



## **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 Cohort 3

#### 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  
due June 18,  
2021**

- 2 - year program starting September 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

2022

2023

2024

6-months

18-months

September 2021- March 2022

March 2022 - October 2024

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.

## Program Benefits Include:

- **Executive in Residence:** combination of 1:1 and small-group sessions
- **Investment:** support and opportunities to raise outside capital
- **Pilots:** pilot preparedness and opportunities for small-scale pilot project
- **Market Access:** engage with public stakeholders, industry partners and mentors
- **Business Support Services:** Personalized expert help with legal and accounting services (ie bookkeeping best practices, cash flow management, trademark registration, contracts, etc)

## Examples of Roadmap Achievements:

- **Product Development:** finalize product development and roadmap
- **Operational Growth:** grow team and operations in Southern California

## Market Readiness

- Product Roadmap
- Sales & Marketing
- Market Landscape

## Investor Readiness

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

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



## ADVISORY SERVICES COVER 4 KEY AREAS

<u>Advisory Service</u>	<u>Key Benefits</u>
<b>Executive in Residence (EIR)</b>	<ul style="list-style-type: none"><li>• Consistent business mentor &amp; coach</li><li>• Help define business milestones &amp; roadmap</li></ul>
<b>Mentors</b>	<ul style="list-style-type: none"><li>• Volunteer subject matter experts who meet with startups on an <b>ad hoc basis</b> to <b>advise</b> startups on specific issues.</li></ul>
<b>Business Support Services</b>	<ul style="list-style-type: none"><li>• Offers startups access to free Legal, Accounting, &amp; Creative services.</li><li>• Several providers offering office hours</li><li>• Functional workshops led by leading industry service providers on topics such as business formation, corporate governance, customer discovery, investment readiness, grant writing</li></ul>
<b>Industry Connections</b>	<ul style="list-style-type: none"><li>• Industry-specific mentorship &amp; connections</li><li>• Regular industry &amp; customer introductions via roundtables, inbound corporate customer meetings</li><li>• Four roundtable &amp; workshop events with key corporate partners: “How to do business with...” key partners such as, Itron, SCE, Edison International, LADWP, BMW, etc.</li></ul>





## 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, our Fund Management Analyst, 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

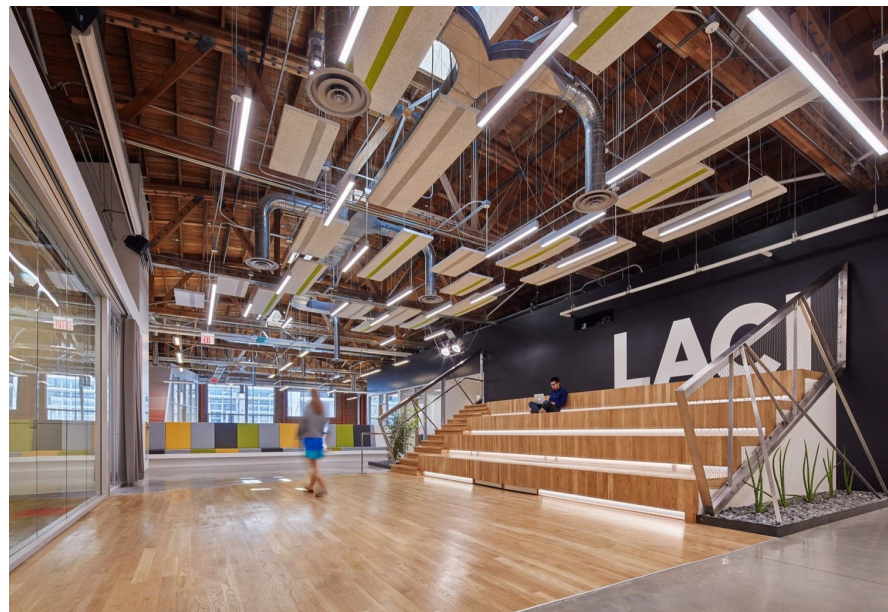
## Access to [La Kretz Innovation Campus](#)

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







## 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 2021 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

**May 5, 2021**

The deadline to apply is

**June 18, 2021**

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

