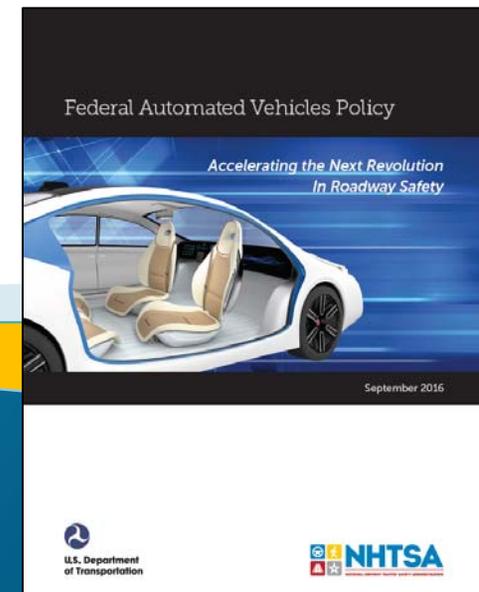


Acceleganza!

*Launching An Accelerator for:
Smart Cities, Transportation, Community Resilience*

September 22, 2016

Technology Stripes ↓	Data Collection	Infrastructure	Facilities	City Services	Use Cases (Patterns of Living)
Transportation					
Communication					
Health Care					
Education					
Public Safety					
Cybersecurity/ Privacy					
Work & Play					
Entertainment					



Why?



Two major local players join Microsoft as partners in Washington area's first 'smart city'

Aug 15, 2016, 6:46am EDT

INDUSTRIES & TAGS [Residential Real Estate](#), [Technology](#), [Economic Development](#)

SHARE

Michael Neibauer
Associate Editor
Washington Business Journal

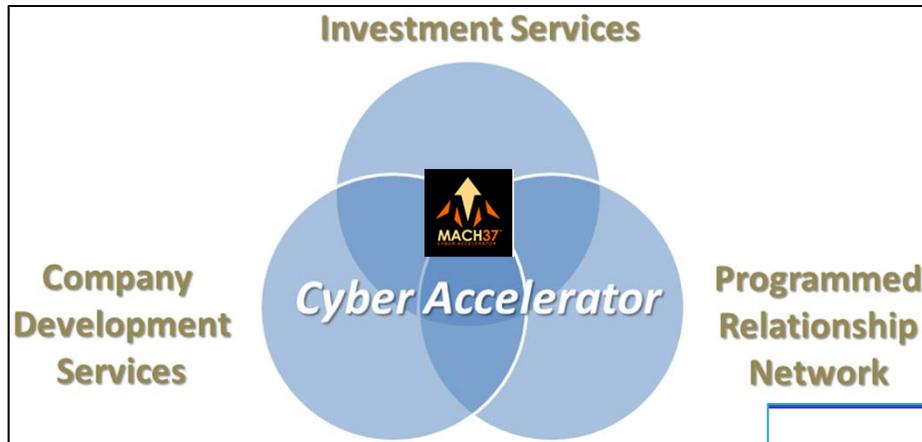


The master developer of a planned \$500 million "smart city" in Ashburn has landed two key local partners who will help build the technological backbone on which the Gramercy District, and perhaps more places like it, will run.

