

# CLIMATE PILOTING PROGRAM

**Accelerating the Next Wave of Urban Climate Solutions**



IMPACT REPORT

THE TRUST FOR  
GOVERNORS ISLAND

# ABOUT THE PROGRAM

**On Governors Island, a growing ecosystem of partners is working to accelerate equitable solutions to the climate crisis. The Trust for Governors Island's Climate Piloting Program sits at the forefront of this critical work, supporting companies to bring early-stage products and services to life.**

The Governors Island Climate Piloting Program offers early-stage companies and innovators the opportunity to test and scale climate products and services in a real-world environment. Over 3-to-18-month periods, participants receive rent-free physical space on Governors Island, a unique 172-acre destination in New York Harbor with 50+ historic buildings, 2 miles of waterfront, and 1 million annual visitors. Companies gain access to valuable technical support, grant support, visibility through events and marketing, and networking opportunities designed to connect participants with funders, investors, customers, and the public.

Since its launch in 2023, the Climate Piloting Program has advanced projects related to nature-based solutions, living shorelines, clean water, circular economy, buildings, energy, air quality, and urban agriculture—opening doors to new customers, suppliers, talent, investors, and public agency partnerships. The program is core to the Trust's Center for Climate Solutions initiative dedicated to accelerating equitable climate solutions for cities.



*Photos: Left: Mira Intel presents their technology at the annual Climate Solutions Showcase; Right: RETI Center builds one of their floating gardens for deployment off Governors Island.*

# OUR IMPACT

Governors Island lies at the heart of New York City, which has long served as a global hub for urban innovation. New York City is the world's third-largest climate tech ecosystem after the Bay Area and London—but turning innovation into impact can be a challenge. Early-stage companies face complex permitting processes, difficulties with site selection, and intense competition for visibility.

Governors Island's Climate Piloting Program bridges this gap. In 2024, the New York City Economic Development Corporation (NYCEDC) released the Green Economy Action Plan, NYC's roadmap to invest in green-collar jobs in New York City. The plan outlines New York City's commitment to launching and growing companies in the green economy; proving out innovative technologies and solutions; and developing robust, diverse talent pipelines while recognizing the need to guide equitable distribution of opportunities. As a core member of the Harbor Climate Collaborative—a partnership with NYCEDC and Brooklyn Navy Yard Development Corporation—we offer a streamlined entry point for startups to test solutions across New York Harbor.

The results speak for themselves. Participants have secured new investors and business with high profile customers, accessed competitive fellowships, and brought innovations to market more quickly. Companies have gained visibility on their pilots with potential clients in government, Fortune 500 companies, and nonprofits who are keen to support climate innovation, and have accessed competitive piloting opportunities with the New York Climate Exchange, the Partnership for New York City's Environmental Tech Lab, NYCEDC's Pilots at BAT, and BNYDC's Yard Labs. Founders have also expanded workforce opportunities during their pilots, providing jobs and research partnerships for climate professionals of all experience levels, including dozens of students and early-career professionals.



*Photos: Left: South Bronx Unite shares their air quality monitoring technology at a public event; Right: CarbonClair demonstrates their solar-powered air purification system.*



# PROGRAM STATUS

**24** piloting projects engaged since 2023

- ✦ 16 active projects
- ✦ 6 pilots completed
- ✦ 2 in development

**\$277,000** in TGI project grants awarded to 15 pilots

## 3 Years of Impact

Since launching their Governors Island pilots, participating companies have:

**Raised**  
**\$14.9M**  
of investment

**Earned**  
**\$3.1M**  
in revenue

**Made**  
**28**  
full-time hires

**Secured**  
**131**  
new customers

**35%**  
of companies expanded their office, manufacturing, or lab space



## Public Events

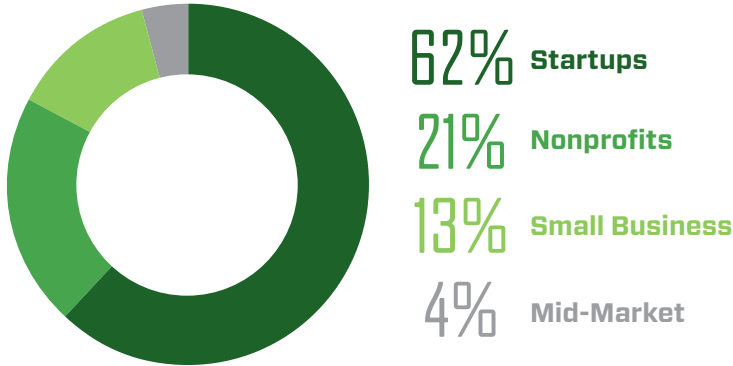
Companies have participated in a wide range of public events, including the Trust’s annual Climate Solutions Showcase and Earth Day Celebration. These events amplify the work of piloting participants, giving teams access to potential funders, suppliers, collaborators, customers, and media visibility. The events attract 300+ attendees annually.

