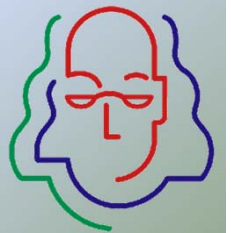


Ben Franklin Technology  
PArtners  
Shale Gas Innovation and  
Commercialization Center

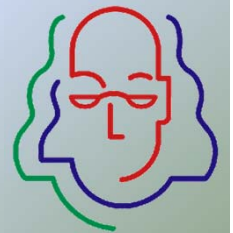
# Marcellus Advisory Commission Subcommittee Meeting 5/12/11

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



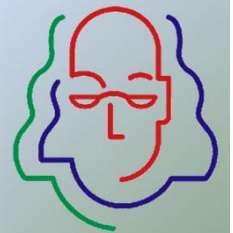
# Ben Franklin Technology Partners

- 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.



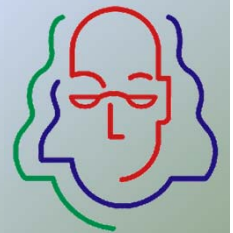
# Opportunity

- 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.



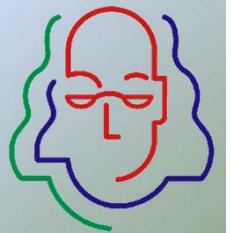
# Opportunity

- 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.

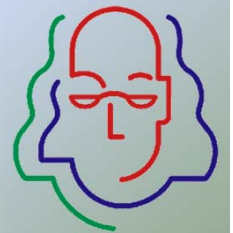


# BF Building Blocks for Shale Gas Innovation

- History of interaction with PA Universities.
- Centers of Excellence.
- Translational Research funding.
- Entrepreneurs-in-Residence.
- Innovation Adoption programs
- Start-up funding and support

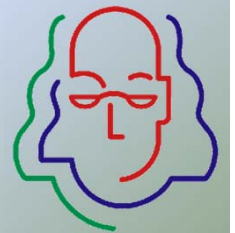


**Accelerating Innovation In  
Marcellus Shale Gas Production  
Utilization and Environmental  
Stewardship**



# Our Mission

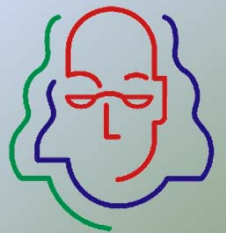
- Energize partners to discover, encourage and support technological developments to benefit the Shale Gas resource in Pennsylvania
  - Research Funding
  - Technological Development
  - Commercial Partnering
  - Environmental and Regulatory Supporting Tools
  - Expanded uses for Natural Gas





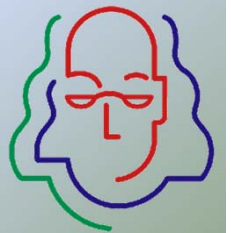
# Our Goals

- 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



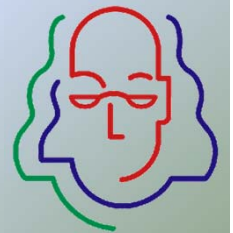
# Our Goals

- 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



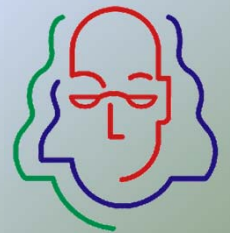
# Address Real Market Issues

- 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



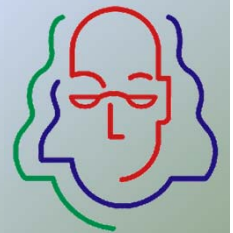
# Engage Stakeholders

- Researchers
- Small Companies
- Industry Partners
- Investors
- End Users
- Government Agencies



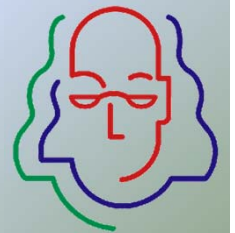
# Identify Industry Needs for Innovation

- Work with Industry Groups to identify specific areas for innovative solutions
- Partner with specific companies to advance specific solutions to unique opportunities



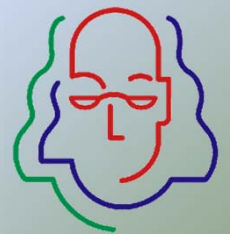
# Identify and Evaluate Technologies for Commercialization

- 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



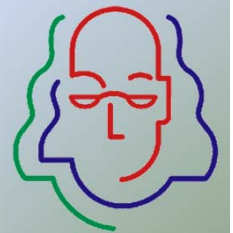
# Ben Franklin Programs

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



# Ben Franklin Programs

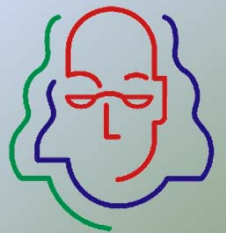
- Provide Encouragement, Market Analysis, Management Support, Seed Funding
- Researchers provide detailed market analysis
- Senior management staff assists with strategic planning, sales projections, budget projects





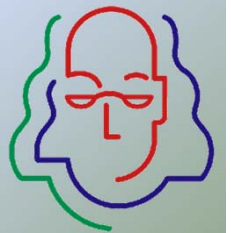
# Ben Franklin Programs

- 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

