



Quarterly Progress Report

Reporting Period: January 1st to March 31st, 2017

April 30th, 2017

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Project Purpose

WaterStart is a cluster of global leaders in the implementation of water innovation and aims to make Nevada a global water innovation hub and portal for investment by leveraging the state's leadership and expertise in water. The WaterStart business model involves a joint venture between academic, public, and private sectors. Each partner brings critical resources to create a mechanism to accelerate the economic cycle through applied research. These resources will lead to technology commercialization that will bring high-value, shared services to a broad range of public and private sector clients as well as an advanced workforce with core technology skills and domain expertise to meet employers' needs and attract technology-focused companies to Nevada. At the same time the WaterStart's efforts will enhance Nevada System of Higher Education's goal of strengthening public private partnerships to generate additional sources of nonfederal grants and contracts. By combining the domain expertise of the NSHE institutions, SNWA, and the LVGEA, WaterStart will:

- Act as a portal for attracting, partnering with, and servicing national and international business in the water domain.
- Deliver high-value, shared services to public and private sector clients while building job skills and assisting DETR to grow Nevada's future workforce.
- Assist with commercializing and distributing the collective domain expertise in water sciences, technology, and management areas with NSHE & Water Utility Partners (SNWA, TMWA, etc).
- Provide additional sources of grants and contracts to NSHE faculty members

Section I: Proposal Progress

Major accomplishments for the current reporting period include:

Major Accomplishment 1:

Initiated 1 project among partners– Riventa is a UK-based company that connected with WaterStart during Singapore International Water Week (SIWW) last summer and was recently selected to receive a grant from WaterStart's Commercialization Fund Program through GOED. Riventa has developed multiple services around pumps and pump station efficiencies in the water and wastewater sector and will be conducting a project at SNWA for enhancing and/or maintaining optimum pump operating conditions. Riventa has endeavored to create 3 full-time job opportunities in Nevada over the next 24 months.

Major Accomplishment 2:

Closed Round 6 and 7 RFP Processes – WaterStart closed rounds 6 and 7 of the RFP process. Round 6 was initiated as a result of the MOU recently signed between WaterStart and the Israeli Innovation Authority for establishing a framework for joint funding of projects promoting technological innovation, research, and development. Round 7 was initiated in response to WaterStart and GOED's travel to Finland and the interest that Tekkes (the Finnish equivalent of GOED) has in technology innovation and WaterStart's activities. Twenty-three proposals, in total, were submitted and are currently being evaluated.

Major Accomplishment 3:

Expansion of WaterStart Team – WaterStart has selected a candidate for the Technology Services Manager (aka Business Development Administrator). As of this reporting date, the new team member

has already started and is supporting the commercialization of the technologies in WaterStart's portfolio.

Additional Accomplishments:

- MetaWater Project - WaterStart has agreed to support a collaborative project between MetaWater (a Japanese company), UNLV, and SNWA for development of a bromate analyzer, which is a technology need of SNWA. Contract negotiations are underway.
- RedEye Growth - RedEye has officially moved to Nevada with 3 permanent staff sharing office space with WaterStart. Two companies, including Echologics, are now sharing space within WaterStart.
- Brookings Institute Speaking Engagement - Dr. Kumud Acharya, faculty at the Desert Research Institute and the Chief Technology Officer for WaterStart, spoke at the Brookings Institute in Washington D.C. The event was centered around the release of Pat Mulroy's new book and attended by national and international experts on water.
- Media - In Quarter 1, WaterStart launched Channels Quarterly, the official newsletter highlighting WaterStart's news, events, and activities. The date for Channels for Innovation, the annual summit hosted by WaterStart and Isle Utilities, was announced along with the launch of a new online landing site. Further, Nate Allen, WaterStart's Executive Director, was interviewed by Mina Guli, the founder of Thirst. Thirst is a Chinese-based charity focusing on educating youth on water issues and responsible water use. To draw global attention to water issues, Mina undertakes running expeditions and has recently completed 40 marathons across 7 deserts on 7 continents in 7 weeks as part of the #Run4Water campaign. This interview is being pitched to the New York Times.

