

Lauren Bigelow

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Senior level executive with significant experience in membership organizations, project management, and technology pipelines with an emphasis on clean technology, renewable energy and sustainability finance.

Qualification Highlights:

- * A high energy, operations professional with senior-level management positions in the non-profit and business worlds.
- * More than 17 years of experience working in the green, clean and environmental space
- * Graduate level Finance Lecturer at Ross Business School at the University of Michigan (FIN 583)
- * Exceptional execution skills with the ability to maintain strategic perspective
- * Built an expansive membership organization and network of cleantech companies investors at the Cleantech Group; Developed membership strategy, marketing and organizational structure at the IT Zone.
- * Deep knowledge of complex multi-stakeholder engagement including corporations, foundations, and universities.
- * Consistent developer of cutting edge content for clean energy policy, investment, and business discussions
- * Experience assisting cleantech companies, from tech transfer/seed stage through growth and acquisition
- * Developed and managed highly successful fundraising programs for the Cleantech Group and IT Zone as well as the Michigan Green Tech Entrepreneur Academy and the Accelerate Michigan Innovation Competition.
- * A senior team member at the Cleantech Group from 2004 through 2008, New Energy Finance from 2008 through 09 and have built a strong portfolio as the senior partner of GCN from 2010 through present.
- * Consultant on project management, development and evaluation for a variety of non-profit organizations, the Michigan Growth Capital Symposium, MichBio, Michigan Venture Capital Association and the New Economy Initiative.
- * Adjunct lecturer – Energy Finance, Ross School of Business
- * International experience – Academic: EU, Africa and the Middle East. Business: Europe, Asia and North America

PROFESSIONAL EXPERIENCE:

Growth Capital Network

Ann Arbor MI

December 2009 to present

Partner: CEO of an entrepreneurial firm that serves the innovation, finance and philanthropic communities. Lauren takes ideas and concepts and transforms them into impactful approaches and programs. With her team, she provides strategic, project management, research, analytic, and evaluation services. Lauren uses the framework and ethnographic field techniques of anthropology to manage large scale regional and statewide programs, health and economic impact evaluations. Lauren's responsibilities include

- Project management of multi-stakeholder programs: i.e. Accelerate Michigan engaged 10 foundations, 14 business accelerators, 11 universities, 10 corporations, and a state-wide network of economic development organizations
- Leading the evaluation team for the New Economy Initiative; assessing the financial and economic impact of current grantee programs; reviewing proposals and developing qualitative frameworks and milestones for new programs.
- Managing surveys and focus groups for 50+ of Gleaners Community Food Banks' pantries across five counties
- Grant management and pilot program evaluation for the Michigan Healthcare Endowment Fund
- Recruitment and organization of vendors associated with projects including PR firms, marketing specialists, information/database architects, website designers, graphic artists, analysts, researchers and event managers.
- Executing feasibility studies on ideas such as multi-state environmental prizes and rural innovation hubs
- Strategic programming and capacity building for start-up companies and small to medium non-profits
- Developing community initiatives around sustainability and clean energy policy
- Program design and judging panels for local and state level economic development agencies
- Public speaking engagements on behalf of GCN and clients

New Energy Finance

New York, NY London, UK

October 2008 – November 2009

Commercial Director, North America: Senior management member of company which tracks and analyses global investment activity across all sectors of renewable energy and low-carbon technologies including wind, biomass, solar and energy efficiency. Initiatives included:

- Managing outreach and coordinate partner relationships with top media outlets and publications, universities, venture organizations and entrepreneurial groups
- Coordinate business development for branded products into new and existing financial and utility markets
- Develop a policy outreach program for greater access to government thought leaders
- Facilitate partnerships with top VC/PE firms and clean technology companies in North America, Europe and Asia
- Manage key programs that targeting institutional investors, general partners and technology companies
- Supervise research and commercial activity to drive growth of the clean energy finance community

Cleantech Group**Brighton, MI****January 2004 – September 2008**

Managing Director: Built the Cleantech Group (as first employee) into the premier clean energy and technology membership organization with more than 1,300 investors and 2,000 technology companies. Responsible for entrepreneurial deal flow, I worked with thousands of companies in cleantech and have developed both depth and breadth of knowledge in the sector. Through the series of conferences and educational programs that I administered, investors and policy leaders gained a platform and early stage clean technology companies raised more than \$1.4 billion of capital.

