

IN THE STORE

LACI

DealBook

LACI PORTFOLIO COMPANIES

Q1 2018

Portfolio Companies Raising Series A

Advanced Vehicle Manufacturing (AVM)

Larry Brennan
Founder & CEO
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Ampaire

Kevin Noertker
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Arensis

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Avisare

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Chai Energy

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CLB Americas Inc.

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Connect Homes

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Ferraris Power Inc.

Jay Koo
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Hive

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Local Roots Farms

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Nevados Engineering

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Pick My Solar

Max Aram
Founder & CEO
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Repurpose

Lauren Gropper
Founder & CEO
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SAYA

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Water Canary

Sonaar Luthra
CEO
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FOR ENTREPRENEURS, BY ENTREPRENEURS

Advanced Vehicle Manufacturing

AVM builds the highest quality, best value, ready-for-service all-electric shuttle buses on the market, moving people cleanly, quietly, and cost-effectively.



LACI since: 2016

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

STAGE

Total Full-Time Equivalent Jobs Created

3

FRIENDS/FAM

SEED

SERIES A

Minority/Previously Excluded Employees

2



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Larry Brennan
CEO & Co-founder



David Merrill
COO



John Walsh
VP, Business Development



Heesoo Lee
General Manage, Energy Systems

SUMMARY

"At AVM we seek to transform the way people use transportation. We provide a suite of innovative products to the transportation and energy sector. Our first US product, an all electric EV shuttle is capable of charging in under 10 minutes. We've brought to market a game changer for the electric transportation revolution. We also provide connected vehicle and advanced technology package offerings."
– John Walsh, VP Business Development

INFO BULLETPOINTS

- Purpose-built from the ground up.
- Cost effective, 500,000 mile life.
- < 10 minute charge time.

YEAR-TO-DATE MILESTONES

- First production unit arrival in Los Angeles port of Long Beach on February 1st 2018.
- Series A funding closed.
- Demos available upon request.

AMPAIRE

Ampaire is designing and developing electric aircraft for the regional air travel market to meet demand for short-haul flights and solving two of the biggest problems in aviation – high operating costs and aviation’s impact on environment.



LACI since: 2017

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



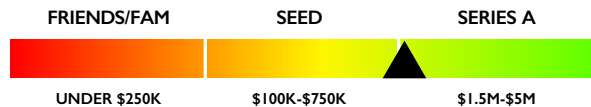
LACI IMPACT 2016

STAGE

Total Full Time Equivalent Jobs Created*



Lbs. of Green House Gas Reduction*



TEAM



Kevin Noertker, CEO
Co-Founder, Caltech
Northrop Grumman



Cory Combs, CTO
Co-Founder, Stanford
Northrop Gumman



Ryan Bilton, CFO
Co-Founder, Wheaton
BMO Financial



Jason Nimersheim
Integration Eng Lead
U Cincinnati, SpaceX



Dr. Mark Bernstein
Dir. Strategy & Mktg
UPenn, USC, RAND



Dr. Omar Laldin
Electrical Eng Lead
Purdue, Faraday



Russell Newman
Testing & Certification
Caltech, Virgin Orbit

SUMMARY

At Ampaire our vision is to create something that’s always been perceived as impossible – zero emission, high performance, low cost aircraft – and make it a reality. We are building them today – and will be flying in 2018. By starting with retrofitting existing aircraft, we are taking a more efficient and effective approach than other companies in the space. This will get us to market sooner and will position us better as the market grows. This will also speed the approval of our new design jet – a 9-passenger, 350 mile, regional aircraft which we expect to demonstrate within 5 years.

INFO BULLETPOINTS

- Focused on near term application for electric-retrofits to fill the current market need – over a million flights/year of less than 150 miles.
- We’ve received letters of interest from 7 airlines, totaling over 120 planes because they want the 25% operating cost savings.
- The state of technology, recent updates to regulations, pressures on the existing market, and opportunity for massive growth makes this the right time to tackle this incredible opportunity to lower costs and reduce the environmental impact of air travel.

YEAR-TO-DATE MILESTONES

- We have completed baseline architecture for the retrofit powertrain and have an operating bench-test power system.
- We have two airframes in house ready for ground tests, and one is currently being outfitted for integration.
- We are actively protecting IP, developing our certification protocols and developing market studies.
- We were chosen as the top global aerospace startup at ‘Hello Tomorrow’ a global deep-tech challenge in Paris.

*Impact performance to be updated in Q2 2018

Arensis

Arensis, a global decentralized energy solutions provider. Arensis helps customers around the world to reduce energy costs, monetize waste streams and control energy production.



LACI since: 2015

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

STAGE

Total Full-Time Equivalent Jobs Created

43

FRIENDS/FAM

SEED

SERIES A

kWh of Energy Generation

28M



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



JULIEN UHLIG
CEO



Nick Tarditti
CFO



Michael Hofmeister
CTO



Tony Morberg
Investment Director

SUMMARY

These are exciting times in renewable energy. After nearly ten years of renewable energy development at Arensis, along with the recent worldwide evolution in business organization and processes, we're entering an era of grid independence. We can now reduce the need for power, sanitation, and information grids that operate on centralized infrastructure. The future is in decentralized systems, and it's here now.

INFO BULLETPOINTS

- Micro-combined Heat and Power (CHP) units, purpose-built for commercial and industrial on/off grid power production.
- 200+ units installed in 9 countries including U.K., Japan, and the USA, generating over 30 MW of electricity and thermal energy.
- Over \$500 million in revenue secured for existing projects over the next 20 years, guaranteed by the UK government.
- Each unit fits in a 20 foot container, providing utility scale renewable energy in a manner of weeks.

YEAR-TO-DATE MILESTONES

- Reached 10,000+ operating hours on our first installed unit without need to replace major components.
- Closed \$10M in project finance with RBS Lombard in the UK to fund on-going UK operations.
- Secured new blue-chip customers including Cargill, Luftansa in Indonesia and Puerto Rico and SPI Solar and Fujita in Japan.
- Developed micro-grid management platform and energy production management system powered by Schneider Electric.

