2021

POWER DAY DEAL BOOK

PREPARED BY

LACI

525 S. HEWITT ST
LOS ANGELES, CA 90013
LACI.ORG/POWERDAY

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AGENDA

9:30-10:00 AM: Virtual Platform Launches & Networking

10:00-10:15 AM: Assembly, Welcome, Opening Remarks

10:15-10:40 AM: Panel: Pilot Success Stories

10:40-11:25 AM: Incubator Pilots Pitch Showcase:

- Track 1: Energy & the Circular Economy
- Track 2: Transportation

11:30-12:05 PM: Power Talk Panels

- Option 1: Southern California's Building Electrification Efforts
- Option 2: Lessons Learned from 2021 Summer Grid Conditions

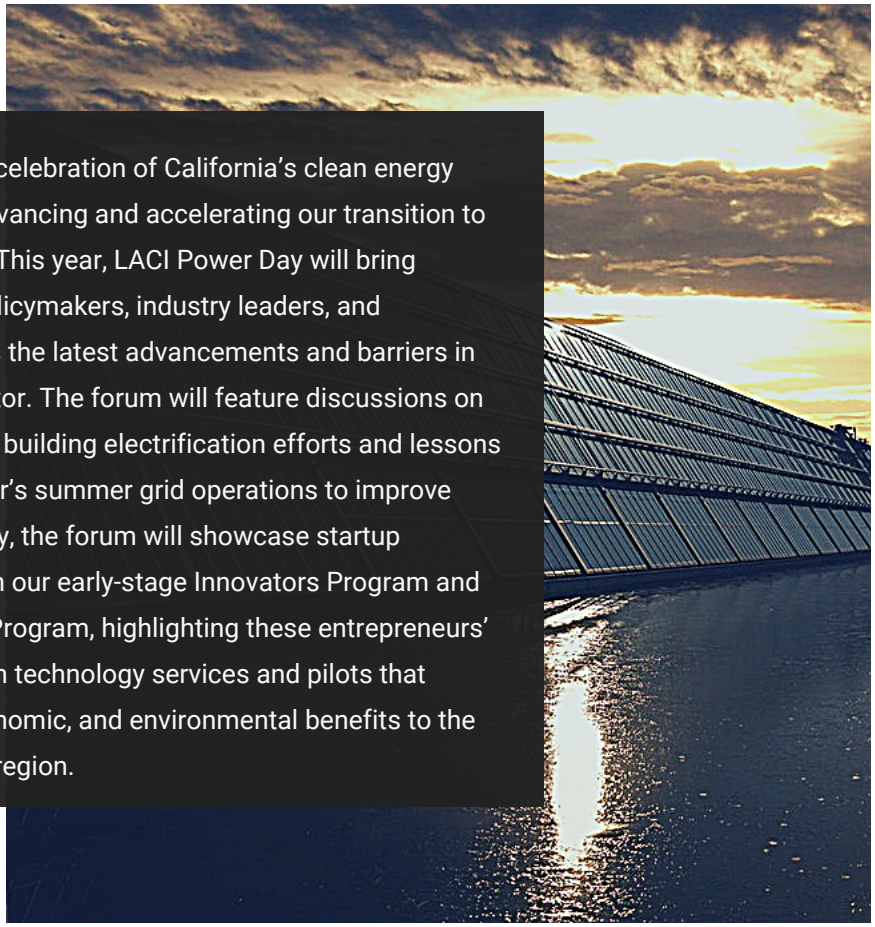
12:05-12:15 PM: Keynote Speaker Address from Secretary Wade Crowfoot

12:15-12:40 PM: Innovators Lightning Pitch Showcase:

12:45-12:55 PM: Closing Remarks from Beth Vaughn

12:55-1:15 PM: Adjourn for Networking

ABOUT **POWER DAY**



LACI Power Day is a celebration of California's clean energy ecosystem that is advancing and accelerating our transition to a clean electric grid. This year, LACI Power Day will bring together startups, policymakers, industry leaders, and advocates to discuss the latest advancements and barriers in the clean energy sector. The forum will feature discussions on Southern California's building electrification efforts and lessons learned from this year's summer grid operations to improve reliability. Additionally, the forum will showcase startup companies from both our early-stage Innovators Program and our core Incubation Program, highlighting these entrepreneurs' contributions to clean technology services and pilots that provide societal, economic, and environmental benefits to the greater Los Angeles region.

LACI'S **STRATEGY**

Los Angeles Cleantech Incubator

LACI brings people together to create an inclusive green economy. LACI is unlocking innovation through startups, transforming markets with partnerships and enhancing community inside our campus and out in our neighborhoods.

