



## Corporate Fact Sheet

**Founded** 1989

**Web address** [www.sage-ec.com](http://www.sage-ec.com)

**Product** SageGlass® electronically tintable glass, for use in building windows and skylights, can be switched from clear to darkly tinted at the click of a button, or programmed to respond to changing sunlight and heat conditions. Energy consumption and costs are reduced significantly.

**Location** SAGE Electrochromics Inc.  
One Sage Way  
Faribault, MN 55021  
(Located about 45 miles south of the Minneapolis/St. Paul airport in southern Minnesota)

**Ownership** \$45 million in private financing. Investors include Good Energies; Applied Ventures, LLC; NV Bekaert SA; Bekaert Corporation.

**Production facilities** SAGE currently operates its production facility at its headquarters building. It is constructing a 250,000 square foot high-volume manufacturing plant adjacent to its headquarters. The project will be financed by equity investments and government funding.

**Government funding** \$72 million Department of Energy (DOE) conditional commitment for loan guarantee from a program established under the Energy Policy Act of 2005.

\$31 million Advanced Energy Manufacturing Tax Credit from a program established under the American Recovery and Reinvestment Act of 2009.

**Employees and job creation** 100 SAGE employees today. The new manufacturing plant will add:

- 160 full-time green manufacturing and technology jobs (260 combined)
- More than 200 construction jobs

**Overall economic impact** In total, the new facility will add 400 new permanent jobs to the area's economy, according to a study by Deloitte Consulting.

**Energy and environmental significance** According to Energy Secretary Steven Chu, "The biggest gains, in terms of decreasing the country's energy bill, the amount of carbon dioxide we put into the atmosphere, and our dependency on foreign oil, will come from energy efficiency and conservation in the next 20 years. Make no doubt about it. That's where everybody who has really thought about the problem thinks the biggest gains can be and should be."

According to the National Renewable Energy Laboratory (NREL), electrochromic windows could save one-eighth of all energy used by U.S. buildings each year, equivalent to about 5% of the nation's total energy budget.

**Management team** John Van Dine – President, CEO and Founder  
Mike Kennedy – Chief Financial Officer  
Jim Wilson – Chief Marketing Officer  
Hong Mo Yang – Senior VP, Strategy and Business Dev't  
Erik Bjornard – Senior VP, Process Development  
Dr. Neil Sbar – Vice President, Technology  
Glenn Gengel – Vice President, Manufacturing Operations  
Chip Loeb – Senior VP, Government Affairs and Finance  
Jodi Heichert – Vice President, Organization Effectiveness

**Markets served and customers** SageGlass windows are installed in hundreds of buildings worldwide, including commercial, institutional and high-end residential applications.

Recent SAGE customers include:

- Chabot College, Hayward, California
- Ball State University, Muncie, Indiana
- Club Porticello, Oconomowoc, Wisconsin
- Kirksey Architecture, Houston, Texas
- Century College, White Bear Lake, Minnesota

**Green building credentials** SageGlass is GreenSpec-listed, which means BuildingGreen, Inc., has designated it an environmentally preferable building product.

Use of SageGlass products can also earn LEED credits from the U.S. Green Building Council for building projects.

- Awards**
- *Wall Street Journal's* Technology Innovation Award 2004
  - *Building Operation Management's* 2010 Top Products Award
  - *INC. Magazine's* Most Likely To Succeed Award 2006
  - *R&D* 100 Awards for Energy
  - BuildingGreen Top-10 Green Building Products Award 2006
  - *HOME's* 2005 American Building Product Award
  - Innovative Housing 2006 Technology Award
  - *Buildings Magazine's* 2007 Editor's Choice Top 100 Products Award
  - *WindowDoor* Crystal Achievement Award 2005

**How SageGlass works** SAGE has developed the world's only commercially available, electronically tintable glass for use in buildings. Windows using SageGlass can transition from a clear state to a darkly tinted state at the click of a button, or programmed to respond automatically to changing sunlight and heat conditions. The technology not only provides dramatic energy savings, it also enhances the occupants' comfort and productivity by providing natural daylight and preserving their connection to the outdoors – the very reason windows are put in a building.

**Reliability** SageGlass units have undergone rigorous performance and durability testing both in-house and through independent third parties, including the DOE and leaders in the glass fabricating and OEM skylight industry.

SageGlass windows are the only products to pass the ASTM E-2141-06 (Standard Test Methods for Assessing the Durability of Absorptive Electrochromic Coatings on Sealed Insulating Glass Units). In fact, the SageGlass technology survived over 100,000 cycles of accelerated environmental durability testing, which is twice the test standard and equivalent to switching a window nine times per day for 365 days/year over a 30-year lifetime, according to the DOE's National Renewable Energy Laboratory.

**Notable quotes** “This investment will help cut utility bills, reduce carbon pollution, and create jobs our economy needs. It’s a perfect example of the power of American innovation to create a stronger economy and a healthier planet.”

***Energy Secretary Steven Chu***

“SAGE is the kind of company that makes Minnesota proud. They’re ahead of the rest of the world technologically, they use University of Minnesota-trained researchers and scientists, and they’re one of the reasons Minnesota is the Silicon Valley of windows. This was one of the first places I went to promote green jobs and I’ve been personally engaged in their success ever since. I was proud to go to bat for them and I’m delighted that everyone’s hard work paid off. SAGE is a great company, a great employer, and I’m glad they’re expanding here in Minnesota.”

***US Senator Al Franken (Minnesota)***

“I am thrilled that SAGE has chosen to stay in Minnesota and to expand its facility. I know how valuable SAGE is, not only to the people of Faribault but to all of Minnesota – especially in this economy. The expansion of SAGE will create up to 160 jobs, but not just any jobs. These are skilled technology jobs, the kind of jobs for which Minnesotans are uniquely qualified. I have been a champion of SAGE from the beginning and can’t wait to see a new building rising in Faribault.”

***Senator Amy Klobuchar (Minnesota)***

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