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Free Resources

Visibility

- [The Climate Scout](#) is a free 3x/week newsletter highlighting early-stage climate startups and mobilizing the community of subscribers to advance their mission - helping them connect with investors, talent, advisors, customers, beta testers, new users, and anything else that is a bottleneck. Send me an email if you would like to be featured (and I'll intro you).
- [Climate Builders](#) (formerly Innovate Climate/The Impact) is a newsletter to get your startup in front of thousands of climate-focused corporate VCs, angels and early-stage VCs. To be featured in the next distribution, please fill out these interview questionnaires and someone on the Climate Builders team will reach out.
 - [Company Interview Questions](#)
 - [Founder Contact](#) (If you have 3 founders, fill this form out 3 times)
- [Who Is Raising](#) is an early stage dealflow newsletter that goes out to a curated list of active investors. [Submit your info here](#).
- [Commonapp VC](#) helps startups directly showcase their business at scale in front of Confluence.VC's 1,000+ vetted investors to generate unbiased, curated, value-driving connections and amplify reach. [Submit your info here](#).
- Submit your pitch to investor networks:
 - [GoAhead VC](#) invests \$200K to \$1M in Pre-Seed and Seed stage startups (geography agnostic).
 - [Seed Checks](#) is a network of influencers who each can write angel checks of \$100K to \$300K in Seed (and some Series A) startups.
 - [Andrew Yeung](#) sends out a round-up of promising startups to a private network of 400+ investors in his network monthly.

Misc

- [Climate Tech Accelerators & Awards](#)
- [Non-Dilutive Funding Options - Database & Map](#)
- [Third Derivative & New Energy Nexus Startup Resources](#)

Paid Resources

Working with Trusted Partners

Below are other resources/opportunities I can connect you to. Please email me if you would like connections to any of the resources below.

Professional Programs

- [Planet First Leadership](#) is a 6-month, online, leadership + sustainability program to support ClimateTech + Sustainability start up leaders to develop their leadership, build high-ambition + high-performance cultures, creating investable strategies, build attractive sustainability profiles and becoming powerful advocates for the impact they are making.
- [a\)plan](#) is an optimized, scalable, and tech-enabled virtual coaching service that helps you create a coaching culture at your organization.

Crowdfunding

- [Wefunder](#) is a platform that enables startups to raise money from both accredited and unaccredited investors (over 1.25M investors and counting). WeFunder has helped startups raise over \$200M from friends, family, customers, supporters, and people previously unaware of their company - and that's just in 2021. Benefits of crowdfunding include: 1) Build community from your customers, 2) Acquire new customers, 3) Gain brand advocates (investors = motivated spokespeople), 4) Retain board/voting control/raise on more favorable terms, 5) Capital! Wefunder typically adds 50% - 80% of what you generate from your own community. By being referred through me, WeFunder will give you a lower rate.
- [Republic](#) is a fundraising platform that allows startups to raise up to \$5M from their users, customers, and supporters who can invest with as little as \$50. Republic tends to be a smaller part of a larger fundraising round or in between rounds. Seed through Series B tends to be the sweet spot. A company is Republic Ready if:
 - The company is incorporated in the U.S.
 - The company has at least 5 months of runway
 - The company is post-product AND post-revenue (average \$10-15k+ MRR or \$100k+ ARR). If the company is pre-revenue, the startup should have:
 - Serial founder(s) with previous exit
 - VC backing
 - Strong community of users/clients/subscribers/supporters
- [Raise Green](#) is an SEC and FINRA registered marketplace/climate investment platform that empowers anyone (accredited/non-accredited/institutions) to invest for as little as \$100 into climate projects with verifiable ESG impact. If interested, [fill out their referral form](#) (and include me in the referral: djkriozere@gmail.com).
- [Capital Campaign Quarterback](#) helps founders successfully close their Community Round, through start-to-finish coaching & strategy. Ultimately their goal is to give founders 100 hours of their life back, by removing the their need to learn this new process & increasing their pace towards closing the round. [More info here](#).
- [Sunna von Christerson](#) is a freelance copywriter. Her work is focused primarily on startups launching fundraising campaigns. She helps founders frame their story, craft their pitch, and unlock investment opportunities. The goal is to make sure the right story is told to the right audience, and that your efforts are organized, efficient, and effective.