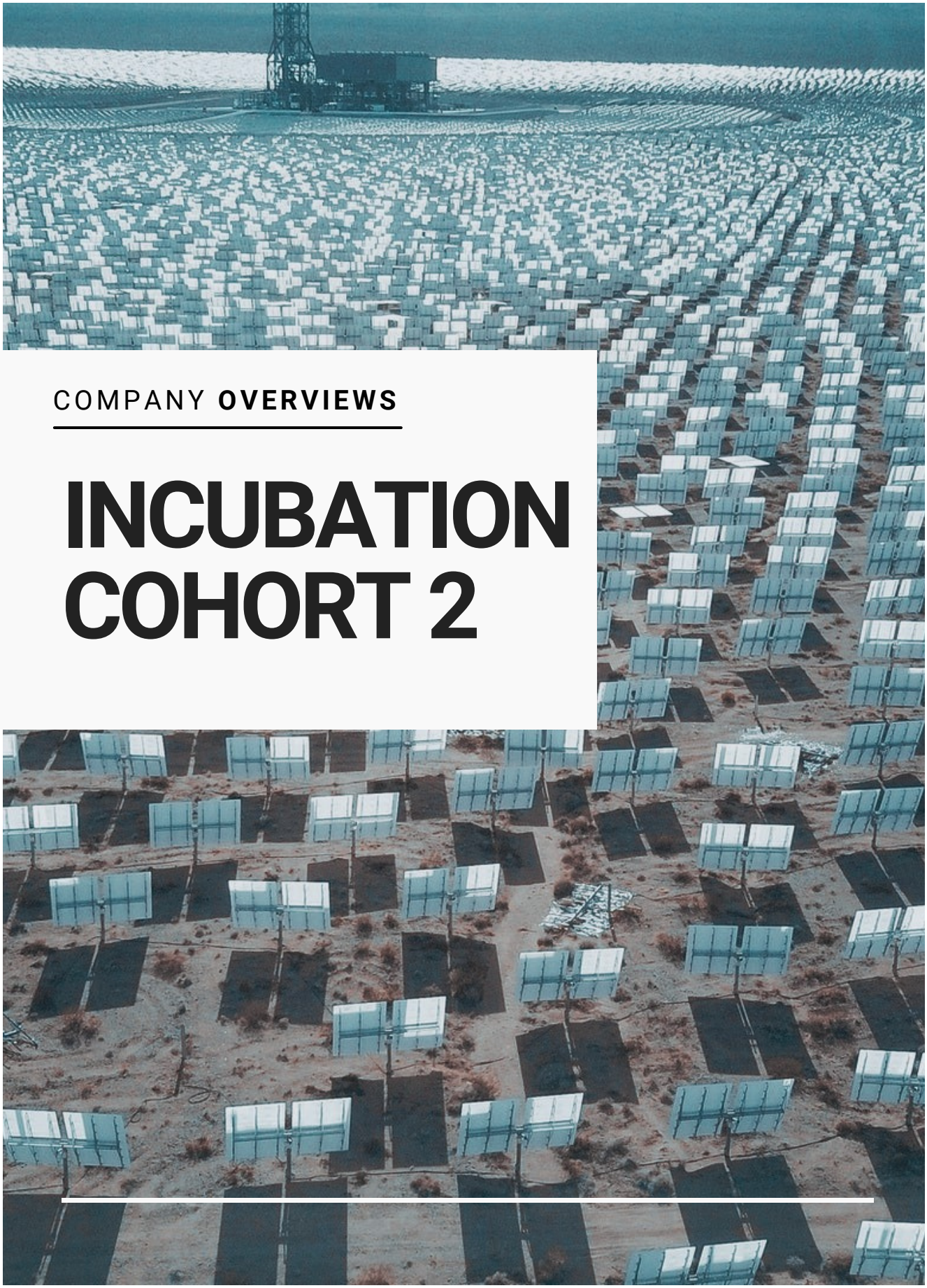
LACI **PROGRAMS**

Our core initiatives translate directly into new green job creation, specifically for a diverse workforce, with a significant number of those jobs at higher wage rates and for those who have been previously unemployed. LACI has developed globally recognized business incubation and acceleration programs that exemplify the benefits of economic development investment, with a strategic focus on transportation & mobility, clean energy, and smart, sustainable cities.

LACI's programs are designed to meet the unique needs and challenges faced by early- to mid-stage pre-commercialization cleantech companies, with a focus on regional tech deployments in clean energy, zero-emissions transportation, and sustainable cities. LACI startup support includes:

- Access to LACI networks – We provide curated market and network access and pilot opportunities throughout LA's cleantech ecosystem.
- Investor relations and due diligence – We help to find access to equity and debt financing.
- Mentorship and coaching from Executives in Residence and industry experts.
- Guidance in measuring and reporting company impact and progress.
- A slate of shared business services - Legal and Accounting support.

Founders Business Accelerator	Innovators Program	Incubation Program	Market Access Program
Businesses with Impact	Energy, Transportation & Circular Economy	Energy, Transportation & Circular Economy	Energy & Transportation
Accelerator for small businesses in the city of LA focused on economic development and impact	Light-touch network access program to plug early-stage cleantech entrepreneurs into California ecosystem	Hands-on program for support cleantech startups in Southern California through market access and business services	Pilot and investor focused program to scale cleantech companies in Southern California through large scale pilots & partnerships
10-week	12-month	2-year	1 to 2- year
Small Business	Pre-prototype	Pre-Seed & Seed	Series A+
Cohort 5: Oct 2021- March 2022	Cohort 5: Sept 2020 -Aug 2021 Cohort 6: Sept 2021- Aug 2022	Cohort 1: April 2020-March 2022 Cohort 2: April 2021 March 2023 Cohort 3: Sept 2021 - Aug 2023	Cohort 1: November 2020 - October 2022



COMPANY **OVERVIEWS**

INCUBATION COHORT 2

ZERO EMSSIONS **MOBILITY**

Tosh Dutt
Co-Founder & CEO

COMPANY
ChargeNet is a SaaS company helping fast food restaurants and property owners track consumer data and renewable energy to charge +electric vehicles quicker and cheaper.