*Pictured: Circular Economy Manufacturing offers solar-powered, hyperlocal plastic recycling*

## Our Network of Participants

# ABOUT THE PARTICIPANTS

## Company Type

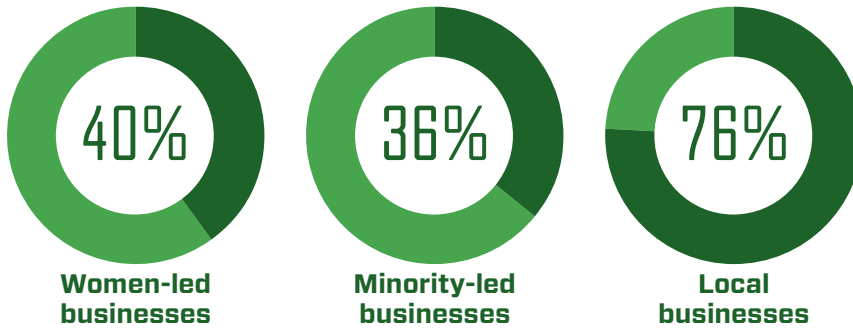


## Startup Spotlight:

11 of the 15

startups aim to fundraise through venture capital and 3 of those startups are raising for Series A (CLIP, Arbon, Prometheus Materials)

## Business Type

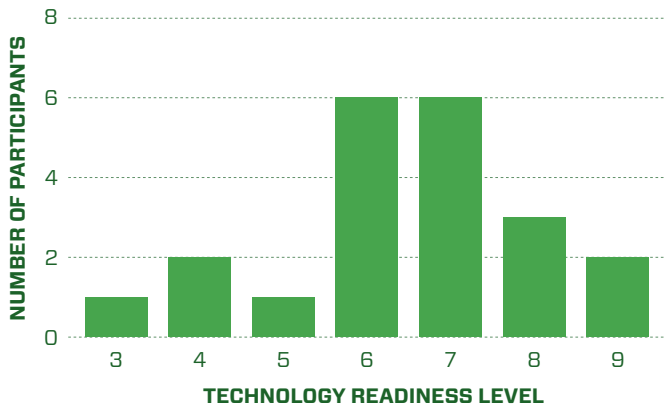


## Company Size

Average company size of 7 employees

## Technology Readiness Level of Pilot Participants

Technology Readiness Level indicates the average maturity of new technologies.



**Governors Island supports a range of maturity levels, from experimental proofs of concept to products that are ready for their first customers.**

- TRL 3: Experimental proof of concept
- TRL 4: Technology validation in lab
- TRL 5: Technology validated in relevant environment
- TRL 6: Prototype demonstration in relevant environment
- TRL 7: System prototype demonstration in operational environment
- TRL 8: System complete and qualified
- TRL 9: Actual system proven in operational environment

# TESTIMONIALS

To date, the program has engaged **24 companies and nonprofits across a range of sectors, business models, and product maturity. Positive business outcomes include:**

## Accelerating the go-to-market timeline for startups

The program has offered exposure and direct introductions to new suppliers, investors, and their first customers.

### VYCARB (2023-2024)



Vycarb combines a novel carbon neutralization process with a first-of-a-kind carbon sensing technology to enable instant, permanent, and measurable carbon dioxide capture, removal, and storage in any water.

“ Our pilot has been instrumental in our company’s success, generating critical data to iterate and improve our product internally, while showing externally that our product works and what its benefits are to secure new customers, investors, community partners, and talent.” – *Garrett Boudinot, Founder and CEO, Vycarb*

**Vycarb raised \$1.75M in funding and hired 8 employees during their Governors Island pilot, which enabled a next pilot at the Brooklyn Navy Yard.**

### LAERO (2024)



A small business founded in collaboration with experts across fields of water advocacy, manufacturing, and electromechanical engineering, LAERO designs affordable systems to bring clean water to communities in the US and globally. On Governors Island, they piloted Cycleau, a compact decentralized greywater treatment system, at water refill stations and restrooms.

