

# Halcyon



# 2024 CLIMATE FELLOWSHIP REPORT

JULY 2024



Halcyon

**10**  
YEARS

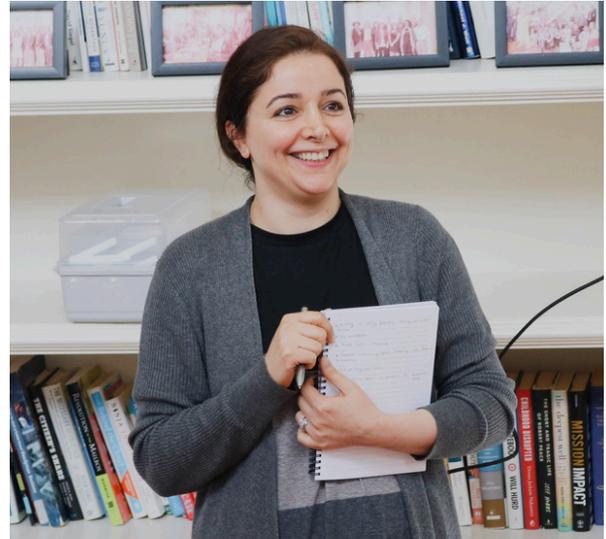
# 2024 CLIMATE FELLOWSHIP

Halcyon's Climate Fellowship empowers entrepreneurs across the United States and the globe creating solutions that address climate mitigation, adaptation, and resilience. The inaugural 2024 Climate Fellowship brought together eight ventures represented by twelve founders for an immersive eight-week program in Washington, DC.

## BACKGROUND

As a result of climate change, vulnerable populations around the world are experiencing compounding effects on poverty, food insecurity, health disparities, displacement, and more. At Halcyon, we believe in sourcing solutions from those closest to these problems and elevating early-stage ventures that seek to build climate resilience across the globe. Driven by our decade of engagement with the evolving social impact landscape, in 2024, Halcyon shifted our programming to center around three key verticals that we believe are crucial to the future of our society: Climate, Health, and EquityTech.

Halcyon's inaugural Climate cohort selected founders from an impressive application pool of 421 applicants across 69 countries and all continents (excluding Antarctica) with impact-driven solutions in renewable energy generation and storage, green building technologies, climate data and analytics, climate-smart agriculture and food systems, WaterTech, blue economy solutions, and more. Aiding the Halcyon team in the selections process was a committee represented by organizations including Amazon Web Services (AWS), Conservation X Labs, Deloitte, Rifle Ventures, Manich Strategic, and members of Halcyon's Board of Directors.



# 2024 CLIMATE COHORT



KENYA, U.S.

**ADAPTA Inc. (German Vegarra, Madleine Mwithiga)** is a climate and agriculture data intelligence company developing solutions for financial intermediaries, including climate and production risk management products and climate adaptation finance.



U.S.

**FoodWare (Romina Silva, Ignas Bolsakovas)** is powering the circular economy via a tech enabled reusables tracking system and impact accounting platform, with the mission of eliminating all single-use packaging.



MEXICO

**Carbon Power Mexico (Daniel Cano, Rodrigo Santillán)** is leading the charge in ceramic industry decarbonization, specializing in capturing and repurposing carbon emissions, transforming them into carbon-negative products.



COLOMBIA

**Litro de Luz (Camilo José Herrera, Laura Lucia Martinez Estevan)** is bringing public lighting, energy, and internet across the world, specifically in rural areas and conflict or post-conflict zones, through social innovation, impact, and technology.



BRAZIL

**Conatus Environmental Technologies (José Renato Lanzi Martini)** is increasing operational efficiency and reducing chemical consumption for water treatment facilities, resulting in positive financial and environmental impact.



U.S.

**Map Collective (Tara Gupta)** is providing a solution for corporate and government sustainability teams to discover supply chain transparency and automate sustainability metric tracking and decision-making.



U.S.

**EcoaTEX (Raha Saremi)** is converting agricultural waste into clean synthetic leathers and yarns, providing a non-hazardous process that enables a circular and traceable value chain.



INDIA

**Photom Technologies (Himmat Singh)** is providing a robotic waterless cleaning system for solar PV panels, saving drinkable water and reducing CO2 emissions.

