



U.S. Small Business Administration

Entrepreneurial Mentor Corps

Launched February 2011

Startup America is an initiative to encourage high-growth entrepreneurship throughout the nation. Entrepreneurial Mentor Corps (EMC), a new program designed to mobilize the current generation of early-stage entrepreneurs to help build and support the next generation of great American businesses, is an important component. EMC provides mentoring for high-growth potential companies and funding for regional organizations that accelerate the commercialization of new technologies and help grow successful businesses and create jobs. EMC builds on President Obama's plan to create jobs by investing in the innovation of the American people.

Program Details:

- The goal of EMC is to accelerate a startup company's path towards success including targeted advice on revenue growth, employee growth, sourcing outside financing and avoiding pitfalls.
- The EMC Program will facilitate resource sharing and networking between early-stage companies, mentors and the accelerators in order to create a more robust and valuable experience for all participants.
- The goal is to support more than 1,000 early stage companies across the United States through EMC working with many accelerator organizations to facilitate mentor matching and provide ongoing support.
 - EMC, along with secondary best practices research, will craft a long-term strategy to work with multiple industry sectors across America.
- SBA is partnering with the Kauffman Foundation to identify organizations and individuals that can share mentoring best practices and will serve as an outside sounding board on program development and execution.

EMC Clean Energy Pilot Program:

- Launched on February 17, one of the first EMC initiatives is a partnership between SBA, the Department of Energy (DOE) and the Advanced Research Projects Agency-Energy (ARPA-E) that is providing funding to four private business accelerators in the clean energy sector.
 - Accelerators are organizations that can help new businesses succeed. These organizations offer services ranging from mentoring and technical assistance to business guidance and focused networking for participants.
 - Through the pilot program, EMC is working with four accelerators based around the country in areas with high concentrations of clean energy companies.
- The clean energy pilot program is providing funding to four accelerators to support 100 startup companies.

- The accelerators will provide mentorship from seasoned entrepreneurs and recruit new mentors to work with the 100 companies to grow their businesses.
- Each of the 100 small, clean energy firms will be paired with at least two mentors based on their technical compatibility and geographic proximity to the mentoring companies.

- The four accelerators that will participate in the pilot program are:
 - CleanTech Open (Bay area and New England)
 - CleanTECH San Diego (Southern California and the Southwest)
 - Clean Energy Trust (Midwest)
 - Nevada Institute for Renewable Energy Commercialization (Mountain region)

- The Department of Energy's [Quadrennial Technology Review](#) outlines six strategies to achieve the Obama Administration's clean energy goals to enhance energy, economic, and environmental security. To qualify as a clean energy company in the EMC, a company should pursue one of these six strategies:
 - Increase building and industrial efficiency
 - Modernize the grid
 - Deploy clean electricity
 - Increase vehicle efficiency
 - Progressively electrify the fleet
 - Deploy alternative fuels