TECHNOLOGY
EV Charging: Infrastructure Hardware & Software

WEBSITE
www.chargenetstations.com

FUNDING STAGE
Seed

CHARGENET STATIONS PILOT DESCRIPTION

ChargeNet Stations' software platform makes it seamless for Quick Serve Restaurants (QSR) to offer customers an opportunity to eat great food and charge their EV, while reducing the QSR's operating costs. As construction for our initial pilot project is now underway, ChargeNet Stations is excited to a charging experience for drivers and property owners that fits in with how they opreate. Our pilot project located at Taco Bell South San Francisco will be the first deployment of ChargeNet Stations energy-as-a-service electric vehicle (EV) charging station. ChargeNet's artificial intelligence (AI)-driven software solution will integrate and manage an array of DC fast chargers with integrated digital displays for light-duty vehicles, plus carport-mounted solar photovoltaic (PV) generation, and energy storage. Site specifics include 80 kW Solar canopy, 6 (six) 75 kW DCFCs, and 220 kWh ESS. These technologies are optimized using restaurant point-of-sale data, while incorporating restaurant and retail menu/service offerings into the app interface to allow users to shop and charge simultaneously. In addition to integrating local retail transaction functionality, the ChargeNet EV charging solution brings first-in-class AI capabilities to optimize the value of both the DER capacity at the pilot deployment's Taco Bell restaurant site, as well as the price-elastic demand of a planned fleet of networked ChargeNet EV chargers at our customer's Taco Bell locations throughout Northern California, and, now, Southern California.

Funding from LACI will be focused on building out our data collection capabilities. The goal of this data collection is to create predictive energy models that help both the EV driver and restaurant operation. Our core KPI will be collecting Consumer Point of Sale data including what was ordered, how much it cost, customer who ordered it, did they charge, how long did they stay, etc… Forecasts using this data will be compared with more classical approaches to forecasting, which do not consider consumer data at the project's proposed level of granularity. A primary KPI will be to measure how much more value ChargeNet's customer data-driven algorithm produces for EVSE owners compared to traditional charging stations.

The task is set up collection of this data including a front end and an api into the ChargeNet backend. Milestone 1: collect accurate data. Milestone 2: can be achieved 3 months later, use the data for predictive energy profiles. These forecasts include restaurant electricity load and total charger electricity load.

ZERO EMSSIONS **MOBILITY**

Chargeway

Matt Teske
Co-Founder & CEO

James Mast
Director of Business Development and Strategic Partnerships

SUB SECTOR
EV Charging: Data, Measurement & analytics

TECHNOLOGY
Building electrification

WEBSITE
www.chargeway.net

FUNDING STAGE
Seed

COMMERCIALIZATION STAGE
Multiple Commercial Deployments

CONTACT:
james@chargeway.net

LACI CHARGEWAY SOUTHERN CALIFORNIA WEB BEACON PILOT DESCRIPTION

Electric vehicles require consumers to re-learn how to fuel their vehicle. Currently, this process is filled with technical electrical engineering terms that confuse and scare off the average consumer. The current EV landscape is filled with complicated terminology with multiple plug types, charging speeds and competing public charging networks.

Chargeway, through its software, provides an easier way to understand and explain Electric Fuel to the average consumer to accelerate the sale and adoption of electric vehicles. Chargeway's software can be deployed at the point of sale (dealerships), online and in a mobile app to provide a consistent customer journey and ease the transition into electric vehicles. Chargeway's system uses simple colors and numbers to identify plug type and charging speed. Our software answers basic consumer questions to provide fuel confidence to the new consumer.

Chargeway has recently developed the Web Beacon- an online version of its app that can be integrated into dealer websites. Chargeway is seeking to deploy the product in the California market- specifically Southern California. The pilot involves placement of the Web Beacon at 12 dealership websites in Southern California in partnership with a major electric utility, along with associated dealer training on the web app and how to best discuss electric fuel with customers. The Web Beacon is an add-on to a dealer website inventory specific to individual vehicles. This product is a version of our mobile software platform that contains information specific to assist in closing the sale of an EV. As Southern California is a key automotive market, providing evidence and documentation on improvements in sell-through times and the customer journey will assist with boosting EV sales and demonstrating a viable product for launch in other markets and more broadly in California.

A Southern California pilot and partnership with a major Southern California electric utility will build on Chargeway's success in other markets across the US and demonstrate that our software is the preferred UI/UX for dealers, drivers, as well as the energy sector for the EV research, purchase and ownership experience in the largest car market in the US. Metrics from this pilot will help bolster existing data to prove this value of the Chargeway platform. As more auto dealers see value in having Chargeway as a resource, we can gain more software subscriptions within the 2,000+ active auto dealers in California.

