



**Come Build the
Future With Us**

January 2023



Our People



Andrea White-Kjoss
Managing Director

2x venture capital backed founder, startup ecosystem thought leader, corporate and investment finance



Joy Fairbanks
Director of Innovation,
Programming & Partnerships

Columbia venture incubator and hackathon faculty, corporate and startup strategy and advisor



Mariessa Edmonson
Associate Program
Manager

Public and private program management, current USC MS Social Entrepreneurship

OUR MISSION

The mission of the Long beach accelerator is to cultivate a thriving entrepreneurial early-stage tech startup ecosystem in Long Beach.

The "Launch Beach" initiative will make Long Beach a global tech hub by 2030.



A UNIQUE COLLABORATION

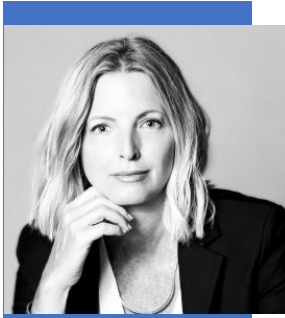


The Long Beach Accelerator is a non-profit entity formed from the Long Beach Economic Development Blueprint in collaboration with:

- City of Long Beach Economic Development Department
- CSULB Institute for Innovation and Entrepreneurship
- Sunstone Management



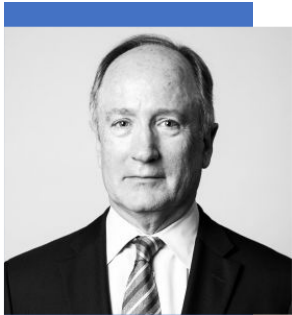
Our Board



Andrea White-Kjoss

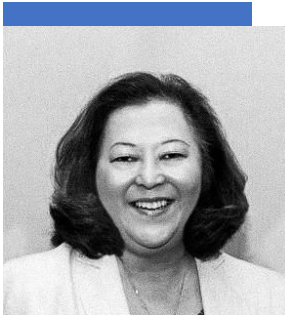
Managing Director

Serial entrepreneur, thought leader, lecturer



**Wade
Martin - Chair**

Director of CSULB
Institute of Innovation
and Entrepreneurship



**Vivian
Shimoyama -
Vice Chair**

Leader of CA
Goldman Sachs
Small Business
Advocacy Program



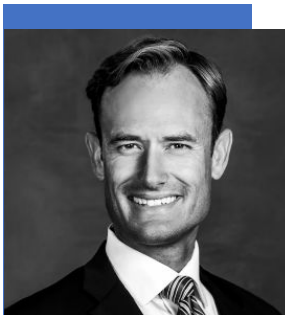
**Ganesh
Raman - Honorary**

Assistant Vice
Chancellor, California
State University



**Brenda
Wunsch**

Serial entrepreneur,
brand consultant for
MGM, HP, and WSJ



**John
Keisler**

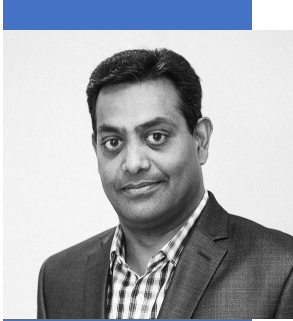
CEO, Sunstone
Management and former
Economic Development
Director, City of Long
Beach



**John
Shen - Honorary**

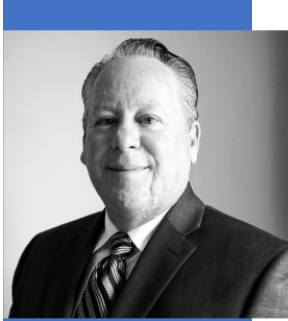
Chair Of The Board Of
Directors at Sunstone
Trust Company

Our Board (cont.)



