Ben Franklin Technology PArtners
Shale Gas Innovation and Commercialization Center
Marcellus Advisory Commission
Subcommittee Meeting 5/12/11

• Introductions
• Ben Franklin Technology Partners Overview
• Shale Gas Innovation and Commercialization Center Overview
• New Gas Technology Company Case-Study
Ben Franklin Technology Partners

• Established in 1983.
• Harness innovation and entrepreneurship to generate jobs in PA
• Provide seed capital and management and technical assistance.
• Support high-risk new product and process development.
Opportunity

• Many are focused on the immediate business opportunities of Shale Gas
• Energy companies are investing incredible amounts to address initial barriers and obstacles.
• Entrepreneurs have already stepped forward to capitalize on the first phase of development.
Opportunity

• We are interested in the medium and longer term opportunity for jobs in PA.
• We must capture more business value-add locally rather than simply export the resource.
• Use innovation and technology to create jobs and wealth that will exist long after the drilling and transport.
BF Building Blocks for Shale Gas Innovation

- History of interaction with PA Universities.
- Centers of Excellence.
- Translational Research funding.
- Entrepreneurs-in-Residence.
- Innovation Adoption programs
- Start-up funding and support
Accelerating Innovation In Marcellus Shale Gas Production Utilization and Environmental Stewardship
Our Mission

• Energize partners to discover, encourage and support technological developments to benefit the Shale Gas resource in Pennsylvania
  – Research Funding
  – Technological Development
  – Commercial Partnering
  – Environmental and Regulatory Supporting Tools
  – Expanded uses for Natural Gas
Our Goals

• Create a partner approach between Universities and industry to identify real market driven needs
  – Innovation and commercialization of new technologies increase the value of shale gas energy to the Commonwealth.
  – Create Economic opportunities for Producers, Users and Suppliers to this industry
Our Goals

– Identify and help develop technologies leading to environmentally sound use of shale energy for local, sustainable, employment growth

– Stay current with regulatory and environmental considerations as they lead to the requirement for technological solutions
Address Real Market Issues

• Engage wide group of stakeholders
• Identify industry needs for Innovation (continuous improvement)
• Identify and evaluate new technologies for commercialization
• Ben Franklin support programs
• Introduction to markets and investor access as required
Engage Stakeholders

- Researchers
- Small Companies
- Industry Partners
- Investors
- End Users
- Government Agencies
Identify Industry Needs for Innovation

• Work with Industry Groups to identify specific areas for innovative solutions

• Partner with specific companies to advance specific solutions to unique opportunities
Identify and Evaluate Technologies for Commercialization

• Working with PA Universities to identify research that is potentially available for commercialization

• Working with individuals and small companies to turn concepts into commercial ventures
Ben Franklin Programs

– Entrepreneur-In-Residence (EIR)
– Translational Research in Energy Support Program (TRESP)
– Ben Franklin Investment Programs
– Ben Franklin Innovation Grant Program
Ben Franklin Programs

- Provide Encouragement, Market Analysis, Management Support, Seed Funding
- Researchers provide detailed market analysis
- Senior management staff assists with strategic planning, sales projections, budget projects
Ben Franklin Programs

• We provide administrative and Human Resources support
• Funding on a planned milestone or calendar basis
Introduction to Markets and Investor Access

• We utilize a network of contacts to assist companies gain traction in their target markets

• We have a network of investors that can be accessed for the next step of growth
Innovation and Commercialization: A BEN FRANKLIN TECHNOLOGY PARTNERS TRADITION