

Welcome to DKLA

Leading the Sustainability Revolution in US

Program Thursday April 15th from 17.00-18.00

17.00 - 17.05:	Welcome/ Kurt Bennetsen , Erhverv Norddanmark – Chamber of Commerce
17.05 - 17.15:	Deputy Mayor of International Affairs, City of Los Angeles, Nina Hachigian
17.15 - 17.25:	Director of International Trade and Investment, City of Los Angeles, Christine Peterson
17.25 - 17.35:	VP Government Affairs and International Relations, Los Angeles Cleantech Incubator, Mike Swords
17.35 - 17.45:	President, World Trade Center - Los Angeles, Stephen Cheung
17.45 - 17.55:	Dialogue and questions
17.55 - 18.00:	Summary and the next webinars – Erhverv Norddanmark – Chamber of Commerce and AXEL

Remember

- Mute your microphone
- Raise your hand or write in the chat, if you have any questions or comments
- Or write to: kurt@erhvervnorddanmark.dk



The DKLA Partnership:



ERHVERV
NORDDANMARK
CHAMBER OF COMMERCE



AXEL



WORLD TRADE CENTER®
LOS ANGELES



energy CLUSTER
DENMARK



Energistyrelsen

GOAL and Background:

*DKLA is af public-private partnership, financed by the Danish Energy Agency.
The Mission is to connect technology, solutions, know-how, culture and people/companies
from Denmark with the city of Los Angeles, who has the most ambitious sustainability agenda in the US.*



One BIG Market



3 physically separate areas, 50 states, 3141 counties, 10814 VAT regions and 39044 municipalities

One BIG Market



Deputy Mayor of International
Affairs, City of Los Angeles,
Nina Hachigian

Welcome to Los Angeles



Ambassador Nina Hachigian Deputy Mayor of International Affairs City of Los Angeles

Mayor Eric Garcetti appointed Ambassador Nina Hachigian to be the first Deputy Mayor of International Affairs for Los Angeles and the only one in the United States. Her office connects the world to L.A. and L.A. to the world. They build relationships with foreign partners to bring more jobs, opportunity, culture, ideas, and visitors to Los Angeles and to elevate L.A.'s international leadership, including on climate, inclusion, and innovation. They are also laying the foundations for Angelenos to welcome the world for the 2028 Olympic and Paralympic Games and to leave behind a great legacy for the City.

From 2014 to 2017, Ambassador Hachigian served as the second U.S. Ambassador to the Association of Southeast Asian Nations (ASEAN). During her tenure, the United States established a strategic partnership with ASEAN, held the first Leaders' Summit in the United States, launched a Presidential initiative on economic cooperation, established the U.S.-ASEAN Women's Leadership Academy and grew the youth program to over 100,000 members. She was awarded the State Department's Superior Honor Award for her service.

Earlier, Ambassador Hachigian was a Senior Fellow and a Senior Vice President at the Center for American Progress focused on Asia policy and U.S.-China relations. Prior to that, Ambassador Hachigian was the director of the RAND Center for Asia Pacific Policy for four years.

Ambassador Hachigian served on the staff of the National Security Council in the Clinton White House from 1998-1999. She is the editor of *Debating China: The U.S. - China Relationship in Ten Conversations* (Oxford University Press, 2014) and co-author of *The Next American Century: How the U.S. Can Thrive as Other Powers Rise* (Simon & Schuster, 2008).

Ambassador Hachigian was a founding Board member of the State Department's International Security Advisory Board. She was also a founder and co-leader of Women Ambassadors Serving America (WASA), a group of some 200 current and former U.S. Ambassadors. She also co-founded and currently co-chairs the Leadership Council for Women in National Security (LCWINS).

She is an Advisory Board Member of the Pacific Council on International Policy, Foreign Policy for America and National Security Action, and a member of the Council on Foreign Relations. Hachigian received her B.S. from Yale University, *magna cum laude*, and her J.D. from Stanford Law School, with distinction. She lives in the great City of Los Angeles with her husband and children.

Director of International Trade and
Investment, City of Los
Angeles, **Christine Peterson**

**Introduction to the International
Business Framework**



Director of International Trade and Investment, City of Los Angeles

City of Los Angeles Director of International
Trade & Investment - Mayor's Office January
2019 - Present (2 years 4 months)

Greater Los Angeles Area Office of the U.S.
Trade Representative, Executive Office of the
President Director for Innovation &
Intellectual Property August 2015 - August
2018 (3 years 1 month)

U.S. Department of Commerce International
Trade Specialist, Office of Intellectual
Property Rights January 2010 - August
2015 (5 years 8 months)

VP Government Affairs and
International Relations,
Los Angeles Cleantech Incubator,
Mike Swords

**Introduction to Sustainability and
Cleantech in Los Angeles**



VP Government Affairs and International Relations at Los Angeles Cleantech Incubator

Responsible for managing the organizations relationships with leaders at the local, regional, state and federal level. Swords also manages the Cleantech LA Innovation Hub, the LACI Leadership Council and international partnerships. From 2006-2014, Swords served as the Executive Director of Strategic Research Initiatives and Global Partnerships at UCLA.

