

DKLA April 15, 2021



STRATEGIES

PRIORITIES



Transportation Transit & freight systems that are connected, shared and electric



Clean Energy Integrated energy generation and storage systems



Smart, Sustainable Cities Advanced, resilient food, water & waste systems

UNLOCKING				
INNOVATION through startups	MARKET TRANSFORMATION with partnerships	ENHANCING COMMUNITY on campus and in our neighborhoods		
ncubating and accelerating clean tech startups and helping commercialize their technologies	Accelerating clean tech adoption and system change by engaging key stakeholders and decision makers	Working in collaboration with local communities, identifying sustainability challenges, creating opportunities and building a workforce pipeline	<del>ک</del> ۲:	Environmental GHG reduction, renewable energy generation, water savings and waste diverted
RESIDENCE Best-in-class coaching and advice NVESTMENT PREP AND ASSISTANCE	TRANSPORTATION ELECTRIFICATION PARTNERSHIP ENERGY INNOVATION PROGRAM PILOTS &	DIVERSITY & INCLUSION PROGRAM WORKFORCE DEVELOPMENT WOMEN IN CLEANTECH	<b>ئ</b> تە	Social Employment for minorities and the previously excluded, Increased female employment
CUSTOMER ENGAGEMENT AND IMPACT DEMONSTRATION ACCESS TO HIGH-VALUE RESOURCES	DEMONSTRATIONS SHOWCASES & COMPETITIONS STRATEGIC PARTNERSHIPS	STEM LEARNING PROGRAM ADVANCED PROTOTYPING CENTER (APC) ARTIST IN RESIDENCE PROGRAM	ピ	Economic Jobs created, revenue generated, funds raised
	through startups neubating and ccelerating clean tech tartups and helping ommercialize their echnologies XECUTIVES IN ESIDENCE Sest-in-class coaching nd advice NVESTMENT PREP ND ASSISTANCE HARED SERVICES CUSTOMER NGAGEMENT ND IMPACT DEMONSTRATION ACCESS TO HIGH-VALUE	through startupswith partnershipsncubating and ccelerating clean tech tartups and helping ommercialize their echnologiesAccelerating clean tech adoption and system change by engaging key stakeholders and decision makersXECUTIVES IN testidenceTRANSPORTATION ELECTRIFICATION PARTNERSHIPXECUTIVES IN test-in-class coaching nd adviceTRANSPORTATION ELECTRIFICATION PARTNERSHIPNVESTMENT PREP ND ASSISTANCE HARED SERVICES SUSTOMER NGAGEMENT ND IMPACTPILOTS & DEMONSTRATION SHOWCASES & COMPETITIONSND AGGEMENT ND IMPACT DEMONSTRATION CCESS TO HIGH-VALUESHOWCASES & STRATEGIC DATION	IntrovertionIntrovertionthrough startupswith partnershipson campus and in our neighborhoodsincubating and ccelerating clean tech tartups and helping ommercialize their echnologiesAccelerating clean tech adoption and system change by engaging key stakeholders and decision makersWorking in collaboration with local communities, identifying sustainability challenges, creating opportunities and building a workforce pipelineXECUTIVES IN testion-class coaching nd adviceTRANSPORTATION ELECTRIFICATION PARTNERSHIPDiversity & INCLUSION PROGRAMNVESTMENT PREP ND ASSISTANCE HARED SERVICESPILOTS & PILOTS & DEMONSTRATIONSWORKFORCE DEVELOPMENTND AGGEMENT ND IMPACT DEMONSTRATION CCESS TO HIGH-VALUEPILOTS & STRATEGIC DATIONWORNCED PROTOTYPING CENTER (APC)STRATEGIC DATIONSTRATEGIC DATIONARTIST IN RESIDENCE	IntroorInvestignmentthrough startupswith partnershipson campus and in our neighborhoodsnecubating and ccelerating clean tech tartups and helping ommercialize their echnologiesAccelerating clean tech adoption and system change by engaging key stakeholders and decision makersWorking in collaboration with local communities, identifying sustainability challenges, creating opportunities and building a workforce pipelineXECUTIVES IN tESIDENCE hest-in-class coaching nd adviceTRANSPORTATION ELECTRIFICATION PARTNERSHIPDiversity & inclusion PROGRAMNVESTMENT PREP ND ASSISTANCE HARED SERVICES TUSTOMER NGAGEMENT ND IMPACT DEMONSTRATION CCESS TO HIGH-VALUEPILOTS & STRATEGIC DATIVERSHIPSWORKFORCE DEMONSTRATIONS STRATEGIC DATIVERSHIPSSTRATEGIC DATIVERSHIPSTRATEGIC DATIVERSHIPSWOREN IN CLEANTECH STRATEGIC DATIVERSHIPS