CLEAN ENERGY

ElectricFish

Vince Wong
Co-Founder & COO

Nelio Batista
Co-Founder &
Technology & Software

Anurag Kamal
Co-Founder & Product

Folasade Ayoola
Co-Founder & Policy

COMPANY
ElectricFish builds, deploys, and operates distributed energy resources integrated with 350kW Electric Vehicle chargers to bring clean, & robust sources of power to communities.

TECHNOLOGY
Building electrification

WEBSITE
www.electricfish.co

FUNDING STAGE
Pre-Seed

ELECTRICFISH PILOT DESCRIPTION

At single-digit EV penetration, the electricity grid is already overwhelmed by existing EV loads and this will worsen as adoption hits critical mass. The devastating effects of climate change will only further impact grid resilience, leading to more outages and unpredictable peak energy costs for businesses. Essential businesses, such as gas stations and convenience stores, will face significant disruption as their profits decline from higher energy bills, and they are actively searching for ways to transition into the clean energy economy.

ElectricFish's turnkey energy storage solutions rapidly monetize underused real estate at essential retail businesses, providing flexible energy resources to help them protect and grow sales. During normal grid conditions, our patented energy units (350 kWh / 350 kW) deliver extreme-fast, grid-resilient EV charging to consumers. During outages, our units supply backup power to the site host and local electricity grid through a bi-directional port at 40 kW. To simplify and expedite permitting and interconnection, our units easily plug into a site's existing electrical connections, avoiding trenching and costly grid upgrades.

Our pilot's goal is to demonstrate our ability to fast-track deployment by using existing electrical infrastructure, and validate our hybrid business model. During normal grid operations, our solution, a battery-integrated DC Fast Charger (350 kW) would serve extreme-fast EV charging sessions. During peak demand periods, the energy backup function (40 kW) would serve excess energy resources back through the local feeder. Our battery-integrated DC Fast Charger's optimization algorithm will dynamically allocate capacity to serving backup power, earning revenue from supporting the grid.

We are prioritizing deploying in a feeder in a disadvantaged community (DAC), as defined by California's Office of Environmental Health Hazard Assessment. We currently have multiple pilot sites identified, including several essential business sites as well as LACI's own La Kretz Innovation Campus. To streamline the permitting process, we will collaborate with LADWP to fully understand their requirements and design our interconnection process to be as lightweight and frictionless as possible. Finally, as a result of our pilot, we will showcase our ability to capture stacked value streams from our patented, multi-purpose energy storage technology.

ZERO EMSSIONS **MOBILITY**

HIVE

Mathias Thomsen
Co-Founder & CEO

Boyd Bishop
Co-Founder & COO

SUB SECTOR
HIVE is a sustainable mobility platform that provides affordable Electric Vehicles and convenient access to charging, for all, today. By starting with those who drive the most and have the biggest impact, we're accelerating electric mobility adoption and getting closer to a pollution-free skyline!

TECHNOLOGY
IOT

WEBSITE
www.drivegemini.com

FUNDING STAGE
Seed

HIVE PILOT DESCRIPTION

The primary barriers to EV adoption amongst high mileage drivers are affordability and charging accessibility. Hive has developed the solution: an affordable, all-inclusive EV membership including charging, at price parity with ICE vehicles today.

We have tremendous traction (500k+ miles, 92%+ utilization, 1k+ paid waitlist), but the existing charging infrastructure is not scalable for the following reasons: A) Not geographically convenient for low income, high mileage drivers (charging operators have invested in high-income areas where EVs are more prevalent); B) Rates are expensive and variable (a partial charging session once cost us more than $100… yes, $100), C) Public infrastructure is unreliable (whether it be down for maintenance, "Ice-ed", preoccupied, etc); D) Power is not as green as it can be (the grid is still mainly non-renewable), and the deployment cycle is long (because of permitting for grid interconnection).

We are building off-grid, solar-powered, modular, second-life EV battery storage-based fast charging hubs in the disadvantaged communities where our pioneering members reside. The ultimate goal is to increase output speed, lower cost per mile, be 100% renewable, and be quickly replicable for other locations. Ultimately, the high utilization use case lowers the per-mile cost of super-fast charging and provides a clean, enjoyable, reliable solution for our high mileage members. We are targeting a cost per kWh of < $0.20 with this system at scale, which is 50% lower than grid based fast charging available today.

This project has been developed with key partners who will provide materials, technology support, and users. iSun, a current seed investor, who develops solar mobility carports will provide the solar materials and construction. We will use recycled EV batteries from total loss vehicles as the energy storage system along with technology developed by Carbon Zero Advanced Research (CZAR). Uber will drive demand to Hive's platform and ultimately provide a high mileage user base. A participating location in a disadvantaged community, characterized by a dense gig driver population and an underdeveloped charging network, will provide the hub space for this to be developed.

We are seeking additional partners to increase potential location access and debt and equity investors to support the company's growth development including this project.

CIRCULAR **ECONOMY**

COMPANY
GreenTek Packaging creates compostable plasticware made from industrial hemp and corn byproducts.

