

RI Business Plan Contest

Green Track

An Entrepreneurs Experience

Bob Chew

bobchew@alterisinc.com



The Largest Installations in New England

...all Alteris Customers



550 kW United Natural Foods, CT



300 kW Crystal Rock Water, CT



244 kW Timex, CT



231 kW Stop & Shop, CT



200 kW Puma, MA

2009 Completed Wind Projects



Alteris Business Clients



BOYS & GIRLS CLUBS
OF BOSTON



TIMEX



PUMA



Alteris Educational Clients

Pine Point School



THE CLAY CENTER

CHASE
COLLEGIATE SCHOOL
EST. 1862

QUINNIPIAC
UNIVERSITY

Darrow School

75 years of hands-on learning

NEW CANAAN COUNTRY SCHOOL
AN INDEPENDENT SCHOOL FOR BEGINNERS-GRADE 9

The University of Vermont



Middlebury

SchoolPower
...Naturally



UNIVERSITY OF HARTFORD



Roger Williams
University

Yale
UNIVERSITY

AVON
OLD FARMS SCHOOL

SPRINGSIDE
FOR EXCELLENCE
FOR GIRLS School



GREENWICH ACADEMY

WESLEYAN
UNIVERSITY



160 Employees and Counting



Employee Retreat – Cranwell Resort

Starting SolarWrights

Borrowed \$5,000 from one of my cousins to start to set up the business.

Borrowed another \$10,000 from my other cousin

Borrowed \$45,000 from an Angel Investor

Received a \$100,000 SBA loan

Allowed key employees to purchase stock in SolarWrights

Set-up an Advisory Board

Converted it to a Managing Board

Timeline



1977- Started R.W. Chew Co., Inc, a Solar Contracting Firm

1998- Went to work for Solar Works

2000 - Started RemodelWrights and SolarWrights

2003 - Sold RemodelWrights and focused 100% of energies into SolarWrights

2006 - SolarWrights was “The Fastest Growing Private Business in RI” PBN Book of Lists

2007- Bob Chew – “Entrepreneur of the Year” PBN Business Excellence Contest

March 2008 – Set out to market SolarWrights to Venture Capital Firms

The Reward



September 8, 2008, sold 60% of stock to Riverside Partners, a Boston-based Private Equity Firm

October 5, 2008, acquired Solar Works, our largest competitor

December 18, 2008, announced the new name of SolarWrights and Solar Works – Alteris Renewables Inc

June 2009 – Acquired RPS, a leading New York solar energy company

September, 2009 – Alteris made the Inc. 500 List of “The Fastest Growing Private Companies in America”

2010 – Revenues expected to exceed \$100 Million



Advice

- Don't even think of starting a business if you are not passionate about what it is you are doing.
- Don't even think of starting a business unless you have a well thought out business plan that has been reviewed by people you trust and respect
- Don't even think of starting a business unless you are willing to work 100 hour weeks during certain stages of the business growth
- Don't be afraid to ask for help
- It is easier to start a business when you are young because if you fail, there is plenty of time to start over
- There is very few things more exciting than starting and growing a business