IMPACT



## **Our impact**

We are reducing Greenhouse Gas emissions, improving air quality, creating jobs and building a green economy. We're also helping our startup companies make economic, social and environmental impact.





LACI has been recognized as a top 10 business incubator worldwide by UBI for 6 years.



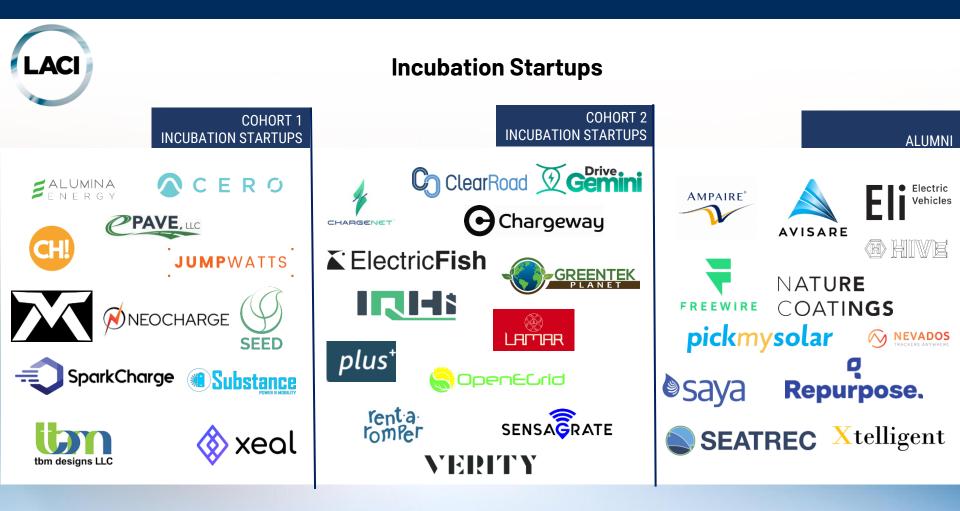
## **Unlocking Innovation - Overview**



# The Unlocking Innovation team manages:

- Startup Programs
- Investment Services
- Executives in Residence
- Impact Fund
- Business Support Services

Programs				
Founders Business Accelerator Impact-focused accelerator for small businesses	Innovators Program Light-touch network access program for clean energy, zero emissions mobility, and circular economy innovators			
Incubation Program	Market Access Program			
Hands-on incubation services for supporting cleantech startups in Southern California	Large scale pilot program for scaling cleantech startups in Southern California			





## LACI Impact Fund



The LACI **Impact Fund** functions as a tool to support our Incubation. Companies in their pursuit of reducing Greenhouse Gas emissions, improving air quality, creating jobs and building a green economy. As an impact fund, we prioritize economic, social and environmental impact.





## LACI is helping founders across multiple programs succeed

### Founders Business Accelerator

### Incubation

**South LA Cafe (FBA Cohort 2)** is focused on building community through coffee, culture, and connection. With the advent of the pandemic, the cafe's customers and revenue disappeared. The founders reached out to the City Council District Office for their area and coordinated a food preparation and delivery service to the senior homes in the community. Each meal was paid for by the City of LA. Although many cafes and restaurants have seen a nearly 100% drop in revenue, South LA Cafe's monthly revenue increased by \$25,000.