In this role, he was responsible for developing large, multi-disciplinary research centers and institutes. He was also responsible for developing partnerships with government agencies, foundations, industry and non-profits, both here in the United States and abroad. Michael served as Board President for CleanTech Los Angeles (CTLA) from 2011-2014. CTLA was a consortium established to make Los Angeles the global leader in the research, commercialization, and deployment of clean technologies.

Originally established as a multi-institutional collaboration between major research universities, utilities, major industry partners, cleantech start-ups and the City of Los Angeles, the organization has now merged with LACI.

Michael currently serves as Board President of Climate Resolve, and has previously served on the Executive Advisory Committee for the UCLA Luskin Center for Innovation and the Board of the Los Angeles CleanTech Incubator (LACI). Michael also serves on the LA-Israel Cooperation Task Force and also the Mayor Eric Garcetti's Tech and Innovation Council.



DKLA
April 15, 2021

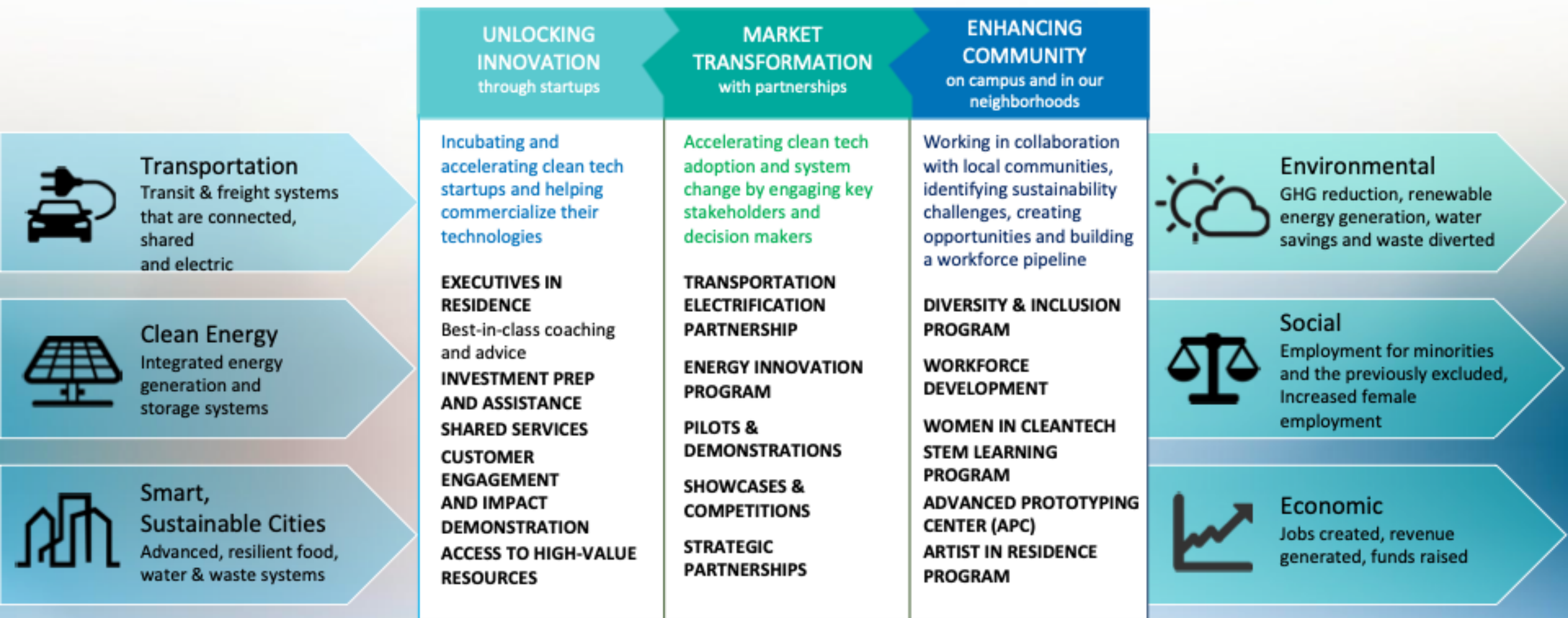


We are building an inclusive green economy

PRIORITIES

STRATEGIES

IMPACT





Our impact

We are reducing Greenhouse Gas emissions, improving air quality, creating jobs and building a green economy. We're also helping our startup companies make economic, social and environmental impact.



