

# Some Industry Perspective

# About Me



- Former Mechanical Systems Engineer
- Worked in startups most of my career (83.4% +/- .3%)
- Entrepreneur & Capitalist
- Student of marine and climate science
- Committed to working on climate restoration

# 2 Topics

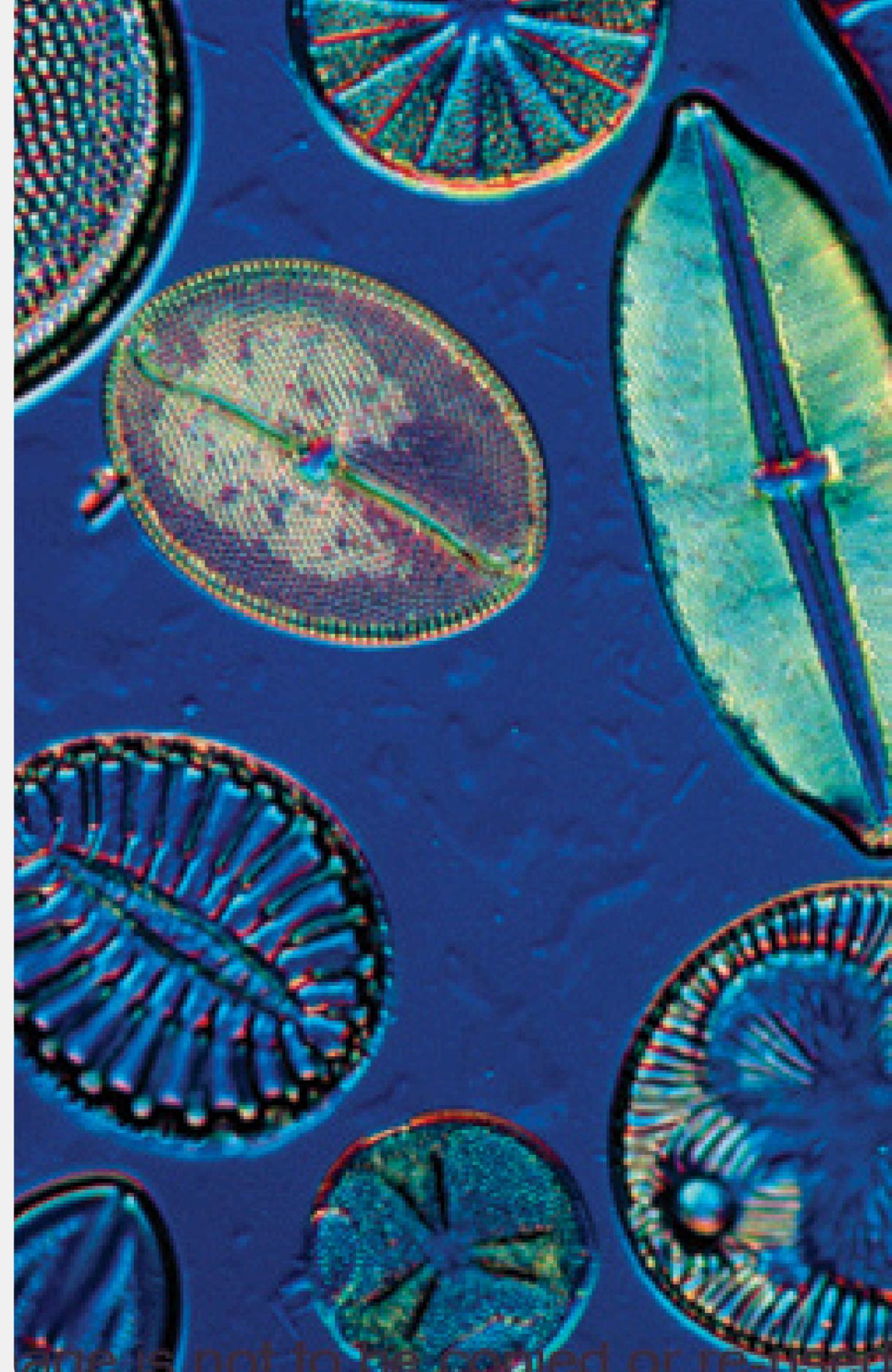


Why Governance is Critical

MedTech Startup Schematic

# Opposition to Ocean Fertilization

Mostly based on the ecological risks



## Ecological Risks

- HABs
- Nutrient Robbing
- Deoxygenation
- GHG Production
- Benthic Ecology Disruption



