

Start-ups:

Successes, Failures, and Investments



Local Initiatives



- **Co-working Space** – “Ventura Ventures” incubator (10k sf; \$230/desk); Camarillo Chamber, (4k sf, free); T.O. Bio/Tech (11k sf)
- **Pharos Center for Innovation** – 18k sf co-work, meeting space, recording room, mentors, demo day. Fee (not equity)
- **Startups VC** – Start-up Weekend, Camarillo Library, ACE Charter High, County, city of Camarillo, 19 companies
 - Coaching by IoT, HC, & Ag experts, \$20k & space first prize, \$5k second, in-kind for all





Manufacturing and Research & Development Exemption



- State Board of Equalization: **Exemption to the CA portion of sales tax** for equipment purchases and R&D:
http://www.boe.ca.gov/sutax/manufacturing_exemptions.htm
- **Employee Training Panel (ETP)** pays for training provided either by managers, or consultant. 40 to 80 hours per employee involved
- Workforce Development Board assistance with employee hiring

State Initiatives



Southern CA Edison utility cost reduction program Economic Development Rate (EDR).

For companies that use 200 KW or more of electricity annually

Contact Laurel Shockley at (Laurel.shockley@sce.com).

Interruptible Power

Alternative Energy

Successes

- Habitat ReStore – Reuse Report
- CIWMB Reuse Assistance Grants (no longer available)
- Board of Directors



Successes

- Silicon Recycling Service – RMDZ loan. Now separating silicon from the quartz crucibles in which it is made has become widespread (mostly in China), and recycled silicon has become a worldwide commodity.



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Successes

- Santa Paula Materials – RMDZ loan. Inert recycling with wide range of acceptance. May expand to additional C&D



Initial contact: Cold call with reference from colleague

Failures

- ENO Plastics – unable to repay RMDZ loan when plastic prices dropped and unanticipated expenses rose.
- Ag plastics in other areas of California, similar problems (Viscotech and AGG, which didn't rebuild after fire)

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Failures

- Fertile Sea –Sea Urchin remnant recycling
- Insufficient cash reserves to cope with permit related shut down.

Failures

- Edessa – Rotomolded recycled plastic body refrigerators 110 AC, 12DC, LP.
- Long process, S.A. currency export violation, loan approved but did not complete loan docs to borrow
- Bought by established domestic competitor and closed

are environmentally safe,



FP40 Refrigerator



Capacity	1.25 Cubic Feet / 35 Litres	Capacity
Shipping Weight	40 pounds / 18 Kg	Shipping
Amps 110V AC	<1 amp	Amps 11
Amps 12 DC	6 amps	Amps 12
Gas Consumption	1.2 ounces / 200 grams per day	LP Gas C
Dimensions	Height: 17 3/4" / 45 cm	Dimension
	Width: 22 1/2" / 56 cm	
	Depth: 17" / 43 cm	
Cooling System	Absorption cooling unit/CFC free	Cooling S



Investments

- Drought Diet Products: Marshall \$140k Closed Loop. Now \$250k/yr revenue, looking to change from ABS contract manufacturers in Fontana and Oregon to recycled LDPE rotomolding or form molding elsewhere (Initial contact: CalRecycle) Joseph - 562-301-5598
- 8HZ LL: Backpacks and wallets. Etsy. Dropped vertical integration pellets. (Initial contact: CalRecycle)
- Rocky H Ranch/Resource Conservation Partners. Compost, vermicompost (Initial contact: EHD)
- Guan Mushrooms – Confusion about eligibility, delay of project. Racetrack horse manure composting for mushrooms. (Initial contact: City of Ventura)
- Glenn Henning Inc – Establishing market, contracts. Surfrider founder making “paddle out” simulator with plastic beads. (Initial contact: Newspaper column)
- Superior Erosion Control/Superior Plastering – Needs subcontracting site because not profitable enough to stand alone. (Initial contact: Solid waste permitting)

EcoCover

Study funded by ZIF

Links to farmer, UCCE, Bureau

Chose MB

Recycled paper held
up to Santa Ana wind

Degradable plastic
shredded too soon

Traditional cover
hard to recycle



**COFFEE HOUSE
COMPOSTABLES**

Chamness

John: 515-343-6492

**BREW HOUSE
COMPOSTABLES**

Business Planning
Obtained materials
ZIF funded trial run

Opening
Publicity
Marketing

