









LACI'S MISSION IN ACTION

LACI is building an inclusive green economy, with a focus on Southern California

PRIORITIES		STRATEGIES			IMPACT
		UNLOCKING INNOVATION through startups	MARKET TRANSFORMATION with partnerships	ENHANCING COMMUNITY on campus and in our neighborhoods	
 TRANSPORTATION Transit & freight systems that are connected, shared and electric		Incubating 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	 ENVIRONMENTAL GHG reduction, renewable energy generation, water savings and waste diverted
		EXECUTIVES IN RESIDENCE Best-In-Class Coaching And Advice	TRANSPORTATION ELECTRIFICATION PARTNERSHIP	DIVERSITY & INCLUSION PROGRAM	
	 CLEAN ENERGY Integrated energy generation and storage systems	INVESTMENT PREP AND ASSISTANCE	ENERGY INNOVATION PROGRAM	GREEN JOBS WORKFORCE DEVELOPMENT TRAINING & FELLOWSHIP PROGRAMS	
		STARTUP PILOTS	PILOTS & DEMONSTRATIONS	WOMEN IN CLEANTECH	
	 SMART, SUSTAINABLE CITIES Circular economy: resilient food, water & waste systems	IMPACT & DEBT FUNDS	STRATEGIC PARTNERSHIPS	STEM MIDDLE SCHOOL GIRLS PROGRAM	
		BUSINESS SUPPORT SERVICES & ACCESS TO HIGH-VALUE RESOURCES			 SOCIAL Employment for minorities and the previously excluded, Increased female employment
					 ECONOMIC Engagement with disadvantaged communities, jobs created, hiring from workforce development programs

OUR IMPACT

LACI is reducing greenhouse gas emissions, improving air quality, creating jobs and building an inclusive green economy. The impact of our mission is realized in the economic, social and environmental impact we help our cleantech startup companies make throughout the Los Angeles region.



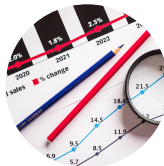
375

startups served



\$858M

in funding



\$335M

in revenue



2,626

jobs created



\$585M

**in long term
economic
impact**



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

LACI 2022 Achievements

- Serviced **54 new founders** via our incubation, innovators, market access and FBA programs
- Launched the **nation's first cleantech debt fund**, which will deploy \$6mm to cleantech startups needing affordable working capital
- Graduated **122 individuals (2x compared to 2021!)** from our **workforce training program**, including our first ever all female EV charger maintenance course
- Helped secure **\$100M in new funding via the California state budget** for zero emissions drayage charging infrastructure at the ports
- Helped facilitate the creation of the **nation's first statewide Zero Emission Vehicle (ZEV) Equity Advocate**, which was created in the Governor's office through **SB1251**, legislation that was sponsored by LACI and carried by Senator Lena Gonzalez
- Worked with US Rep. Nanette Barragan to add language to the recent Omnibus bill, directing the US Dept of Energy to "**prioritize funding for EV car share programs at public housing facilities**" (modeled on our San Pedro startup and community innovation pilot) and \$1.5M for a heavy duty drayage truck charging pilot near the ports
- Hosted several high-ranking visitors who came to the Campus to learn about our work, tour the Campus, and meet our entrepreneurs and workforce trainees. Guests included **Speaker of the House Nancy Pelosi, California Governor Gavin Newsom, US Energy Secretary Jennifer Granholm, US Labor Secretary Marty Walsh, London Mayor Sadiq Khan**
- Hosted newly elected **Los Angeles Mayor Karen Bass**, with whom we look forward to working with to deepen our efforts building an equitable and inclusive green economy for ALL Angelenos

MARKET TRANSFORMATION

We convene partnerships with policymakers, innovators and market leaders in zero emission transportation, clean energy and sustainable cities.



