

VentureWell is seeking seed-stage cleantech startups to participate in an intensive 5-day workshop to prepare for the fundraising and company-building activities necessary for launch and realized impact. We're seeking engineering and science innovations that minimize negative impacts on the environment through the innovation's application or design, especially in ocean health, agriculture, and energy.

ASPIRE is a chance to focus and create work product for due diligence alongside dedicated mentors. It's not about the 3-minute pitch or startup shuffle. Startups leave with a clear investment ask or next steps to get there.

SESSION DATES:

November 12-16, 2018

APPLY BY:

Sunday, Sept. 30, 2018
at 11:59pm EDT
venturewell.org/aspire

LOCATION:

Harbor Launch at
The Institute of Marine and
Environmental Technology
Baltimore, Maryland



Startups will spend 1-1 time with strategically selected mentors during the week. Mentors are vetted, sophisticated experts who have experience investing or partnering with startups like yours. Mentors commit to multi-day engagements for continuity and opportunities for deeper conversations.



Simulate due diligence with real world stress tests – actual startup disaster scenarios. Debrief your responses with experts who will share how you can be better prepared for these scenarios.



Spend your time creating work product to use during the fundraising process. The culminating event is the development of your deal room, not a demo day.



Learn from your peers and share your experiences with a cohort of like-minded entrepreneurs.



Join over 2,000 early-stage innovator teams that VentureWell has supported over the last 20 years. Staff will support you after the workshop through remote coaching and deal room feedback.

ASPIRE Testimonials

*"We've gone through other entrepreneurial training programs...and nothing has compared to VentureWell's. **It's so practical, so well organized.** The mentors they bring in are phenomenal. The context, the tools we get out of it – it's just incredible."*

*"The fact that all of the mentors stayed for the entire workshop and attended every hour of programming was SO important. At other workshops, this hasn't been the case for me, and it results in having to explain your progress to them throughout the week. **We were all on the same page**, and that made it way more efficient and effective. I rated everyone so high because I got different insights from each, and they all offered something we needed."*

Program Cost

We are able to keep fees low thanks to the generous support from our funders. There is a \$250 registration fee for each participant (transportation and accommodation not included).

How to Apply

Visit venturewell.org/aspire to learn more about criteria and to apply.

Committed Startups ONLY! Do you qualify?

VentureWell will select 10-15 startups launching inventions for global environmental health across industries.

Startups should be preparing to raise seed or Series A rounds within the coming year.

Not sure if you fit?
aspire@venturewell.org

Requirements:

- **Science & engineering inventions with environmental health impact.**
 Clearly articulate how your technology has a positive environmental impact through its direct application or through its design and manufacture.
- **Prior lean startup training.**
 Validated customer segments and initial evidence of product market fit.
- **Startup formed.**
 Incorporated as a legal entity by the beginning of the program.
- **Team identified.**
 Management team and key roles identified and secured. No solo founders.
- **Commitment.**
 Management team including CEO or founders (max 3) can commit to the full 5 days of the workshop. The startup is your full-time focus.
- **Intellectual property.**
 Provisional patent(s) filed and assigned to the company or a clear pathway to the license.
- **Beyond proof of concept.**
 Initial prototype developed, pilot studies or field trials underway.
- **Actively fundraising.**
 Company has raised at least \$25K (grants or equity) and is preparing for an equity investment round within 12 months.

Considered industries: engineering or science based inventions for ocean health, sustainable agriculture, green design/manufacturing, clean and efficient use of water or energy, waste/recycling optimization, efforts to reduce carbon emissions and more.

How to Apply to the Program

Required Application Documents:

Application Deadline:
Sunday, Sept. 30, 2018
 at 11:59pm EDT



01 Cover Email

Clearly indicate that, if accepted, you can commit members of the startup's executive leadership (max 3) for the entirety of the program. The individual acting as CEO should be attending, at a minimum. This is required in order to get the most out of the activities and to build a strong, interactive cohort. If cost is a significant barrier, include a request in your cover letter if you would like to be considered for a stipend. Limited funding available.

02 Brief Executive Summary

You may use this template (goo.gl/VE3Vru). Address all areas in the template, but edit the formatting to suit your brand. Elaborate in the Technical Summary as needed. (Max 2 pages)



03 One-page Technical Summary Describing:

- The startup's product or service, and how it works
- Stage of development & testing, and next steps for achieving next technical milestones
- Current IP status and next steps
- Anticipated regulatory pathway
- Include diagrams or photos and include a summary of any high-level data that demonstrates that the technology works



04 Your Current Investor Pitch Deck