



## **LACI's Incubation Program**

*Hands-on incubation program to launch and grow cleantech startups in Southern California.*



Los Angeles Cleantech Incubator (LACI) 's mission is to create an inclusive green economy by **unlocking innovation, transforming markets, and enhancing community.**

LACI hosts a suite of programs delivering benefits to startups and small businesses in Southern California.  
**We are currently recruiting for our Incubation Program for 2021.**

**Founders Business Accelerator**

Impact-focused accelerator for small businesses

**Innovators Program**

Light-touch network access program for cleantech innovators in Southern California

**Incubation Program**

Hands-on incubation services for supporting cleantech startups in Southern California

**Market Access Program**

Large scale pilot program for scaling cleantech startups in Southern California

We work with the goal of helping **startups raise outside funding and gain traction in the market.**

- Eligible for small-scale pilot deployment
- Up to \$160,000 in business services and perks
- Access to LACI funding opportunities: Impact Fund and Debt Fund

**Applications Open Tuesday, November 10!**

- 2 - year program starting March 2021
- Pre-Seed & Seed stage startups in Southern California with a working prototype

*Cost to participate is a 1.5-3% equity stake in the form of a warrant.*



# INCUBATION PROGRAM

2021

2022

2023

6-months

18-months

March - September 2021

September 2021 - March 2023

Develop essential business deliverables and strategy through expert workshops, advisory sessions and curriculum exercises.

Achieve milestones set in Program Roadmap by capitalizing on key benefits, program perks, ecosystem engagement and LACI support.

**ALL SESSIONS HELD VIRTUALLY in 2021**

### Market Readiness

### Investor Readiness

- Product Roadmap
- Sales & Marketing
- Market Landscape

- Financial Preparation
- Sources & Instruments
- Pitch & Storytelling
- Investor Relations

***Startups must commit to attending all sessions during the first 6 months.***

- **Fundraising:** preparation and execution of raising outside capital
- **Pilots:** pilot preparedness and opportunity for small-scale pilot project
- **Market Access:** engage with public stakeholders, industry partners and mentors
- **Product Development:** finalize product development and roadmap
- **Operational Growth:** grow team and operations in Southern California
- **Business Support Services:** Personalized expert help with legal and accounting services (ie bookkeeping best practices, cash flow management, trademark registration, contracts, etc)



## ADVISORY SERVICES

- **Dedicated Executive in Residence (EIR)** to serve as business mentor and coach, helping define business milestones and engagement roadmap and access to **Industry Advisors** for additional industry-specific mentorship and connections.
- **Public Relations** support for publicizing key milestones
- Monthly office hour and regular access to VP of **Government Relations** to discuss public affairs and government relations priorities as well as quarterly roundtable meetings with elected city, state, and federal officials.
- Functional workshops led by leading industry service providers on topics such as business formation, corporate governance, customer discovery, investment readiness, grant writing and **up to \$10,000/year in business support services** from LACI's vetted suite of startup-friendly service providers, including legal, accounting, and creative.
- Hands-on curriculum during the first 6-months with LACI and Industry Experts on Market Readiness and Investor Readiness.





## INVESTMENT SUPPORT & OPPORTUNITIES

- Regular opportunities to meet relevant investors and partners via 1:1 introductions and virtual roundtable discussions.
- Pitch opportunities at annual pitch and showcase event in front of 100+ angel, venture capital, corporate strategic, and family office investors.
- Strategic support from **dedicated fundraising advisory team**, including our Senior Director of Investment and other advisors.
- *Eligibility* for LACI funding opportunities once the 6-month curriculum is successfully completed:
  - the **LACI Impact Fund**, LACI's sidecar follow-on fund for companies in its programs. The fund, which is an independent entity, makes investments that follow on to terms set by a lead investor with check sizes ranging from \$100,000 to \$500,000;
  - and **LACI's Debt Fund**, which provides startups flexible-length loans at below-market interest rates for pilot-related project finance or working capital, with typical loan amounts of \$10,000 to \$50,000





# PARTNERS & PILOTS

## Market Access & Visibility

- Industry and customer introductions when we see a match-making opportunity, inbound corporate customer meetings, roundtable/clinic events with key corporate partners like **Southern California Edison, LADWP, BMW, and Itron.**
- Visibility and interface with various local and state agencies through local and statewide events and meetings. Agencies may include: **California Energy Commission, California Air Resources Board, California Public Utility Commission, City of Los Angeles, County of Los Angeles.**
- Visibility to publicly funded innovation grants and programs Including: **Caltech FLOW Rocket Fund, CalSEED, CalTestBed.**

## Pilot Funding & Support

- **Pilot project support for small-scale deployment** through project scoping, monitoring, promotion and analysis
- **Pilot preparation** curriculum including engaging with stakeholders, certifications, contracts, budgeting and case studies, and access to LADOT test bench procurement mechanism.





