BUILDING A GLOBAL INNOVATION NETWORK
Focused on cleantech innovation and commercialization
Early and growth stage companies have a hard time accessing global cleantech markets.
GIN is dedicated to opening world markets to cleantech innovators wherever they reside.
Vision

- 25 premier innovation institutions
- Make it easy to access global markets
- A working network of start-ups, mentors/advisors, and investors
- Reduce costs of commercialization through best practices and online platforms
- Regional summits
4 Components

1. Reciprocal Landing Pad Programs
2. Investor, Technology and Customer Showcases
3. Best Practices
4. Global Online Delivery Platform
International Landing Pad Program

Eliminating the friction in global expansion

- Dedicated office space at LACI in “Cleantech Corridor”
- Three month “US Business” Boot Camp
  - Market analysis/customer Identification
  - Network with potential partners, local government, trade associations, academic institutions, etc.
  - Help establishing your US Management Team
- Attend LACI Portfolio Company seminars
  - LACI “C Level” Seminar Series
- Assistance with personal items
An International Conference for Cleantech Innovators

- Investment Boot Camps & “Dinner with a VC”
- International Boot Camp & Dinner with an International Expert
- Online funding platforms explained and analyzed
- The Dynamics of the U.S’s largest markets: California and New York
- Three mayors of global cities compare and contrast their markets
- Commercialization best practice workshops
Access to Best Practices

- Administration, application, vetting
- Due diligence
- Investment boot camps
- Intellectual Property
- Go-to-market strategy
- Design thinking
- Marketing
- Technology integration programs
- Business reviews
The GIN Software Platform

Pipeline, Incubation & Due Diligence

Funding

Concept: Vetting + Incubation + Due Diligence = Better Deals, Less Cost
GIN Benefits

• **Find, commercialize and expand** “deep science” innovations to the top global markets in the world

• **Match investment** opportunities with a wide range of investors globally and in real time

• **Increase results** by using GIN-developed best practices

• **Easily connect** to other network members to access markets, mentors, advisors, partners, customers, and investors

• **Attend annual summits** to showcase and network
GIN Membership

Phase 1

- A dozen + members
- Premier Innovation Institutions
- The Americas, Europe, Asia
- Leverage the Mayor’s int’l strategy
Membership Requirements

• Ability to ID innovative cleantech companies
• Ability to help other GIN member companies enter your market
• Support GloSho
• Help evolve the GIN platform
“Energy, water and efficiency is the single greatest economic opportunity since WWII and we don’t have to kill any people.”

President Bill Clinton, Los Angeles Clinton Global Initiative conference, April 3, 2014
Economic Impact of New Companies

• Start-up companies less than five years old created 44M new jobs over the last three decades  The White House 2011

• They accounted for all net new jobs created in the United State during that time  The White House 2011

• Kauffman Foundation found new companies generate an average of 3M new jobs in their first year, while older companies lose 1M in the same period  The Kauffman Foundation 2011
Incubation a Proven Model

- **Effective:** EDA found that incubators create 20X more jobs than community infrastructure. (Grant Thorton/EDA 2009)

- **Efficient:** EDA found cost of new job $180 vs. $3,000/job for local construction investments. (Grant Thorton/EDA 2009)

- **Public ROI:** $1 in public funding in incubation operations yields $30 in tax revenue. (NBIA)

- **Success Rate:** 87% of incubated companies still in business after 5 years. (NBIA)

- **Retention:** 84% stay in the same area. (NBIA)
LACI
BORN FROM THE CITY, RUN BY ENTREPRENEURS
31 months of progress

- 30 companies, $32M invested, 1 exit
- Beat financial plan every quarter
- Attracting increased engagement from the private sector
- Industry-leading business building programs
- Began implementation of hub/spoke regional strategy
- Helped raise $42M funding from 12 sources for LKIC
- Held our first international cleantech innovation conference
- Connecting Los Angeles to the global innovation marketplace
31 months of company traction

<table>
<thead>
<tr>
<th>Companies Served</th>
<th>Aggregate Patents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portfolio Companies</td>
<td>- Filed</td>
</tr>
<tr>
<td>Landing Pad</td>
<td>- Issued</td>
</tr>
<tr>
<td></td>
<td>- Licensed from 3rd Party</td>
</tr>
<tr>
<td>Total: 30</td>
<td>100</td>
</tr>
<tr>
<td></td>
<td>42</td>
</tr>
<tr>
<td></td>
<td>57</td>
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<table>
<thead>
<tr>
<th>Active Companies</th>
<th>Aggregate Company Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>On-Campus 37%</td>
<td>- 2013 (reported) $9,108,000</td>
</tr>
<tr>
<td>Off-Campus 63%</td>
<td>- 2014 (projected) $27,559,000</td>
</tr>
<tr>
<td>LACI Monthly Revenue $10,500</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Technology Stage of Develop</th>
<th>Agg Mentorship / Coaching Hrs</th>
</tr>
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<tbody>
<tr>
<td>- Bench 19%</td>
<td>3,137</td>
</tr>
<tr>
<td>- Prototype 41%</td>
<td></td>
</tr>
<tr>
<td>- In-Market 41%</td>
<td></td>
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</tbody>
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<table>
<thead>
<tr>
<th>Average Time Incubated Months</th>
<th>Portfolio Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Graduates 21</td>
<td>Count 19 Total $23,872,000 Avg $1,256,421</td>
</tr>
<tr>
<td>- Dropouts 4</td>
<td>(G) Graduates 4 Total $8,025,000 Avg $2,006,250</td>
</tr>
<tr>
<td>- Active Companies 14</td>
<td>(X) Drop-Outs 4 Total $300,000 Avg $75,000</td>
</tr>
<tr>
<td>Total: 27</td>
<td>$32,197,000 Avg $1,192,481</td>
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</table>
31 months of economic impact

<table>
<thead>
<tr>
<th>Jobs</th>
<th>Companies</th>
<th>LACI</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Jobs Created</td>
<td>119</td>
<td>12</td>
<td>131</td>
</tr>
<tr>
<td>Indirect Jobs Created</td>
<td>214</td>
<td>22</td>
<td>236</td>
</tr>
<tr>
<td><strong>Total Jobs:</strong></td>
<td><strong>333</strong></td>
<td><strong>34</strong></td>
<td><strong>367</strong></td>
</tr>
</tbody>
</table>

*1.8 indirect jobs per every job created (CEC multiplier)
**does not include members

<table>
<thead>
<tr>
<th>Economic Impact</th>
<th>Avg Salary</th>
<th>Annual Value</th>
<th>5 Year Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct (cleantech) Jobs</td>
<td>$46,000</td>
<td>$6,026,000</td>
<td>$30,130,000</td>
</tr>
<tr>
<td>Indirect (general) Jobs</td>
<td>$44,000</td>
<td>$10,375,200</td>
<td>$51,876,000</td>
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<tr>
<td><strong>Totals:</strong></td>
<td><strong>$16,401,200</strong></td>
<td><strong>$82,006,000</strong></td>
<td></td>
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**Average salary of a cleantech job: Brookings and Battelle, 2011
***Average salary in the U.S.: Social Security, National Average Wage Index, 2012
LA Cleantech Incubator

Born from the City, run by Entrepreneurs

- City-conceived public/private partnership
- Independent non-profit
- Opened in October 2011
- Located in downtown Los Angeles with regional satellites
- Six step, six week vetting process
- Resident and non-resident programs
- International Landing Pad program
The Team
LA Cleantech Incubator

#1: Plug and Play Space

- 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
LA Cleantech Incubator

#2: 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
LA Cleantech Incubator

#3: Leveraging our Network

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

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