Joe and Celia Ward-Wallace, owners of South LA Cafe, on The Ellen Show

**Ampaire,** a hybrid electric plane manufacturer, announced its agreement to be acquired by Surf Air to help scale electric aviation



**ChargerHelp!**, an on demand service for EV charger maintenance, raised \$2.75M in their seed round

Comment

### ChargerHelp raises \$2.75M to keep EV chargers working

Kirsten Korosec @kirstenkorosec / 9:21 AM PDT • March 29, 2021

### Market Access

**Envoy** is focused on mobility as an amenity for communities (including apartments and condos).

LACI has partnered with Envoy to provide community based car sharing for low-income customers in Pacoima (with Pacoima Beautiful) and San Pedro (with HACLA). While with LACI, Envoy raised an \$11M series A round



## **Green Jobs Report**

In January 2021, LACI launched our Green Jobs Report, researched by HR&A Advisors, and funded by the California Workforce Development Board (CWDB) and City of Los Angeles Workforce Development Board, to offer an in-depth analysis of Green Jobs in Los Angeles County and lay forth a course of action to grow an economy in Los Angeles that is greener, stronger, and more inclusive. LACI commits to working with regional stakeholders and other partners to achieve our goal of creating 600,000 green jobs countywide by 2050--an ambitious yet achievable goal--by working together to implement the report's recommendations.



federal level

# The Transportation Electrification Partnership submitted a \$150 billion proposal to Congress

### "Keeping America Working, Protecting Public Health, & Strengthening our Communities"

The proposal outlines a set of strategies and investments for Congress to consider for federal economic and infrastructure stimulus. The recommended actions include:

- Zero Emissions Vehicle Manufacturing, Assembly and Adoption \$25 billion
- Zero Emissions Infrastructure Investment \$85 billion
- Zero Emissions Public and Active Transit \$25 billion
- Workforce Development and Job Training \$12.5 billion
- Innovation Ecosystem, Cleantech Startups and Related Small Businesses -\$2.5 billion

# HR&A estimates that this plan will create 2.3M jobs nationwide, with 370,000 in California



Federal Stimulus Proposal

Keeping America Working, Protesting Public Health, & Strengthening our Communities: Supporting Vehicle Innovation and Manufacturing, Inflastructure Designment, Public and Active Transit, Job Oreation and Traning, Scientech Scionomy vis Distribut & Smallbusinesses]

### Introduction

COVID-19 has created not just a public health crisis, but also an economic and a social one. With businesses shuffing down, people are out of west. Unemprovent is naming at unprecedented rates, and millions of Americans are facing severe economic hardship. Below are a set of recommendations for approximately 3150 billion in tederar atimulus to put people back to work through menufacturing, improve public health, protect vulnerable populations, and build climate realistance.

### Background

The public-private <u>Transportation Electrication Partnership</u> (TEP), conversed and led by the Los Angeles Cleantech Incubator (LACI), is focused on building the Cineater Los Angeles regional economy through transportation electrification. Given the LA region is home to the western hemisphere's busiest shipping ports, international airports, and major original equipment manufactures (OEMs), transportation electrification will provide far-reaching benefits to our economy.

Already, at least two dozen electric mobility companies have established a significant presence in Los Angeles County—founding their companies, establishing North American headquarters, and/or locating manufacturing and assembly operations here. These companies include those flocating on a range of technologies, such as electric car manufacturing, electric toss manufacturing, arpon and arroat electric scoters, electric veride charging (hardware manufacturing, software and services), electric scoters, electric cargo bkas, and electric modulum- and heavy-duit fucis manufacturing.

LACI and TEP are committed to building on regional economic investment in transportation electrification. We are working with traditional industry leaders, emerging startups, small businesses, and academia to explore other important sectors within the transportation electrification ecosystem, such as electric ground equipment and aviation, battery technology and raitcar manufacturing. Measures such as those proposed below exual enable regional economies across the nation—including the LA region—to significantly advance technology and quickty put people back to work.



## The American Jobs Plan - President Biden's \$2T+ infrastructure and climate change bill

- \$174B in spending to "win the EV market globally"
- Install 500,000 EV chargers by 2030
- Replace 50,000 diesel transit vehicles
- \$100B for power infrastructure
- \$85B for modernizing public transit
- \$25B for airports
- \$115B to modernize bridges, highways, roads, streets in need of repair





The Los Angeles 100% Renewable Energy Study

## LA100: Renewable Energy Study / Collaboration with NREL

## NREL found:

- National Renewable Energy Laboratory concluded L.A. is capable of achieving 98% clean energy by 2030 and 100% by 2035
- Build solar farms, wind turbines and batteries as fast as possible.
- Get solar panels on rooftops, electric cars in garages and electric heat pumps in homes.
- Invest in energy efficiency and "demand response" programs

## Total cost of \$86B