Avisare

Avisare levels the playing field for procurement.

LACI since: 2016

AGRICULTUR BUILT ENV ENERGY/CONSERV **IT** SUST/ALT MATL'S TRANS WATER/WASTE

LACI IMPACT 2016

Number of Female Employees	7
Minority/Previously Excluded Employees	5

STAGE

FRIENDS/FAM	SEED	SERIES A
UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM

Sky Kelly Founder & CEO	Rue De Silva Product Management	Shafi Karim Marketing	Anthony Vu Customer Success	Star Carrigan HR / Community Outreach

SUMMARY

Avisare is a procurement SaaS platform with a social mission to level the playing field for all businesses to compete for contracts. We help government entities and corporations find and vet suppliers based on their needs while promoting environmental sustainability, innovation and diversity in the global supply chain.

- INFO BULLETPPOINTS**
- Selected as 1 of 10 companies to participate in LA's Techstars accelerator program's inaugural class.
 - Avisare's goal is to modernize the procurement process, and make smart recommendations to both buyers and sellers that will help more small & diverse businesses better compete for contracts.
 - Avisare is conquering the LA market first, then branching out to larger major cities like New York, Miami, and Dallas.

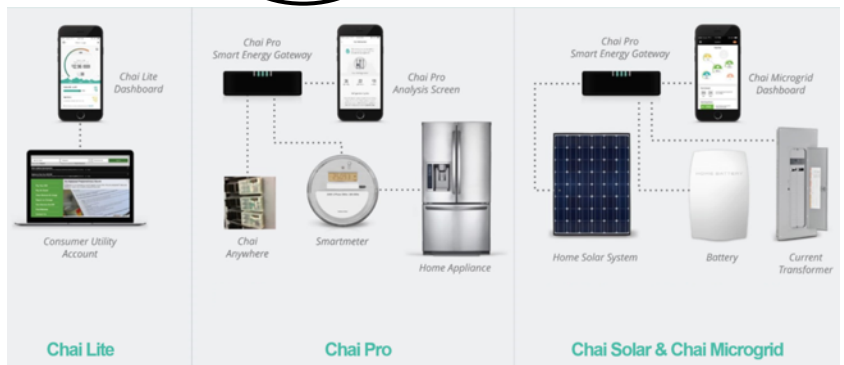
- YEAR-TO-DATE MILESTONES**
- MVP launched in August of 2016.
 - Raised \$1.35M seed funding in November 2017
 - Signed 3 year contracts with Los Angeles Department of Water & Power and San Jose Water Company.
 - Signed 2 year deal with Los Angeles World Airports (LAX and VNY), and in discussions with 5 of their tier one suppliers
 - Signed pilot with the California Energy Commission (a state agency)
 - In proposal discussions with the City and the County of Los Angeles to implement across the county
 - In R&D phase on machine learning that intelligently matches government contract projects with vendors

Chai Energy

Chai Energy is a customer engagement platform for electric and gas utilities. Chai is powered by utility smart meter data and helps customers understand energy usage and achieve savings through program adoption and smart device control.

LACI since: 2015

AGRICULTUR BUILT ENV **ENERGY/CONSERV** IT SUST/ALT MATL'S TRANS WATER/WASTE



LACI IMPACT 2016

Number of Employees

6

Lbs. of Green House Gas Reduction*

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Evan Birenbaum
CEO & Co-Founder



Cole Hershkowitz
CTO & Co-Founder



Ka Suen
CIO & Co-Founder



Jason Shimamoto
CFO

SUMMARY

- Chai uses machine learning algorithms and data analytics to visualize energy usage, create load profiles, generate personalized savings recommendations, and provide distributed energy resource control & management.
- Customers use Chai to reduce usage and save money. Microgrid management enhances the ability of customers and energy providers to understand and control distributed energy resources within the home to provide valuable grid services.

INFO BULLETPOINTS

- Chai's platform includes three distinct mobile app products, a web management portal, and a customized CRM engagement system.
- Partners leverage Chai to administer energy efficiency, demand response (Behavioral & Automated), and customer facing programs.
- Chai is well positioned to be at the forefront of the rapidly growing distributed energy resource control and management market

YEAR-TO-DATE MILESTONES

- Revenue: \$1,264,000 from program facilitation and licensing °
- Technology: Commercialized web management portal, developed smart device control and created working prototype of microgrid app °
- Business Development: Developed SaaS licensing model for retail energy and OEM partners °

*Impact performance to be updated in Q2 2018

CLB Americas Inc.

World leading Silicon-carbon (“Si-C”) very high capacity composite lithium-ion battery (“LIB”) anode material that extends next generation LIB based electric vehicle range and improves energy storage system performance while lowering lifetime LIB cost per kWh.



LACI since:

AGRICULTUR

BUILT ENV

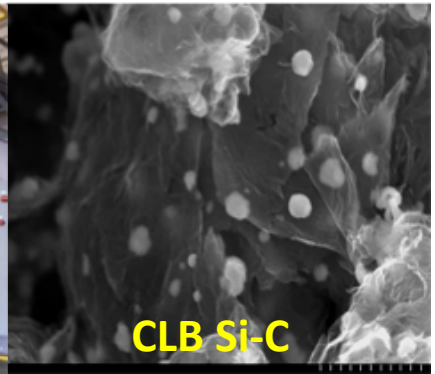
ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

Number of Female Employees

1

Number of Employees

3

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Phillip Roberts
CEO & Co-Founder



Junbing Yang, PhD
CTO, President & Co-Founder

SUMMARY

“CLB took advantage of national and local government programs so it could focus on its revolutionary silicon-carbon anode material. Now with EV, electronics, and energy storage customers lining up, it hopes to break the battery bottleneck.” Charged EV Magazine