TRANSPORTATION
ELECTRIFICATION PARTNERSHIP
(TEP)



PILOT PROJECTS



PARTNERSHIPS & POLICY

Market Transformation Highlights



LACI is one of 7 awardees nationwide of DOE funding for zero emissions goods movement



South LA community and technology partners at LKIC

- **Awarded U.S. DOE planning grant of \$688,850 for zero emissions goods movement corridor truck** charging infrastructure, advancing progress towards our Transportation Electrification Partnership (TEP) targets for medium and heavy-duty trucks. LACI's application was based on the work of the TEP over the past 5 years, and **complements \$1.5M in funding LACI recently secured via Congresswoman Barragán for an electric truck charging depot on Port of LA property.**
- **Created strong momentum with our Clean Energy Partnership (CEP)** by working with our partners and key stakeholders to articulate a clear vision, goal and framework for our work together "to advance the transition to a 100% clean energy grid in the Greater LA Region by the time of the 2028 Olympics by equitably advancing building electrification, transportation electrification, and grid resiliency."
- **Met with all of our community and technology partners for the CARB-funded e-bike pilot that we will be launching in South LA** in June to decide upon key pilot design elements, including length of rentals and pricing.

Transportation Electrification Partnership



LEADERSHIP GROUP



ADVISORY GROUP FOUNDING PARTNERS



ADVISORY GROUP ASSOCIATE PARTNERS



ADVISORY GROUP SUPPORTING PARTNERS



* CEC Commissioner Patricia Monahan is an advisor to the Leadership Group.

The Transportation Electrification Partnership (TEP) is an unprecedented regional public-private collaboration to accelerate deep reductions in climate and air pollution by the time of the 2028 Olympic and Paralympic Games by pursuing bold targets, pilots, initiatives, and policies that are **equity-driven, create quality jobs, and grow the economy.**

ZERO EMISSIONS MOBILITY PILOTS TO DATE

Pacoima EV Car Share



- Revenue share model with CBO partner established program sustainability
- Pacoima Beautiful was the community outreach and program partner
- Nissan Leaf S+ model provided long range trip accessibility
- Launched wellness campaign to provide access to drive-thru vaccination efforts
- Proved off grid EV charger viability for EV car shares
- Two EV car share users were converted to ZE vehicle owners

San Pedro EV Car Share



- Built a funding model for EV car shares at subsidized housing communities leading to draft legislation for scaling nationally
- Program exposed need for larger EVs to accommodate households with 4+ family members
- Replaced ICE trips and offered time savings for consolidating errands
- E-bike share pilot will be launched in 2022 creating a ZE multi-modal hub for the Rancho San Pedro residents

Leimert Park

Free Neighborhood Electric Shuttle,
Commuter and Courier E- Bikes,
& Software Platform for Ghost Kitchens

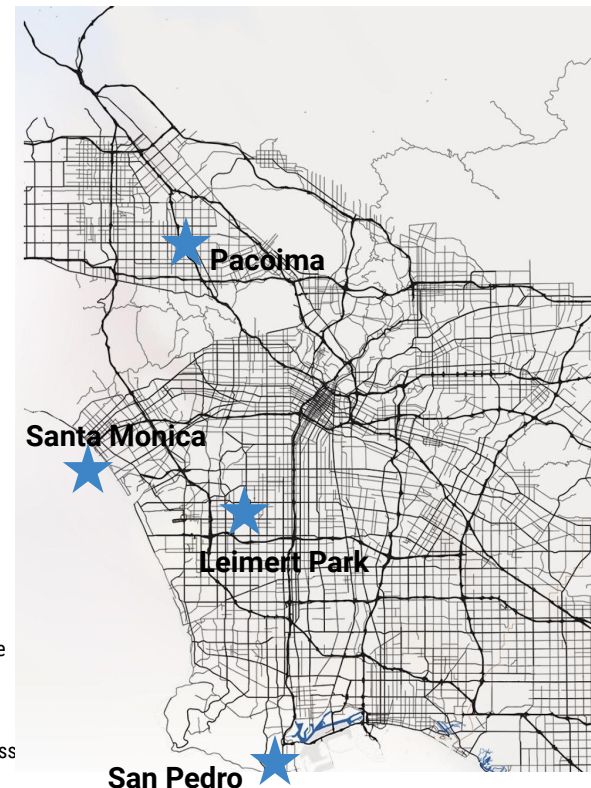


- Increased local business and personal economic growth through first / last mile transportation access
- Addressed traffic congestion and parking constraints
- Most frequently used by 65+ age group
- NEV shuttle was often used for as a first / last mile connection to public transit
- Three CBOs lead community outreach and education
- Sponsorship was secured and offset the operations cost allowing for extended service
- Community partners will build on pilot success with a CARB funded 5 yr project

