OVERVIEW

SAIL CAPITAL PARTNERS

SAIL was founded in 2002 as a pioneer in the cleantech investment sector and continues to be one of the sector’s recognized thought leaders. Our comprehensive portfolio currently includes fourteen leading companies spanning the universe of sustainable innovations in the areas of energy storage and efficiency, renewable fuels, electrical efficiency, green cleaning products and water purification.

In this era of profound changes in the way we produce and consume valuable resources, SAIL focuses on exceptional profit opportunities as a result of inefficiencies in the global markets. Our team of uniquely talented investors employs their decades of experience and cleantech-related networks to the most exciting venture investment opportunities.

www.sailcapital.com
Xtreme Power Inc. is emerging as the world leader in designing and installing large-scale operating systems for grid integration. This is a new but fast-growing market being powered by increasing grid instability in many countries around the world, and the growing need for microgrids for energy security and cyber attack immunity. Xtreme has attracted the attention of several national governments that have grid instability issues.

Xtreme Power’s Xtreme Active Control Technology (XACT™) operating system is the core technology, and combines proprietary software, hardware, and sensors that are 5 to 10 times faster reacting than competitive systems. This makes XACT™ the fastest utility-scale solution for active control of renewable integration, electric grid stabilization, and secure microgrids. With more than 12 services for grid and off-grid control modes, Xtreme provides increased economic returns to customers as well as interruption avoidance insurance. The XACT operating system is a proven technology with over 1,200 gigabytes of field data from over six years of fault-tolerant operating experience.

Xtreme’s customers are electric utilities (e.g. Duke Energy, NextEra Energy), utility cooperatives (e.g. Kauai Island Utility Cooperative, Kodiak Electric Cooperative), independent power producers and developers (IPPs such as Invenergy), governments (e.g. United States Government), and commercial and industrial businesses (e.g. Ford Motor Company).

Additional opportunities are arising in the community energy storage (CES) market. Xtreme was part of a project with Texas A&M University and the State Energy Conservation Office (SECO), which launched a microgrid project in 2008 to bring rooftop solar PV power to a test group of dwellings in a colonia. Xtreme received high marks in a follow-up report for its power efficiency and reliability. The project’s goal was to prove whether the model could be replicated on a broader commercial basis.

Although solar-power-to-home microgrid projects are more common in developing regions such as Africa, community energy storage applications are becoming more popular. For example, Japan has a number of projects testing out small-scale energy systems as part of a push to make communities power-independent. In the United States, utility AEP is trying out a big community energy storage project in Ohio, using a $75 million Department of Energy grant.

The XACT technology could help smooth the effect of on-again, off-again rooftop solar PV power being added to the one-way flow of grid power from central generators to end users. The falling cost of solar panels could open the market for small scale systems, where Xtreme offers competitive advantages such as voltage regulation combined with backup power. Xtreme has already done this on the large scale with a 36-megawatt storage system to back up Duke Energy’s 153-megawatt Notrees wind farm in West Texas.
The National Resource Defense Council (NRDC) recently released a report detailing California’s energy efficiency successes. The widespread adoption of energy efficiency technologies has benefited the Golden State in many ways: residents have saved more than $65B, the green job sector is strong, pollution has been curbed, and the quality of life improved.

Here are some statistics that demonstrate the power of energy efficiency — America’s cheapest and cleanest energy resource:

California has kept per capita electricity consumption nearly flat over the past 40 years, while the other 49 states increased their average per capita use by more than 50 percent, as shown in Figure 1. This accomplishment is due to investment in research and development of more efficient technologies, utility programs that help customers use those tools to lower their bills, and energy efficiency standards for new buildings and appliances.

Energy efficiency has saved Californians $65 billion since the 1970s. It has also helped slash their annual electric bills to the ninth-lowest level in the nation, nearly $700 less than that of the average Texas household, for example. There is no doubt that energy efficiency is a good investment that uses the resources we have more effectively, and it costs utilities less than half of what the fossil-fuel alternatives would be in California.
Decades of energy efficiency programs and standards have saved about 15,000 megawatts of electricity and thus allowed California to avoid the need for an estimated 30 large power plants. Efficiency is now the second-largest resource meeting California’s power needs (see Figure 3). And less power generation helps lead to cleaner air in California. Efficiency savings prevent the release of more than 1,000 tons of smog-forming nitrogen oxides annually, averting lung disease, hospital admissions for respiratory ailments, and emergency room visits. Efficiency savings also avoid the emission of more than 20 million metric tons of carbon dioxide, the primary global warming pollutant.