236

startups
served



\$508M

in funding



\$272M

in revenue



2100

jobs created



\$470M

in long term
economic impact



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



Unlocking Innovation - Overview



The Unlocking Innovation team manages:

- Startup Programs
- Investment Services
- Executives in Residence
- Impact Fund
- Business Support Services

Programs	
Founders Business Accelerator Impact-focused accelerator for small businesses	Innovators Program Light-touch network access program for clean energy, zero emissions mobility, and circular economy innovators
Incubation Program Hands-on incubation services for supporting cleantech startups in Southern California	Market Access Program Large scale pilot program for scaling cleantech startups in Southern California



Incubation Startups

COHORT 1 INCUBATION STARTUPS

ALUMINA ENERGY CERØ
 CH! ePAVE, LLC
 JUMPWATTS
 NEOCHARGE SEED
 SparkCharge Substance
 tbm designs LLC xeal

COHORT 2 INCUBATION STARTUPS

CHARGENET ClearRoad Drive Gemini
 Chargeway
 ElectricFish GREENTEK PLANET
 plus+ LAFAR
 OpenEGrid
 rent-a-romper SENSAGRATE
 VERITY

ALUMNI

AMPAIRE AVISARE Eli Electric Vehicles
 HIVE
 FREEWIRE NATURE COATINGS
 pickmysolar NEVADOS TRACKERS ANYWHERE
 saya Repurpose.
 SEATREC Xtelligent




LACI Impact Fund



Environmental
GHG reduction, renewable energy generation, water savings and waste diverted



Social
Employment for minorities and the previously excluded



Economic
Jobs created, involvement in community

The LACI **Impact Fund** functions as a tool to support our Incubation. Companies in their pursuit of reducing Greenhouse Gas emissions, improving air quality, creating jobs and building a green economy. As an impact fund, we prioritize economic, social and environmental impact.



\$5M

Available for Eligible LACI Startups



8

Investments since 2019

[Learn More Here](#)



\$100-500K

Range of LACI Impact Fund Check Sizes (Avg. \$250K)



LACI is helping founders across multiple programs succeed

Founders Business Accelerator

South LA Cafe (FBA Cohort 2) is focused on building community through coffee, culture, and connection. With the advent of the pandemic, the cafe’s customers and revenue disappeared. The founders reached out to the City Council District Office for their area and coordinated a food preparation and delivery service to the senior homes in the community. Each meal was paid for by the City of LA. Although many cafes and restaurants have seen a nearly 100% drop in revenue, South LA Cafe’s monthly revenue increased by \$25,000.



Joe and Celia Ward-Wallace, owners of South LA Cafe, on The Ellen Show

Incubation

Ampaire, a hybrid electric plane manufacturer, announced its agreement to be acquired by Surf Air to help scale electric aviation



ChargerHelp!, an on demand service for EV charger maintenance, raised \$2.75M in their seed round

ChargerHelp raises \$2.75M to keep EV chargers working

Kirsten Korosec @kirstenkorosec / 9:21 AM PDT • March 29, 2021



Market Access

Envoy is focused on mobility as an amenity for communities (including apartments and condos).

LACI has partnered with Envoy to provide community based car sharing for low-income customers in Pacoima (with Pacoima Beautiful) and San Pedro (with HACLA). While with LACI, Envoy raised an \$11M series A round





Green Jobs Report

In January 2021, LACI launched our [Green Jobs Report](#), researched by **HR&A Advisors**, and funded by the **California Workforce Development Board (CWDB)** and **City of Los Angeles Workforce Development Board**, to offer an in-depth analysis of Green Jobs in Los Angeles County and lay forth a course of action to grow an economy in Los Angeles that is greener, stronger, and more inclusive. **LACI commits to working with regional stakeholders and other partners to achieve our goal of creating 600,000 green jobs countywide by 2050--an ambitious yet achievable goal--by working together to implement the report's recommendations.**



1) Accelerate Economic Recovery

Drive green job creation through continued public investment as well as infrastructure stimulus

2) Bolster the Workforce Pipeline

Build capacity to create more responsive and nimble workforce training for future segments of the green economy

3) Advance Equity and Inclusion

Increase underrepresented populations in green industries through training for high-road employment opportunities

4) Clearly Define Green Jobs and Track Metrics

Improve evaluation of green industry performance metrics at the state and federal level



The Transportation Electrification Partnership submitted a \$150 billion proposal to Congress