TECHNOLOGY
Plastics & Materials

WEBSITE
www.shophempstensils.com

FUNDING STAGE
Pre-Seed

Jordan Hinshaw
Founder & Executive Officer

GREENTEK PACKAGING PILOT DESCRIPTION

Eco-minded legislators and community leaders have placed bans on many plastic and single use items in order to curb waste and the effects on the environment, but in their place have left ineffective, undesirable, or cost prohibitive alternatives. Upcycling the wasted agro-materials from Hemp production can offer a cost effective solution to single use plastics that strengthens circular economies in the region.

By engaging sufficiently popular restaurant supply distributors of the SoCal Region with an offer to sell our HempStraws and Hemptensils at or near cost of the closest competitor(paper straws, compostable utensils), GreenTek can assess market demand, customer approval, and fund necessary decomposition/LCA testing to assert the economic and environmental value of our product on the broader market, and the viability of greater investment.

By establishing clarity around demand, impact, and market fit(Pricing/Op Margin) through this pilot, we can paint the clearest picture as to what funding is needed to scale this product

We are working to acquire our distribution pilot partner(s) as recurring clients by December 2021.

CLEAN **ENERGY**

Yige (Mira) Le
Founder & CEO

COMPANY
IQHI is a BatteryTech Company provides Software as a Service (SaaS) powered by Data and Artificial Intelligence (AI) technologies to help electric vehicle and energy storage industries to energize and accelerate the entire product lifecycle, meanwhile improving battery safety, capacity and durability.

TECHNOLOGY
Data, Measurement & Analytics

WEBSITE
www.iqhibattery.com

FUNDING STAGE
Seed

IQHI PILOT DESCRIPTION

The proposed project: AI-assisted web platform to help the battery pack OEMs, electric vehicle manufacturers and energy storage companies to accelerate and energize the entire product (battery pack) lifecycle (from design, prototype, validation, certification, evaluation, deployment to quality control). We provide battery operational data filter, management, inspection, and analysis at all levels (cell/module/pack). Our AI algorithm will effectively predict battery life in the next few months (SOC/SOH) under different use cases and environmental conditions.

Partners we are looking for: Battery pack OEMs, Electric vehicle manufacturers, Utilities, Energy storage companies, Solar and renewable energy storage companies.

Pilot duration: 4-6 months

Payment from partner: not required if participating in our case study (est. 4 hours of time devotion).

Consulting, technical support included without additional charge.

ZERO EMSSIONS **MOBILITY**

plus+

Theodore Ullrich
Founder

COMPANY
Portable zero-emission electric vehicles for round trips under 12 miles.

TECHNOLOGY
Shared & Personal Electric Transit

WEBSITE
www.ridewithplus.com

FUNDING STAGE
Seed

PILOT INFO
A human factors and impact study to gather real-world learnings about PLUS's benefits and drawbacks when used in conjunction with Los Angeles's public transit system. We will measure our product's capability to augment & supplement multi-modal public transit trips while also reducing GHGs.

PLUS PILOT DESCRIPTION

PLUS makes and sells foldable lightweight electric vehicles for trips under 12 miles. Our vehicle and associated accessories offer an affordable and convenient zero-emission micro-mobility product to those seeking to own a solution for most of their short trips and/or expanded access to other transit modes like subway, bus, car ride hail, or air travel.

The PLUS Pilot Pitch for LACI is all about gaining deeper insights into the usage of the PLUS scooter in everyday life, especially when used by commuters in conjunction with multi-modal trips using Los Angeles's public transit system. During the Pilot, we will allow users to checkout a PLUS scooter for 1-2 weeks at a time, and measure our product's capability to augment & supplement multi-modal public transit trips while also reducing GHGs. While we would expect to collect some usage data from our first wave of customers, the data we collect in this Pilot will inform the Environmental Impact potential of the product, through studying deliberate use of the PLUS scooter in multi-modal public transit trips.The Pilot will be located in Los Angeles, California. The Pilot consists of 2 parts, due to 1000 unit manufacturing happening between Parts A & B.

In Part A, we will test one PLUS Scooter sample from our factory partner. We'll do benchmarking tests (Speed test, Braking distance test, Weight measurement, Charging time test, Distance per charge test) and interviews of real shared scooter Users at Santa Monica or Venice Beach to get feedback on price, features, and design. All of this will be valuable info prior to starting our 1k unit production.

In Part B, we will make 5qty PLUS Scooters available to LACI and host a longitudinal User Study to gather real-world learnings about PLUS's environmental impacts, human factors, benefits and drawbacks when used by commuters in conjunction with multi-modal trips using Los Angeles's public transit system. We will measure our product's capability to augment & supplement multi-modal public transit trips while also reducing GHGs. With the help of a hired part-time worker, Users will be able to check out a PLUS Scooter for 7 to 14 days at a time, from the LACI Facility. Open to any individuals who regularly access the LACI DTLA office and take public transit.

CIRCULAR **ECONOMY**

rent·a·romper

Lauren Gregor
Founder

COMPANY
A rental clothing company for babies and toddlers because kids (out)grow so fast. Rent-a-Romper set out to build a community-shared closet, filled with great baby and children's clothing, so that you don't have to spend time shopping and looking for deals.