## Context of Effect

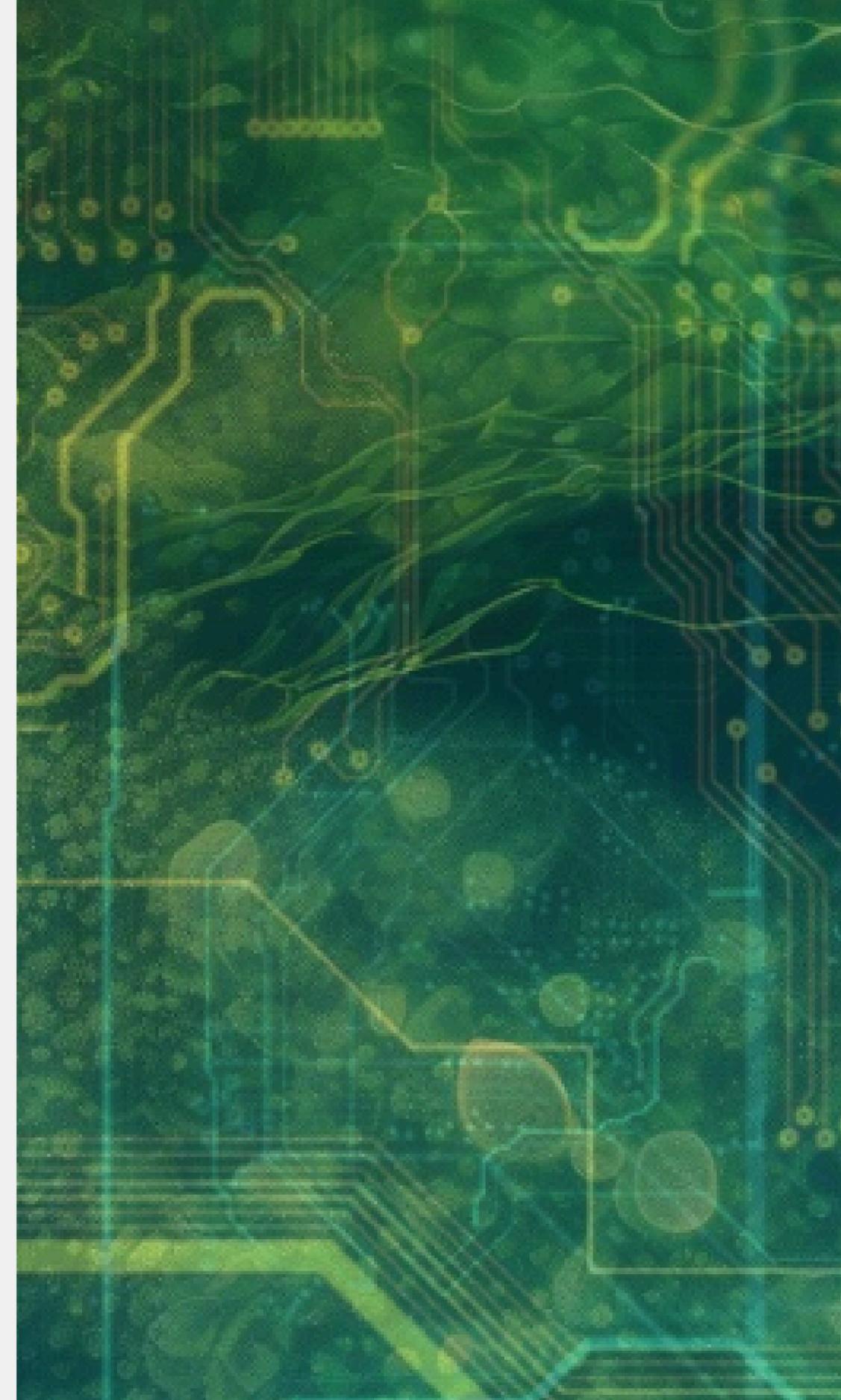
- Negative Impact on a Fishery

# Risk Profile

# The Biggest Risk to Ecology

Is unconstrained **capitalism** because it will AMPLIFY all the risks by choosing profit over ecology

- Brad Warren's (GOH) mCDR Management Framework
- Provides mechanisms to constrain capitalism
- Provides boundaries for safer outcomes
- Provides industry with predictability
- Why governance is so critical