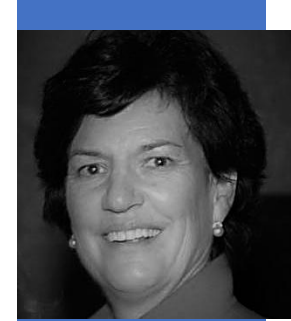
**Santhosh
Devati _Treasurer**

Founder of Anamika Ventures supporting female founders



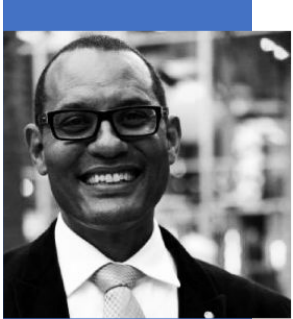
**Michael
Moffatt**

Aerospace analyst, partner at Fulwider Patton, IP attorney/expert



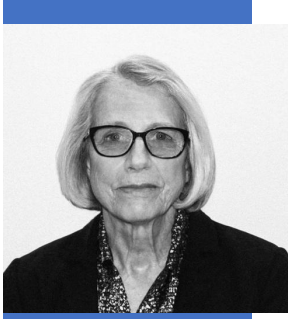
**Sue
Malone**

Serial entrepreneur, investor, President of American Economic Empowerment



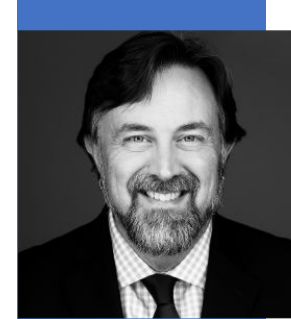
**Walter
Larkins**

President of Sapphire RCMS, inventor, serial entrepreneur



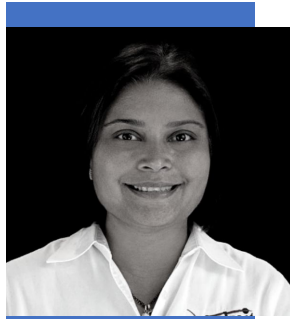
**Chris
Halliwell**

Strategic consultant, IBM, Intel, Regis McKenna, CalTech



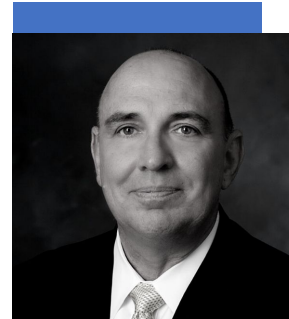
**Ragan
Robertson -
Secretary**

Technology transfer expert, marketing, patenting, licensing



**Payal
Kamdar**

Founder and CEO of Vsolvit, technology services provider for federal government, graduate of GS 10,000 Small Businesses