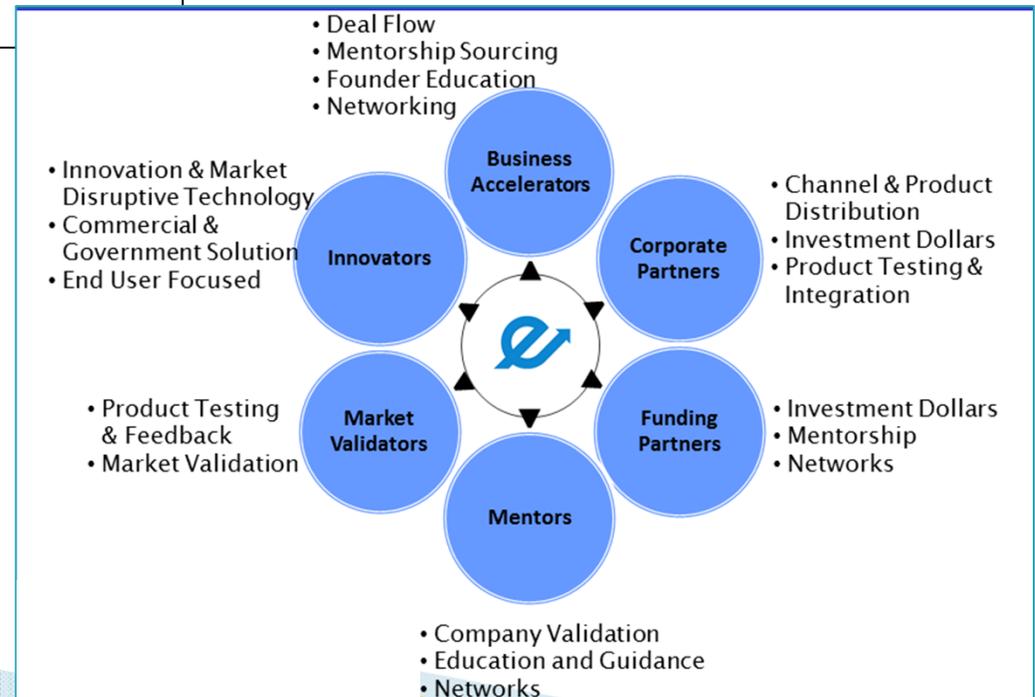
[George Washington University](#) and the [Center for Innovative Technology](#) have joined 22 Capital Partners, the private equity firm behind the 2.5 million-square-foot, Metro-accessible Gramercy District, to create an "ecosystem" of smart city technology. Under the umbrella of a new entity, 22 CityLink, the partners will develop the "Smart City In-a-Box" platform, described as "the foundation for the development of smart cities by linking together all aspects of real estate development with a preconfigured, intelligent framework."



Business Accelerators



Curriculum
Capital
Community



Accelerators & Incubators



Accelerator	Incubator
Intense 3-4 month program	Less time pressure, less intensive
Large mentor-driven business network	Smaller mentor network
All can apply	Restrictions: depends on the incubator
Extremely selective	Usually less selective
Take 6-8% equity stake	No equity stake taken
Offer small seed funding	Usually no seed funding
Peer support	Peer support
Ample resources	Some resources
Weekly reality checks	Not so much
Demo day with press/investors present	No demo day