Santa Monica The Nation's First Zero-Emissions Delivery Zone



- Develop a blueprint for cities to adopt zero emissions delivery zones for last mile delivery & best practices for other ZEZs.
- Immediate benefits to the local community – reduced air pollution, GHG emissions, noise and congestion - as well as improved safety
- Provide economic opportunity to small businesses and individuals through access zone benefits.
- Partners committed include City, CBOs, delivery operators, and tech startups



COMMUNITY MOBILITY PILOTS LAUNCHING in 2022-2023

Avocado & Bassett Heights

Induction Cook Stoves for Low-Income Households



Pico Gardens

EV Car Share + Level 2 Charging
EV Concierge Service
DC Fast Charging for TNC Drivers and Public



Huntington Park & Santa Monica

Curbside Charging



South LA

E-bike Lending Library



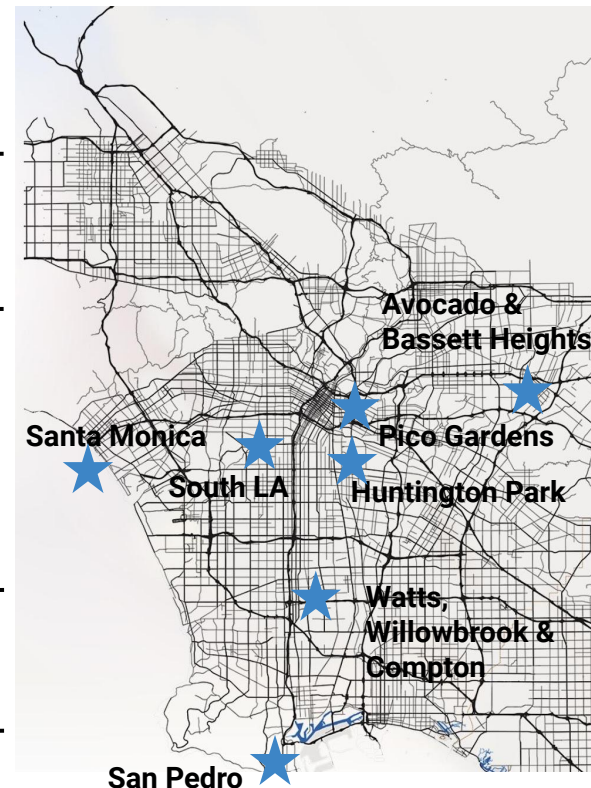
Watts, Willowbrook & Compton

E-bike Lending Library



San Pedro

E-bike Share
Complementing EV Car Share



UNLOCKING INNOVATION

We work with startups to accelerate the commercialization of clean technologies



**FOUNDERS BUSINESS
ACCELERATOR PROGRAM**



INNOVATORS PROGRAM



INCUBATION PROGRAM



MARKET ACCESS PROGRAM



LACI's Founder-Facing Programs

Founders Business Accelerator	Innovators Program*	Incubation Program	Market Access Program
Businesses with Impact	Energy, Transportation & Circular Economy	Energy, Transportation & Circular Economy	Energy, Transportation & Circular Economy
Accelerator for small businesses in the city of LA focused on economic development and impact	Light-touch network access program to plug early-stage cleantech entrepreneurs into California ecosystem	Hands-on program for support cleantech startups in Southern California through market access and business services	Pilot and investor focused program to scale cleantech companies in Southern California through large scale pilots & partnerships
6-month	12-month	2-year	18 months
Small Business	Pre-prototype	Pre-Seed & Seed	Series A+

* The Innovators Program is funded by the California Energy Commission and serves cleantech startups at the ideation and prototyping stage; Innovator companies are not yet in job creation mode



ENHANCING COMMUNITY

We support equity and access through workforce development, pilots and other programs.



GREEN JOBS WORKFORCE TRAINING



WOMEN IN CLEANTECH



STEM MIDDLE SCHOOL GIRLS PROGRAM

Green Jobs Workforce Development Programs

LACI's [Green Jobs Workforce Program](#) is a multi-tiered workforce training pipeline program which provides technical training, interpersonal skills, and industry-recognized certifications to help underrepresented groups succeed in the green economy. Select participants are matched with LACI startups and partners for internships and potential job opportunities.



CAREER EXPLORATION DAY

Participants are recruited to learn about LACI and Green Job Career Pathways

TECHNICAL BOOTCAMP

Participants participate in a Technical Bootcamp and earn industry-recognized certifications

PROFESSIONAL DEVELOPMENT

Participants will receive professional development and career coaching from industry experts

INTERNSHIPS

Select participants advance to paid internships with LACI startups and partner organizations



Policy & Thought Leadership

LACI leads the National Coalition of Clean Energy Incubators.

