



February 1, 2012

Josh Birks  
Economic Health Advisor  
Economic Health Office  
City of Fort Collins  
300 LaPorte Avenue, P.O. Box 580  
Fort Collins, CO 80522

Re: Scope of Services

Dear Josh:

This correspondence outlines the economic development "scope of services" you requested from the Colorado Clean Energy Cluster (CCEC).

We are pleased to be a key component in your economic development strategies focusing on target industries like clean energy. As you know, Colorado's clean energy revenue growth averaged 18% for the past decade. Our state ranks in the top ten in most clean energy sub-categories.

The CCEC employs a highly entrepreneurial approach to its mission, focusing on integrated clean energy projects that showcase the capabilities of private sector business and research institutions as the main product of the enterprise. These initiatives give Colorado clean energy companies a stage on to which to showcase their technologies, services and talents to help their businesses thrive, grow and prosper.

The CCEC is committed to assisting the City of Fort Collins' vision of creating diverse jobs that enable citizens and businesses to thrive in an innovative, creative and entrepreneurial climate.

#### **SCOPE OF SERVICES**

- **FortZED** - the CCEC is continuing to promote FortZED, the City of Fort Collins, Colorado State University and other diverse partners to ensure that the project is at the forefront of the new energy economy through leadership, development opportunities and renewable energy technology.

- International Cleantech Network (ICN) – the ICN is providing an international stage for Fort Collins' smart city practices as well as providing access to local and regional companies. The ICN allows the sharing of knowledge and best practices; access to new competencies and collaboration opportunities; access to potential international partners; access to testing and demonstration facilities in other clusters and knowledge of and connections to new export markets
- Supply Chain Initiative – the CCEC is continuing to leverage the supply chain analysis from a business development and import substitution perspective. Before this initiative, there was no proactive, focused, statewide clean energy supply chain analysis or development strategy in Colorado. This limited the ability of the industry to maximize job creation through attracting key companies in the clean energy supply chain not represented in Colorado and/or the United States.
- Board Membership - The City of Fort Collins has five voting seats on the CCEC Board of Directors. These seats include one for Darin Attebury, the city manager; Bruce Hendee, director of economic sustainability; Mike Freeman, chief executive officer of the Rocky Mountain Innosphere; Guy Babbitt, chief executive officer for CZERO; and Rob Wheelock, independent financial advisor. Having these board seats help leverage the CCEC for economic development purposes.

We look forward to assisting the City of Fort Collins in its goal of pursuing the development of a vibrant and resilient economy that reflects the values of our unique community.

Regards,



Drew Bolin

Chief Executive Officer

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