-and-tell to share his technology with policymakers.

As a machine shop owner just north of Detroit, Gary began tinkering with a new method to produce lighter, stronger, more energy efficient steel. Since 2014, he's leveraged Small Business Innovation Research (SBIR) grants from the U.S. Department of Energy and U.S. Army (including a pair of Phase IIIs) to forge this new steel and a new business: Flash Steelworks.

Too often, small businesses like Gary's lack a voice in major policy and market dynamics.

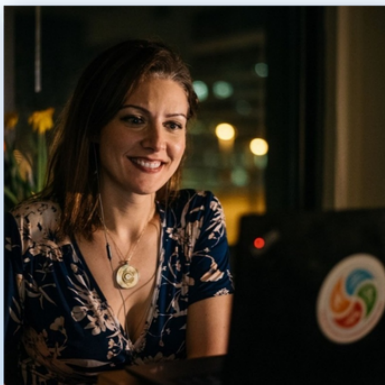
In 2022, the Clean Energy Business Network elevated a chorus of otherwise unheard voices into the collective push for bold climate action. The enactment of the Inflation Reduction Act, implementation of the Bipartisan Infrastructure Law, and other developments infused historic investments in clean, resilient, and affordable energy.

The SBIR program was set to lapse on October 1st this year, but not before CEBN's army of small business advocates stepped up to help secure a three-year extension. Two weeks later, Gary's business celebrated the groundbreaking of a \$14 million steel manufacturing facility in Middlesboro, KY that will support 250 jobs and produce high performance armor for the U.S. military.

This dogged perseverance is at the heart of American small business leaders.

We know what it's like to be a small team and a startup. This year, CEBN celebrated our fifth anniversary. Started by The Pew Charitable Trusts, we spun out in May 2017 to become an independent, small business initiative of the Business Council for Sustainable Energy.

Over the past five years, we've supported small clean energy companies through policy engagement, market and technology education, and business development assistance. In that time, we've more than doubled our reach from an initial 3,000 business leaders to more than 7,500 nationwide and growing. We've helped businesses navigate nearly \$6 billion in funding opportunities and worked with the U.S. Department of Energy and Small Business Administration to support applicants to these resources. We've collaborated intentionally with over 500 allies to make the clean energy economy more equitable and accessible to underrepresented communities. And we've been invited to testify before Congress twice.



We are deeply grateful to all who have supported our work: funders who saw our potential, collaborators who have partnered with us to leverage our respective strengths, and the business leaders who have trusted us to tell their stories.

Small businesses have an outsized voice when they are granted a platform to be heard.

Lynn Abramson
President, Clean Energy Business Network

Clean Energy Business Network AT A GLANCE

2022 IN REVIEW

7,500+
Small business leaders
across the U.S.

590+
Policy advocates

2,000+
Event attendees



A LOOK BACK AT FIVE YEARS



6,000+
Social media
followers

300+
Partner organizations

500+
Allies in underinvested
communities



< CEBN team celebrates 5 years

Policy Support & Advocacy

This year, CEBN brought small business voices to Washington to push a historic flurry of energy and climate legislation forward in the 117th Congress. Small businesses often lack dedicated government relations staff, so CEBN fills a critical gap in bringing this perspective to Washington, illustrating the tangible and local impacts of clean energy investments. This engagement supports businesses from underinvested and marginalized communities, whose voices are essential to promoting a just transition. Small business voices resonate on both sides of the aisle, making CEBN uniquely impactful in our advocacy as we amplify voices that otherwise would not be heard.



In meetings with Congress, I let them know that great things are coming with the Inflation Reduction Act. The energy industry is going to explode in the next five to ten years.

- Abhishek Dash, VP of Engineering Management at BlocPower & 2021 Mária Telkes Fellow

Inflation Reduction Act

CEBN leveraged our network to help push the IRA through both chambers during the months-long negotiation process.

Enacted in August 2022, the law allocated nearly \$370 billion in funding for climate and clean energy through tax credits, grants, loan authority, and other mechanisms over the next decade.

- ▶ **938 business leaders** signed onto a letter supporting clean energy tax measures and other investments in the IRA.
- ▶ **32 Congressional dial-in meetings** discussed the importance of clean energy tax incentives.
- ▶ **16,000+ constituents** in Arizona and West Virginia viewed ads highlighting the impact of clean energy on the local economy.

CEBN in the news (2021-2022)

The Washington Post

POLITICO

HOUSTON
CHRONICLE

Arizona
Daily Star

The Parkersburg
News and Sentinel

Image credit: Architect of the Capitol

SBIR and STTR Extension Act

CEBN's extensive small business network proved invaluable in championing bipartisan support for the SBIR and STTR Extension Act.

Signed into law in September 2022, the legislation prevented a lapse in the Small Business Innovation Research and Small Business Technology Transfer programs.

- ▶ **111 business leaders** signed onto a letter recommending program improvements.
- ▶ **43 SBIR/STTR recipients** met with policymakers to support reauthorization and reforms, including strategies to support underrepresented founders.
- ▶ **CEBN assisted Bipartisan Policy Center** on two roundtables to refine policy proposals.