# Where We're At

Trying to raise funds for field trial work from philanthropy and government



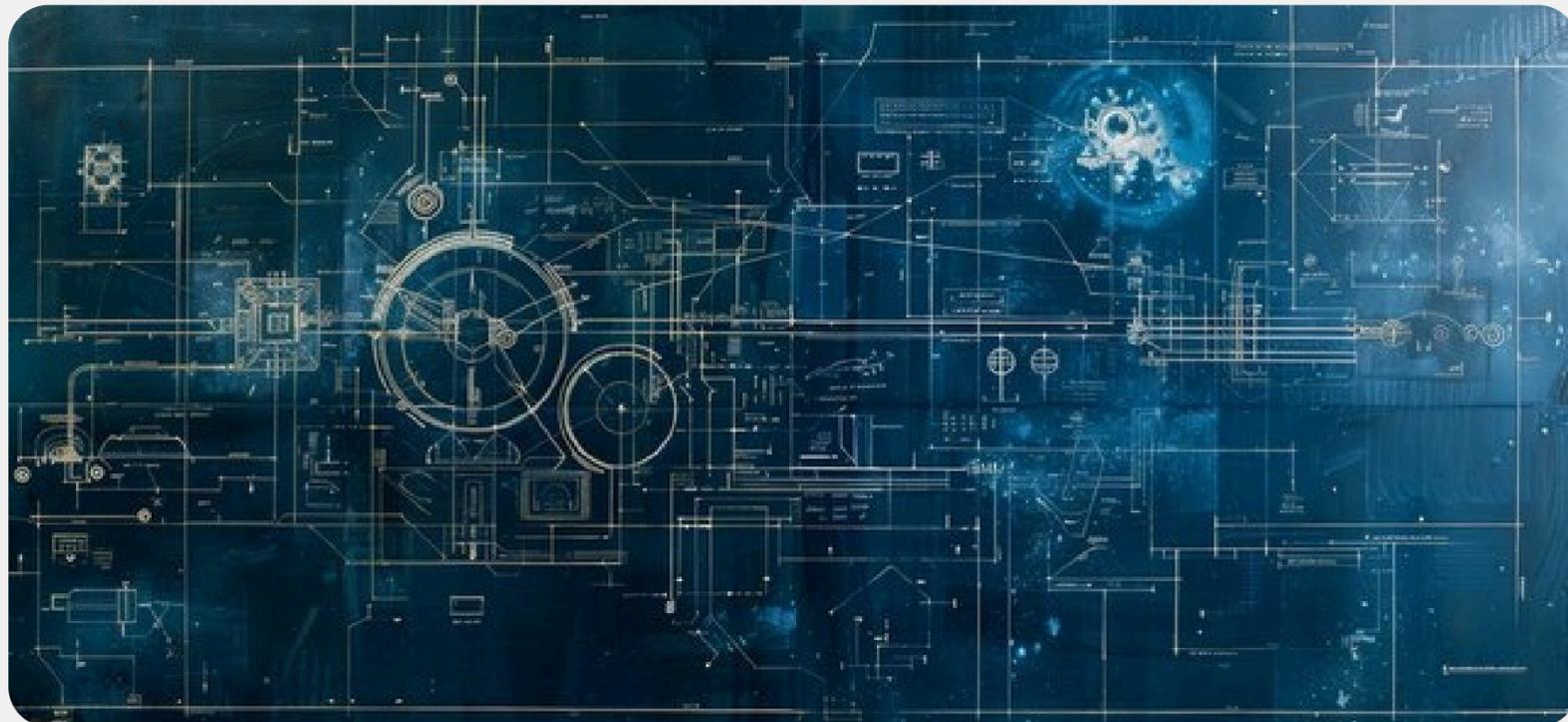
# The Medical Device Industry

## MedTech Startup Process

- NIH Grants
- Modeling, Benchtop Labwork
- Research and Academic Partnerships
- Raise Venture Capital
- Clinical Trials
- 2 Go-No-Go Opportunities

## Here We Have

- NSF and Philanthropic Grants
- Modeling and Mesocosm Studies
- Research and Academic Partnerships
- Raise ??? Capital ???
- Field Trials
- Also 2 Go-No-Go Opportunities



# Venture Capital



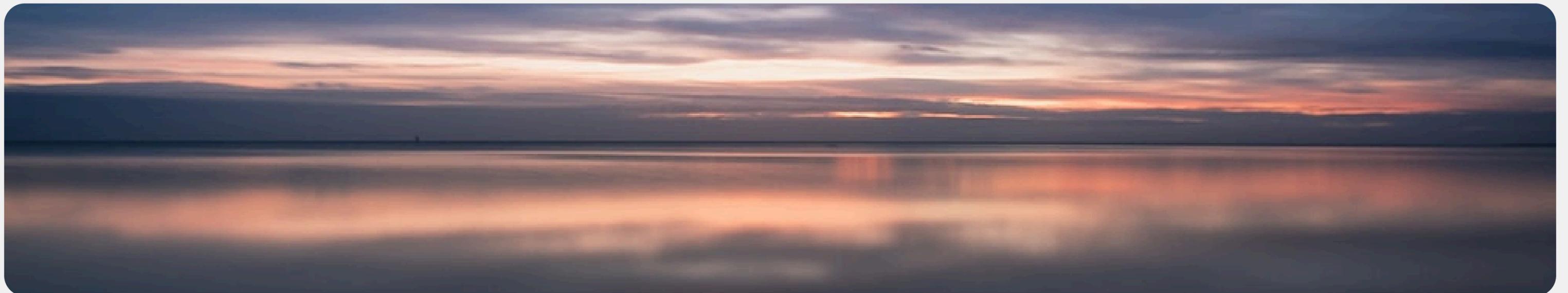
## The Power Law in Venture Financing

- 60–70% return zero to irrelevant amounts
- 20% return small amounts
- <10% provide the bulk of returns

# Take Away

The notion that you cannot perform credible and independent research by partnering with industry, is not supported by the Medical Device & Pharmaceutical Industries or the Climate tech Industry, including the OAE sector.

Getting Ocean Fertilization right is too important to leave solely to the scientific community. The ocean is our commons and many of the stakeholders bring important skills to the process.



We cannot solve climate change at the pace of Academia – its too slow

And we cannot solve climate change in the style of Silicon Valley where we go fast and break things, especially in the ocean

# Running Out of Time



**Thank You**

