



DKLA
April 15, 2021

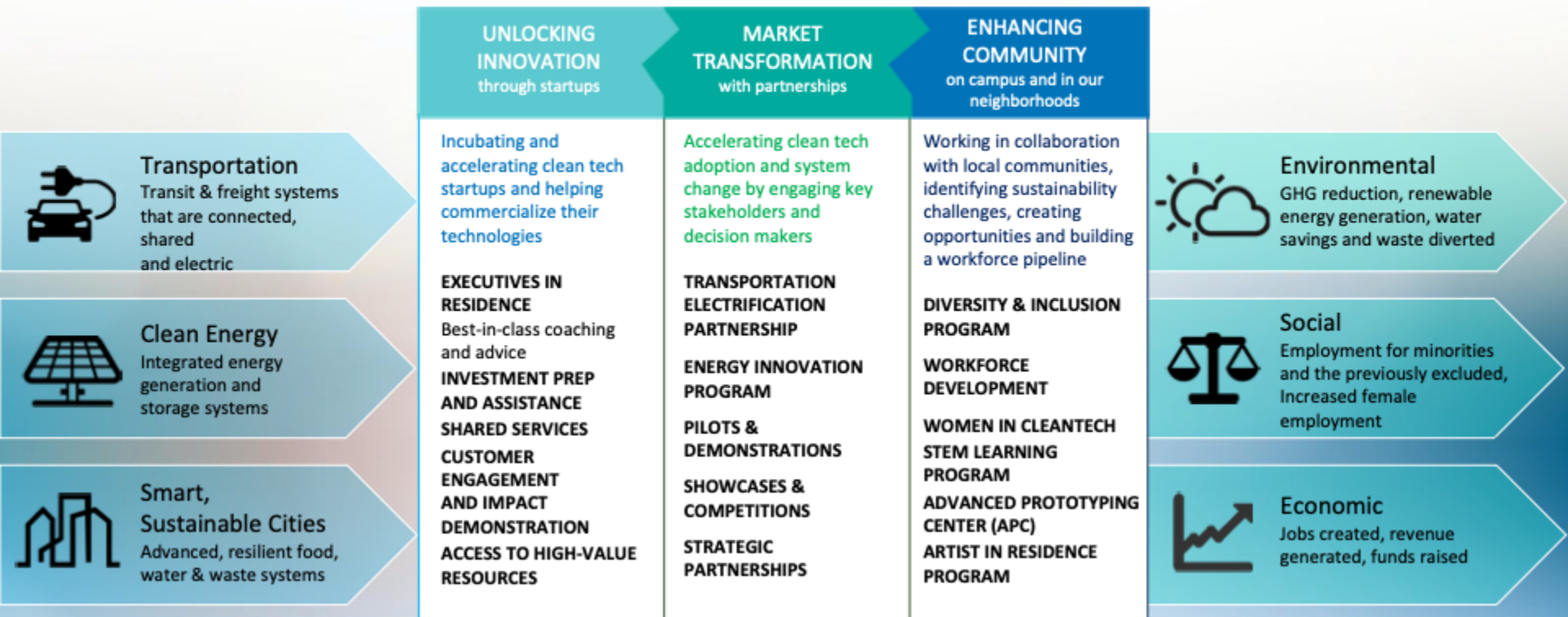


We are building an inclusive green economy

PRIORITIES

STRATEGIES

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.



236

startups
served



\$508M

in funding



\$272M

in revenue



2100

jobs created



\$470M

in long term
economic 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

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



Incubation Startups

COHORT 1 INCUBATION STARTUPS

ALUMINA ENERGY, CERO, PAVE, LLC, CH!, JUMPWATTS, NEOCHARGE, SEED, SparkCharge, Substance, tbm designs LLC, xeal

COHORT 2 INCUBATION STARTUPS

ClearRoad, Drive Gemini, CHARGENET, Chargeway, ElectricFish, GREENTEK PLANET, INHI, LAMAR, plus+, OpenEGrid, rent a romper, SENSAGRATE, VERTY

ALUMNI

AMPAIRE, AVISARE, Eli Electric Vehicles, HIVE, NATURE COATINGS, pickmysolar, NEVADOS TRACKERS ANYWHERE, saya, Repurpose., SEATREC, Xtelligent




LACI Impact Fund



Environmental
GHG reduction, renewable energy generation, water savings and waste diverted



Social
Employment for minorities and the previously excluded



Economic
Jobs created, involvement in community

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.



\$5M

Available for Eligible LACI Startups



8

Investments since 2019

[Learn More Here](#)



\$100-500K

Range of LACI Impact Fund Check Sizes (Avg. \$250K)



LACI is helping founders across multiple programs succeed

Founders Business Accelerator

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-Wallick, owners of South LA Cafe, on The Ellen show

Incubation

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

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.**



1) Accelerate Economic Recovery

Drive green job creation through continued public investment as well as infrastructure stimulus

2) Bolster the Workforce Pipeline

Build capacity to create more responsive and nimble workforce training for future segments of the green economy

3) Advance Equity and Inclusion

Increase underrepresented populations in green industries through training for high-road employment opportunities

4) Clearly Define Green Jobs and Track Metrics

Improve evaluation of green industry performance metrics at the state and federal level



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



ISO Today



Updated: 14:10 PT 04/10/2021

Updated: 14:10 PT 04/10/2021



18,366 MW
Current demand



15,727 MW
Current renewables



86%
Renewables
serving demand

Grid Status ● Normal



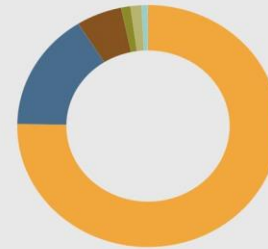
Available capacity*

33,500 MW



18,366 MW
Current demand

24,811 MW
Forecasted peak



- Solar**
75.3% (11,840 MW)
- Wind**
15.7% (2,477 MW)
- Geothermal**
5.7% (892 MW)
- Biomass**
1.1% (180 MW)
- Biogas**
1.4% (215 MW)
- Small hydro**
0.8% (124 MW)



Demand trend >



Renewables
serving
demand

Renewables >

Renewables trend >



Additional reports >