AW AlleyWatch

Convergence

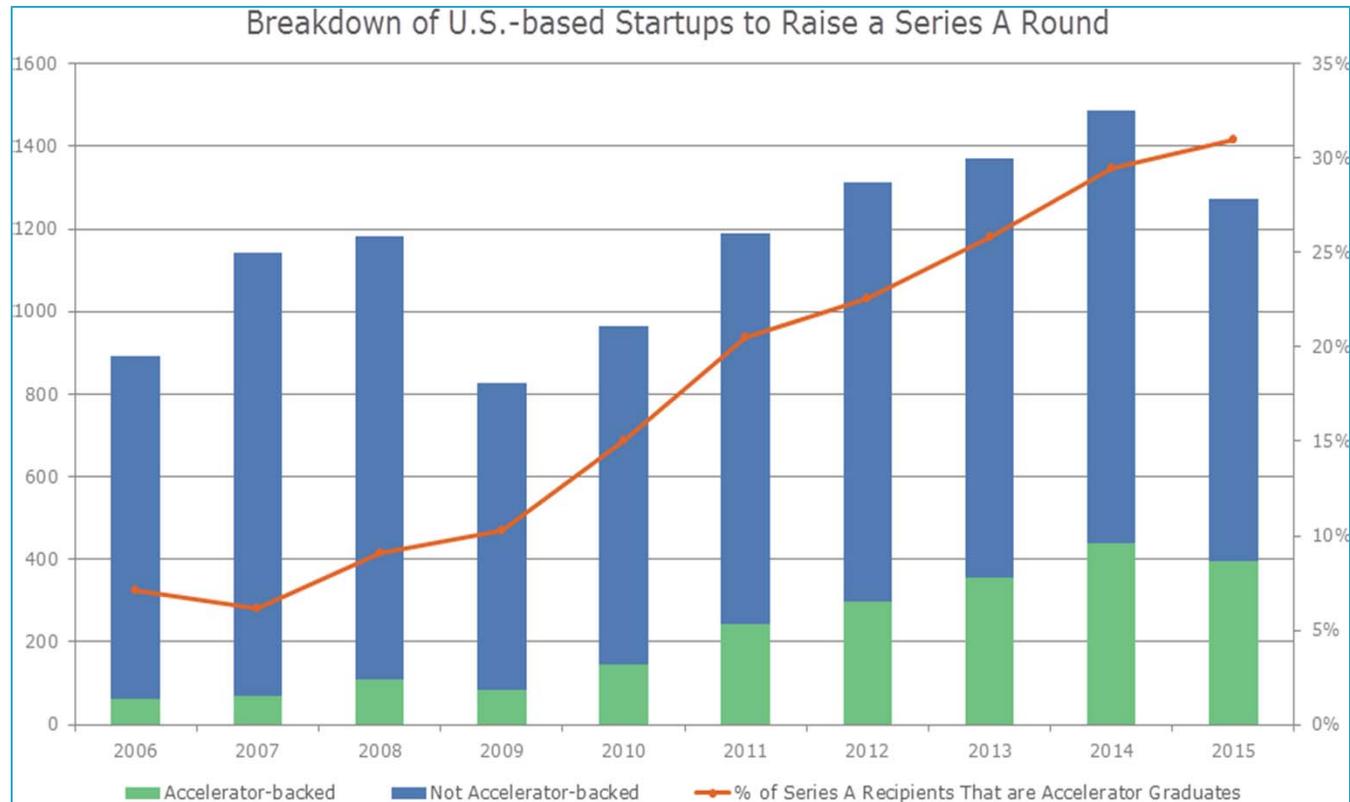
Mentor Networks key;
Corporate partners

Later seed round investments

Approximately 2000
Accelerators/Incubators

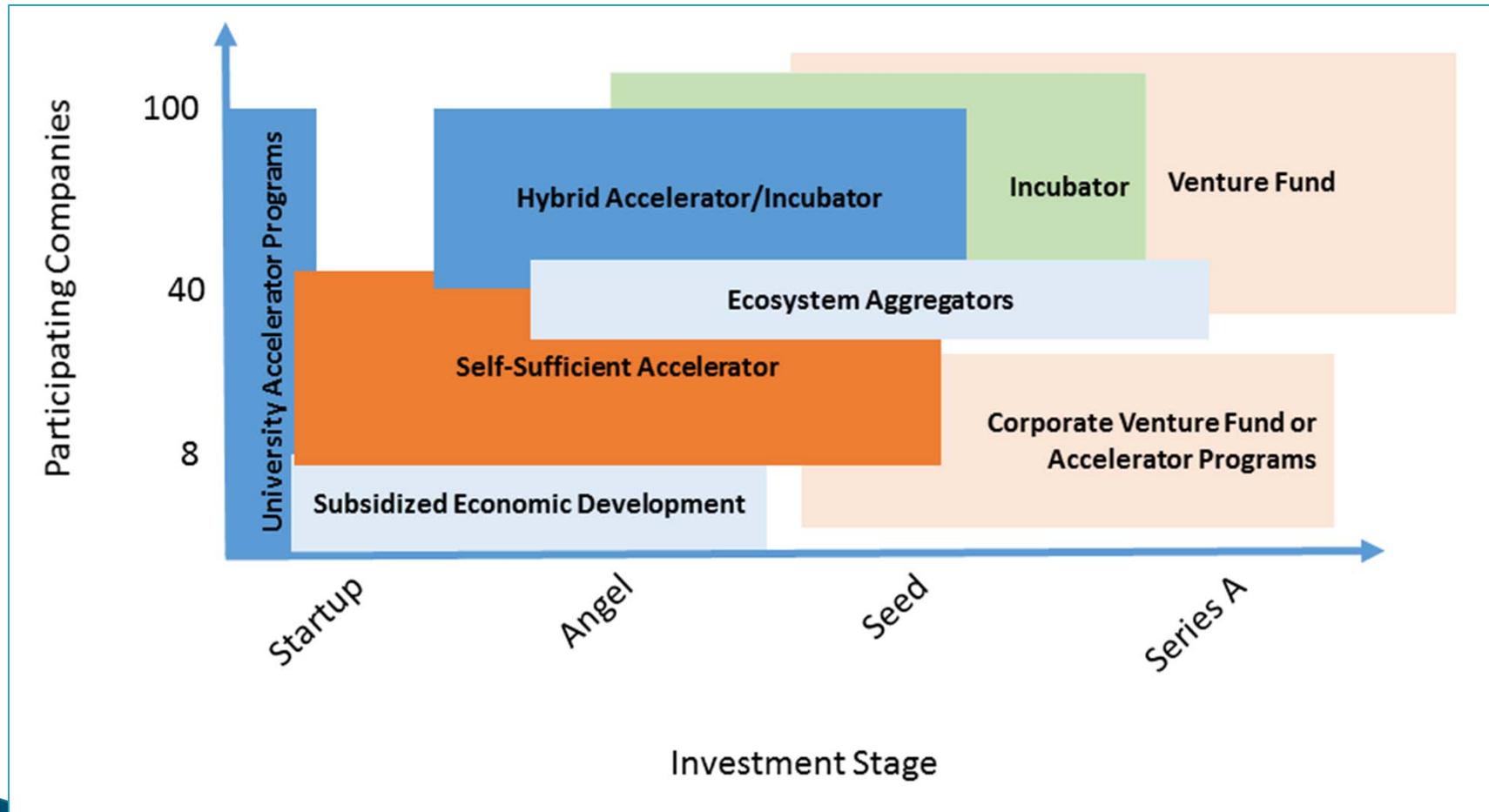
“About 30% of them are
any good at all”