Commercialization / Partnering

NA

Intellectual Property

NA

Programmatic & Project Changes

NA

Looking Forward


In the second Quarter of 2017, WaterStart is expecting to accomplish the following:

- Selecting technology companies with viable project proposals from rounds 6 and 7 of the RFP process
- Implementing the first technology install at MGM with Apana
- Supporting the tech companies that have successfully completed their pilot projects and formalizing those types of business development services
- Implementing a more efficient customer relations management system
- Launching a new and more robust website with broader capabilities

- Opening registration for the Channels for Innovation Summit
- Formally launching the Drinkubator, WaterStart’s quarterly networking social

Section II: Performance

Table 2: Progress Toward Metrics



Progress Dashboard

Metrics as defined by the Knowledge Fund	Current Status			
	Actual Q4 2016	YTD (7/1/16-6/30/17) ^a	Actual from 7/1/15	Estimated by 6/30/17
Companies moved to Nevada	1	4	10 ^b	15
Start-up Companies	-	-	-	
Jobs Projected	3	53	82	180
Jobs Created	2	5	12	-
IP Licenses	-	-	1	-
IP Revenue	-	-	-	-
Grants Received	-	-	-	\$890,000
Sponsored Research:				
# of Contracts	-	-	2	-
Total \$ Committed	-	-	\$100,000	\$250,000
Matching Funds	\$50,000	\$470,000	\$575,000	
Patents:				
Filed	-	-		-
Awarded	-	-		6
Students placed with Companies	-	-	1	-
Faculty Hired	1	2	2	2
Faculty Projects	-	2	4	
Gift/Donation/Memberships	-	-	\$200,000	\$1.025M
Student Internships	-	2	4	-

Notes:

a. Year-to-date reflects year of grant award (July 1-June 30). Currently in year 2 of grant award.

b. Project has been initiated and agreement is in place with company committed to moving to Nevada.

Project Scorecard Narrative

Companies Moved to Nevada: Closed a deal with Riventa

Start-up Companies:

Jobs Projected: 3 from Riventa over 2 years

Jobs Created: 1 new hire by Red Eye (totaling 3 permanent staff in NV) and 1 new hire for Echologics (totaling 3 staff in NV)

IP Licenses:

IP Revenue:

Grants Received:

Sponsored Research: A total of \$50,000 has been committed to Sponsored Research via Matching Funds (\$50,000 from SNWA for Riventa)

Patents:

Students Placed with Companies:

Impact Faculty Hired: WaterStart hired a Technology Services Manager (DRI Business Development Administrator)

Faculty Projects: this metric has been added in order for WaterStart to track the number of projects funded through KF that is directly supporting faculty.

Gifts/Donations:

Student Internships:

Section III: Budget

In the first quarter of 2017, the seventh quarter of the Phase 2 grant from the Knowledge Fund, the total expenses of the Water Center of Excellence (WaterStart) were under the projected quarterly budget by \$122,630.31. Total Salary & Benefits expenses were under the projected due to delays in filling the new Business Development Manager position. As mentioned above, this position has now been filled and will be represented in Q2 expenses. Operating Expenses were significantly under budget due to less travel than expected. The Commercialization Fund was also under budget due to delays in project start dates from deals closed in Q4 2016.

WaterStart Expenses			
For Reporting Period			
Jan. 1 – Mar. 31, 2017			
	Q1 Actuals	Q1 Budget	Year to Date Jul 1,2015-Mar. 31, 2017
Total Salary & Benefits	\$ 121,805.76	\$ 185,500.00	\$ 752,948.35
Operating Expenses	\$ 7655.93	\$ 33,500.00	\$ 169,391.50
Other Expenses	\$ 0	\$ 0	\$ 98,575.65
Commercialization Fund	\$ 66,908.00	\$ 100,000.00	\$ 531,804.81
Total	\$ 196,369.69	\$ 319,000.00	\$ 1,552,721.31

In the first quarter of 2017, the seventh quarter of the Phase 2 grant from the Knowledge Fund, the total income of the Water Center of Excellence was under budget.

WaterStart Income			
For Reporting Period			
Jan. 1 – Mar. 31, 2017			
	Actuals	Budget	Year to Date Jul 1,2015-Mar. 31, 2017
Grants / Contracts*	\$ 0	\$ 124,000.00	\$ 131,080.00
Gifts	\$	\$	\$ -
Cont. ED/ Outreach	\$	\$	\$ -
Other Contributions*	\$	\$ 31,250.00	\$ 195,000.00
Knowledge Fund	\$ 196,369.69	\$ 257,500.00	\$ 1,325,366.60
Total	\$ 196,369.69	\$ 412,750.00	\$ 1,651,446.60

Section V: Appendix

Appendix 1 – Sales Pipeline

The pipeline has not been updated this quarter because it has been undergoing a significant overhaul and format modification for easier upload into a customer relations management system.