THE EXPERIENCE

PRIVATE SECTOR
TED LYNCH
BS Aeronautical Engineer
MS Nuclear Engineering
25 years materials business

TOBIN MCGREGOR
NIST, NASA, NMD

GLEN MANDIGO
Aeronautical Engineer
Lockheed Martin, NASA,
House Science Committee

CAPITOL HILL
BILL McCANN
Rep. Meehan, Raytheon

MAX CHAMOVITZ
Rep. Smith, AIPAC

SAM HORTON, PE
Sen. Snowe, US Navy

HON. DALE GERRY

GLEN MANDIGO
Aeronautical Engineer
Lockheed Martin, NASA,
House Science Committee

CAPITOL HILL
BILL McCANN
Rep. Meehan, Raytheon

MAX CHAMOVITZ
Rep. Smith, AIPAC

SAM HORTON, PE
Sen. Snowe, US Navy

HON. DALE GERRY

MARK GILLMAN
Geren

PAUL GAY

RYAN BOWLEY

EXECUTIVE BRANCH/
MILITARY
PHIL "PJ" DOUGHERTY
Department of Energy,
Wind Power America Director

COL. MIKE DeYOUNG, USA (RET.)
Chief, Army House Congressional Liaison Office

DENNIS PADILLA
Former Director,
Contracts Office of Naval Research

VINNY SCHAPER
SBIR Director for the Office
of Naval Research and the
Department of Homeland Security

CAPT. PAT PETERSON, USN (RET.)
CNO Staff, Pentagon
P3 Atlantic Wing Commander

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SMI CONSULTANTS

Tony Tether – former Director, DARPA
Art Bruckheim – former DARPA special advisor
Mark Gordon – Manufacturing Technology expert, USACA
Scott Lindsay – Energy marketing, general lobbying support
Marty Chamberlain - Vector Technology – ONR marketing support, Sense and Respond Logistics
Dennis Padilla –ONR –former Director, Grants & Contracts, ONR
Doug Freitag - Bayside Materials – Defense and Energy Marketing
Vinny Schaper – former SBIR Director, Office of Naval Research, DHS

Tom Stautz – former Special Operations, Technical Support Working Group
Mike Dubberly – Navy marketing support (esp. NAVAIR)
Chris McNamara – Navy Programs
Tom DiGuisepppe– Navy Programs, SBIR project commercialization
Kate Eltzroth – DOD/Army Medical
Len Dube– Natick Soldier Systems
Scott Sklar – Solar Power Energy
Jennifer Sollars – Renewable Energy

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THE RESULTS

RETURN-ON-INVESTMENT

- For every $1 a client spends on our services, SMI on average delivers $39 back to the client (based on 6 year average)
- SMI generated over $1 billion in contract activity for clients over the past 6 years
- SMI generated over $200 million in congressional adds in FY07 ($180m in DOD)
- SMI generated $128M in DOD in FY 08 – very good for a tough year
- SMI generated $166M in DOD in FY 09
- SMI provides services to over 100 clients in 36 states nationwide
SMI Experience with Department of Energy

- SMI has added to its staff key advisors and staff with long histories of either working with/for the DOE

- SMI has been working with numerous clients involved in various aspects of renewable energy electricity generation
  - Wind/Wave Power Energy Generation
  - Geothermal/Solar Power Energy Generation
  - Biofuels/Biomass/Bioproduct Production
  - Advanced Energy Storage Solutions

- SMI is working on behalf of clients to expand DOE programs to accelerate the development and deployment of advanced energy generation and energy efficiency technologies and supporting infrastructure

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Typical DOE Opportunities

Baseline Program Appropriations
- Energy Efficiency
- Renewable Energy

ARPA-E
- Current Solicitation on Electrical Power Technology
- Partner with previous awardees

DOE National Labs (NREL, Sandia, ORNL)
- Cooperative Research and Development Agreement/Work for Others
- Testing & Verification Assets

Stimulus Funds
- Partner with previous awardees
- Teaming with industry/lab for any additional solicitations

State Energy Programs
- State energy efficiency and renewable energy project funding
- Incentives and requirements for installation, production and end use
Sample Deliverables

- Review and prioritize client technology portfolio
- Refine the scope of funding and technical needs to fully develop and deploy client technologies
- Develop briefing and summary materials related to client technology opportunities
- Identify existing target federal programs to engage for technical and financial support
- Where possible create new federal funding initiatives designed specifically for client (creation of SBIR topic, earmark, authorization language)
- Summarize DOE and other agency opportunities in FY 2010 and FY 2011 budgets, as well as pending energy policy vehicles of interest to client
- Identify and engage appropriate Congressional members and staff to secure federal funding and provide program direction as needed
U.S. Department of Energy
Annual Budget: $27.1 Billion (FY10)

Office of Energy Efficiency and Renewable Energy (EERE)
Annual Budget: $2.24 Billion (FY10)

Energy Efficiency Programs:
1. Building Technologies
2. Weatherization & Intergovernmental
3. Industrial Technologies
5. Vehicles

Renewable Energy Programs:
6. Wind & Water
7. Biomass
8. Geothermal
9. Hydrogen Technologies/Fuel Cells
10. Solar

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Sample Program Opportunities

Wind Technologies Program (FY10 $80 M; FY11 $122M)
- Low Wind Speed/Offshore Wind Systems & Key Components
- Gearbox Reliability & Advance Manufacturing Initiative

Vehicles Technologies Program (FY10 $311 M; FY11 $325 M)
- Vehicle Energy Storage/Enabling Battery Technologies
- Power Electronic & Electric Machines Technologies

Solar Technologies Program (FY10 $247 M; FY11 $302 M)
- PV/Concentrated Solar Power Systems & Components
- Supply Chain/Manufacturing & Solar System Deployment

Electricity Delivery Program (FY10 $172 M; FY11 $186 M)
- Smart Grid Components/Power Control Systems
- Stationary Energy Storage

ARPA-E (FY10 $100 M; FY11 $300 M)
- Modeled after DARPA
- Transformational Technologies
Sample Pending Energy Legislation – Clean Energy Materials

**S. 1462 - American Clean Energy Leadership Act (Sen. Bingaman):**
- Clean Energy Development Bank
- 15% Renewable Portfolio Standard
- Sustainable Manufacturing Initiative
- Advanced Energy Technology Manufacturing Study
- Lightweight Materials R&D

**S. 2773 (Sen. Collins):**
- Offshore Wind R&D
- Design, demonstration, and deployment of integrated sensors, actuators, and advanced/composite materials;
- Advanced Blade Manufacturing (automation, materials, and assembly of large-scale components)

**H.R. 3165 (Rep. Tonko):**
- New Materials & Designs for Wind Blades
- Automation for Manufacturing Major Wind Components
- $200 M, 5-Yr Authorization
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