TradeSun

Hook said the TradeSun platform catches thousands of transactions that have “some element of activity that is questionable” every year.

**Funding Round**
In addition to signing recent partnerships, TradeSun is also raising an $8 million Series A.

The investors were all from a “circle of friends” that included local business partners like Malin Burnham, as well as international investors like Vesta Executive Chair Lorenzo M. Berho. TradeSun did not solicit funds from a VC group, Hook said, because the company already has a strong executive team with connections to banking and the early investors are very involved with the business.

**XENDEEs**

“Because if we’re really serious about getting rid of fossil fuels and building all these renewable projects, then we don’t have the time to plan such a system for two to three years. We have to template this whole thing, make it really simple to design and cheaper to design.”

**Growing Demand**

There is a growing demand for microgrids around the world for various industries, Stadler said. Besides the project in Puerto Rico, XENDEE has worked on projects for Army bases is Europe, as well as a project at Naval Base San Diego. Around 70% of XENDEE’s clients are in the U.S. and include large business and education campuses, hospitals and airports.

There is also a growing demand for locally sourced and consumed power as communities work to implement Community Choice Energy (CCE) projects to comply with state climate mandates.

“Every coastal community here in San Diego, if they’re really thinking about renewables then it can’t cost half a million to plan the system before they actually start implementing it,” Stadler said, adding that XENDEE’s standardized approach to planning saves communities 90% in terms of time and money to plan the kinds of systems used for local power projects. “Only this way can you do thousands of projects and not just dozens of them. And that’s where we’re heading.”

Besides California’s climate mandates, people and businesses in the fire-prone state are attracted to microgrid projects for their resilience.

“California has a lot of outages in the utility space and a lot of clients really want to install batteries and other technologies to be really resilient against utility outages,” Stadler said. Resilience is also a main reason for implementing the microgrid in hurricane-prone Puerto Rico.

Increasingly dangerous climate events have been devastating to Puerto Rico’s local economy and energy infrastructure. By using this new resilient energy system, Puerto Rico’s Mountain regions can offer greater stability for businesses and the community while also mitigating the consequences of the next major climate event including regional economic paralysis and the mass exodus of residents during recovery periods,” said C.P. Smith, executive director of the Cooperativa Hidroeléctrica de La Montaña. “This added level of security and local control can immediately impact resilience and sustainability in the region while also enticing investment from both the public and private sector with reliable clean energy at attractive rates.”

**CleanTech**

SCEIN’s goal is to act as an accelerator for early-stage clean tech companies.

“What’s unique about our program is that because Cleantech San Diego is a trade association, we’re a private membership-based organization, we have access to all these energy domain experts that can mentor the companies, work with the companies, find out what their place is in the market, help them analyze the market, help them go out to find funding. So the program has been quite successful,” Anderson said.

Over the life of the program, SCEIN has worked with 56 companies, with 39 companies currently still in the program. Those companies employ almost 400 people, have raised about $268 million in investment, and hold 162 approved patents.

“We’re really excited about is they got a pretty diverse C-suite – 76% of the companies have female, minority, veteran or LGBTQ representatives in their C-suite,” Anderson said.

One of the SCEIN success stories is Nuve – a company based in Liberty Station that helps organizations around the world integrate electric vehicles into the grid. Nuve received word in the program with a handful of employees and continued to grow with help from Cleantech San Diego’s network of investors and contacts with potential partners, such as utility companies.

“We have received insightful regulatory and policy guidance, numerous invitations for speaking engagements at highly visible industry events,” said Nuve CEO Gregory Poilanne. “This customized support clearly contributed to our successful Series A investment.”

Nuve is no longer in the program and just this year went public.

“We played a part in all that, but I have to give the credit for the success of that organization to themselves,” Anderson said.

**Pitch Competition**

On April 28, SCEIN will hold its signature event for early-stage companies looking to be the next Nuve in San Diego – a pitch competition with a $30,000 prize.

“For those earlier stage companies that’s a decent about of money, so we’re excited to do that,” Anderson said of the prize money supported by MUFG Union Bank.

The event – SCEIN’s first in-person since the onset of the pandemic – will be held at the University Club in downtown San Diego from 8 to 11 a.m. Presentations by SCEIN pre-revenue startups Ocean Motion Technologies, Sea Dragon Energy, Limelight Steel, ALD Technical Solutions, Sononcharge, Paraenetics, Brisco, SIJion and Tyfast will be judged by a panel of industry experts.

In addition, California Energy Commission’s head of the Energy Deployment and Market Facilitation Office Erik Stokes will provide information on the CEC’s upcoming grant solicitations.