- [Firstbase](#) is the simplest way to incorporate your business in the US. Incorporate your company, access one-click growth tools, stay compliant, and manage everything your business needs. Use the discount code OUTBOUND2 for 5% off.

Non-Dilutive Capital

- [Streamline](#) is a software platform to help climate technologies find and apply to grants and RFPs.
- [Climate Finance Solutions](#) (CFS) helps startups and SMBs around the world access millions of dollars in non-dilutive funding, including grants and philanthropic funds. CFS offers a suite of services to aid in the pursuit of large funding opportunities, including assistance with technology roadmaps, business development, and pilot projects. Their team has achieved a strong track record—securing over \$50 million in non-dilutive funding and over \$20 million in co-financing, with an 88% success rate. [More info on who they work with / ideal client.](#)

Grant Advance

- [Enduring Planet](#) is deploying unsecured, non-dilutive capital climate startups. Enduring Planet provides grant advances. If interested, [apply here](#).
 - They can get you money in just a few weeks, instead of the typical 6-9 month timelines that these agencies generally have for disbursement. They will advance you up to \$500K for reimbursable expenses under your award.

Revenue Based Finance

- With [Capchase](#), your SaaS business can get non-dilutive capital to invest in growth and help extend your runway. With a fast and data-driven process, you can access up to 70% of your ARR in flexible funding to fund customer acquisition, working capital, fill cash flow gaps, and more. To date, Capchase has made over \$1.7bn available to thousands of businesses and added 5,000+ months of runway to the SaaS industry.

Project Finance

- [Terracore Industries](#) is a sustainability project finance platform that provides strategy and business development for procurement of offtake buyers and feedstock, carbon credits, financial structuring, and capital acquisition for the projects. Below are Terracore's offerings:
 - Business Development for Offtake and Purchase Agreements (alternative to internal Business Development & Sales)
 - We have a warm network of 541 senior-level decision makers (e.g. Chief Sustainability Officers) at Forbes Global 2000 companies who are incentivized to decarbonize their business and meet sustainability objectives. We learn your story narrative, and make sure that the presentation is powerful and appealing to prospective customers and offtakers. Curating the outreach and following up

with direct phone calls, we put you in touch with the right people at the right companies.

- Capital Formation for Company (Debt & Equity)
 - Our investor network is best-in-class and includes 523 VC, PE, and Infrastructure funds, sovereign wealth funds, family offices, insurance companies, RIAs, and private debt providers. Capital formation includes capital structuring and capital raising, done under our FINRA licensed investment bank, JT Wallace Investments.
- Capital Formation for Projects
 - Many times, structuring investment at the project level retains better value for your current shareholders than raising another round of company-level investment. Your startup should be looking at a first commercial plant before talking to Terracore. Check out their [deck](#) for qualifications.

Consultants

Patents

- [The Climate Patent Collective](#) is a boutique patent agency providing early-stage patent prosecution and portfolio strategy exclusively to climate-tech startups. With a decade of experience representing Silicon Valley startups, the CPC excels at creating high-ROI patent portfolios from seed through series D and acquisition by employing a collaborative and mission-aligned approach. [More info here.](#)

Building

- [Swarnav](#) can help you grow from Pre-seed to Seed and from Seed to Series A - this includes developing and implementing go-to-market, growth strategy, sales, marketing, and working on product alongside you. It typically takes him 6 - 12 months to help a startup go from Pre-seed to Seed or from Seed to Series A. He's previously grown 2 of his own startups in climate and assisted numerous other climate startups in identifying market opportunities and landing teams their first few customers. He helped Gaiascope (Khosla & YC backed startup) navigate their customer discovery process and currently helping Helix Power identify market segments to land their first Letters of Commitment.
- [Boundless](#) analyzes and scores companies on their environmental performance at a fraction of the cost and time of an industry standard LCA. The scores and metrics derived are trustworthy and reliable because they are unbiased and validated by external industry and scientific experts. We have completed many assessments of clean-tech products and projects. The resulting company reports frequently influence investor decisions.
- [HeadStart](#) is a PR and marketing company for startups, and we are changing the game for innovators and disruptors. Pre-raise, they will develop a media strategy and nail down the message you want to share with the world. As you start fundraising, they'll get you the media

attention that will get investors interested. Post-raise, they'll talk you through thought leadership, solidifying your reach in relevant local markets, and expanding awareness of your brand nationwide.