- Regular meetings with top executives at VC/PE firms and cleantech companies in North America and Europe
- Program development and execution management for national and international programs that led the development of the financial market for clean technology and alternative energy sectors. Activity included
 - Managing critical financial partnerships and sponsors to fund the activity
 - Venture Deal Sourcing for global candidates – created a pipeline of with thousands of top tech companies
 - LP and VC networking - connected potential LPs in the cleantech space with prospective vc funds.
 - Screening and training programs to select venture deals; helped prep company for fund raising activity.
- Targeted programs to meet the needs of burgeoning constituency in the cleantech and energy sector.
- Managed a number of programs to facilitate fundraising by the venture industry from institutional investors
- Created a platform for policy makers to discuss energy initiatives including Senators Clinton and Cantwell, Governors Rendell and Warner, Mayor Newsom and senior team from Treasury, Energy and USDA
- Facilitated and coordinated partner relationships with organizations outside of the cleantech space: Academic (Rice, Michigan, UC Berkeley), venture (Canadian, US, China, and EU VCA) and financial firms.
- Represented Cleantech by speaking at national and global energy events
- Developed a cleantech CEO outreach program for greater access to industry and the finance community

Ann Arbor IT Zone**Ann Arbor, MI****December 2000 – February 2004**

Education & Programs Director: Worked with the board to set vision, determine direction and implement strategy for this tech incubator and economic development non-profit. I enlisted support from members of staff and a large group of community volunteers and executed the goals to meet the mission, membership and funding objectives.

- Project management of annual membership, fundraising and 200+ events, ranging from brown bag lunches to \$250/plate dinners. Speakers include local and national business leaders.
- Development revenue programs generating an additional \$100,000 in annual recurring income
- Expanded programming significantly to increase membership and sponsorship interest.
- Complete revision of member strategy; engaged 27 regional organizations to collaborate and coordinate scheduling.
- Reworked the marketing outreach of the organization; ran focus groups and regularly surveyed the membership
- Managed educational content ranging from user groups to multi-day/multi-track conferences
- Entrepreneur development programs, multiday events focused on start-ups in IT, bio and energy technologies
- Managed the volunteer teams for development, program, website and marketing
- Developed and coordinated relationships with business, university, investment, state and local organizations

CONSULTING:**Project Management**

MichBio: Develop and manage of 2005, 2006 MichBio Expo, their annual fundraiser; Board seat - Midwest Bio

University of Michigan Center for Private Equity Finance: Revitalized the program, development, and project management for the 2003 – 06 Michigan Growth Capital Symposium, an annual technology and finance showcase.

EDUCATION:

2011	Northwestern University, Ph.D.	National Science Foundation Fellow
1998	Boğaziçi Üniversitesi, Intensive Turkish	American Research Institute of Turkey Fellow
1997	Northwestern University MA, Anthropology	Northwestern Fellow
1990	University of Michigan, BA, Economics	
1987	Monterey Institute, California, Intensive Chinese	

BOARD PARTICIPATION – Past and Present

- Clean Economy Network, National Board
- Advisory Board, Belle Michigan
- Alliance for the Great Lakes
- Institute for Energy Innovation, Board Chair
- Energy Innovation Business Council, Board Chair
- Renewable Energy Business Network, National Board
- Cleantech Advisor, Zell Lurie Fund, University of Michigan
- Cleantech Innovation Challenge at the Leeds Center, University of Colorado
- Michigan Advisory Council, Environmental Law & Policy Center
- Advisory Board, Erb Institute at the Ross School of Business, University of Michigan
- * New Enterprise Forum, Board
- * Houston Technology Center, VC Advisory Board
- * Rice Alliance Energy/Cleantech Advisory Board
- * InPore, Advisory Board