“Keeping America Working, Protecting Public Health, & Strengthening our Communities”

The proposal outlines a set of strategies and investments for Congress to consider for federal economic and infrastructure stimulus. The recommended actions include:

- Zero Emissions Vehicle Manufacturing, Assembly and Adoption - \$25 billion
- Zero Emissions Infrastructure Investment - \$85 billion
- Zero Emissions Public and Active Transit - \$25 billion
- Workforce Development and Job Training - \$12.5 billion
- Innovation Ecosystem, Cleantech Startups and Related Small Businesses - \$2.5 billion

HR&A estimates that this plan will create 2.3M jobs nationwide, with 370,000 in California





The American Jobs Plan - President Biden's \$2T+ infrastructure and climate change bill

- \$174B in spending to “win the EV market globally”
- Install 500,000 EV chargers by 2030
- Replace 50,000 diesel transit vehicles
- \$100B for power infrastructure
- \$85B for modernizing public transit
- \$25B for airports
- \$115B to modernize bridges, highways, roads, streets in need of repair



The Los Angeles 100% Renewable Energy Study



LA100: Renewable Energy Study / Collaboration with NREL

NREL found:

- National Renewable Energy Laboratory concluded L.A. is capable of achieving 98% clean energy by 2030 and 100% by 2035
- Build solar farms, wind turbines and batteries as fast as possible.
- Get solar panels on rooftops, electric cars in garages and electric heat pumps in homes.
- Invest in energy efficiency and “demand response” programs

Total cost of \$86B



ISO Today



Updated: 14:10 PT 04/10/2021

Updated: 14:10 PT 04/10/2021



18,366 MW
Current demand



15,727 MW
Current renewables



86%
Renewables
serving demand

Grid Status ● Normal



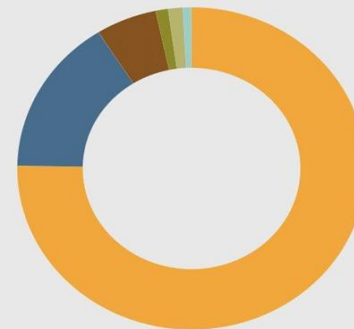
Available capacity*

33,500 MW

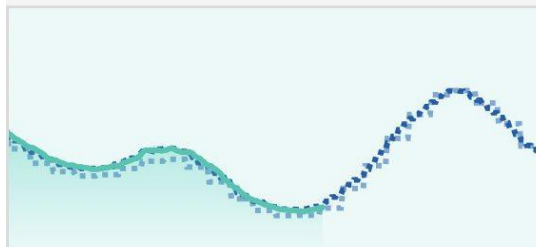


18,366 MW
Current demand

24,811 MW
Forecasted peak



- Solar**
75.3% (11,840 MW)
- Wind**
15.7% (2,477 MW)
- Geothermal**
5.7% (892 MW)
- Biomass**
1.1% (180 MW)
- Biogas**
1.4% (215 MW)
- Small hydro**
0.8% (124 MW)