# FELLOWSHIP PROGRAMMING

Halcyon’s Climate fellows were exposed to many industry experts who served as advisors, leadership coaches, and skill series presenters throughout their program. These skill series, coaching, and advising sessions were central to our programming and were complemented by activities including peer case consultations and networking events—notably a partner happy hour and investor breakfast—the final showcase, and other events utilizing DC’s vast entrepreneurial ecosystem.

## SKILL SERIES:

### “Early-Stage Investing in Climate”

Andrew Don  
Cordillera

### “Creative Pathways to Market for Climate Enterprises”

Matt Lindsay  
NOVA.ei

### “Demystifying the Climate Finance Landscape”

Jamil Wyne  
Co-Founder, Riffle Ventures

### “The Legal Aspects of Climate Entrepreneurship”

Eliza Chute  
Associate, Goodwin

### “Building Your Network”

Kim Johnson Roberts  
Executive Vice President, Halcyon

### “Building, Growing, and Nurturing Your High Performance Team”

Ellen Eisenberg  
Crux Solutions; Adjunct Professor, McDonough School of Business at Georgetown

### “Intro to Investment & Halcyon Venture Partners”

Dahna Goldstein  
Managing Partner, Halcyon Venture Partners

### “Aligning Your Sales Funnel and Cash Flow Model”

Dave McCarthy  
Tech to Market Advisor, U.S. Department of Energy

### “Company Values”

Kate Goodall  
Managing Partner, Halcyon Venture Partners

### “Cap Table Management & Term Sheets

Dahna Goldstein  
Managing Partner, Halcyon Venture Partners

### “How to Pitch”

Emily Owen  
Program Coordinator, Halcyon

### “Public Speaking”

Coby Jones  
Director of Communications, Halcyon

### “Pricing Strategies”

John Mennel  
Managing Director, Deloitte

### “Digital Marketing & Digital Communications”

Patti Kurtz  
Momentum Strategies

## ADVISORS:

- Gus Bessalel (Author, The Startup Lottery)
- Andrew Don (Cordillera)
- Dominic Go (K Street Ventures)
- Dahna Goldstein (Halcyon Venture Partners)
- Josh Grehan (Helios Climate Ventures)
- Mason Gunter (Elemental Excelerator)
- Patti Kurtz (Momentum Strategies)
- Brent Lang (Board Member, Outset Medical)
- Helen Manich (Manich Strategic, LLC)
- Ben Margolis (Breakthrough Energy Fellows)
- Dave McCarthy (U.S. Department of Energy)
- Amy Millman (NextStage Ventures)
- Rick Moore (Connected DMV)
- Nancy Najarian (Business Finland)
- Neil Shah (Think Nimble)
- Raj Suri (AI Consultant)

## LEADERSHIP COACHES:

- Steve Bodei (University of Michigan)
- Sandra Buteau (L2T Global Consulting, LLC)
- Fabian Camargo (Camargo Consulting, LLC)
- Donna Conforti (Conforti Coaching)
- Cristian Corsi (Minds of Tomorrow)
- Rachel Fry (Free To Flourish)
- Lauren Griffiths (Lauren Griffiths Leadership Coaching)
- Hilary Joel (WJ Consulting, LLC)
- Maura Lightfoot (MCL Coaching & Consulting)
- Monique Malehy (Articulate Persuasion)
- Umesh Chandra Shah (International Monetary Fund)

# PROGRAM HIGHLIGHT: PARTNER HAPPY HOUR

In May 2024, Halcyon hosted a Partner Happy Hour, bringing together a dynamic mix of participants from our climate-focused community. This event saw active participation from esteemed affiliates including the United States Agency for International Development (USAID), the U.S. Department of State, Johns Hopkins and Columbia University, Samsung, the Aspen Network of Development Entrepreneurs (ANDE), Deloitte, The Atlantic Council, CrossBoundary, the Amazon Investor Coalition, BFA Global, and others. The gathering was a vibrant platform for exchanging ideas, discussing innovative climate solutions, and exploring potential collaborations. Attendees—ranging from members of Halcyon’s Board of Directors to coaches, mentors, experts, and investors—engaged deeply, sharing insights that enriched our ecosystem. This engagement not only strengthened existing connections, but also catalyzed new partnerships, significantly advancing our collective commitment to impactful environmental initiatives. We are immensely grateful for the contributions of all involved, which continue to support the ventures and founders we champion and drive forward our mission.