Go-to-Market

- [Ron](#) with Unlocking Growth partners with companies to build strategy and roadmaps to big deals with large corporate customers. Unlocking Growth works with Seed to Series C companies to create, Strategy, Go-To-Market, and pathways to exponential growth. Ron Erd, CEO of Unlocking Growth, is 5x CEO and now provides strategic guidance as an advisor, consultant, or Interim Executive to build strategy, momentum, and a permanent team.

Funding

- Preparation
 - [Potential AI](#) arms exceptional tech entrepreneurs with the narrative skills of history's most influential leaders, enabling them to secure millions in funding. [Sign up here and get 20% off.](#)
 - [Godling Studio](#) helps founders and fund managers craft stories that inspire investment. They help uncover your strongest fundraising positioning and bring it to life through your materials.
 - [More info/deck here](#)
 - [KDRO Consulting](#) works with climate start ups to develop and deploy systems for top of the funnel activity. In the past year they have helped clients find 50M in opportunity, get in front of media and podcasts and provided hundreds of helpful networks.
 - [Casey](#) is a Fractional CFO who cares about the meaning behind the numbers. He refines early-stage financial models so that they truly reflect the founders' long-term vision for their startup. Casey is not a bookkeeper; he is a strategic partner who makes founders more efficient. He provides leaders with tools that help them monitor KPIs, track financial health, and report progress to investors. Casey enables founders to spend less time scouring through financial data and more time building their companies.
 - [Via Lucent](#)
 - [Laurie](#) has been guiding exceptional humans through transformative change since 1990. She specializes in working with world changers who are focused on climate. She offers 1:1 support to make sweeping changes that last in the [90 day intensive](#), creates custom support for teams, and leads a monthly group. She knows how to help people who are here to do big things do them faster with less energy and bigger results while feeling better in their lives. You don't have to keep living like this in order to make big impacts on climate.
- Email Campaign Management for Fundraising

- [Investor Emails](#) handles investor research and gives you the power to get meeting requests with your ideal investors in your inbox in as little as 14 days, allowing you to better manage your time.

Benefits

- [Premiums for the Planet](#) is transforming the insurance industry into a force for climate action by harnessing the collective spend of climate-conscious organizations, creating better insurance coverages and economics for all. [More info here.](#)
- [Carbon Collective](#) helps mission-driven companies and their mission-driven employees get access to mission-aligned 401(k) portfolios: from standard, to ESG, to fully divested from fossil fuels and reinvested into climate solutions. Their program integrates with almost all payroll providers. They have low, flat fees and often end up saving companies and employees money on fees. For more info, check out their [2-Pager](#) and [Deck](#).
 - Note: I am a Scout with Carbon Collective. For my efforts, Carbon Collective share part of their first year's revenue with me from any referral that joins their 401(k) program. Their fees are standardized.
 - Disclosure: I helped refer an investor to Carbon Collective and will receive carry in the investment.
- [Sequoia Consulting Group](#) is a well-known PEO, Benefits Broker, and Comp Consultant to the tech community. Their focus is on making sure companies have the best strategy around Benefits, Compensation & HR Policies as they grow.