INFO BULLETPOINTS

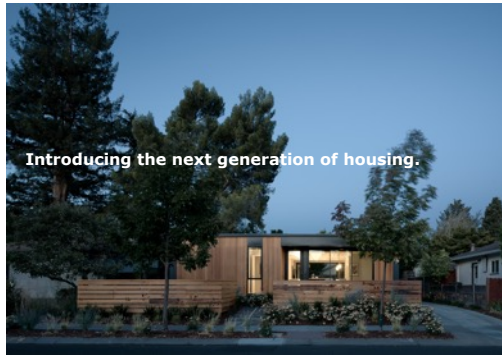
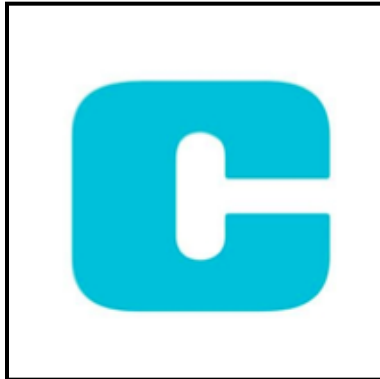
CLB's Si-C sets the industry standard for the next generation Li-ion batteries (LIBs) anode specific capacity (1100 mAh/g vs 375 mAh/g). The patent pending SiCAM (Silicon Composite Anode Material) process uniformly embeds and chemically bonds nano silicon particles throughout a proprietary carbon composite matrix to produce a stable, extended life Si LIB anode material with superior performance. The SiCAM coating process is Fluidized Bed Chemical Vapor Deposition (FBCVD) using proprietary equipment and methods.

YEAR-TO-DATE MILESTONES

- In 2016 CLB successfully went from lab to Beta scale production in Brea, CA.
- In 2017 CLB transferred pilot Fluidized Bed Reactor (FBR) to contract manufacturer in Anaheim, CA and began limited Si-C commercial production.
- CLB recently signed an agreement with a major US Polysilicon manufacturer to integrate CLB FB-CVD reactor(s) at their production facility in Michigan, providing CLB virtually unlimited Si-C production capacity (6-18 months).

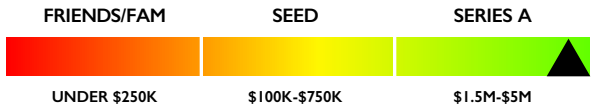
Connect Homes

Creating a better way to buy, build, and live in our homes.



LACI IMPACT 2016 STAGE

Lbs. of Green House Gas Reduction	2M
Gallons of Water Savings	8.1M



TEAM



Jared Levy
President



Gordon Scott
Vice President

SUMMARY

We are at a crossroads of a growing demand for modern, green, smart homes and an aging US housing stock, 40% of which was built prior to 1969. In the US alone, this represents 32M homes that are incredibly energy inefficient, too small for growing families, too costly to remodel, leaving consumers with no affordable solution. With our patented prefab system, Connect Homes' mission is to fundamentally change the localized home building industry by delivering beautiful modern green homes at half the price.

INFO BULLETPOINTS

- Patented prefab system allows homes to be delivered on the intermodal shipping network –reducing delivery costs by up to 90%.
- From one factory, Connect Homes can serve both a national and an international demand for modern, green smart homes
- Connect Homes are half the cost of conventional homebuilding and are completed in a third of the time
- Connect Homes delivers a streamlined, transparent process to its customers, thereby changing the consumer experience of buying

YEAR-TO-DATE MILESTONES

- In 2017, Connect Homes has quadrupled the team size and factory space, increasing capacity from 12 homes/yr to about 100 homes/yr.
- Earned \$3.6M in revenue in 2017 (100% increase compared to 2016), 56 homes under contract and \$29M in contracted sales
- Installed 7 homes in 2017 (4 of which on the Westside of LA alone) and it is projecting to complete 30 homes in 2018 evenly split between SoCal and NorCal where it has already signed 7 contracts for fire rebuilds.
- Will be releasing new products in 2018 – its first model home/ spec home in LA outfitted to be net zero and smart home enabled; and the Connect One, a modern smart backyard unit that does not require permits. Just plug it in.

Ferraris Power

Since 2012, Ferraris Power is innovating and manufacturing electromagnetic power harvesting solutions to enable zero energy IoT hardware proliferation.



LACI since: 2017

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



TOLONOID EM KORE

CONTACTLESS POWER SUPPLY FOR THE SMART GRID

SIMPLE
RELIABLE
SCALABLE POWER



LACI IMPACT 2016

STAGE

Total Full-Time Equivalent Jobs Created*

kWh of Energy Generation*

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Dr. Jay Koo
CEO & Founder



Jason Wakizaka
Head of US Business Development

SUMMARY

“Our mission is to enable customers to harvest the electromagnetic energy that is otherwise wasted as a byproduct from power lines, and recycle this energy to make available for use in a simple and reliable way.”

-Dr. Jay Koo, CEO & Founder

INFO BULLETPOINTS

- Toroidal current transformers provide continuous power to IoT hardware, eliminating the need for batteries.
- Over 100+ site deployments to date in 3 cities with KEPCO, the largest utility in Korea.
- 12 patents in the areas of magnetic harvesting, power scaling, and manufacturing processes.

YEAR-TO-DATE MILESTONES


- Additional Tolonoid power supply deployments in 80+ sites with KEPCO (Korea).
- Over \$1.5 million in venture and grant funding in 2017 (\$12 million in funding since 2015).

Hive Lighting Inc.

Hive Lighting manufactures high performance, energy efficient Plasma and LED lights for Film, Photo, TV, Digital, Science and Sports.