Why Accelerate? External Investment

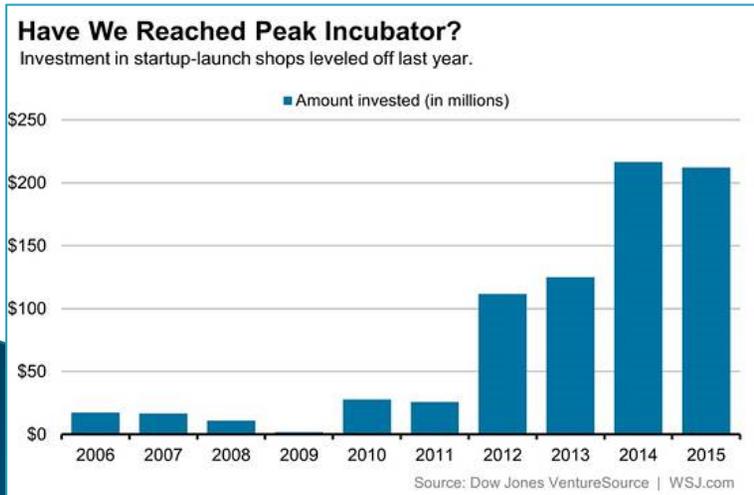
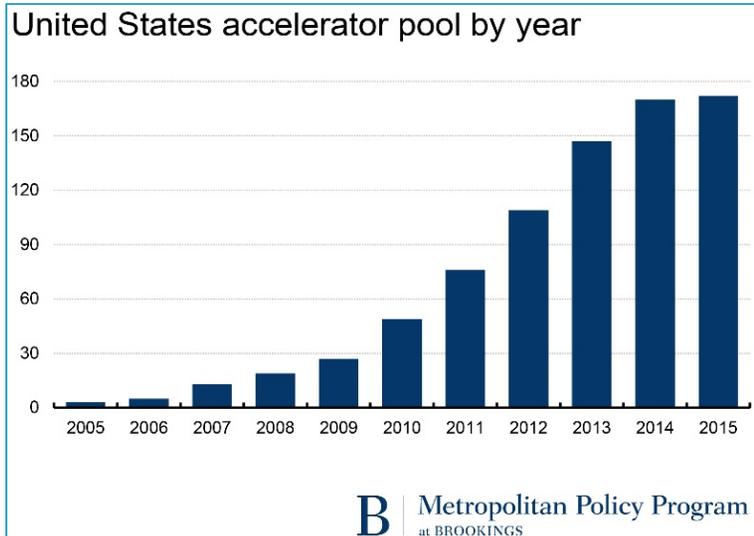


Accelerators Back 0.1% of Startups...
Those Startups Raise 1/3 of all Series A Capital