Demand trend >



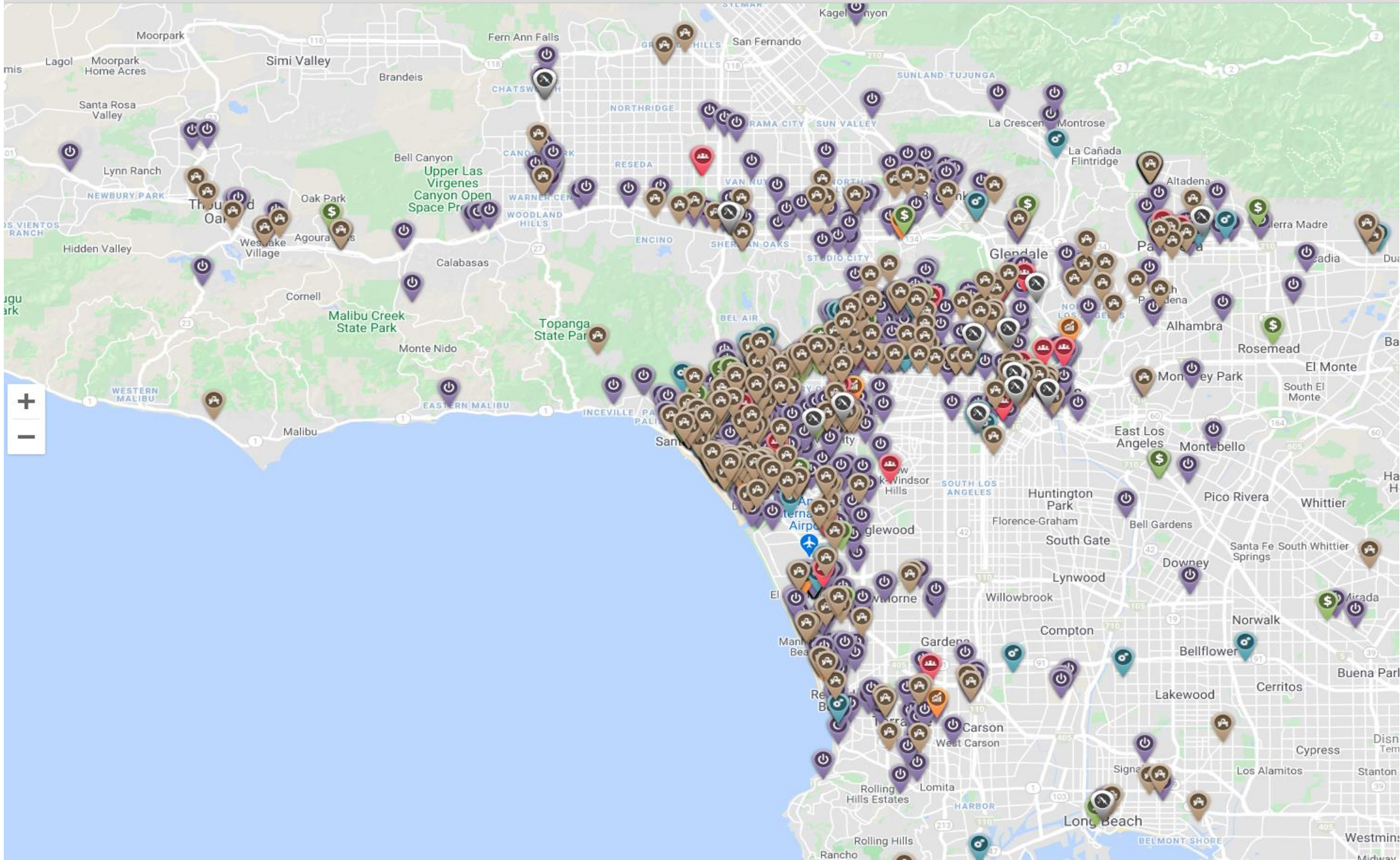
Renewables
serving
demand

Renewables >

Renewables trend >



Additional reports >



President, World Trade Center - Los Angeles, **Stephen Cheung**

Introduction to the Global Business Community



President of the World Trade Center Los Angeles (WTCLA) and Chief Operating Officer at Los Angeles County Economic Development Corporation (LAEDC)

Experienced President with a demonstrated history of working in the international trade and development industry. Strong business development professional skilled in Nonprofit Organizations, Grassroots Organizing, Government, Media Relations, and Coalitions

A nighttime photograph of a cityscape in Los Angeles. The image shows several tall skyscrapers with lit windows, some with signs like 'ERNST & YOUNG' and 'CARPENTERS'. In the foreground, there is a highway interchange with a sign indicating directions to 'Santa Monica Fwy'. The overall scene is dark, with the city lights providing the main illumination.