TECHNOLOGY
Textiles

WEBSITE
www.rentaromper.com

FUNDING STAGE
Seed

RENT-A-ROMPER: REUSABLE PACKAGING PILOT

We know that babies grow quickly, often tripling their birth weight in the first year alone. Families spend time and money keeping up with kids as they grow averaging $780 per year on clothing. That's $14,000 by the time they graduate high school!

At Rent-a-Romper, we are transforming the children's fashion industry by building a circular model of rental clothes for kids. We are promoting responsible consumption - focused on reuse and waste elimination.

Through our membership model, Rent-a-Romper provides families with curated wardrobes for their children that they can swap anytime as their kids grow, extending the life of clothes, and diverting waste from landfills. Over the last 18 months, we have seen families adopting this circular model across the U.S. and we are proving our assumptions that clothing can be shared successfully multiple times before needing to be retired.

In order to scale to reach more families and broaden our impact on waste diversion we have examined our operations and found we can pull two key levers to help us reduce cost and reinvest in growth: packaging and inventory costs.

To address our packaging costs, we are piloting with Returnity to implement reusable mailers and boxes for our e-commerce model. Addressing feedback from our customers, our pilot will improve the customer experience when they receive and return clothing items and help us to reduce the risk of damage to our inventory. Returnity's packaging has an estimated life of 40 uses which would allow us to ship back and forth to one customer for up to five years with the same box - for approximately $0.25 per shipment - reducing our packaging costs by over 10x.

At Rent-a-Romper, we are committed to reducing fashion's burden on the planet. Our reusable packaging pilot will demonstrate we are taking the steps to become a truly circular model, reducing waste, and serving as a leader in the circular ecosystem.

ZERO EMSSIONS **MOBILITY**

SENSAGRATE

Darryl Keeton
Founder & President

COMPANY
Sensagrate (which stands for sensor integrated technology) is developing an industry-defining, infrastructure-to-vehicle (I2V) communication platform that provides data to support intelligent decision making for both human-driven and autonomous vehicles to foster safer interaction as they navigate our roadways.

TECHNOLOGY
Data, Measurement & Analytics

WEBSITE
www.sensagrate.com

FUNDING STAGE
Seed

SENSAGRATE PILOT DESCRIPTION

Sensagrate's unique technology solutions tracks pedestrian behavior to collect roadway data that improves the safety of autonomous transportation solutions. We do this by collecting real-time data of vehicles, pedestrians, and cyclists' movements on roads to reduce congestion, reduce emission, and prevent incidents. Our use cases include traffic flow volume analysis, near-miss collision analysis, automated traffic control signals, and use the data collected to help train autonomous vehicles. We have partnerships with HERE, NVIDIA, Avnet, Microsoft Azure, and Verizon that help us provide a single end-to-end traffic and roadway safety and data analytics solution to our customers.

Sensagrate, UCLA Transportation Dept, and LA DOT will address unique use cases to create a smart intersection corridor between UCLA's campus and Westwood Village. The corridor will enable the ability to test and demonstrate the future of intelligent transportation systems (ITS) data exchanges and new mobility technologies and solutions such as a connected and autonomous vehicle (CAV) communications and testing site. The corridor covers a wide range of interconnected smart transportation applications and use cases that include: 1) Smart sensing computer vision software and edge computing at intersections, beyond the intersection and mid-block; 2) Cooperative vehicles and infrastructure; 3) Infrastructure-assisted automated driving and traffic safety.

The project will establish in December 2021 with a timeline for one year with 3 deployments along Westwood Blvd. This pilot will further our technology to validate how we solve preventing pedestrian incidents by improving safety on roads and prepare for the readiness of connected and autonomous vehicle (CAV) corridors and advance smarter and safer intersections. The data collected in the corridor will assist in the planning, design integration, and implementation of other targeted projects, such as creating an electric autonomous vehicle shuttle service corridor. The partnerships leverage the capacities of each to succeed in improving traffic, transit, public safety, mobility, and assessing long-term and scalable solutions to deploy city and region-wide.

Additional partners, we are looking for include: 1) Autonomous Vehicle OEMs (car manufacturers) to license data for autonomous vehicle simulation software training, 2) Municipalities to deploy smart intersections in your community; 3) Metropolitan transit providers to help improve route planning and safety; 4) Power and infrastructure providers from utility and street light pole providers to integrate our solution into existing or new infrastructure. Sensagrate is actively seeking funding for a $2.5M convertible note to enhance our web application, mature our SensaVision computer vision software, and grow to 10 markets by the end of this year.

CIRCULAR **ECONOMY**

VERITY

Kerri Leslie
Founder & CEO

COMPANY
Verity is on a mission to eliminate waste from the beauty and personal care industry by making a circular economy approachable and affordable for retailers, brands, and consumers. We make reusable containers and offer a turnkey take-back service to collect, sanitize, and put containers back to use.