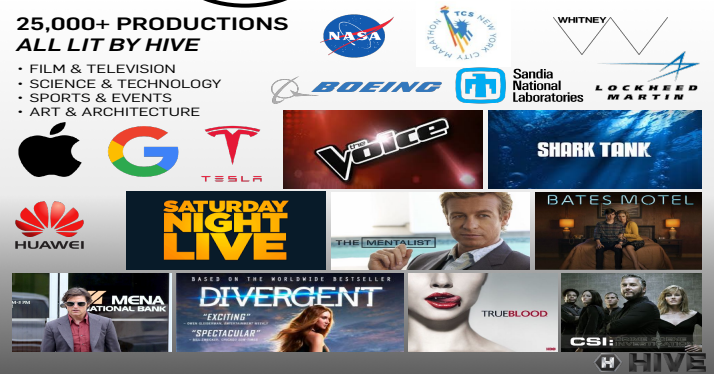
LACI since: 2013

AGRICULTUR BUILT ENV **ENERGY/CONSERV** IT SUST/ALT MAT'L'S TRANS WATER/WASTE



25,000+ PRODUCTIONS ALL LIT BY HIVE

- FILM & TELEVISION
- SCIENCE & TECHNOLOGY
- SPORTS & EVENTS
- ART & ARCHITECTURE



LACI IMPACT 2016


Total Full Time Equivalent Jobs Created: **3**

Number of Employees: **12**

STAGE

FRIENDS/FAM	SEED	SERIES A
UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM



Robert Rutherford
CEO & Co-Founder

Jonathan Edward Miller
CPO & Co-Founder

Lillian Granados
Director of Supply Chain Operations

Jonathan Hunt
Lead Design Engineer

Dorothee Marx
Lead Mechanical Engineer

SUMMARY

We've invented high-performance, energy efficient lights that capture customer needs in entertainment, sports, science, and architecture.

- INFO BULLETPONTS**
- Successful Kickstarter to launch new product = \$500K;
 - 3,000+ units sold;
 - 100+ retailers worldwide;
 - Provide lights for THE VOICE, SNL, THE BATCHELOR, SHARK TANK, NASA, BOEING, TESLA, GOOGLE, APPLE, HUAWEI etc.

- YEAR-TO-DATE MILESTONES**
- \$1.6M revenue in 2017;
 - \$4.5M lifetime revenue;
 - \$470K in Q2 2017, \$570K in Q3 2017;
 - 80% YoY Growth.

Local Roots

Local Roots' mission is to improve global health by building a better food system. We accomplish this by growing and selling the most exceptional produce in the world.



LACI since: 2015



BUILT ENV



ENERGY/CONSERV



IT



SUST/ALT MATL'S



TRANS



WATER/WASTE



LACI IMPACT 2016

Gallons of Water Savings

15M

Full Time Jobs Increase

3.75 X

STAGE

FRIENDS/FAM



UNDER \$250K

SEED



\$100K-\$750K

SERIES A



\$1.5M-\$5M

TEAM



Eric Ellestad
CEO



Matt Vail
COO



Matt Vail
CFO



Brandon Martin
VP Bus Dev



Fritz Stelter
VP Sales



Paco Pallop
VP Operations

SUMMARY

Local Roots produce is optimized for flavor and nutrient density, completely pesticide free, and can be grown locally year round in any geography. Local Roots accomplishes this by growing in patented high-tech indoor farms using proprietary growing processes and algorithms. This allows Local Roots to achieve unprecedented production rates and densities, dramatically increased freshness and shelf life, improved quality and consistency, and reduced total supply-chain costs. Local Roots sells its produce to large retailers and foodservice distributors via long term offtake contracts.

INFO BULLETPOINTS

- We have achieved price parity with outdoor organic field production in key leafy green product categories.
- One Local Roots TerraFarm produces the annual equivalent of 5 acres of outdoor field production.
- We use 99% less water than the field, require zero pesticides, and operate 24/7/365 in any geography and climate.
- We own and operate collocated indoor farming projects with our client's distribution centers, handling everything from seed to sale.

YEAR-TO-DATE MILESTONES

- Expanded the technical and executive team to include deep expertise in critical areas in preparation for growth.
- Featured in KCET, CTV, The Guardian, The Washington Post, Forbes, BNN, CBS, Restaurant Hospitality, Mashable
- Signed expansion contracts with current Southern California foodservice customers SpaceX and Tender Greens
- Green lit to launch pilots ASAP with Walmart, the world's largest retailer, and Sysco, the world's largest foodservice distributor.

Nevados

Designs and manufactures mounting structures for solar modules that increase the site options for solar developers, reduce construction costs, and increase power generation.



LACI since: 2015

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

STAGE

Total Full Time Equivalent Jobs Created

4

kWh of Energy Generation

6.3K

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

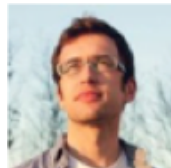
TEAM



YEZIN TAHA
CEO



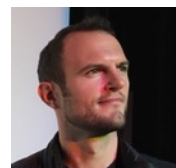
RICHARD JANNEY
VP Finance



Kyam Krieger
Lead Mech Engineer



Jared Niemiec
Lead Manufacturing Eng.



John Staskevich
Lead Electrical Engineer

SUMMARY

The world is not flat, but the solar industry treats it as if it should be. This creates excessive costs, and creates substantial environmental damage, while limiting the output of solar power plants. Nevados is flipping this approach on its head by addressing flat-land paradigm limitations in the solar industry with innovate structural solutions, application of machine learning to solar power plant power generation, and advanced control system monitoring and data management.

INFO BULLETPOINTS

- Nevados' All Terrain Tracker can increase power generation, reduce installation costs, and expand site options for solar developers.
- Nevados' ATT reduces construction costs by up to 15% by flexing to follow sloped and rolling terrain without the need for grading soil.
- The Nevados ATT can produce up to 32% more power per module than a fixed tilt solar power plant in the same location.
- UL listing is being finalized in early 2018 and a third-part bankability study is now available.

YEAR-TO-DATE MILESTONES

- Nevados has a commercially-ready product that can be specified and installed today.
- Nevados completed a wind tunnel study on adverse terrain to validate the design and durability of the ATT.
- A full-scale demonstration site is available for viewing, operation, and assembly.
- Nevados has received \$3.8M in grant funding from the DEO and CEC to advance solar tracker technology.
- Filling out Seed-B convertible note raise: \$650K left in \$1M raise; \$5.5M Val cap; 20% discount; 5% interest.
- Series A before the end of 2018.

Pick My Solar

A simple, trusted way for homeowners to go solar. Below market-value bids and in-depth analysis provided to homeowners at no charge.



