



WET Partnership

Generating the Flow

California State University, Fresno
CVBI
May 2010 - Confidential

Claude Laval





CVBI – Forward Thinking

- In 2006, astute thinking, vision and collaboration lead to the creation of the WET Incubator.
- In 2007, The WET opened its doors. The first “Green” building on the campus of Fresno State, THE WET , housing sophisticated pump testing equipment and creating resources unavailable anywhere else in the state, become the first viable partnership between commercial , academic and incubation services.
- In 2009, CVBI developed the first phase of a “CVBI branded” web based platform designed to deliver coursework , resources and support to entrepreneurs located everywhere but target clients are located in the Valley between Bakersfield and Modesto.



CVBI Has A Rich History

- Over 14 years of successful effort in providing all individuals interested in starting a business the information, training and support they need to improve their probability of success.
- Seasoned and committed board, unwaveringly focused on helping to create new businesses and high paying jobs in Fresno County.
- Since CVBI's inception over 3,000 entrepreneurs have been served and over \$21M in capital has been raised by businesses associated with CVBI.



Our Most Basic Goals

- Help create new businesses
- Help businesses expand
- Create new and high paying jobs for the region



What Is The WET?

- Multi M\$ facility located on the campus of California State University, Fresno.
- 6 Offices and meeting space
- Hydraulic testing and certification laboratory:
 - 30,000 gallon, 28-foot test bed, 300 hp pump
 - \$400,000, 52kw photovoltaic-net metering system
- Access to wastewater streams and cooling towers as well as independent testing resources



Why the WET?

- WET is focused on “establishing the Central Valley as a leader in WET Innovation and Commercialization”.
- WET is focused on helping to bring recognition and acclaim to the University for its capabilities, curricula and pathways focused on WET.
- WET is focused on creating new industry and high paying jobs here in the Valley



WET – For Entrepreneurs

- **WET – Entrepreneur Advantages:**

- The Valley requires new solutions to its significant water problems
- Water solutions are a worldwide priority
- Multi-million dollar, “specific purpose” facility created in 2007
- University’s significant resources and desire
- Community support
- Higher probability for significant job and wage growth
- Opportunity to create clear leadership position
- Competitive advantages – Mekerot

- **WET – Entrepreneur Challenges:**

- Capital requirement of early stage companies are higher
- Early stage companies require more technical support



WET Benefits

We will incubate new companies and help accelerate market entry for existing companies seeking a local presence and wanting to do business in the Central Valley.

- Client Benefits:

- Access to the research, testing, validation and certification resources provided through the University
- Access to our network of industry leaders and large customers located throughout the Central Valley
- Access to local and state government officials and public agency leadership.
- Fully furnished and full service office and meeting space provided on a month to month basis.
- Access to professional resources such as: Consultants, Engineers, Attorneys, Accountants, Marketing Firms and Investment Professionals
- Industry specific and general networking opportunities
- Affiliation with and promotion through CVBI's Water and Energy Technology Incubator (WET)