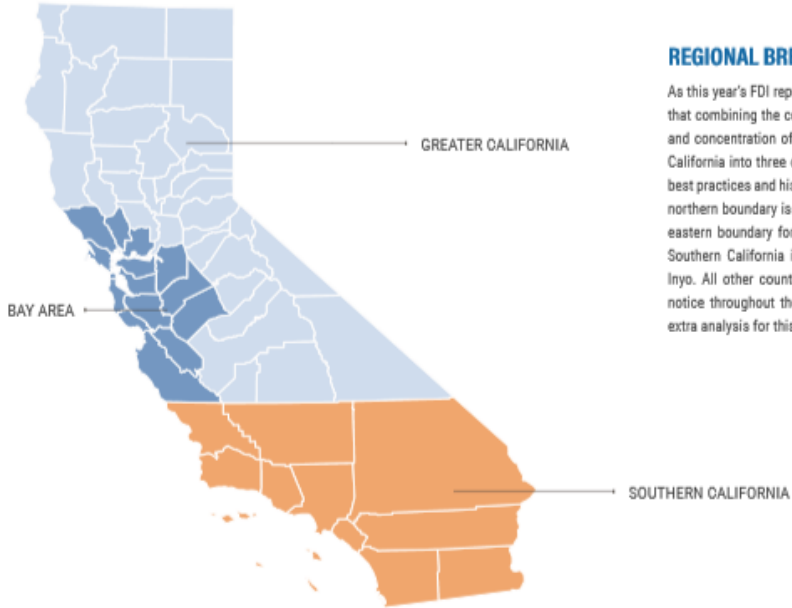
WORLD TRADE CENTER LOS ANGELES

STEPHEN CHEUNG

STEPHEN.CHEUNG@WTCLA.ORG
WWW.WTCLA.ORG



CALIFORNIA



REGIONAL BREAKDOWN

As this year's FDI report has expanded to include all of California, it became clear that combining the counties into regions was necessary to highlight the diversity and concentration of FDEs throughout the state. The breakdown of the State of California into three distinct regions is illustrated in the adjacent map. Gathering best practices and historical regional definitions, the Bay Area region southern and northern boundary is Monterey County and Sonoma County, respectively, with the eastern boundary formed by the counties Merced, Stanislaus and San Joaquin. Southern California includes all counties south of Monterey, Kings, Tulare and Inyo. All other counties in the state are considered Greater California. You will notice throughout the report, LA County FDEs have been carved out to provide extra analysis for this area.

FOEs BY SOURCE NATION

Rank	Country	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$Millions)
1	Japan	121,223	16.6%	3,880	\$10,987.9
2	United Kingdom	108,855	14.5%	2,303	9,052.1
3	France	69,458	9.5%	1,888	5,690.7
4	Canada	61,841	8.5%	1,583	5,932.4
5	Germany	61,039	8.4%	1,535	6,085.2
6	Switzerland	55,840	7.6%	706	5,434.3
7	Ireland	39,821	4.2%	469	2,845.3
8	China	21,673	3.0%	685	1,993.3
9	Sweden	17,849	2.4%	244	1,363.7
10	Taiwan	16,804	2.3%	409	1,499.3
	All Others	168,245	23.0%	5,025	14,717.6
	TOTAL	730,648	100.0%	18,718	65,601.7

FOEs BY INDUSTRY SECTOR

Major Industry	Jobs	Firms	Est. Wages (\$Millions)
Natural Resources	8,035	148	\$733.3
Construction	9,129	254	639.8
Manufacturing	248,290	2,882	23,748.2
Wholesale Trade	94,590	2,975	7,405.7
Retail Trade	63,961	4,109	2,345.4
Transp/Warehouse/Util	30,346	791	1,808.1
Information	39,848	1,183	7,498.3
Financial Activities	67,056	2,130	8,041.3
Prof/Business Services	117,494	2,760	11,516.4
Education/Health	6,535	394	342.0
Leisure/Hospitality	34,592	631	1,012.7
Other Services	9,364	329	380.8
Public Administration	1,408	132	134.7
TOTAL	730,648	18,718	65,601.7

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS **FOE FIRMS** **ESTIMATED WAGES**
730,648 **18,718** **\$65,602M**

FDI IN CA

- 18,718 – FOE

FDI IN SOCAL

- 11,379 - FOE

FDI IN LA

- 5,113 - FOE



SOUTHERN CALIFORNIA

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

461,647

FOE FIRMS

11,379

ESTIMATED WAGES

\$40,362M



LOS ANGELES COUNTY

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

202,431

FOE FIRMS

5,113

ESTIMATED WAGES

\$18,085M

TOP 20 U.S. CUSTOMS DISTRICTS

TOTAL U.S. TRADE: \$4.14 trillion | EXPORTS: \$1.65 trillion | IMPORTS: \$2.50 trillion | Monthly updates at ustradenumbers.com.

TOTAL TRADE IN BILLIONS
\$428.33
-1.14%

EXPORTS IN BILLIONS
\$121.84
-6.00%

IMPORTS IN BILLIONS
\$306.39
-6.97%

DEFICIT IN BILLIONS
-\$184.54

KEY TAKEAWAY
The Los Angeles Customs district is dominated by the Port of Los Angeles, Los Angeles International Airport and the Port of Long Beach, three of the nation's busiest gateways for U.S. trade.

TOP 20 CUSTOM DISTRICTS

	IN \$ BILLIONS
01. Los Angeles	\$428.33
02. New York City	\$381.16
03. Laredo	\$204.55
04. Detroit	\$201.94
05. Chicago	\$200.25
06. Houston	\$200.25
07. New Orleans	\$198.50
08. Georgia	\$198.23
09. Cleveland	\$193.13
10. Seattle	\$192.51
11. San Francisco	\$190.23
12. El Paso	\$175.64
13. Miami	\$168.89
14. Charleston	\$96.21
15. Philadelphia	\$86.86
16. Norfolk	\$86.64
17. Dallas Fort Worth	\$76.58
18. Low-value shipments	\$76.87
19. San Diego	\$75.64
20. Norfolk	\$65.18

WEST COAST

11 SAN FRANCISCO

TOP TRADE PARTNERS

- China
- Taiwan
- Japan
- South Korea
- Malaysia
- Singapore
- Belgium
- Germany
- Saudi Arabia
- Hong Kong

TOP EXPORTS

- Passenger vehicles
- Semiconductor manufacturing machines
- Almonds, walnuts, other nuts, etc.