LACI IMPACT 2016

Lbs. of Green House Gas Reduction

109.5M

kWh of Energy Generation

67M

STAGE

FRIENDS/FAM

SEED

SERIES A



TEAM



Max Aram
Founder & CEO



Christopher Blevins
Founder & COO



Kyle Cherrick
Head of Business Development

SUMMARY

Pick My Solar is a managed marketplace for the solar industry. We're building the nation's most consumer-centric solar company, where customers can get unbiased expert advice, find the best solar and battery deals and finalize the transactions completely online. Through 2021, Pick My Solar is projecting over \$650M of transactions on its marketplace.

INFO BULLETPOINTS

- We're the only solar marketplace in the country that controls the transaction and post-sale process.
- Over 120 solar companies in 20 major solar states joined the network and bid on projects in their areas.
- We have proven the revenue model from home storage sales as well.
- We're well-positioned to expand to other verticals such as financing, energy efficiency upgrades, and EV.

YEAR-TO-DATE MILESTONES

- Exclusive partnership with major national accounts such as: SolarEdge (Largest Inverter manufacturer in the world), ConEdison (Largest utility company in New York)

Repurpose

Leading consumer brand in eco-friendly tableware. Products are 100% made from plants, non-toxic, renewable and compostable - a sustainable and affordable alternative to single use plastic products.



LACI since: 2013

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

Lbs. of Green House Gas Reduction

672K

Lbs. of Non-Hazardous Waste Avoided

154K

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Lauren Gropper
Co-Founder & CEO



Corey Scholibo
Co-Founder & CMO



Jordan Silverman
Partner & COO

SUMMARY

Repurpose is a Los Angeles based company that produces and sells compostable tableware made from plants, not petroleum - for the consumer retail market. Repurpose has a vision to reduce the amount of plastics in the environment and offer high quality, durable, and guilt-free renewable alternatives. 6,000+ stores carry Repurpose products and this distribution channel includes Safeway, Whole Foods, Target, Albertsons, Wegmans and others.

INFO BULLETPOINTS

- Repurpose products perform better than plastic or Styrofoam and are 100% compostable, non-toxic, made from plants and renewable.
- Repurpose has a transparent, authentic approach that has created an avid, loyal brand following. Celebrity endorsements, and product placement on TV has supported the brand image.

YEAR-TO-DATE MILESTONES

- #1 fastest growing brand in the category in US 2016 and 2017 in Nielsen/IRI. Revenue growth is over 2000% since 2013.
- Ranked #24 in Consumer Products on 2017 INC 500 Fastest Growing Companies in America
- \$4.5 billion US retail disposable tableware with <1% 'eco' tableware market penetration. Summary: Repurpose is the fastest growing brand in a market that is in the early stages of growth.
- Repurpose has grown its distribution channel from 500 stores to over 6,000 in 3 years. Another 15,000 US stores are potential customers.

SAYA

Saya's Technology SAVES MONEY, PROTECTS PROPERTY, and FOSTERS PEACE OF MIND by providing real time control of water systems to MONITOR FLOW and PREVENT DAMAGE CAUSED BY LEAKS.



LACI since: 2017

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

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SUST/ALT MATL'S

TRANS

WATER/WASTE



UNDERLYING MAGIC

Integrated hardware and software solution



SAYA's cutting edge integrated technology allows us to target and protect large residential and commercial properties at competitive cost with efficiency and ease



LACI IMPACT 2016

STAGE

Total Full Time Equivalent Jobs Created

1

Number of Employees

4

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Sanjay Poojary
President & CEO



Yady Kalsi
CTO



Noorali Lakhani
Sr Director of Bus. Development



Michael Sami
Program Management Executive



Eva Dobilas
Sales Lead

SUMMARY

SAYA has the only effective solution against catastrophic water related risks and efficient water use. SAYA's solution combines integrated sensors (pressure, temperature and ultrasonic flow) with our patent pending learning algorithms to provide complete water monitoring and management. The solution allows insurance companies to save over 80% in claims revenue and customers benefit from ensuing utility and insurance rebates as a result of efficient water use and loss prevention. Our modular design allows us to easily integrate with water quality filters and sprinkler systems to provide a comprehensive water solution for residential and commercial location.

INFO BULLETPOINTS

- Leak detection / Freeze protection and remote shut-off prevents catastrophic damages.
- Ultrasonic flow sensing to monitor water consumption and optimize water use.
- Pressure sensing to maintain optimal flow rate and detect anomalies.
- Valuable sensor data for insurance and utility companies.

YEAR-TO-DATE MILESTONES

- Hawaii Building Project , 2016 – Pilot in apartment homes. (\$30,000)
- Barker Block Project 2017 – MOU . Deployment planned in March 2018 for 350 homes (\$145,000)
- LAUSD school district 2018 – MOU. Deployment for 3 schools. (\$40,000)
- CEC EPIC GRANT 2018 – MOU. Deployment for Walmart (\$40,000)
- ELYSIAN (Linear City Development LLC) 2017 –MOU. Deployment in 2018 for 97 homes (\$100,000)
- Insurance Companies 2017 – Pilots. (\$20,000)
- LA City Sanitation 2018 – Sub metering and leak prevention (\$20,000)
- ProtoHomes 2018 – Integrated water management (\$60,000)

Water Canary

Water Canary is a real-time water quality data provider. We are building a blockchain water data ecosystem using our breakthrough sensing technology.



LACI since: 2016

AGRICULTUR

BUILT ENV

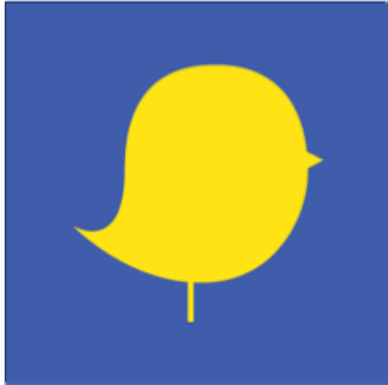
ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

STAGE

Number of Female Employees

3

\$750K Token Presale: Jan/Feb 2018

Minority/Previously Excluded Employees

2

\$20M Token Sale: Feb/March 2018

TEAM



SONAAR LUTHRA
CEO



KIMBERLY ANAKATA
Head of Operations &
Manufacturing



ERIC ROSENTHAL
Senior Scientist



SARAH SZALAVITZ
Director/Chief Strategist



PRAGUN GOYAL
Systems Engineer

SUMMARY

"We now live in constant awareness that water is a finite resource. The less water we have the harder it becomes to dilute pollutants down to safe levels, producing an accelerating toxicity problem that threatens agriculture, industry and every business vulnerable to water quality volatility. Today the amount of water quality tests that need to be performed exceeds the world's capacity to perform tests. Solving this requires not just new technologies, but a new approach to how data itself is collected & distributed."

