LACI: Creating a Low-Carbon Economy for Southern California 2050

August 13, 2015

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Los Angeles Cleantech Incubator (LACI)
History

• PPP Founded by City of LA in October 2011
• Mission: To revitalize industrial core through the creation of a cleantech cluster = “Cleantech Corridor”
• Non-profit, run by entrepreneurs
• Year one = 5 employees / Year 3 = 18 employees
• Year one = 90% funding from City of LA
• This year less than 35% funding from City of LA
• Temporary venue: 3500sf
• New facility: 60,000sf (30,000 for LACI + 30,000 for labs/demonstration space/prototyping space
Sources of funding

- City funding
- State funding
- Federal funding
- Corporate sponsorship
- Contract for hire
- Philanthropy
- Events
- Tenant fees
- Equity stake in companies
Results

- 40 early stage companies in downtown LA
- 500+ jobs created
- $60M+ in funding for companies ("friends, family, fools")
- $100M+ in economic value for City of LA
- Satellite campuses at CSUN and Silicon Valley
- New 60,000sf facility = La Kretz Innovation Campus
- 1 of 15 Innovation Hubs in California
- 1 of 3 DoE sponsored incubators in national network
- Selected as #6 university affiliated incubator in the world (UBI Index)
Technologies

• Energy efficiency
• Energy storage
• Home energy management
• Online solar marketplace
• Efficient lighting
• Advanced transportation
• Goods movement
• Water leak detection
• Electronic waste recycling
• Sustainable consumer goods
• Controlled environment agriculture
LACI Portfolio Companies

- **360 Power Group**: Advanced motors / generators
- **CAGIX**: Online funding and innovation platform
- **California Lithium Battery**: Advanced battery systems
- **Chai Energy**: Consumer energy efficiency
- **CURRENT**: Alternative energy lifestyle store
- **Ecoponex**: Closed-loop, net zero urban farm
- **FreeWire Technologies**: Mobile EV charging network
- **GoMeter**: Water leak detection and monitoring
- **Green Way**: Non-toxic, green cleaning products
- **Grid Logistics**: Mega port goods movement
- **Hive Lighting**: Plasma lighting
- **Hollywood Electrics**: 2-Wheeled EV global leader
- **Isidore Recycling**: E-Waste with social mission
- **Juicer Electric**: Fires, handcrafted e-bikes
- **Nexility**: Commercial solar water heating
- **Perception Robotics**: Tactile sensing materials
- **PickMySolar**: Online solar marketplace
- **Repurpose Compostable**: Consumer bio-plastics
- **Revoterial**: Sustainable, non-toxic materials
- **Xelnt**: Efficiency recovery and battery life extension

We need more A-Players
Attract Great Companies

Strategies on growing the pipeline

• **Awareness & Community Engagement**
  – Events, Speaking Engagements, Judging business competitions
  – Monthly networking events

• **Ecosystem Referrals**
  – Ecosystem partner champions
    • Angel networks
    • Community groups (ie, Innovate Pasadena, etc)
    • Co-traveler engagement (FLoW, Cleantech Open, etc)
  – NGIN Partners Referrals

• **Thought Leadership**
  – PC recruitment through LACI Global Showcase (GloSho)
  – Syndication of LACI Fundamentals

Build a reputation as best in the business
Executive Coaching

- **Commitment to coach and mentor our companies**
  - Weekly progress meetings
  - Quarterly business reviews
- **Over 60 expert advisors and mentors**
- **In depth Boot Camps**
  - Investment
  - Intellectual Property
  - Product Design
- **“C-Level” Seminars**
  - Venture Financing
  - County Purchasing 101
  - B to B Sales Management
  - Social Networking as a B to B Tool
  - Presentation Skills 101

Build a reputation as best in the business
LACI links our cluster to other networks:

Regional: Leadership Council, Mayor's EV Task Force, Advanced Manufacturing Partnership of Southern California (AMP SoCal), SBA Small Business Development Cluster (SBDC), Los Angeles Regional Climate Collaborative (LARC)

State: iHub Network, California Cleantech Commercialization Coalition (4C) Program

National: JPMorgan Chase’s Small Business Forward Program, Department of Energy’s National Incubator Initiative for Clean Energy Program (NIICE)

Build a reputation as best in the business
Partners
International Partners
THE LA KRETZ INNOVATION CAMPUS
60,000 Sq. ft. – Incubator, Labs, Prototyping, Learning
Challenges remain

• Cleantech sector businesses typically require large capital investments
• Long research and development cycles
• Extensive market testing through pilots and commercial-scale demonstration projects.
• Scaling to one hundred companies is hard
• Competition from other regions & nations
• Public perception
Strengthening ties with universities/government/labs

- LADWP, Metro and Bureau of Sanitation are about to make massive investments in infrastructure. LACI will leverage this investment to grow local companies and attract new companies.

- Strengthen links to academia (Caltech, UCLA, USC, CSUN)

- Coordinate SBIR/STTR training and technical assistance (Los Angeles companies underperform compared to rest of California)

- Deepen engagement with US Economic Development Administration (EDA) and SBA

- Expand current partnership with US DoE
Strengthening ties with industry and private sector

- Develop more corporate partnerships, sponsorships
- Continue to grow corporate venture funding
- Seek opportunities for demonstration projects, proof of concept projects
- Seek corporate customers for PC’s