# ACCESS TO FACILITIES & PERKS

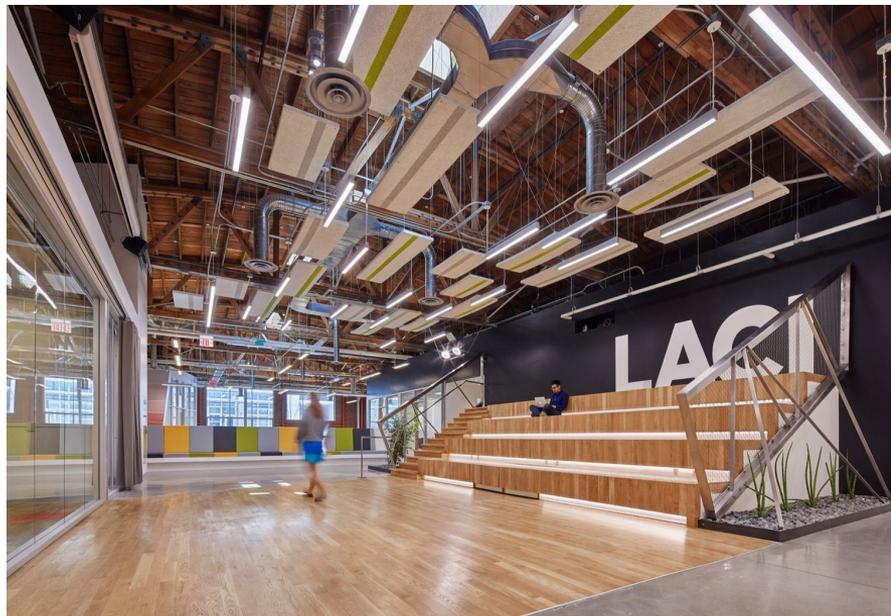
## Access to [La Kretz Innovation Campus](#)

Inspired by the creative spirit of the people of L.A., LADWP's **La Kretz Innovation Campus (LKIC)** is the front door for cleantech innovation in Los Angeles. The Campus serves as the home for LACI and is a hub for incubating startups. **LKIC features conference rooms, classrooms, event space, training space, co-working space and a world-class maker space and prototyping center.**

- **50% Discount to La Kretz Innovation Campus Membership** with options of Hot Desks, Dedicated Desk or Private Office Space with full campus access including conference rooms.
- **25% Discount to Advanced Prototyping Center** with access to prototyping support in the machine shop, welding lab, electronics lab, and wet lab, and free Autodesk membership. *For startups participating in LACI's APC Fellowship Program, APC membership is free.*
- **Free** event space (for one event per year) and training rooms

## Perks Platform

- Up to **\$150,000 value in additional perks** through exclusive LACI access for subscriptions and memberships to industry resources and memberships such as: **Pitchbook, Wood Mackenzie Grid Edge Service (GreenTechMedia), Amazon Web Services, Brex, and Autodesk** (through APC membership).





# APPLICATION PROCESS



Upon submitting the *Initial Application*, we will get in touch for a phone interview/screen to check in with you about your submission and the program.



# SELECTION CRITERIA: What we're looking for

## Startups must:

- Have a cleantech solution that addresses one of our priority areas: **Clean Energy**, **Zero Emissions Transportation** and **Smart & Sustainable Cities: Circular Economy**.
- Own or license a novel proprietary technology.
- Have a significant presence (operations or sales) in Southern California with founder or key executive able to attend meetings, workshops and events on campus at short notice.
- Have at least 2 full-time employees.
- Have a working prototype (TRL 4+).
- Commit to attend all weekly curriculum workshops during the first 6 months.

## We evaluate based on:

- Technology type, credibility and innovation. Is it identified as a tech priority for LACI? (see next slide)
- Investability of a startup based on their market, business model, technology, and competitive advantage.
- Environmental and community impact of the solution.
- Potential for the startup to grow their team, operations and sales in the Los Angeles region and create sustainable jobs.
- Founder and team's coachability, experience, and commitment.
- Startup's commitment to Diversity, Equity and Inclusion.
- Overall fit of startup and team within the LACI community.





# PRIORITY TECHNOLOGIES

LACI is looking at these technologies for 2020 but looks forward to seeing all types of innovation in our three focus areas

## Clean Energy



- Technologies that support **building efficiency & electrification**.
- Software and hardware solutions for **vehicle to grid integration** for managed charging of fleets and non-fleets and support load growth from millions of EVs hitting the CA market in the next decade.
- **Resiliency** solutions for disaster prevention and response.
- Innovations building an **Internet of Energy** to seamlessly and cohesively tie together all grid asset.

## Zero Emissions Mobility



- Innovative **electric vehicle charging solutions** enabling rapid EV adoption in multi-unit dwellings (apartments, condominiums, commercial offices) and medium-duty and heavy-duty vehicles.
- Electric, zero emissions **medium-duty and heavy-duty goods movement** solutions.
- Solutions for zero emissions **first-mile and last-mile goods movement**.
- Models or solutions that integrate, manage, and/or improve the accessibility of **shared mobility options**.
- Sophisticated **real-time tracking of transportation and mobility data**.

## Smart & Sustainable Cities: Circular Economy



- **Digital solutions for monitoring resource use**.
- Software and hardware innovations for **reducing and tracking waste streams**.
- Innovative new materials for **textiles, plastics and built environment** utilizing post-consumer products and produce zero-waste.
- Technologies for **cradle-to-cradle materials management and accountability**.



Join us!

Applications open

**November 10, 2020**

The deadline to apply is

**January 8, 2021**

*For more information contact the Pipeline Manager  
[pipeline@laci.org](mailto:pipeline@laci.org)*