**Gene
Fraser**

President of Robonation, Northrop Grumman, U.S. Marine Corps, engineering



From Spacetech to Bluetech and Beyond

**The Long Beach
Accelerator is a
Collaborative
Innovation Hub**



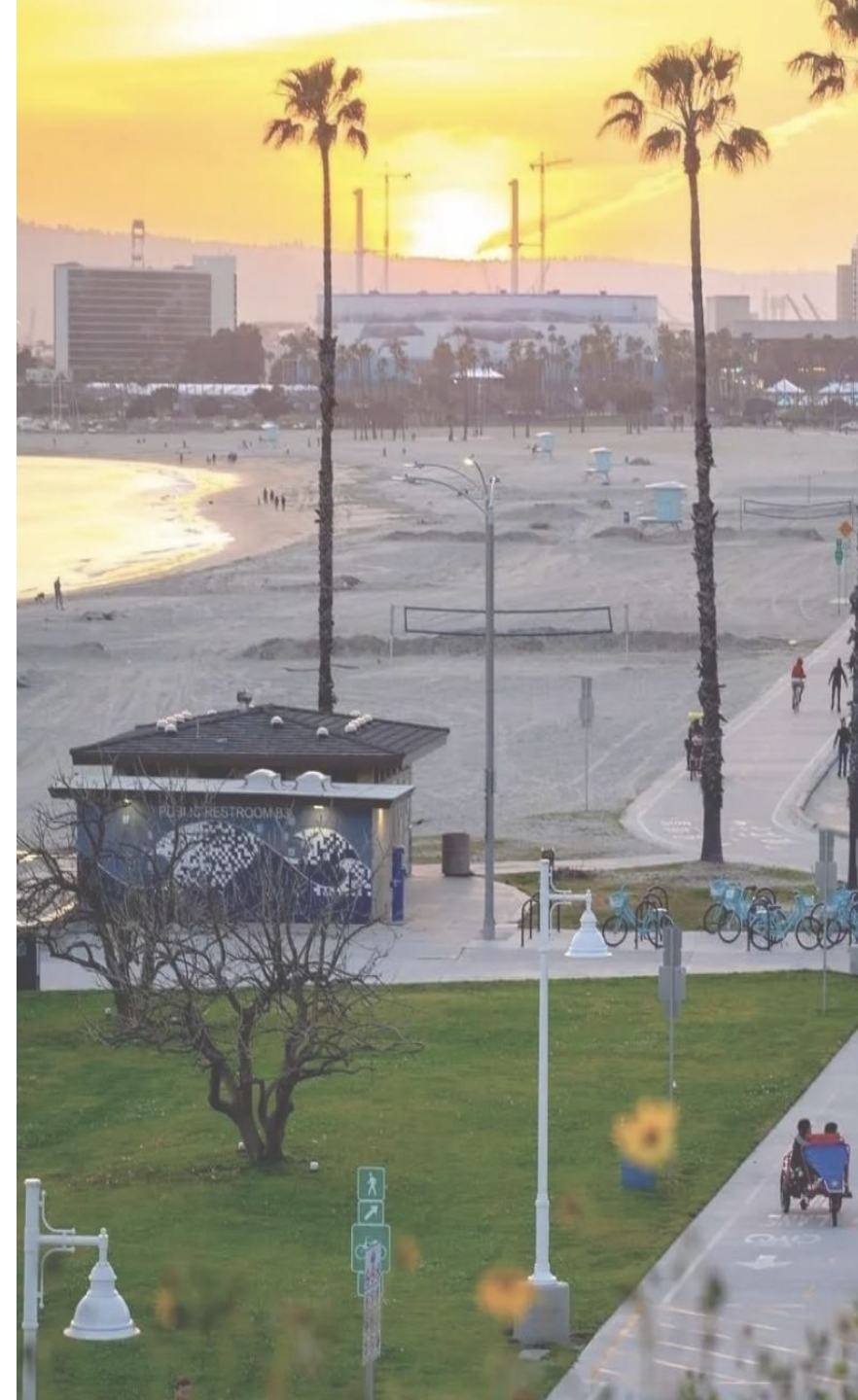
What is a technology startup?

- A tech startup is one whose purpose is to bring technology products or services to market
- Repeatable and highly scalable
- Venture capital-investable
- Typically in business for less than 2 years; may not yet be profitable
- Opportunities for outsized economic and financial returns



LBA is an ecosystem builder.

- ***Attracting tech innovators*** in sectors complimentary to the city: health, transportation and logistics, sustainability, and aerospace.
- ***Enabling founders*** of limited means to participate in the creator economy.
- ***Promoting Long Beach*** as livable, inventive, and inclusive for diverse founders.
- ***Serving as a magnet for global tech talent*** seeking to launch or scale their enterprises in the US.



OUR PROGRAM



AGILE, DIGITAL NATIVE PROGRAMMING

- Tailored 4-month program
- Weekly workshops and mentorship
- Individualized attention and co-learning from other founders as well as experts

UNIQUE ACCESS

- Pitch preparation and investor intros
- Access to industry partnerships
- Perks package worth over \$500K
- University facilities/lab access

FUNDING AND BEYOND

- Operating Capital: \$75,000 to \$100,000 in exchange for of 6-7% equity in a SAFE note
- Creative space to work alongside a community of founders in downtown Long Beach

Four Month Programming Overview.

Business Model Design &
Customer Discovery

Customer Acquisition &
Monetization

Managing the Enterprise

Fundraising, Acceleration, &
Performance Tracking

- 86 hours of programming
- 15+ hours 1:1 mentoring



What we look for in our venture backed portfolio companies.