Small Businesses Sign On!

In September 2022, CEBN sent a letter to Congress from **340 business leaders** supporting reauthorization of SBIR/STTR for three years.

Bipartisan Infrastructure Law

In 2022, CEBN turned to implementation of the Bipartisan Infrastructure Law, which provided more than \$90 billion for clean energy and climate infrastructure.

We are working to ensure BIL programs are accessible to small businesses—particularly first-time applicants and those from underrepresented demographics.

- ▶ **CEBN briefed the newly-created Office of Clean Energy Demonstrations** regarding proposals for supporting startups.
- ▶ **CEBN met with policymakers and partners** on BIL implementation, including strategies to advance the Biden Administration's Justice40 Initiative.

CEBN members network after advocacy meetings in Washington in 2020



CHIPS and Science Act

The bipartisan CHIPS and Science Act, enacted in August 2022, included CEBN recommendations for regional manufacturing and innovation centers, entrepreneurial and workforce training, business partnerships with national laboratories, and a new DOE Foundation on Energy Security and Innovation.

- ▶ CEBN held ongoing discussions with policymakers about recommendations previously developed in 2020.
- ▶ **45 congressional dial-in meetings** highlighted support for innovation programs enacted in the CHIPS and Science Act.

Appropriations

CEBN mobilized small business voices to advance increases in funding for the Department of Energy (DOE).

Congress raised DOE appropriations by 7.5% in FY22 and 3% in FY23, with additional investments in energy innovation and community programs.

- ▶ **43 innovators met with policymakers** to share the impacts of DOE-funded projects.
- ▶ **111 business leaders** signed onto a letter supporting robust FY23 DOE funding.
- ▶ **126 customized requests** were sent by business leaders to Congress expressing priorities for DOE programs.



Dial-ins & Fly-ins: Bringing Small Business Voices to Washington

For the fourth consecutive year, CEBN convened a series of advocacy meetings in Spring 2022, bringing **43 business leaders together with 45 bipartisan congressional offices**. Participants expressed the local importance of policy decisions on the budget reconciliation package, SBIR/STTR reauthorization, and appropriations.

In September 2022, the inaugural class of the **Mária Telkes Fellowship** program flew to Washington, DC for policy meetings and events in celebration of National Clean Energy Week. Fellows met with Congress, the DOE's Building Technologies Office, and the White House Office of Domestic Climate Policy.

Business Development Assistance

CEBN strives to be a “first stop” point of entry for small clean energy businesses. We demystify federal grant programs, provide opportunities for exposure and networking, and promote connections to potential partners.

Partnerships with the Department of Energy & Small Business Administration

A hallmark of CEBN’s business development assistance is working to help entrepreneurs from early-stage companies navigate energy innovation programs. Since late 2020, we have been a Power Connector for the DOE’s American-Made Challenges (AMC) and other funding programs for emerging clean energy technologies. Additionally, CEBN received a grant from the Small Business Administration’s Growth Accelerator Fund Competition to support minority- and woman-owned businesses in applying for SBIR/STTR grants.



This year alone, CEBN:

- ▶ Engaged more than **1,300 people**.
- ▶ Provided **1,110 applicants** with 1:1 support.
- ▶ Held **19 events**, attracting 2,000+ attendees.
- ▶ Intentionally engaged entrepreneurs from **underrepresented demographics**.
- ▶ Spoke at the annual **SBIR-STTR Conference**.

U.S. Cleantech Funding Database

CEBN’s Cleantech Funding Database streamlines the process for small businesses and community organizations to find funding. Since 2018, it has aggregated information on federal and state grants, prizes, incubators and accelerators, fellowships, technical assistance opportunities, and other resources into one easy-to-navigate repository. The database also includes funding for nonprofits, local governments, HBCUs and MSIs, students, and more.

In 2022, CEBN:

- ▶ Added **\$5 billion** in funding across 325 opportunities.
- ▶ Grew database reach to **2,500 users**.
- ▶ Added new categories for **community-based** projects and **diversity, equity, and inclusion** initiatives.

“**By far, CEBN's funding database has been the best curated and updated that I have seen.**

- Jade Garrett, Founder of Positive Deviancy



Events

CEBN convened 19 events in 2022, providing a platform to help small businesses and organizations engage, connect, and learn.

Plugging into Federal Clean Energy Innovation Programs

- ▶ Highlighted **DOE innovation** programs
- ▶ Convened in partnership with **Third Way**
- ▶ Largest event of the year, with **779 registrants**

Federal Energy Funding 101

- ▶ Explored **federal energy programs** across agencies
- ▶ Included a **virtual expo** of incubators/support organizations
- ▶ Attracted **468 registrants**

National Clean Energy Week: Innovation Showcase

- ▶ Showcased **38 innovators** from across the U.S.
 - ▶ 30% minority-led companies
 - ▶ 23% women-led companies
- ▶ Attracted **317 registrants**

National Clean Energy Week

Since 2017, CEBN has served on the steering committee for NCEW.



New Blog Series

CEBN's new blog series demystify federal policies and programs to make opportunities more accessible.

