



BUILDING AN INNOVATION ECONOMY IN LOS ANGELES

focused on cleantech innovation and commercialization

May 2013



THE BASICS

Los Angeles: 19th Largest Economy in the World

- 10 million people
 - 2nd largest green economy in the U.S.
 - LA owns...
 - The largest port in the western hemisphere
 - The 5th busiest airport in the world
 - The largest municipal utility in the U.S.
 - \$30Billion + city/county government budgets
 - Four major research institutions
 - 70,000 engineers
 - Largest import & export economy in the U.S.
 - More cleantech start-ups than any other region
- 
- Cleantech
Purchasing
Power!

Los Angeles: Challenge to Coordinate

- 4000 square miles
- 88 cities
- Mayor, City Council, County Board of Supervisors
- Most ethnically mixed city in the U.S.

LA Cleantech Incubator

Born from the City, run by Entrepreneurs

- **City-conceived Public/Private partnership**
- **50% funding from public, 50% from private**
- **Launched in October, 2011**
- **Independent non-profit**
- **Partner with...**
 - **Universities**
 - **City & County Government**
 - **Utilities**
 - **Ports**
 - **Business Groups**
 - **Corporations**
 - **Regional Incubators/Accelerators**



VISION AND STRATEGY

Make Los Angeles a green economic powerhouse and build a world-class innovation hub



Four Key Initial Strategies

1. **LA Cleantech Incubator** – create a world-class commercialization arm
2. **Hub & Spoke Regional Model** - Build and then connect the region's commercialization efforts
3. **Cleantech Corridor** – Concentrate resources, stakeholders and entrepreneurs
4. **Make the Ecosystem More Efficient**– Wish List, Early Adopter, Innovation Fund and LACI@CSUN



LA CLEANTECH INCUBATOR

Accelerate the commercialization of clean technologies across the region



#1. Plug and Play Space

Cheap, flexible space in downtown Los Angeles

- No TI's, all furniture, utilities, office services, parking included
- Office, assembly and warehouse space
- Conference and meeting rooms
- Collaboration opportunities
- 30-day lease
- Temporary facility

#2. Executive Coaching

Delivered in three ways

- One-on-one weekly session with every company
- Over 40 expert advisors and mentors
- “C-Level” Seminars
 - Venture Financing
 - IP Strategy
 - County Purchasing 101
 - B to B Sales Management
 - Social Networking as a B to B Tool
 - Presentation Skills 101


#3. Connecting the Dots

- Introduce Portfolio Companies into our network
- Match-making with:
 - Investors
 - Customers
 - Partners
 - Talent
 - Government leaders

LA Cleantech Incubator

25 Month Progress Report

28	• Portfolio Companies served
1	• Graduations
\$23M	• Capital raised
280	• Jobs created
6	• Entrepreneurial awards won
7	• Companies with products in market
\$10M	• Largest annual revenue