February 27 - March 2, LACI, entrepreneurs, and clean energy incubators from around the country traveled to Washington, DC to engage members of the House, Senate, and federal administration staff to:

- Secure \$15M in approps for new National Clean Energy Incubator Program (\$75M over five years, FY '23 - FY '27)
- Build congressional support for EV's for All bill (LACI only)
- Commit funding for incubator carveout for the Office of Clean Energy Demonstrations in FY'24
- Build bipartisan support for LACI and national incubators, and increase visibility on Capitol Hill



Green Jobs Database Bill (AB 1224) - Assm Isaac Bryan

[AB1224](#) is currently a spot bill which instructs the **Labor Market Information Division of the Employment Development Department (EDD)** to conduct a green jobs survey, to gather information about statewide green job industry strengths.

AB1224 would require the division to create a standard operating definition of “green job” based on the results of the survey for the purpose of employment in California.

The bill would require the **California Workforce Development Board** to incorporate the survey’s findings into education outreach, as specified, and would require the Workforce Services Branch of the Employment Development Department to incorporate the survey’s findings into appropriate communications or educational materials relating to job opportunities for persons seeking employment.

EV's For All Bill (SB 529) - Sen. Lena Gonzalez

The EVs for All Bill will expand electric vehicle access for low-income Californians by creating a dedicated grant program to deploy electric vehicle (EV) car-sharing programs at 100 public and low-income housing facilities.

This bill is modeled on the federal EVs for All bill introduced by Congresswoman Nanette Barragan in 2022. Bill language from the federal bill was added to the recently enacted Omnibus bill, directing the US Dept of Energy (DOE) to "prioritize funding for EV car share programs at public housing facilities" (modeled on our San Pedro startup and community innovation pilot)

EV's For All Bill (HR 6662) - Rep. Nanette Barragan

The EVs for All Act, H.R. 6662, would authorize up to \$50 million in annual appropriations from 2022-2031 for a new grant program with the Department of Energy in coordination with Housing and Urban Development (HUD) and the Department of Transportation (DOT). The bill would help public housing authorities and local governments invest in electric vehicles (EV), EV charging stations, community education and outreach, and other services and incentives to provide access to EVs in underserved communities.



LACI in Sacramento Day (February 14, 2023)

LACI personnel and entrepreneurs traveled to Sacramento to meet with key policymakers and their staff to highlight and showcase LACI's work within the Southern California region. Additionally, team members will highlight previous state investments that support LACI programming.



Assm Friedman (AD44) and LACI delegates



Assm Luz Rivas (AD43) and LACI delegates

Cleantech Innovation Advocacy Day (Feb. 28-March 1, 2023) -

2023 Leadership from America's top clean energy incubators participated in a day of meetings with federal policymakers to discuss the need for robust federal support for early stage innovation.



Rep. Adam Schiff and incubator delegates



Team #1 at US Capitol, 2023

Speaker Nancy Pelosi visit - August 2022

Speaker Nancy Pelosi and Rep. Jimmy Gomez visited the Los Angeles Cleantech Incubator (LACI) in the Arts District to highlight the Inflation Reduction Act's impact on clean energy production and transportation electrification to fight the climate crisis.



Secretaries Walsh and Granholm Visit - April 2022

Secretaries Jennifer Granholm and Marty Walsh visited LACI in April 2022. They were joined by Congresswomen Linda Sanchez, Judy Chu and Norma Torres, as well as LA County Supervisor Hilda Solis. The two Cabinet secretaries talked with LACI startup founders and green jobs training graduates, while also learning about LACI's groundbreaking Transportation Electrification Partnership.



SPEC John Kerry, Summit of the Americas, 2022

LACI host the launch of Global LA during the Summit of the Americas. Global LA is a new public-private partnership and nonprofit, created to attract sustainable, inclusive, and job-creating international opportunities to the L.A. region. President Biden's Special Climate Envoy John Kerry was a special guest



COP27 - Sharm El Sheikh, Egypt, November 2022

LACI hosted 3 events at the COP27 event in Sharm El Sheikh, November 2022



Al Gore - Los Angeles, 2018



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