TECHNOLOGY
Waste Management

WEBSITE
www.veritycase.com

FUNDING STAGE
Series A

VERITY PILOT DESCRIPTION

VERITY is bringing the circular economy to the personal care and beauty industry - the same industry that produces over 80B units of single-use plastic packaging every year. All of those plastic containers in your bathroom (on the counter, in the medicine cabinet, in the shower) are not actually getting recycled. Metals like stainless steel and aluminum on the other hand get recycled up to 90% of the time because they have a high value in the recycling stream.

VERITY is here to make an impact by designing, manufacturing, and distributing reusable metal containers for the beauty and personal care industry. VERITY's stainless steel and aluminum packaging components are thoughtfully and intentionally designed to contribute to a more sustainable and circular future. Their containers are designed to be reused over and over again, yet still fully recyclable at end-of-life. VERITY's plastic-free vessels are here to end the reliance on single-use plastics in the industry and make circular packaging accessible and approachable to brands in this sector.

The VERITY Pilot will be focused on a new manufacturing technique that is designed to reduce scrap, reduce machine time, increase pace of manufacturing, and decrease COGS. This technique will be used on our top selling component for which we already have sales.

CIRCULAR **ECONOMY**

LAMAR

Brantly Fulton
Founder & CEO

COMPANY
LAMAR, IoT is developing new sustainable supply chain solutions to reduce costs, inefficiencies, and mitigate waste towards a zero emissions planet.

TECHNOLOGY
Shipping & Logistics

WEBSITE
www.lamar.global

FUNDING STAGE
Seed

COMPANY **OVERVIEWS**

INNOVATORS COHORT 5

ADVANCED ENERGY ANALYTICS

Mohammad Mojdehi
Founder and CEO

COMPANY
Advanced Energy Analytics has developed a software platform for utility companies, Interconnection Qualifier (IQ), that streamlines and automates the approval process.

TECHNOLOGY
Grid Technologies

TEAM
Mohammad Mojdehi, Founder and CEO

FUNDING STAGE
Pre-Seed

PILOT STATUS
In progress

WEBSITE
www.advancedenergyanalytics.com

BioZen Batteries

Nate Kirchhofer
CEO

COMPANY
BioZen Batteries develops advanced organic electrolytes for organic redox flow batteries (O-RBFs).

TECHNOLOGY
Energy Storage

TEAM
Zach Rengert, CSO, Eric Brigham, CFO and Nate Kirchhofer, CEO

FUNDING STAGE
Pre-Seed

PILOT STATUS
Planning

WEBSITE
www.biozenbatteries.com

evlife

Peter Glenn
Co-Founder

COMPANY
EV Life is a web platform that makes it easier for people to drive an electric car than gas.

TECHNOLOGY
First & Last Mile Mobility

TEAM
Peter Glenn, Co-Founder and
Kevin Favro; Co-Founder

FUNDING STAGE
Pre-Seed

PILOT STATUS
Planning

WEBSITE
www.evlife.co

FIL$_2$R

Audra Huffmey
Founder

COMPANY
FIL$_2$R sells plastic reducing and sustainable water filtration devices for at home use.

TECHNOLOGY
Plastics & Materials

TEAM
Audra Huffmeyer, Founder

FUNDING STAGE
Pre-Seed

PILOT STATUS
Beyond pilot status, seeking commercialization and expansion opportunities

WEBSITE
www.fil2r.com

The Hurd Co.

Taylor Heisley-Cook
Co-Founder & CEO

COMPANY
The Hurd Co is paving the way to make fabric from agricultural waste. Agrilose™ is cost-competitive, sustainable, fiber feedstock pulp made entirely from agricultural waste.

TECHNOLOGY
Textiles

TEAM
David Mun, Co-Founder & COO + CFO and Taylor Heisley-Cook Co-Founder & CEO

FUNDING STAGE
Pre-Seed

PILOT STATUS
In progress

WEBSITE
www.thehurdco.com

MeterLeader

Natalie Zandt
Founder & CEO

COMPANY
MeterLeader is solving the problem of carbon emissions stemming from electricity use and heating, which constitutes about one third of total global greenhouse gas emissions.

TECHNOLOGY
Energy Efficiency

TEAM
Natalie Zandt, Founder & CEO

FUNDING STAGE
Pre-Seed

PILOT STATUS
Completed

WEBSITE
www.meterleader.com

REWILDER

Jennifer Silbert
Founder

Stephanie Choi
CMO

COMPANY
Rewilder is a consumer goods company that specializes in products made out of post-industrial high-tech materials.

TECHNOLOGY
Plastics & Materials

TEAM
Jennifer Silbert, Founder and Stephanie Choi, CMO

FUNDING STAGE
Pre-Seed

PILOT STATUS
In progress

WEBSITE
www.rewilder.com

Thomas Youmans
Co-Founder & CEO

COMPANY
Rhoman Aerospace builds drone control systems that allow current electric vertical take-off and landing drones to fly farther with a single charge, and allow for new use cases to enable the commercial UAV of the future.

TECHNOLOGY
Shipping & Logistics

TEAM
Thomas Youmans, Co-Founder & CEO and Thomas Callen, Co-Founder & COO

FUNDING STAGE
Pre-Seed

PILOT STATUS
Completed

WEBSITE
www.rhoman.aero

NPS

Daniel Bakholdin
President & Co-Founder

COMPANY
Newbury Power Solutions' FESS (Flywheel Energy Storage System/Solution) product competes against residential and small commercial Li-ion battery storage products.