Accelerator Models



A Very Competitive Market



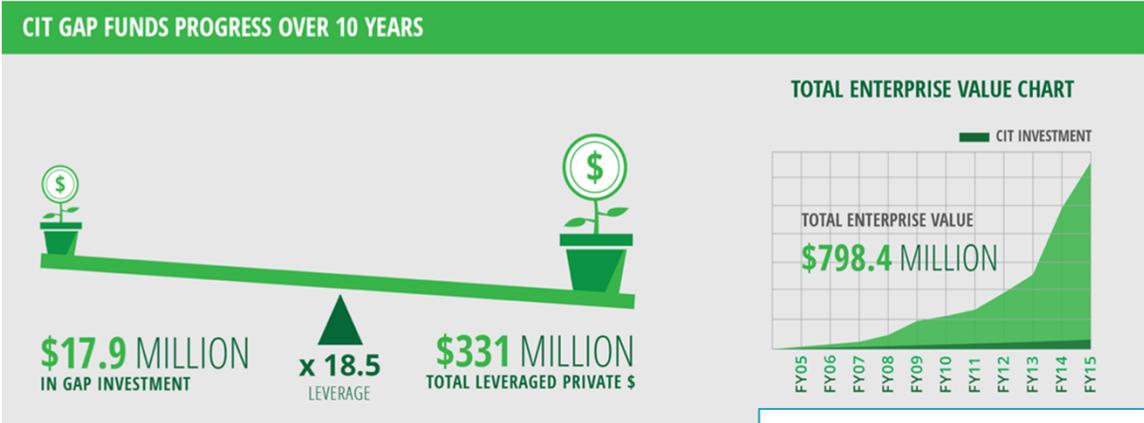
B Metropolitan Policy Program
at BROOKINGS

Accelerator Counts by MSA

CBSA Code	CBSA Name	Number of Accelerators (2005-2015)	Number of Deals (2005-2015)
41860	San Francisco-Oakland-Hayward, CA	34	1,296
35620	New York-Newark-Jersey City, NY-NJ-PA	13	349
41940	San Jose-Sunnyvale-Santa Clara, CA	13	2,606
14460	Boston-Cambridge-Newton, MA-NH	9	384
16980	Chicago-Naperville-Elgin, IL-IN-WI	7	162
31080	Los Angeles-Long Beach-Anaheim, CA	5	141
42660	Seattle-Tacoma-Bellevue, WA	5	130
47900	Washington-Arlington-Alexandria, DC-VA-MD-WV	5	302
41180	St. Louis, MO-IL	4	77
----	Non-MSA	4	52
12420	Austin-Round Rock, TX	3	235
14500	Boulder, CO	3	700
16860	Chattanooga, TN-GA	3	25
17140	Cincinnati, OH-KY-IN	3	75
19100	Dallas-Fort Worth-Arlington, TX	3	106
20500	Durham-Chapel Hill, NC	3	109
28140	Kansas City, MO-KS	3	54
33340	Milwaukee-Waukesha-West Allis, WI	3	60
34980	Nashville-Davidson--Murfreesboro--Franklin, TN	3	145
38300	Pittsburgh, PA	3	105
46520	Honolulu, HI	3	76
16740	Charlotte-Concord-Gastonia, NC-SC	2	41
26420	Houston-The Woodlands-Sugar Land, TX	2	63
31140	Louisville/Jefferson County, KY-IN	2	58
32820	Memphis, TN-MS-AR	2	40
38060	Phoenix-Mesa-Scottsdale, AZ	2	37
45940	Trenton, NJ	2	19
----	28 Additional MSAs	1	666