Policy

- [Poligage](#) is the first online marketplace that makes public policy insights and government affairs services accessible to all through engagement with a world-class network of policy and government affairs experts and a flexible usage-based pricing model. They help organizations learn what they need to know about government activity that poses both opportunity and risk to their bottom lines and help them engage effectively on those issues.
 - [For more info](#)

Hiring

- [Terra Talent](#) is a talent advisory and executive search firm focused exclusively on the climate-tech sector led by [Dolly Singh](#). Dolly has led growth at game-changing companies across aerospace (SpaceX), consumer technology (Oculus VR), finance (Citadel), and SaaS (Servicetitan) for 20+ years. In just over a year since its founding, the Terra team has partnered with 10 emerging climate-tech businesses, which have collectively raised over \$1B USD from leading investors including Breakthrough Energy Ventures, Prelude, Capricorn, and others.
- [Climatejoy](#) is a dedicated talent partner to climate startups with a mission to help climate companies save; put more towards our collective mission of working towards a sustainable

future and less towards paying for new talent. For this, Climatejoy offers climate startups flexible and cost effective pricing that is 85-90% lower than recruiting industry standard.

- [Catena](#) helps founders get set up with an incredible offshore EA who has been rigorously qualified and tailored for venture backed early stage founders all for a \$1,000 a month salary. [For more info.](#)
- [Jack Coker](#) is a Partner at True Climate Tech, an organization that has partnered with ESG investors that drive disruptive solutions which have an impact on climate and sustainability. Jack has agreed that he would be happy to be connected to any founders to give free advice on human capital strategy, as well as open his investor network, as appropriate, across CVC, VC and PE.

Real Estate

- [Jack](#) is a broker with JLL, who helps scaling companies with their real estate needs whether it's office space, Lab/R&D, manufacturing or otherwise. Finding, negotiating, and securing favorable terms indexed specifically for growing teams. Based in San Francisco but helps his clients with needs across the US & Internationally.

Video Editors

- [Helloë Creative](#)
- [Cue the Bird](#)
- [Vividstory](#)
- [David Seth Cohen](#)

Other Resources

- [Funds that lead pre-seed rounds](#)
- [Funds that lead seed rounds](#)
- [Investors with online applications](#)
- [How I got 50 high-profile angel investors to join our seed round](#)
- [How to raise a seed round?](#) by Elizabeth Yin (Hustle Fund)
- [Starting Your Fundraise](#)
- [How to think about conversations with investors](#)
- SVB and Eclipse Ventures took a crack at crafting the 6 Metrics that Matter for HaaS companies to track while they scale
 - [LinkedIn Post](#)
 - [Report](#)
- Conscience VC has compiled & curated 170+ resources for early-stage founders (completely free). These resources are stacked with lab facilities, marketing and design agencies, growth tools, HR tools, packaging partners, and more. Here's the link: tinyurl.com/consciencegoodie

- Get a 30% discount on your first year of using [Hubspot](#) (and after that, get an ongoing discount fo 15%). Step 1, [sign up here](#) + Step 2, [fill out this form](#). This deal is from [tech2impact](#).
- [One Thought process for talking to VC's](#)
- [Calculating TAM](#)
- [How VCs think about market sizing](#)
- [Looking at 320 pitch decks, here's what science tells us works best](#)
- [The Simple Partnership Agreement \(for working with corporates\)](#)
- [Startup fundraising resources \(Alexander Jarvis\)](#)
- [The dirty inside secret most first-time entrepreneurs don't know: 14 tools I use to steal from competitors and build million-dollar businesses.](#)
- [Circular Economy Business Models](#)
- [What's your single best question to ask when job interviewing someone?](#)
- [This video will help you make sure that you are getting the best possible Series A investment deal, including: 1\) How the option pool impacts your company's valuation. 2\) Why a participating liquidation preference is bad for founders \(and how to avoid it\). 3\) What is important to negotiate in a drag-along provision. 4\) How to structure your board of directors.](#)
- [FOAK roadmap slide](#)
- [The Founder Resource List for Sustainable Mobility Startups](#)
- [Data room template](#)
- [Each stage of fundraising clearly represented a derisking step](#)
- [What makes a pitch FLOP?](#)
- [ClimateTech Funding Cycle](#)
- [Dump the deck: What investors are really looking for](#)
- [The Climate Startup Playbook](#)
 - [Hardware for Climate Startups](#)
- [An Introduction to Climate Offtake Agreements](#)