



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

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

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.

Market Access Program 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.

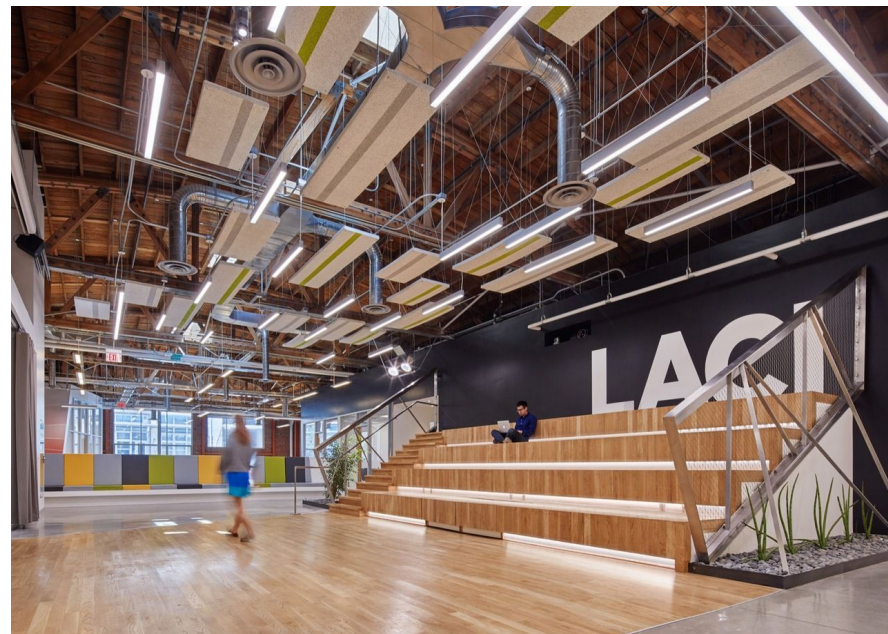


La Kretz Innovation Campus And Advanced Prototyping Center

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

Invitation to Market Access

Submit Program Application & Diligence Materials

Intro to LACI Pilot (e.g RFP Response)

***RFP:** Online Applications launch 1-2x/year depending on the pilot opportunity

Initial Meet: Interested Companies & LACI introduction to Market Access Program

Committee Review

Evaluation by LACI Review Committee

Interviews

In-person/virtual **Interview** with LACI

Selection, Offer, Legal

Portfolio Company Services Agreement

****Warrant** documentation

Terms of Use Contract for Pilot

*** 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:
pipeline@laci.org