INFO BULLETPOINTS

- Breakthrough real-time sensing technology developed with support of DARPA & the Naval Research Lab.
- Lab-grade precision & specificity with the potential to detect hundreds of contaminants in a single device at a 10x reduction in cost.
- Data as a service: all costs of installation maintenance & networking included. No hidden training, staffing or facilities requirements.
- Plan to drive down & set the cost of real-time data and become the world's most trusted source for reliable water quality data.

YEAR-TO-DATE MILESTONES

- Agriculture: Protects crops and soil from contamination, mitigates risk, reduces fertilizer waste, boosts yield.
- Government: More data from more sites on more contaminants for less money.
- Insurance: Transforms ability to document and predict water-related risk.
- Commodities Future Trading: Faster price prediction.
- Real estate: Protects property values while providing baseline data needed to hold polluters accountable.

Portfolio Companies Raising Seed Funding

FITScrubs

Arthur Lucero
Founder & CEO

awlucero@fitscrubs.com

Green Commuter

Gustavo Occhiuzzo
CEO

gustavo@greencommuter.org

Green Way Labs

Ted Cote
CMO & Co-Founder

ted@greenwaylabs.com

Nature Coatings

Jane Palmer
Founder & CEO

jane@naturecoatings.net

Pramash Boards

Prathamesh 'Enzo' Shinde
CEO

enzo.shinde@pramash.com

Pre Framing Corp.

Mauro Sica
CEO

ms@pre-framing.com

Rain Systems

Elaine Sibert
Co-Founder & CEO

elaine@rainsystems.com

Xtelligent

Andrew Powch
Co-founder

andrew@xtelligent.io

LACI Contact:

Neal Anderson, EVP
invest@laci.org




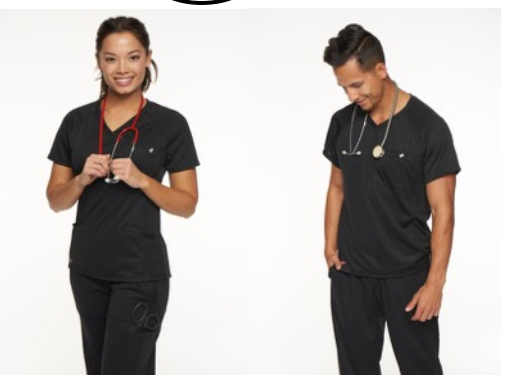
FOR ENTREPRENEURS, BY ENTREPRENEURS

FITScrubs

High performance medical uniforms engineered with proprietary silver fibers that permanently kill hospital bacteria with 99.99% effectiveness to reduce the spread of infections.


LACI since: 2016

AGRICULTUR BUILT ENV ENERGY/CONSERV IT **SUST/ALT MATL'S** TRANS WATER/WASTE

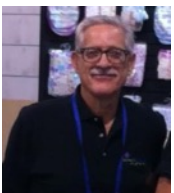
LACI IMPACT 2016		STAGE		
Total Full Time Equivalent Jobs Created	2	FRIENDS/FAM	SEED	SERIES A
Number of Employees	3	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM



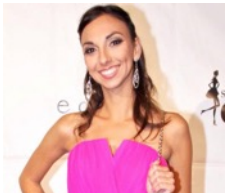
Arthur Lucero CEO

- Former Air Force Special Operations
- Deep knowledge of antimicrobial textiles
- Self Marketer/Public Speaker



Jon Pickett CLO

- 30+ yrs supply chain experience
- Former VP Logistics for large infant apparel Company



Kristina Barclay E-Commerce Manager

- Ecommerce manager for a well known premium ecommerce jean company producing 50% sales growth over last 4 years

SUMMARY

"If Nike and hand sanitizing company, Purell, got together and made medical scrubs - they would be FITScrubs®" - Christina Worten, Specialty Fabrics Review Magazine

"Seriously, the most insanely comfortable scrubs I've ever worn, seen or felt" - ZDoggMD, ER Physician, Social Influencer, TV Personality

- ## INFO BULLETPOINTS
- FITScrubs, Inc is an end fabricator uniform/apparel company focused on branding, marketing, manufacturing and distributing clothing made with advanced/smart fabrics. FITScrubs has partnered with PurThread Technologies, the vendor who fabricates the silver yarn, whom has granted performance/category exclusivity to FITScrubs for the use of their antibacterial thread.
 - Recently relocated fulfillment/business operations from Los Angeles to Albuquerque, NM due to increased volume in sales and inventory.

- ## YEAR-TO-DATE MILESTONES
- 01/17 - FITScrubs launch/go to market.
 - 08/17 - Currently worn by all Physicians on Telemundo's Educational TV Show "Latino Doctors". Viewership audience over 1 million.
 - 10/17 - \$15K raised in customer financing through preorder campaign to pay for production #3.
 - 01/18 - Online sales to every US State and international sales to 20 Countries.
 - 01/18 - Finished 3rd US production adding two new colors and larger sizes totaling 156 SKU's to accommodate demand.
 - 01/18 - 90% of sales are made through Instagram. Over 20.6k organic followers to date.
 - Spring 2018 - Expected inclusion of FITScrubs on the hit TV Series Grey's Anatomy. Viewership Audience over 7.4 million

Green Commuter

Disrupting commuting and mobility by offering a synergistic model of all electric vanpooling, car sharing and fleet replacement services.