Breaking Down the Bipartisan Infrastructure Law

- ▶ Launched as an ongoing blog series unpacking resources from the *Bipartisan Infrastructure Law* of 2021.

Insight into Federal Programs

- ▶ Provides primers on federal energy programs, including typical funding cycles and resources for applicants.

Mária Telkes Fellowship for Underrepresented Leaders

The Mária Telkes Fellowship champions rising cleantech stars from underrepresented demographics on a path to executive leadership. Founded in 2021 by CEBN and Cleantech Leaders Roundtable (CTLR), the Fellowship welcomed a second cohort this year.

Fellows are matched with mentors to receive guidance to advance their professional growth and opportunities. They also receive two years of complimentary premium membership to CEBN and CTLR, and benefit from positive exposure through events and communications such as CEBN's *Faces Behind the Facts*.

Building upon the initial seven fellows selected for the 2021-2023 cohort, we selected an additional 10 fellows for 2022-2024 out of a pool of 100 phenomenal applicants.



Roberta Oshiobugie

Manager, Business Integration
for Renewables & Energy
Shell



Janice Tran

CEO & Co-founder
Kanin Energy



Riean Norman

Sr. Business Development Manager
Dimension Renewable Energy



Andrea Barber

VP of Power & Renewables
Enverus



Hilary Scott-Ogunrinde

President
NexGen Industries



Kathryn Meng Elmes

SVP Strategy & Chief of Staff
Energetic Insurance



Patty Wright

Chief of Staff
Pine Gate Renewables



Uche Isiugo

CEO
InfraNergy



Nathaly Moreno

Equity and Access
Innovation Manager
Elemental Excelsator



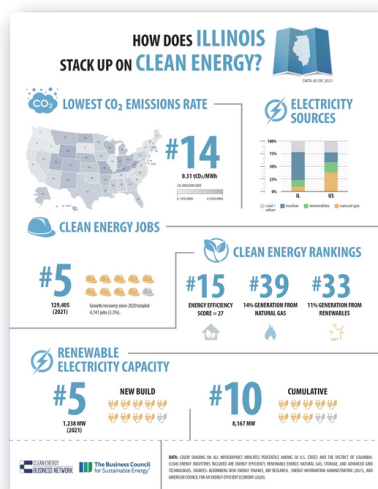
John Miller

President
Mana Pacific Inc.

Market and Technology Education

CEBN produces a number of flagship communications campaigns bringing the clean energy economy alive through data and case studies. While primarily geared for public and policymaker audiences, these products also promote the exchange of market and technology information within the clean energy industry.

State of Clean Energy



In 2020, CEBN launched **The State of Clean Energy**, an interactive series of infographics providing data and rankings on clean energy jobs, renewable energy deployment, power sector emissions rates, and federal R&D investments. CEBN shares these resources with public and industry stakeholders, and also uses them to communicate with congressional offices about the unique clean energy trends and economic opportunities in their states.

The 2022 project:

- ▶ Attracted **3,055 unique website views**.
- ▶ Included an updated **interactive map** and **state landing pages**.
- ▶ Featured **51 small business case studies**.

Faces Behind the Facts

Since 2019, **Faces Behind the Facts** has profiled business leaders behind the transformation of the U.S. energy economy. These case studies humanize the industry through the stories of innovators and their paths to leadership while also emphasizing messages about local economic impacts, federal funding successes, customer cost savings, and energy reliability. Profiles are shared with clean energy business leaders, partner organizations, and congressional leaders, and are also referenced in policy letters and testimony.

In 2022, the series:

- ▶ Grew to **41 profiles**, with **11 new profiles** in 2022.
- ▶ Featured a breadth of **technological, geographic, and demographic diversity**.
- ▶ Attracted **3,090 unique website views**.

Rob Kabera (left) and Tasha McCarter (right) were profiled this year in our Faces Behind the Facts series.



Newsletter

CEBN's weekly newsletter is our most essential tool for providing our network of small clean energy businesses, nonprofits, and other clean energy advocates with the latest updates from Washington and across the country.



Since 2017, we have:

- ▶ Sent over **250 newsletters** featuring federal, state, and international policy updates, events, funding opportunities, and news.
- ▶ Added new spotlights featuring **premium member updates, diversity and inclusion opportunities**, and implementation of programs from the **Bipartisan Infrastructure Law** and **Inflation Reduction Act**.

Powering Forward into 2023

As we head into 2023, CEBN is committed to building on the past year's successes by:

- ▶ Elevating small business voices in energy policies and markets.
- ▶ Promoting a more just, equitable, and accessible clean energy economy.
- ▶ Demystifying the landscape of federal programs and funding.
- ▶ Engaging small businesses and communities in the rollout of BIL and IRA.

We cannot do this alone. Visit www.cebn.org to join our community of business leaders, partners, and changemakers across the country.

Together, we can create a cleaner, brighter future.

“

I am inspired by CEBN's commitment to doing its part to level the playing field for underserved communities when it comes to funding opportunities and so much more.

- Pamela Gustava Curry, Start Up Founder



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