



Valley Ventures™

Media Fact Sheet

About

The Valley Ventures Accelerator is a program of the Water, Energy and Technology Center at Fresno State. Its main goal is to help promote the growth of participating ventures. Whether that be involving students, staff, and faculty or setting up a company's technology on the 1,000-acre farm.

Throughout the program, companies receive close engagement with entrepreneurs and industry leaders in the agriculture, water, and energy technology space. Mentors and speakers come from a variety of backgrounds ranging from successful founders who have built and sold companies, to experienced investors well versed in the agriculture tech space, to seasoned executives who run or even own some of the largest agriculture-related firms in the nation.

"Through these relationships, we prepare companies to access investment opportunities, generate revenue, and establish a solid understanding of the industry." – Ben Francis

Six Ways We Can Help Business

1. Participating companies receive close engagement with entrepreneurs and industry leaders in the agriculture, water, and energy technology space through networking events and guest speakers.
2. Workshop modules that will help ventures further develop their sales processes and their fundraising efforts.
3. Exposure to key connections in the water, energy, agricultural space and investors during public events.
4. Full support from the staff of Valley Ventures and affiliates: BlueTechValley, WET Center, Center for Irrigation Technology, Fresno State, etc.
5. Opportunity for technical guidance from affiliate staff outside of workshops.
6. Possibility to have technology set up and demonstrated on the Fresno State farm operations.

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Cohort Results to Date

- The collective cohort raised an additional \$9,000,000 in venture capital and angel investment.
- Aggregate cohort sales more than **DOUBLED** on an annual basis over the three month basis.
- 60% of companies that started with no revenue, graduated with their first months of revenue.
- 40% of companies raised venture funding directly related from connections made through Valley Ventures.
- 60% of companies reported sales directly from introductions and networking events facilitated by Valley Ventures.

“Valley Ventures helped us with our sales, not only giving us tactical training we needed to grow, but by connecting us with customers. GroGuru is experiencing 100% revenue growth quarter over quarter, along with inking new deals with dealers and distributors. ”
- Farooq Anjum of GroGuru

Website

www.valleyventures.org

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