TOP IMPORTS

- Oil
- Passenger vehicles
- Computer chips

1 LOS ANGELES

TOP TRADE PARTNERS

- China
- Japan
- South Korea
- Vietnam
- Taiwan
- Thailand
- India
- Germany
- Australia
- Hong Kong

TOP EXPORTS

- Civilian aircraft parts
- Computer chips
- Diamonds, not mounted

TOP IMPORTS

- Passenger vehicles
- Computers
- Cell phones, related equipment

19 SAN DIEGO

TOP TRADE PARTNERS

- Mexico
- Japan
- Germany
- China
- South Korea
- Saudi Arabia
- Italy
- United Kingdom
- Canada
- Belgium

TOP EXPORTS

- Motor vehicle parts
- Computer chips
- Medical instruments

TOP IMPORTS

- TVs, computer monitors
- Commercial vehicles
- Passenger vehicles

18 LOW-VALUE SHIPMENTS

TOP TRADE PARTNERS

- Canada
- Mexico
- China
- Germany
- United Kingdom
- Japan
- France
- Italy
- Australia
- Taiwan

TOP EXPORTS

- Low-value shipments
- Motor vehicle parts
- Furniture, parts

TOP IMPORTS

- Estimates of low-value imports
- Iron ores and concentrates
- Aluminum waste and scrap

10 SEATTLE

TOP TRADE PARTNERS

- Canada
- China
- Japan
- South Korea
- Vietnam
- Taiwan
- United Kingdom
- Germany
- France
- Singapore

TOP EXPORTS

- Civilian aircraft parts
- Computer chips
- Gasoline, other fuels

TOP IMPORTS

- Oil
- Miscellaneous aircraft parts
- Passenger vehicles

5 CHICAGO

TOP TRADE PARTNERS

- China
- Canada
- Japan
- Germany
- Ireland
- The Netherlands
- Switzerland
- United Kingdom
- Taiwan
- France

TOP EXPORTS

- Civilian aircraft parts
- Medicines in individual dosages
- Flowers, vaccines, blood

TOP IMPORTS

- Oil
- Cell phones, related equipment
- Medicines in individual dosages

5 DETROIT

TOP TRADE PARTNERS

- Canada
- China
- Japan
- Germany
- Ireland
- France
- South Korea
- United Kingdom
- Denmark
- Japan
- Italy

TOP EXPORTS

- Motor vehicle parts
- Passenger vehicles
- Commercial vehicles

TOP IMPORTS

- Passenger vehicles
- Motor vehicle parts
- Returned exports, no charge

9 CLEVELAND

TOP TRADE PARTNERS

- China
- Germany
- United Kingdom
- France
- Canada
- United Kingdom
- Ireland
- Singapore
- Mexico
- Taiwan

TOP EXPORTS

- Civilian aircraft parts
- Computer chips
- Medical instruments

TOP IMPORTS

- Medicines in individual dosages
- Aircraft engines, engine parts
- Returned exports, no charge

16 BUFFALO

TOP TRADE PARTNERS

- Canada
- China
- Germany
- United Kingdom
- Belgium
- Italy
- Japan
- France
- The Netherlands
- South Korea

TOP EXPORTS

- Commercial vehicles
- Passenger vehicles
- Motor vehicle parts

TOP IMPORTS

- Passenger vehicles
- Returned exports, no charge
- UIG, other petroleum gases

2 NEW YORK

TOP TRADE PARTNERS

- China
- Germany
- United Kingdom
- India
- France
- Italy
- Switzerland
- Japan
- Israel
- Belgium

TOP EXPORTS

- Commercial vehicles
- Passenger vehicles
- Motor vehicle parts

TOP IMPORTS

- Passenger vehicles
- Returned exports, no charge
- UIG, other petroleum gases

15 PHILADELPHIA

TOP TRADE PARTNERS

- Switzerland
- Germany
- United Kingdom
- Italy
- South Korea
- Saudi Arabia
- Brazil
- The Netherlands
- China
- Australia

TOP EXPORTS

- UIG, other petroleum gases
- Passenger vehicles
- Flowers, vaccines, blood

TOP IMPORTS

- Medicines in individual dosages
- Oil
- Passenger vehicles

20 NORFOLK

TOP TRADE PARTNERS

- China
- Germany
- Japan
- India
- Israel
- Belgium
- Vietnam
- United Kingdom
- Italy
- Malaysia