- Billion dollar market opportunities
- Diverse founders with vision and ability to execute
- Compelling go to market strategy
- Agile and coachable teams
- US incorporated, globally recruited
- Prototype/MVP built and ready to launch beta with paying customers or pilots

Synergy with and impact on LB ecosystem



STARTUP PROFILE



AEROSPACE



BLUETECH



CYBERSECURITY



EDUTECH



GREENTECH



LOGISTICS/SUPPLY CHAIN



HEALTHTECH



EMERGING INDUSTRIES

We work with a range of startups on a case by case basis depended on our expertise and strengths.

Partners



Portfolio Companies



LBA Quick Facts.



**2021
Launch**

**5
Acquisition Offers**

**5
Cohorts**

**\$600,000
Average Investment per
Company**

**37
Companies**

**165%
Employee Growth**

**20+
Sectors/Verticals
Served**



The Long Beach Accelerator (LBA) is a public-private partnership enabling startup success inclusively.

**50%
Female Founders**

**75%
Underrepresented
Founders**

**\$100K+
Investment into these
Founders**



Customize cards Filter Sort ...



Kelly Meerbott

HEADSHOT



ORGANIZATION

YOU: Loud & Clear, Inc.

TITLE/ROLE

Principal/Leadership Coach



Mara McCann

HEADSHOT



ORGANIZATION

Zhive Media

TITLE/ROLE

Founder



Clay Ostrom

HEADSHOT



ORGANIZATION

Map & Fire

TITLE/ROLE

Owner, Brand Strategist



Rob Napoli

HEADSHOT



ORGANIZATION

Rise Up Coaching LLC

TITLE/ROLE

Founder



Steve Kochan

HEADSHOT



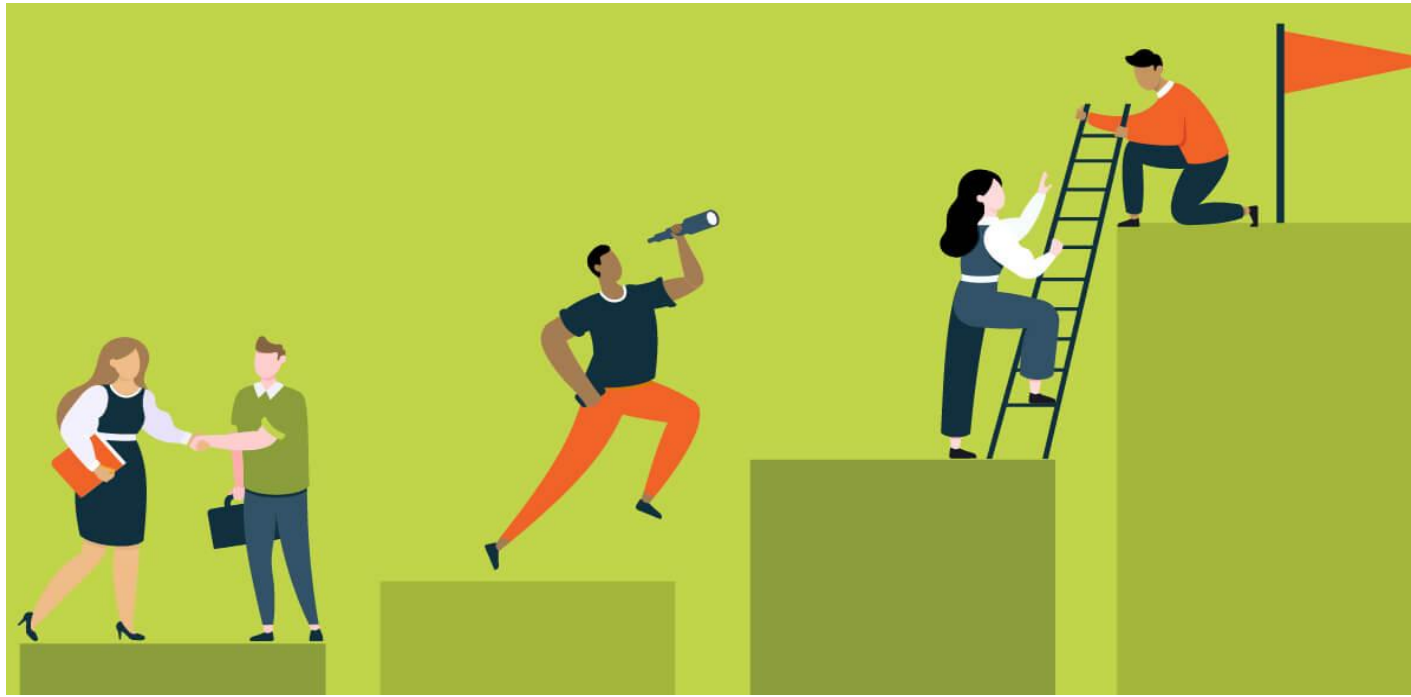
ORGANIZATION

ComFreight

TITLE/ROLE

Founder & CEO





Unique Approach to Startup Success

- Culture – diverse, collaborative and receptive to feedback
- Tailored programming
- 1:1 dedicated mentoring
- Strategic introductions to potential pilots/customers

All programming converges in warm introductions for traction on customers and funding.









What Our Cohorts Are Saying:

**“From an execution perspective,
every company advanced eons
through the program which is, again,
a testament to the program.”**

Cohort Member

"The LBA has created a phenomenal community . . . there are some really great companies involved. I can speak to the tremendous value we've already received through relationships with the City of Long Beach, Cal State, etc."

Cohort Member

**"Great material and speakers.
Wealth of experience and proven
contributions from the mentors. "**

Cohort Member