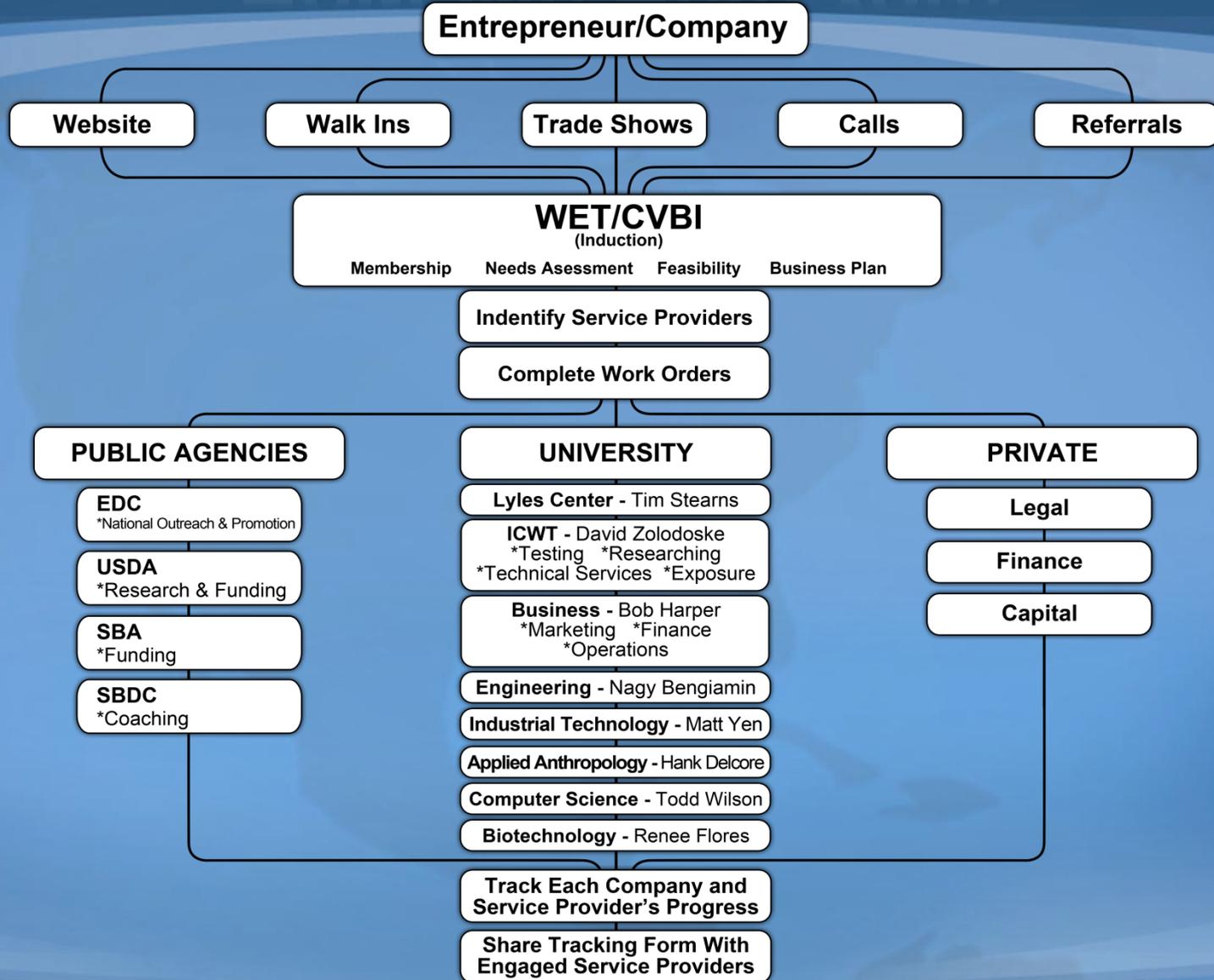


WET Partners

- Partnership with the University.
- The support of many stakeholders including:
 - The University
 - The WIB
 - City of Clovis
 - City of Fresno
 - Fresno County
 - The EDC
 - RJI/CA Partnership of the San Joaquin Valley
 - The Private Sector (Claude Laval)



How We Help You!





WET Current Onsite Co.'s

- Currently 4 WET onsite companies
 - STI – Dr. Wample
 - Ag based soft and hardware application that provides clients with a detailed breakdown of elevation, soil makeup, moisture and drainage availability, mineral components and other information.
 - WISEnterprises, LLC (DBA WaterSpike) - Gavin Skarphol
 - A water conservation irrigation system
 - AquaPhyd
 - A non-chemical water and soil treatment system
 - PureSense (Just Graduated)
 - Provides real-time, decision-making intelligence for farmers



Community Impact

- Creation of high-tech, high-paying jobs and a well-educated workforce, attractive to high-tech companies; reducing “Brain Drain”
- Creation and launch of local Water, Tech and Energy Enterprises
- Development of spin-off companies
- Support of Ag-production via increasing technologies requiring higher-paid technology workers netting increased output.
- Protection and increasing awareness of Water, use and conservation in Central Valley – leveraging and protecting Central Valley natural resources
- Establishment of Central Valley as a Technology Hub (akin to the Silicon Valley)
- Positioning of the WET Incubator as a World Leader in Water Technology
- Leveraging WET’s tremendous potential to grow and elevate the local economy.