



LACI Market Access Program

Transformative pilots and support to propel 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.

Startups for Market Access Program eligible through submission of an open RFP.

Founders Business Accelerator	Innovators Program	Incubation Program	Market Access Program
Impact-focused accelerator for small businesses	Light-touch network access program for cleantech innovators in Southern California	Hands-on incubation services for supporting cleantech startups in Southern California	Large scale pilot program for scaling cleantech startups in Southern California

MARKET ACCESS PROGRAM

LACI program designed to **scale startups through transformative** energy, transportation and circular economy **pilots** and **supportive services**.

Entry to the program is linked to the participation in a LACI funded pilot.

- Grant Funding for multi-stakeholder pilot project
- Connection to government and corporate stakeholders
- Eligible for LACI funding opportunities: Impact Fund and Debt Fund
- 1-2 - year program; contingent on pilot project
- Looking for Series A+ startups, with less than \$25M raised, who request funding assistance for pilot participation

Cost to participate in Market Access is a 0.5-1.5% equity stake in the form of a warrant.



LACI STARTUP PILOT BENEFITS

LACI Pilot Participation

- Market Access Program is linked to a LACI Pilot and deployment opportunity.
- Startups in the pipeline for the Market Access Program are given **preference in the final technology procurement and pilot selection process.**
- Startups in the pilot and program receive:
 - **Grant funding (up to \$150k)**
 - **Project scoping, implementation management, and evaluation** advice throughout the pilot term
 - **Exposure through LACI pilot reporting** to showcase results on elevated, multi-stakeholder platform.
 - **Access to Market Transformation Pilot Partners** specific to the pilot.

Additional Benefits & Support

- **Access to LACI's educational support** for LACI startups, sharing best practices for successful pilot execution and other operational topics
- **10% Bonus in LACI Pilot Procurement Scoring:** Program enrollment for pilots will depend on the confirmation of LACI pilot funding. Once funds are awarded, applicants are eligible for the first pilot and subsequent pilots with the 10% bonus.





MARKET ACCESS PROGRAM STRUCTURE

Program length: pilot duration (1-2 years)

In this program LACI works with the goal of **supporting startups so that they can establish sustainable community deployment, secure investment, and develop partnerships with key stakeholders**. The program is centered around a specific pilot opportunity, during which the startup will access a full menu of advanced incubation services.

Pilot

- Deployment of technology in multi-stakeholder LACI project in Los Angeles
- Grant funding between \$50k and \$150k for pilot operation and execution
- Pilot project management services

Other Support

- Executive coaching, Peer Roundtables, and Community events
- Operational support services: legal and accounting office hours
- Access to funding opportunities and investment strategy advising
- Promotion as LACI startup and visibility within wider LACI network



MARKET ACCESS PROGRAM BENEFITS

Advisory Services

- **Executive coach** to help track business milestones and manage roadmap for our engagement together.
- **Peer advisory roundtables** help you learn from and help peers who are going through the same things you are.
- **Public Relations** support for key milestones and **marketing** guidance on refining messaging and unique selling points.
- **Business Support Services** from LACI's vetted suite of startup-friendly service providers. Examples include accounting, legal, and grant writing.
- **Support for diverse hiring** through resources, workshops and access to trained technical talent from **Advanced Prototyping Center (APC) Fellowship Program**.
- Support for achieving **Diversity, Equity and Inclusion** goals and initiatives through **Women in Cleantech Resources** and **DEI Learning Community**.

Market Access & Visibility

- Regular industry and customer introductions, inbound corporate customer meetings, roundtable/clinic events with key corporate partners like **Southern California Edison, LADWP, BMW, 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**.
- Select invitations to participate in **LACI program initiatives** such as the Transportation Electrification Partnership (e.g., **guest speaking roles, assisting a working group on developing a policy proposal**).
- 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.



INVESTMENT SUPPORT & FUNDING OPPORTUNITIES

- **Strategic support from our fundraising advisory team**, including our Senior Director of Investment, as well as other advisors.
- Regular opportunities to meet relevant investors and partners via 1:1 introductions and roundtable conversations.
- Pitch opportunities at annual pitch and showcase event in front of 100+ angel, venture capital, corporate strategic, and family office investors.
- *Eligibility* for LACI funding opportunities which include:
 - 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 an average investment size of \$250,000;
 - The **LACI 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.