TECHNOLOGY
Energy Storage

TEAM
Daniel Bakholdin, President & Co-Founder

FUNDING STAGE
Pre-Seed

PILOT STATUS
Not at this time

WEBSITE
www.newburypower.com

rivieh
living simplified

Mustafa Homsi
Founder

COMPANY
Rivieh is a smart living platform specifically designed for rental businesses.

TECHNOLOGY
Energy Efficiency

TEAM
Mustafa Homsi, Founder

FUNDING STAGE
Pre-Seed

PILOT STATUS
Seeking pilot/demonstration opportunity

WEBSITE
www.rivieh.com

TransforMAX

Chijioke "CJ" Ejimuda
Founder

COMPANY
Currently power transformers are evaluated manually (statically), resulting in huge power losses that could lead to electrical faults.

TECHNOLOGY
Energy Efficiency

TEAM
Chijioke "CJ" Ejimuda, Founder

FUNDING STAGE
Pre-Seed

PILOT STATUS
In Progress

WEBSITE
www.hybridata.us

VELOCE

Jeff Wolfe
Co-Founder & CEO

COMPANY
Veloce Energy is developing technology to create intelligent, flexible, scalable grid edge energy networks.

TECHNOLOGY
EV Charging Infrastructure

TEAM
Jeff Wolfe, CEO; Mark Yates, COO;
Randy Palombi, Chief Sales Officer; and
Mike Schenck, VP Product & Engineering

FUNDING STAGE
Seed

PILOT STATUS
In Progress

WEBSITE
www.veloceenergy.com

COMPANY **OVERVIEWS**

ALUMNI COMPANIES

INCUBATION COHORT 1 **SNAPSHOT**

ALUMINA ENERGY

CERO

CH!

PAVE, LLC

JUMPWATTS

MAXWELL

NeoCharge

SEED

SparkCharge

Substance POWER & MOBILITY

tbm designs LLC

xeal

MARKET ACCESS PORTFOLIO **OVERVIEW**

Automotus

ENVOY

zoomo

URB-E

CIRCUIT
FORMERLY THE FREE RIDE

LACI **ALUMNI**

as of February 1, 2021

AMPLY

AMPAIRE

AVISARE

AYYEKA

CALIFORNIA LITHIUM BATTERY

CLEVR

divining**LAB** LLC

Eli Electric Vehicles

FREEWIRE

FIT + SCRUBS

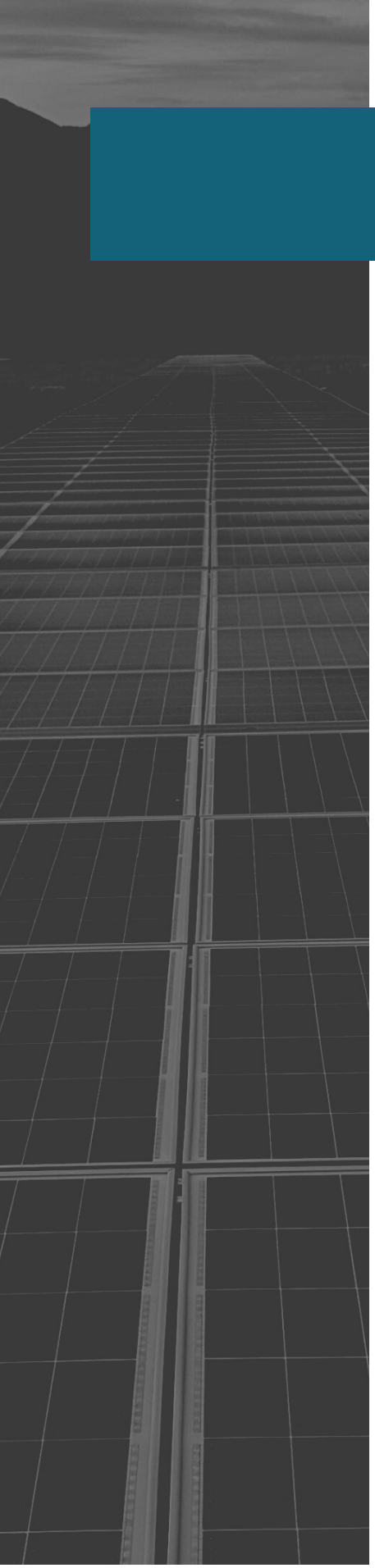
greencommuter

HOLLYWOOD ELECTRICS

HOMEBOY ELECTRONICS RECYCLING

LACI **ALUMNI**

as of February 1, 2021



ISIDORE ELECTRONICS RECYCLING

MOEV

NATURE COATINGS

NEVADOS TRACKERS ANYWHERE

OnRobot

pickmysolar

rain systems

Repurpose.

saya knowledge of water

SEATREC

SORSA

Xtelligent

GOT
QUESTIONS?

LEARN MORE
LACI.ORG/POWERDAY
LAUREN@LACI.ORG