TOP EXPORTS

- Flowers, vaccines, blood
- Soybeans
- Motor vehicle parts

TOP IMPORTS

- Printers, all types, parts
- Motor vehicle parts
- Medicines in individual dosages

14 CHARLESTON

TOP TRADE PARTNERS

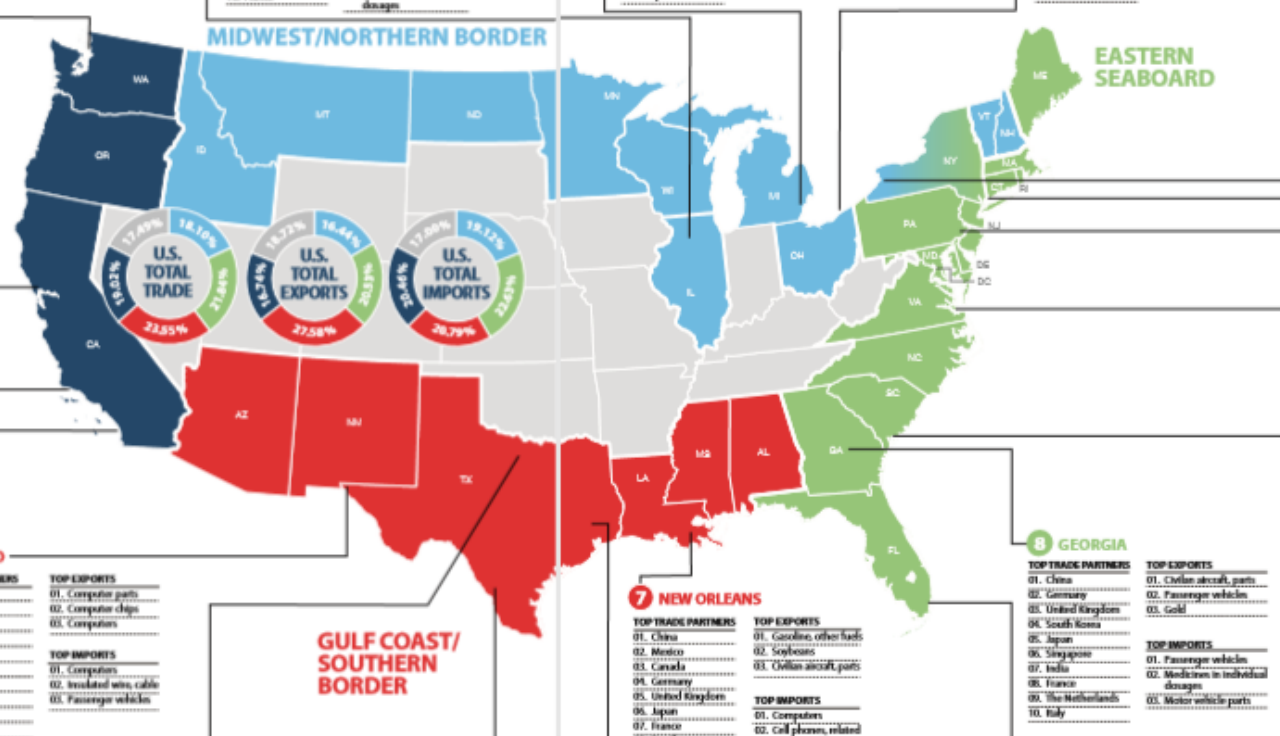
- Germany
- China
- Japan
- United Kingdom
- India
- The Netherlands
- France
- Italy
- United Arab Emirates
- Vietnam

TOP EXPORTS

- Civilian aircraft parts
- Passenger vehicles
- Motor vehicle parts

TOP IMPORTS

- Motor vehicle parts
- Miscellaneous aircraft parts
- Medicines in individual dosages





**ERHVERV
NORDDANMARK**
CHAMBER OF COMMERCE

Future Events

- ~~• Introduction to DKLA Program~~ ~~March 2nd~~
- ~~• Business First – Approaching and Engaging with the US~~ ~~March 30th~~
- ~~• Leading the Sustainability Revolution in the US~~ ~~Apr 15th~~
- Public Utility Without Equal in the US Apr 29th
- Electricity to 15 Million Users May 11th
- Commitment møde–STARTUP CAFÉ appx. Aug 20th
- Select LA Oct 20-21st

Read more at our landing page at erhvervnorddanmark.dk
International → DKLA – Export to the US
<https://bit.ly/3dkn9KX>

Questions ?

The view from the back of Hollywood-POSTER
towards Los Angeles
“A slightly different angle”