Source: Pitchbook data, primary research, author's calculations

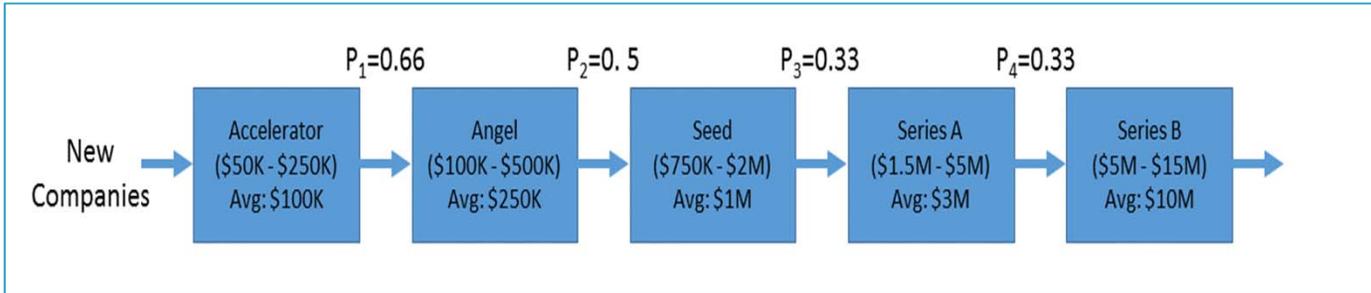
CIT Success



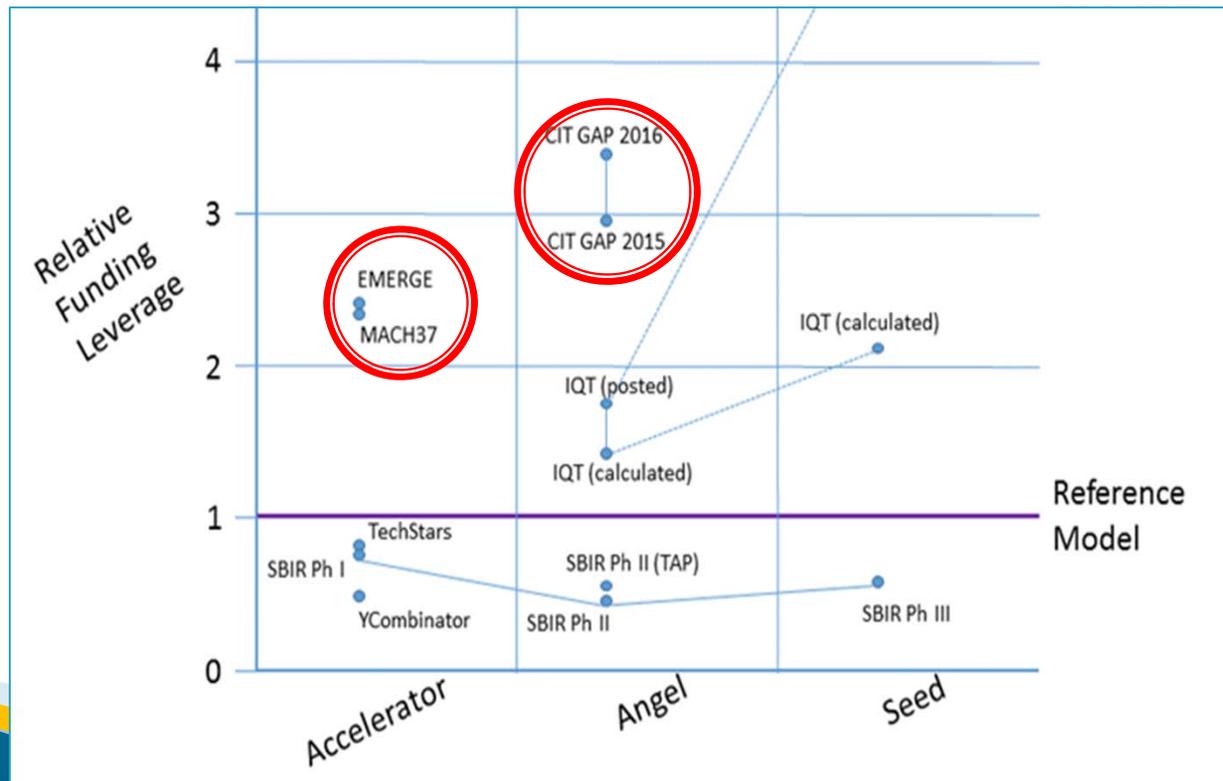
~140 Companies in GAP Portfolio Since Inception



CIT Success



Reference Model



Discussion Goals



- Premise 1: we will launch a Smart City accelerator, with pilot cohort starting as early as January 2017
- Premise 2: we want this accelerator to be inclusive of smart cities, resilience, transportation, other areas
- Can we leverage distributed private/Commonwealth resources to build something unique?
- What does a distributed accelerator look like? What are the challenges? Who are the stakeholders?
- What kind of entrepreneurs to solicit? What does a curriculum look like? How to add value?
- How do we get there from here?

Questions?

David Ihrie

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CTO, Center for Innovative Technology

CTO, Mach37 Cybersecurity Accelerator