

The background of the slide is a photograph of the San Fernando Valley. In the foreground, there is a dense urban skyline with various skyscrapers. In the background, a large, rugged mountain range with snow-capped peaks stretches across the horizon under a clear blue sky.

BUILDING AN INNOVATION ECONOMY IN THE SAN FERNANDO VALLEY

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Incubation a Proven Model

- **Jobs Creation:** Start-up companies less than five years old created 44M new jobs over the last three decades. (All net new jobs during that period) The White House 2011
- **Effective:** EDA found that incubators create 20X more jobs than community infrastructure Grant Thornton/EDA 2009
- **Efficient:** EDA found cost of new job \$180 vs. \$3,000/job for local construction investments Grant Thornton/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

5 Year Commitment to Help Our Startups

#1: Plug and Play Space

- No TI's, all furniture, utilities, office services, parking included
- 30-day +/- lease

#2: Executive Coaching

- Regular coaching by seasoned entrepreneurs
- Over 60 expert mentors & advisors
- In-depth boot camps
- C-level seminars

#3: Access to Networks

- Investors
- Customers
- Talent
- Government (city, county, state, federal)
- Academic Institutions

36 months of traction

- 28 companies
- Beat financial plan every quarter (90%-50%-35%)
- Industry-leading programs
- Connecting Los Angeles to the global innovation marketplace

Aggregate Patents

- Filed	102
- Issued	46
- Licensed from 3rd Party	58

Aggregate Company Revenue

- 2013 (reported)	\$10,108,000
- 2014 (projected)	\$29,644,000

Agg Mentorship / Coaching Hrs

3,587

Portfolio Companies	Count	Total Investment	Avg Investment
(A) Active	20	\$41,491,200	\$2,074,560
(G) Graduates	4	\$8,055,000	\$2,013,750
(X) Drop-Outs	4	\$300,000	\$75,000
Total:	28	\$49,846,200	\$1,780,221

36 months of economic impact

Jobs	Companies	LACI	Totals
Direct Jobs Created	143	12	155
Indirect Jobs Created	257	22	279
Total Jobs:	400	34	434
<i>*1.8 indirect jobs per every job created (CEC multiplier)</i>			
<i>**does not include members</i>			
Economic Impact	Avg Salary	Annual Value	5 Year Value
Direct (cleantech) Jobs	\$46,000	\$7,130,000	\$35,650,000
Indirect (general) Jobs	\$44,000	\$12,276,000	\$61,380,000
Totals:		\$19,406,000	\$97,030,000
<i>*Average life of a job: Bureau of Labor Statistics, Job Tenure Summary, 2012</i>			
<i>**Average salary of a cleantech job: Brookings and Battelle, 2011</i>			
<i>***Average salary in the U.S.: Social Security, National Average Wage Index, 2012</i>			

36 months of recognition

- One of three DOE incubators selected nationally
- Recognized as the most advanced small business cluster
- by JPMorgan Chase
- Featured in the TechCrunch 50 Startups (by Harvard) as a model for the future of entrepreneurship
- State of California's Small Business Center of Excellence
- Partner in the California Alternative Fuels and Advancement Center
- Informalized by the White House's Office of Science and Technology



The LACI @ CSUN logo is centered on the slide. It features the word 'LACI' in black on a white background, followed by a red circle containing a white '@' symbol, and then 'CSUN' in white on a black background.

LACI @ CSUN

Multi-sector incubator and commercialization hub

Objectives

- Leverage Strong Economic Potential
 - 56 year history
 - >200,000 alumni, 40,000 students, 4,000 faculty
 - 4,000 engineers per year
 - Engineering, Business, Education, HHD, AMC and more...
- Create Innovation Pathways
 - Reputation & mindset of innovation & entrepreneurship
 - Increase student retention and matriculation rates at CSUN
 - Commercialization capability for CSUN IP & business ventures
 - Improve the entrepreneurship rate and probability of success
 - Leverage CSUN as the economic driver for the San Fernando Valley
 - Help San Fernando Valley residents create their own destiny

Join Us!

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