LACI since: 2015

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IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

Percentage of Female Employees

>50%

Lbs. of Green House Gas Reduction*

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Gustavo Occhiuzzo
CEO



Bart Sidles
Director, Corporate & Bus Dev.



Juan Cruz Hurtado
CTO



Leslie Graham
Director of Grants & Partnerships

SUMMARY

"With our triple bottom line approach, we have found that ridesharing to and from work in EVs during peak traffic hours and repurposing the EVs as car share vehicles the rest of the time, brings tremendous benefits in terms of reduced traffic, improved air quality, all while providing mobility and commuting savings to its users" said Gustavo Occhiuzzo, CEO of Green Commuter about the launch of the first all-electric vanpool service in the US, using the Tesla Model X, 7 passenger SUV.

INFO BULLETPOINTS

- Business: to rent our fleet of zero emission vehicles for vanpool and car share via our proprietary technology platform.
- Objectives in the mobility space: to maximize utilization and monetization of our fleet of all electric vehicles.
- Multi-revenue model: to generate funds from vanpool leases, car share rentals/membership, fleet replacement and carbon credits.
- Mission: to decrease commuting costs, reduce greenhouse gases and improve traffic.

YEAR-TO-DATE MILESTONES

- Launched vanpool and car share services with 26 vehicles (Model X and Nissan Leaf).
- Awarded more than \$2.3M in grants and tax credits (and have submitted an additional \$6.3M of proposals).
- Received New Resource Bank \$1.5M line of credit to facilitate our fleet expansion to 30 all-electric, long range, 7-passenger vehicles.
- Certified as the first car share B Corp company in the US by B Labs.

Green Way Laboratories, Inc.

Green Way Labs mission is to make toxic cleaning chemicals obsolete by producing high-performing sustainable plant-based formulas that outperform their toxic predecessors.



LACI since: 2014

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ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

Lbs. of Non-Hazardous Waste Avoided

10.3K

Number of Employees

3

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Rick White
CEO



Zack Gorlick
COO & Co-Founder



Ted Cote
CMO & Co-Founder

SUMMARY

The market in the U.S. for cleaning chemicals is projected to be 50.4bil in 2020 and 140bil worldwide. Less than 10% of cleaning chemicals are considered green.

“You do realize that you have a Fortune 500 product on your hands, don’t you?” – John Anderson, Boeing

INFO BULLETPOINTS

- Patented formulas
- Sustainable and scalable production
- Products outperform leading brands

YEAR-TO-DATE MILESTONES

- Year-over-year sales growth of 700% (as of December 31st)
- 26 Distributors – Including Fastenal, Motion Industries, Vallen, Ferguson and PrimeSource.
- Introduction of the AquaCloth – a proprietary nano-fiber cloth capable of cleaning with only water
- Increased manufacturer’s sales reps to over 60 nationwide

Nature Coatings

Nature Coatings transforms wood waste into high performing pigments for textiles, cosmetics, paper and coatings.



LACI since: 2017

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

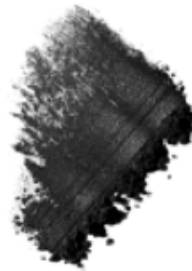
IT

SUST/ALT MATL'S

TRANS

WATER/WASTE

NATURE
COATINGS



LACI IMPACT 2016

Lbs. of Waste Avoided*

Number of Employees*

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Jane Palmer
Founder & CEO



Jim Palmer
Business Management and IP Strategy

SUMMARY

Nature Coatings has the first bio-based solution. It is made from one ingredient: wood. It eliminates environmental and health hazards while meeting high industry demands. Black pigments account for 30% of all sales in apparel. But it comes at an enormous environmental and human health cost. Current pigments on the market are made from petroleum, complex chemistry designed to never biodegrade and can cause cancer and mutate the DNA of fish.

INFO BULLETPOINTS

- **Environmental Impact:** Eliminates petroleum extraction, processing and pollution for black pigments; eliminates post-dyeing effluent pollution and fresh water contamination; pigment has beneficial life cycle.
- **Business Impact:** Eliminates risk of volatile petroleum prices; reduces risk of sales loss for Restricted Substance Lists; plug and play technology without capital expenditure; cost neutral to other specialty carbon blacks.

YEAR-TO-DATE MILESTONES

- Received two National Science Foundation STTR awards and an angel investment.
- Partnered with raw material manufacturer to secure supply chain and be ready for scaling.
- Secured major player pigment distributor as first customer for apparel, paper and coatings markets. The SOM with this one customer, who has 20% of the market, is \$331M.
- Secured major player apparel brands to bring pigment to market in Q2 2018.

Pramash Boards INC.

Pramash Boards reinvented the most enjoyable, safe and smooth high-performance long/skateboard.



LACI since: 2016

AGRICULTUR

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TRANS

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LACI IMPACT 2016

Total Full Time Equivalent Jobs Created

1

Number of Employees

1

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Prathamesh Shinde
CEO & Co-Founder



Bhavik Patel
CFO & Co-Founder

SUMMARY

"The Pramash Lean-Board smiles on extreme curves due to clever hardware" - Wired Germany. Using a patent-pending truck system designed by the company's CEO, users are able to ride a Longboard with larger wheels (enabling smooth riding over rocks and cracks) while maintaining a low clearance (enabling stable handling). See www.pramash.com for more information.

INFO BULLETPOINTS

- Presold 300 units (130: Kickstarter, 170: website);
- Over \$100,000 revenue business to date;
- Provisional Application PATENT & International PCT filed Aug 2015.

YEAR-TO-DATE MILESTONES

- 2012 Dec. – Concept and Design
- 2013 May – 1st working prototype
- 2016 June – Successful Kickstarter campaign \$32K raised
- 2017 November – 1st batch delivery

Pre Framing Corp.

Significantly reduce the time and cost it takes to build a home while saving millions of trees and tons of CO2 emissions.