“

Having so many networking opportunities at Halcyon and being able to access the network that Halcyon has was very helpful for us. Just having a base and residency opportunity here at Halcyon was huge for those in-person interactions.

— *Romina Silva, FoodWare*

”

## PROGRAM SUCCESSES

Our success metrics focus on the key areas of product-market fit, leadership development, and investment readiness, which are crucial for our fellows' growth. During the program, the fellows were able to develop robust investment strategies, build comprehensive product timelines, and refine their leadership statements. Long-term, we will track the survival rate of these ventures post-program using our annual impact surveys, particularly noting their growth in terms of funding, revenue, and user base, as well as their regional impact, including the number of lives impacted and people employed.

Continue reading for more success highlights.

“

By being at Halcyon, we were able to explore so many things for our startup. We got customer insights from the U.S. market and investor feedback that has really given us a way ahead. I see a difference in my thought process now, I see a difference in strategically advocating for our company, and I see a difference in the future roadmap for our company.

— Himmat Singh, Photom Technologies

”



# SUCCESS METRICS



It’s really been beneficial seeing the wealth of knowledge that’s been poured out to the fellows. And with climate being such an urgent world agenda, being here has brought home the actual practicalities of how you go forth and apply solutions.

— Madleine Mwithiga, ADAPTA Inc.



## POST-PROGRAM SURVEY:

Shortly after the conclusion of the program, the Halcyon team distributed surveys to the participating founders intended to gauge program satisfaction across a variety of channels, including feedback on skill series, advisors, the final showcase, cohort activities, and more. These surveys were fully completed by each of our founders, with key findings displayed below.

On a scale from 1-10, founders rated the following:

How helpful were the pitch practices?

9.6 ★★★★★★★★★★

Did the program meet your expectations?

9.4 ★★★★★★★★★★

Did you make tangible progress towards your leadership goals?

9.3 ★★★★★★★★★★

How would you rate the showcase experience?

9.0 ★★★★★★★★★★

Did you make tangible progress towards your product-market fit goals?

8.3 ★★★★★★★★★★

Did you make tangible progress towards becoming investment ready?

8.1 ★★★★★★★★★★

Program Net Promoter Score (NPS): **100**

# WITH GRATITUDE TO OUR PROGRAM SUPPORTERS



We are tremendously grateful to Deloitte for serving as the primary funder of our 2024 Climate Fellowship, in addition to providing robust advisory and programmatic support to the cohort. We are also appreciative of longtime Halcyon supporters Amazon Web Services (AWS) and Goodwin for their close involvement with the fellowship. Halcyon fellows received important technical services and legal assistance from AWS and Goodwin, respectively. Pictured below with the full cohort are Joe Singh, Manager at Deloitte, Lucero González, Senior Consultant at Deloitte, and Carolyn Vigil, Social Responsibility Impact Leader at AWS, who attended the final showcase event at Halcyon.



**Halcyon supported us with extremely high quality partners and advisors like Deloitte, Amazon Web Services, and Goodwin, and all of us are thinking in the same way and same direction—of how to support startups achieve their goals.**

*— Camilo José Herrera, Litro de Luz*



---

## SUMMARY

Halcyon's inaugural Climate Fellowship was a marked success. Building on past years of expertise accelerating climate-focused ventures, our team created curated programming and resources to support this cohort and attracted top experts from the climate industry to advise, coach, and collaborate with our fellows. Our founders rated each aspect of the program highly, and remarked on both the professional and personal growth they experienced throughout their eight weeks at Halcyon. We believe in our unique value as a residential accelerator for social impact-driven ventures, and we know that these Climate fellows will continue to make a major impact in the world.

## LOOKING AHEAD

Based on the success of the 2024 Climate Fellowship, we are planning on reiterating the program in 2025. We are excited to deepen our network, relationships, and partnerships in the climate space as we commit to continuing this program and supporting climate-focused entrepreneurs from across the United States and the globe. We are currently seeking funding support to ensure that we have the necessary resources to execute our Climate program and to support additional founders in 2025 and beyond. We look forward to connecting with likeminded funders and partners as we continue to evolve and develop our Climate programming.

If you'd like to discuss supporting Halcyon's 2025 Climate Fellowship, please contact Kim Johnson Roberts, Halcyon's Executive Vice President, at [k.roberts@halcyonhouse.org](mailto:k.roberts@halcyonhouse.org).