Lower utility bills also improve California’s economic productivity. Since 1980, the state has increased the bang for the buck it gets out of electricity and now produces twice as much economic output for every kilowatt-hour consumed, compared with the rest of the country. California also continues to lead the nation in new clean-energy jobs, thanks in part to looking first to energy efficiency to meet power needs.

In 2012 alone, more than 26,000 green jobs were added in the state. Efficiency investments create jobs both directly (for example, contractors installing insulation and better windows) and indirectly throughout the economy as consumers spend their utility bill savings on more job-intensive goods and services.

If this case study of California has shown one thing, it’s that energy efficiency works, saving billions of dollars and curbing tons of pollution. SAIL Capital’s diverse portfolio of energy efficient technologies capitalizes on opportunities to save electricity and money, and includes many industry leaders in this effort. For example, while 70% of all energy generated globally is consumed by motors, portfolio company SNTech’s motors have proven energy efficiencies of 80-90% and energy cost savings of 33-55%. Similarly, M2 Renewable’s wastewater treatment plants use 85% less electricity than conventional plants. Whenever possible, SAIL aims to optimize the use of natural resources, reduce ecological impact, deliver shareholder value, and add economic value for customers by reducing costs and increasing profits.
Enerpulse, Inc., makers of the Pulstar® Pulse Plug, participated in the 34th J&P Cycles Open House Rally in Anamosa, Iowa on June 29 and 30. More than 28,000 motorcycle enthusiasts attended the customer appreciation event.

Displaying its line of Pulstar Pulse Plugs for the motorcycle market, Enerpulse was one of over 100 exhibiting manufacturers at the event.

Bryan Templeton, CFO and product manager for Enerpulse, represented the Pulstar brand at the event. Templeton said a lot of consumers visited the Pulstar booth to purchase the helit Pulstar Pulse Plug for their Harley V-Twin motorcycles. The company also saw great interest in plugs for other bikes like Honda, Kawasaki and Buell.

“It was a great rally for us,” said Templeton. “We had a lot of positive consumer feedback from those that stopped by our booth to say they loved the plugs.”

Pulstar Pulse Plugs are perfect for motorcycle applications, providing quicker throttle response and pure power. Independent certified testing shows that Pulstar Pulse Plugs provide up to 10 percent better fuel economy, smoother operation and easier cold starting.

Check out the video below to hear the praises of the Good Old Boys motorcycle club of Sonoma County California.
SAIL Capital Partners invests in leaders—leading companies, and equally important, strong leadership teams. In appreciation of the exceptional teams at our portfolio companies, each month the newsletter highlights an individual who has significantly contributed to the growth and success of a SAIL portfolio company.

This month, we’re recognizing one of our outstanding Advisory Board Members—David R. Miller. We are proud to announce that he has been elected President and CEO of the World Wildlife Fund Canada, effective September 3rd.

Throughout his professional career as both a lawyer and a public servant, David has demonstrated passion, sustained commitment and leadership in conservation. As Mayor of the City of Toronto from 2003 to 2010, David introduced and led a comprehensive program of greenhouse gas reduction that became a blueprint for other cities around the world. He brought Earth Hour and a satellite event for Live Earth to Toronto, and he championed such environmental initiatives as greater investment in cycling infrastructure, public transit, reducing threats to migratory birds and protection of the Toronto waterfront. He also served as chair of the C40 Cities Climate Leadership Group, an organization that brings together 40 of the world’s largest cities to address climate risks through urban initiatives.

David has an AB (honors economics) from Harvard University and an LLB from the University of Toronto. He spent the earlier years of his career practicing law at Aird & Berlis LLP before becoming a City of Toronto councilor.

As Chief Executive Officer and President, David joins a talented, skilled and passionate national team located in nine offices across Canada. He will be responsible for overseeing WWF-Canada’s staff of more than 100 employees, and inspiring strong relations with over 150,000 WWF supporters and volunteers.

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SAIL Capital Partners (www.sailcapital.com) is a leading cleantech investment firm with a global vision of technologies, markets and opportunities. We invest in cleantech companies with proven technologies, visionary leadership, measurable impact and exciting growth potential. We have invested in a number of today’s leading cleantech companies including Xtreme Power, Ice Energy, The Cleantech Group, Enerpulse, SNTech, Flex Power, Paragon Airheater Technologies, M2 Renewables, Clean Technology Solutions, CNS Response and WaterHealth International. SAIL has offices in California, Toronto, New Orleans and Washington D.C. as well as a global network of investors and advisors.

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Greentech Media
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