“ Following our pilot at Governors Island, we received multiple inquiries from customers interested in commercially testing our system at their facilities. These pilot opportunities likely brought down our go-to-market timeline from 24 months to just six months.” – *Noemi Florea, Founder and CEO, LAERO Design Studio*

**Laero’s pilot led to their first sales to UNICEF Tajikistan, a water-scarce environment where greywater recycling can be a gamechanger.**

### ARBON (2025-2026)



Arbon is a Direct Air Capture (DAC) company that is piloting their humidity-swing technology to capture and store CO<sub>2</sub> (carbon dioxide) from ambient air using an energy-efficient, durable, and affordable process, while also generating carbon credits and enabling downstream applications of captured CO<sub>2</sub>.

“ Being able to showcase our 10-ton per year pilot system to the public has significantly strengthened our credibility with potential partners, investors, and carbon credit buyers. Technical learnings from the pilot are accelerating our commercialization timeline by opening doors to strategic conversations with industrial partners seeking proven carbon capture solutions.” – *Xiaoyang Shi, Founder and CEO*

**Arbon generated \$600,000 revenue in 2025 (3x their 2024 earnings) during the first 6 months of their pilot.**

## Adding value to growing businesses

Governors Island has attracted interest from companies well positioned to enter the highly competitive NYC market.

### BIRDSVIEW (2025)



Birdsviiew, a Norwegian company, piloted their ground-penetrating radar (GPR) structural assessment technology, which uses proprietary analysis software to assess the internal condition of buildings and reduces waste by optimizing the preservation of existing structures.

“ The Governors Island pilot was a pivotal step in Birdsviiew’s international expansion, validating its versatility and market need far beyond Scandinavia. The project accelerated our commercial roadmap in North America, strengthened our product features for heritage and retrofit applications, and opened doors to new partnerships across the New York region. It confirmed that the global need for non-destructive, data-driven concrete intelligence is both urgent and universal.”

– Olav Skogen, CEO and Co-Founder and Simen Husøy, CTO and Co-Founder

**Birdsviiew generated \$1M revenue in 2025 (2x their 2024 earnings) during their 6-month pilot.**

## Proving out a range of business models for climate solutions

Governors Island offers support for companies exploring business-to-business, business-to-government, and direct-to-consumer business models as they work to find product-market fit.

### REGO (2025)



Rego, the digital utility meter for waste management, provides photo and AI-based waste audits to track and analyze waste streams in cities and increases diversion from landfills. Their pilot gave the Trust a clear picture of the Island waste stream using cell phone photos and a user-friendly dashboard, enabling our team to confidently make changes to waste management processes.

“ This pilot helped build a repeatable waste-tracking program that Rego could scale to other cities, municipalities, and businesses. The Trust helped validate Rego’s ability to solve complex waste challenges and provided a public case study that gave new clients the confidence they needed to work with the Rego platform.”

– Josh Mastromatto, Co-Founder and CEO

**Rego added over 70 new commercial sites during their 6-month pilot.**



# CONCLUSION

Governors Island is set to become a powerful physical example of how urban environments can leverage their physical assets, technical knowledge, and networks to address the climate crisis. In the three years since launching the program, the Trust for Governors Island has helped dozens of startups, small businesses, and nonprofits collect data and insights, grow their business and impact, and engage with the Island's one million annual visitors. The Trust is committed to offering access to tangible resources—from grants to technical assistance—and the visibility to scale innovative solutions for climate mitigation and adaptation.



*Photos: Top Left: Just EcoCities and Biohabitats modular tidal wetlands installed at Governors Island's Yankee Pier; Bottom Left: Clare Newman, President & CEO, welcomes stakeholders to the Trust's annual Climate Solutions Showcase; Top Right: Arbon prepares to showcase their low-temperature, humidity-swing carbon capture technology; Bottom Right: KlimaKover leads a public tour of their cooling shelter.*

## Learn More

Visit [govisland.org/climate](https://govisland.org/climate) for more information and for updates on future piloting opportunities.



## Our Funders

*The Governors Island Climate Piloting Program is made possible through the support of visionary funders: Amazon, Con Edison, Donald A. Pels Charitable Trust, New York Community Trust. We are grateful to the program's additional initial supporters, Deutsche Bank and LISC.*



**Donald A. Pels  
Charitable Trust**

*The New York  
Community Trust*

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*Photos by Sean Jamar, Julienne Schaer, and Timothy Schenck*