LACI since: 2016

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

Lbs. of Green House Gas Reduction*

Lbs. of Waste Avoided*

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Mauro Sica
CEO



Yueting Zhu
Computer science



Diego Petazzi
Automation

SUMMARY

Pre Framing provides an innovative, partially-prefabricated solution which 1) reduces the need for skilled workforce (200k currently unfilled positions) 2) avoids delays and mistakes 3) increases efficiencies in construction 4) saves millions of trees. Pre Framing empowers the existing framing crew to build more quickly, precisely, efficiently than ever, saving lumber at the same time. We have designed and built a custom proprietary, fully automatic, cutting & spacing machine.

INFO BULLETPOINTS

- Pre Framing speeds up 10x the traditional framing process at a fraction of the cost.
- Our customers save \$25k/unit (which often equates in doubling their bottom line)
- The containerized, transportable machines can be placed on the premises of our partners or directly on large construction sites, drastically reducing factory and transportation costs.

YEAR-TO-DATE MILESTONES

- Won the Cleantech Open Western Region in 2015, nominated "The most promising start-up of the year"
- Prototype completed.
- Toll Brothers (5th largest U.S. homebuilder), and 20+ large builders expressed strong interest on pilot projects
- LOI for pilots (nine unit condo in San Rafael and ten unit condo in San Francisco)
- In conversation with potential partners (roof truss manufacturers)

*Impact performance to be updated in Q2 2018

RAIN SYSTEMS

Rain Systems' proprietary technology, the Precision Injection Machine (PIM), implants a soil amendment known as cross-link polymer into managed turf at root level which reduces irrigation requirements by 50%.



LACI since: 2016

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



LACI IMPACT 2016

Total Full Time Equivalent Jobs Created

2

Number of Employees

2

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



ELAINE R. SIBERT
CEO & Co-Founder



JAMES E. SIBERT
CTO & Co-Founder



KEITH BROWN
Board Member, Advisor

SUMMARY

Rain Systems is the most cost effective and technologically advanced method of installing cross-link polymer into managed turf on the market. We will bring this environmentally safe, water saving technique to the managed turf industry; golf courses, parks, playing fields and parks. Which will help them maintain sustainable green spaces in our communities.

INFO BULLETPOINTS

- Issued two patents for our Precision Injection Machine for (1) Injection process (2) metering of polymer to each injection point.
- Finalizing case studies for California State University Northridge and City of LA Parks in January 2018.
- Opening investment round of \$500k in January 2018.

YEAR-TO-DATE MILESTONES

- Completed successful pilot at California State University Northridge, reducing irrigation by 60% in our pilot area
- Completed pilot with City of LA Parks, reduced irrigation by 50%.
- Ongoing pilots at Soule Park Golf Course and Scripps College.
- Approved for upcoming pilots at LA Unified School District for March 2018.

Xtelligent

Xtelligent provides an advanced Adaptive Traffic Control System (ATCS), which brings together the latest of today's technologies to greatly reduce traffic on city streets.



LACI since: 2016

AGRICULTUR

BUILT ENV

ENERGY/CONSERV

IT

SUST/ALT MATL'S

TRANS

WATER/WASTE



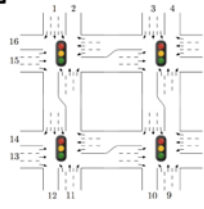
Max Pressure (MP) Controller

- $h_{\phi}^{MP}(x, \beta, C) \propto \exp(p_{\phi}(x, \beta, C))$
- $p_{\phi}[t] = \sum_{i \in \phi} p_{ij}[t]$

Different variant of MP:

- MP1: $p_{ij}[t] = C_{ij} (\beta_{ij} x_i[t] - \sum_r \beta_r^* x_j[r])$
- MP2: $p_{ij}[t] = C_{ij} (x_i[t] - x_j[t])$
- MP3: $p_{\phi}[t] = \sum_{i \in \phi} C_i (x_i[t] - \sum_j \beta_{ij} x_j[t])$

$x_i[t]$ is the queue length of link i at the beginning of t -th cycle
 $x_{\phi}[t]$ is the aggregate queue length associated with phase ϕ at the beginning of t -th cycle
 $p_{ij}[t]$ is the pressure associated with movement j at the beginning of t -th cycle
 $p_{\phi}[t]$ is the pressure associated with phase ϕ at the beginning of t -th cycle



Proportionally Fair (PF) Controller

- $h_{\phi}^{PF}(x) \propto \sum_{j \in \phi(i)} x_j[t]$

The green time allocation under PF controller is equal to value of θ corresponding to the optimal solution of the following convex optimization problem:

$$\begin{aligned} & \text{maximize} && \sum_{r=1}^m x_{\phi_r}[t] \log \theta_r \\ & \text{subject to} && \theta_r \geq 0, \quad r = 1, \dots, m \\ & && \sum_{r=1}^m \theta_r = 1 \end{aligned}$$

LACI IMPACT 2016

Number of Employees

3

Lbs. of Green House Gas Reduction*

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM



Andrew Powch
Co-Founder



Mike Lim
Co-Founder



Ketan Savla
Co-Founder and Chief
Science Advisor



Peter Lee
Advisor + interim CTO

SUMMARY

Xtelligent is an algorithm and device company bringing the latest innovations in dynamic network theory, Internet of Things, and machine learning technologies to road networks. By connecting signalized intersections to the latest sensor technology and enabling rapid, edge-computing capabilities, Xtelligent is driving the step-change in traffic intersection technology and laying the ground logic required for the connected and autonomous vehicle future.

INFO BULLETPOINTS

- Focusing on initial pilot development with the City of Redlands, building a "book" of interested cities, and managing our partner McCain, inc. for future distribution opportunities.
- Currently hiring software developers.

YEAR-TO-DATE MILESTONES

- Won regional HBS New Venture Competition.
- USC IP license negotiated and executed.
- First customer: Redlands. Two initial intersections, 12 additional through 2018, and 86 more proposed.
 - 2017 revenue of \$21,800.
- Pre-Seed/Seed funding round oversubscribed.
- Outside software developer secured to create embedded software operating environment.

*Impact performance to be updated in Q2 2018

IN THE STORE

LACI

DealBook

LACI PORTFOLIO COMPANIES