LBA seeks to leverage public and private resources to attract, advance, and retain innovative startups and the ecosystem and culture required for them to thrive.



Calendar of Events

Virtual Programming

Entrepreneur Roundtable (LL) 13 Jan 23
Prospective Cohort Info Session 26 Jan 23
Corporate Roundtable (LL) 7 Feb 23
Investors Roundtable (LL) 3 Mar 23
Cohort 5 Demo Day 5 Apr 23 (In Person 4 Apr 23)

Founders & Funders Series

Climate, Sustainable Cities, & Env Justice 23 Feb 23
HealthTech 4 Greater Good 23 Mar 23
Green in Space 26 Apr 23
Supply Chain & Logistics 24 May 23
Creative Tech 21 Jun 23

January – July 2023

The logo features a stylized 'C' icon to the left of the text 'LONG BEACH' in a sans-serif font, with 'ACCELERATOR' in a larger, bold, italicized sans-serif font below it.

LONG BEACH **ACCELERATOR**

A long-exposure photograph of a city street at night. The street is filled with light trails from cars, creating streaks of white, yellow, and red. In the background, there are palm trees, city buildings, and a large Ferris wheel illuminated with purple lights.

WE ARE LONG BEACH

TECH ECOSYSTEM MIXER



Port of
LONG BEACH
THE PORT OF CHOICE







INVESTOR ROUNDTABLE

February 25th 2022



John Shen
Sunstone
Management



Nish Patel
Inertia
Ventures



Anne Blum
Angular
Ventures



Ben York
RampRate



Valentina Rodriguez
Wonder Ventures



Wil Chockley
75 & Sunny

Register to Attend at: <https://bit.ly/LBARoundtable> | More Investors to be announced



REVERSE PITCH INVESTOR ROUNDTABLE



Charlotte Stephens



CLOCKTOWER
TECHNOLOGY VENTURES



Molly Kang

SWITCH_{VC}



James Shecter

fika
VENTURES



Abbie Strabala



TrueWealth
VENTURES



**WELCOME TO
DEMO DAY**

CORPORATE ROUNDTABLE

TOP EXECS ON STARTUP INNOVATION IN THEIR
COMPANIES - AND HOW YOU CAN GET INVOLVED



Francisco Bram
Albertsons Companies



Mark Taylor
The Boeing Company



Ruth Bram
Oculus Studios



Troy Foster
Perkins Coie, LLC



Jonathan Myers
Silicon Beach Investment
Group



Josh Goode
SCAN Health Plan



SPONSORED BY:



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LONG BEACH
THE PORT OF CHOICE



ENTREPRENEUR ROUNDTABLE



DW Ferrell
CEO & Co-Founder
Localight



Zarina Bahadur
CEO and Founder
123 Baby Box



Joe Gallagher
Co-Founder
86 Repairs



Zhen Wang
Co-Founder
Cheese Financial

LBACCELERATOR.ORG/EVENTS

WHY THE LBA? WHY LONG BEACH?