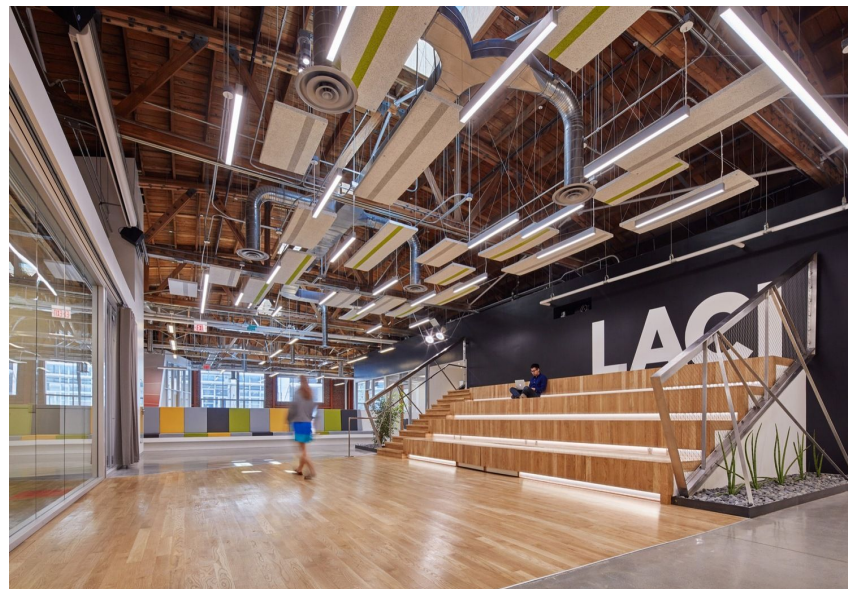


LA KRETZ INNOVATION CAMPUS AND ADVANCED PROTOTYPING CENTER

Access to [La Kretz Innovation Campus](#) (Subject to COVID restrictions)

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





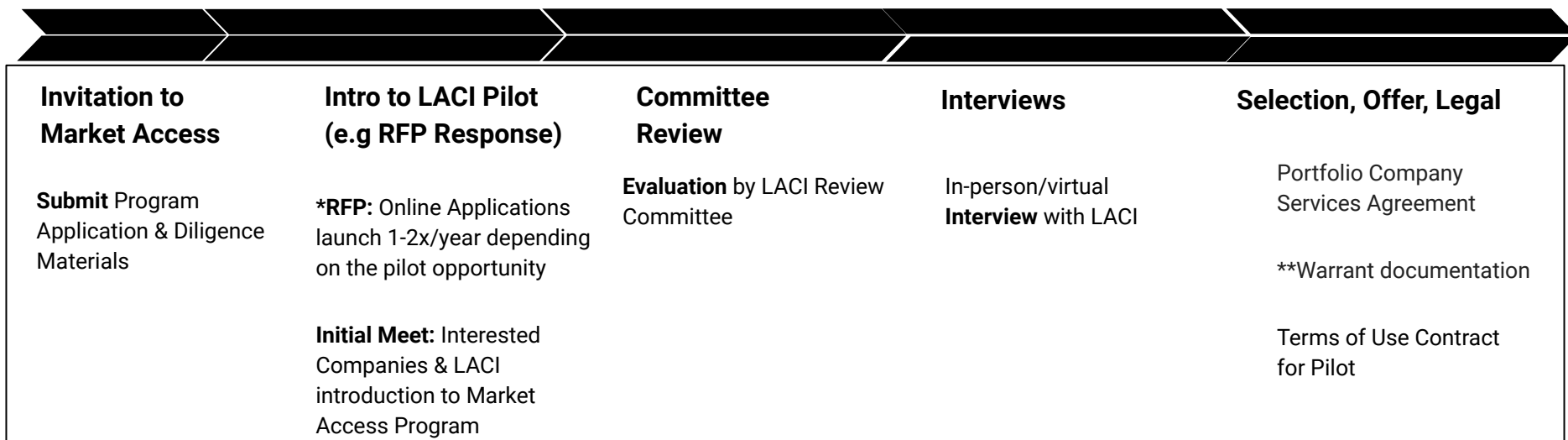
ACCESS TO PERKS PLATFORM

- Up to ~\$110,000+ in additional perks through exclusive LACI access for subscriptions and memberships to industry resources and memberships such as:
 - **Pitchbook:** *One view only license for the duration of your program** (\$18,000/year value)
 - **Foundersuite:** *One license for the duration of your program** (\$744/value per year)
 - **E&E News publications:** *Logins for each of your founders* (\$64,995/year value)
 - **Amazon Web Services:** \$15,000 in AWS Promotional Credit valid for 2 years; 1 year of AWS Business Support up to \$5,000; 80 credits for Self-Paced Labs \$80 value
 - **BREX Corporate Credit Card:** Waived fees, which includes \$5,000 of AWS credits. Receive 10,000 points after spending \$3,000; plus 20,000 more after adding payroll to Brex Cash.
 - **Autodesk:** through APC membership, \$1,610/year value.
 - **Central City Association:** LACI startups get 1/3 off annual membership (\$1,000-\$3,000 value; \$3,000-9,000/year membership).

*Licenses are rotated on a monthly basis, however you can email molly@laci.org whenever you need access.



APPLICATION PROCESS



* Upon submitting the Pilot Request for Information , we will get in touch for a [phone interview/screen](#) to check in with you about your submission and the program.

** In exchange for participation in the Market Access Program, LACI takes a .5%-1.5% Warrant for each company in the program



SELECTION CRITERIA

Startups must:

- Technology must have at least a commercial ready product with at least one deployment with a customer.
- Own or hold license to a novel proprietary technology.
- Have a significant presence or plans to operate (operations or sales) in Southern California.
- Raised under \$25m or in Series A+.
- Under 10 years old.
- In need of funding assistance for pilot execution, beyond sole purchase of technology or product.

We evaluate based on:

- Technology type, credibility and innovation and fit for the pilot project.
- Environmental and community impact of the solution.
- Potential to scale solution through LACI channels outside of core pilot opportunity (i.e partnerships, customers, LA market generally).
- 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.





Join us!

For more information, contact LACI's Pipeline Team,
pipeline@laci.org