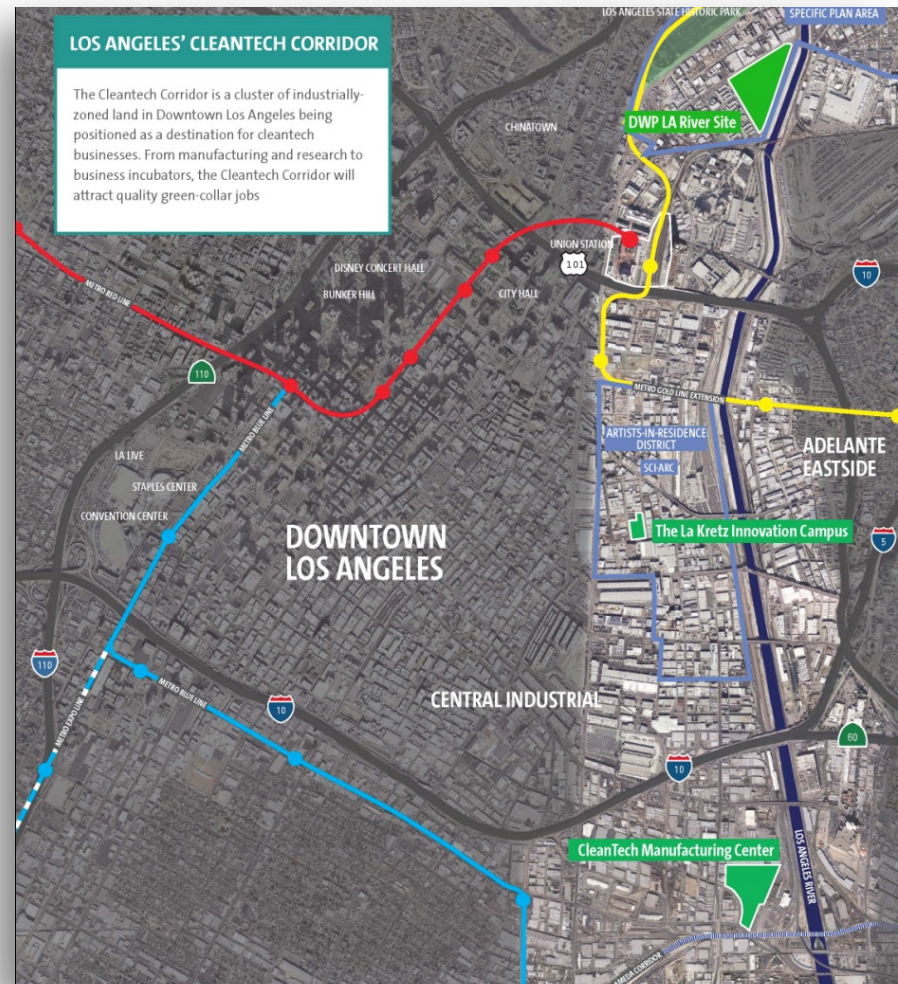


THE CLEANTECH CORRIDOR - CREATING AN INNOVATION HUB

Rebuilding LA's industrial center with growth industries

The Cleantech Corridor

- Rebuild industrial core
- Jobs for working class neighborhoods
- Arts District
 - Little Tokyo
 - Boyle Heights
 - East Los Angeles
 - Central Industrial



THE LA KRETZ INNOVATION CAMPUS

- Groundbreaking June 2013, completion July 2015





THE GLOBAL INNOVATION NETWORK

Building Strong Partnerships Internationally

Global Innovation Network

An alliance that promotes cooperation among the leading cleantech innovation centers

- Share best practices
- Access to “Landing Pad” services for companies referred through the network partners:
 - Three months of office/assembly space
 - Coaching/mentoring
 - Market analysis and customer identification
 - Access to Network’s connections
- Assistance for visiting delegations and companies
- Participation in the Cleantech Los Angeles Global Showcase
 - Company presentations
 - Market presentations
 - Expert panel discussions



CLA GLOBAL SHOWCASE
November 4-5 2013

Connecting Partners with the Innovation Pipeline and Marketplace



400 GUESTS, 70 SPEAKERS, 20 COUNTRIES



The Mayor



California
Air
Resources
Board



Chief
Sustainability
Officer



The Port



U.S.
Dept. of
Energy



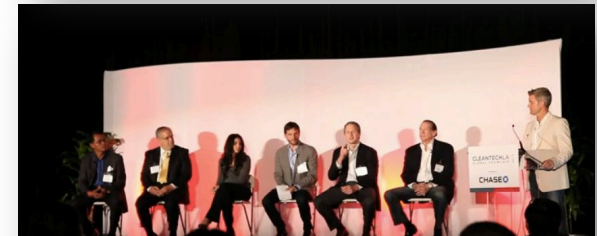
Entrepreneurs



Exhibits



Expert Panels

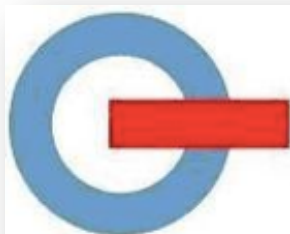




GLOBAL SHOWCASE 2014

PLEASE JOIN US FALL 2014!

Thank You!



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