GLOBALLY IMPORTANT INDUSTRIES

HISTORY OF TECH INNOVATION

CORPORATE PARTNERSHIPS

MAJOR MARKET ACCESS

STARTUP CULTURE

LIVABILITY

AFFORDABILITY

ART AND CULTURE

DEVELOPED WORKFORCE

CENTRAL LOCATION/DEDICATED AIRPORT



Why A Tech Accelerator?

- Significantly higher wages: 15% above average
- Significantly higher growth and job creation: 5x
- 26% higher business survival/thrive rate
- Leveraging private sector for public interest
- Leveraging Long Beach assets to create the future (industry, higher ed, entrepreneurs, infrastructure, culture, talent, etc.)



Alignment with Long Beach Economic Blueprint 2.0

- Engines of Growth
- Business Expansion, Attraction, and Retention
- Economic Partnerships
- Supports Equity and Economic Inclusion, Talent Recruitment and Retention, and Quality of Life

How the LBA and the City Can Partner

- Scholarships for LB-based, low income, and/or underrepresented tech founders
- Tech startup-specific recruitment package
- Joint funding and marketing of events to gather the tech startup and venture ecosystem
- Creation of a physical “Techquity Innovation Hub”
- Development of sector-specific cohorts in key cluster areas
- Additional pathways and investment for underrepresented founders

What Our Ecosystem Is Saying:

“Long Beach Accelerator is pioneering the non-profit, for-public-benefit model of entrepreneurship, innovation and startup investment. This is the future of the California economy!”

Partner

A conceptual image showing a globe of the Earth being held up by several hands of different skin tones. The hands are reaching up from the bottom, supporting the globe. The background is a soft, out-of-focus green and white bokeh, suggesting a natural, outdoor setting. The overall tone is hopeful and collaborative.

LBA is co-creating a set of services, events, and systems to attract and retain tech talent and their ventures.

Build with us.

LET'S CONNECT



Photo Credit Long Beach Convention & Visitors Bureau



@LBACCELERATOR



@LONG-BEACH-ACCELERATOR



IT@LBACCELERATOR.ORG



LBACCELERATOR.ORG



+1.562.549.2650



245 E 3RD ST,
LONG BEACH, CA 90802

Why Long Beach.

- Innovative city with the largest adjacent ports of the Western Hemisphere
- Supply and transport infrastructure with full service airport serving those ports
- Booming Space Economy leveraging legacy Aerospace assets
- Multiple medical centers, assisted living facilities, and health providers
- Highly prized public university, community college, and school system in a 466,000 person multicultural city
- Access to 60,000+ engineers and other innovation talent across multiple world-class universities within a 30 mile radius
- Appealing culture and amenities plus lower cost than other SoCal coastal cities



Long Beach Accelerator by the Numbers

Key Facts

**LBA ADVANCES THE EARLY-STAGE
ENTREPRENEURSHIP ECOSYSTEM IN LONG
BEACH AND BEYOND**

WHY LONG BEACH?

- Strong support and history of innovation
- Corporate partnerships
- Major market access
- Startup culture
- Livability
- Affordability
- Developed technical workforce, 4,500 in Spacetech
- Port & logistical support infrastructure
- Dedicated airport



2021

Founded

20

Cohort companies

\$12M+

Startup pre-seed
funding raised

Operating industries



Aerospace



Logistics /
Supply Chain



Healthcare



Cleantech



Cybersecurity



Other
emerging
industries

\$5B

Investment across the
City of Long Beach

5

Acquisition
offers

\$2.3M+

Cohort company
revenue

165%

Startup Employee
Growth

75%

Underrepresented
Founders

Partners



Startups

