

California Mobility Center Initiative Briefing | December 2020



What is it?

The California Mobility Center (CMC) orchestrates commercially meaningful interactions between future mobility start-ups and industry leading members. Launching in January of 2021 the facility will allow companies the opportunity to succeed rapidly by engaging industry technical experts, so companies have the resources to prototype and scale at every stage of development. With programs and support in place for companies at every stage of development the CMC will allow companies to prototype, test and begin preproduction of their mobility solution.



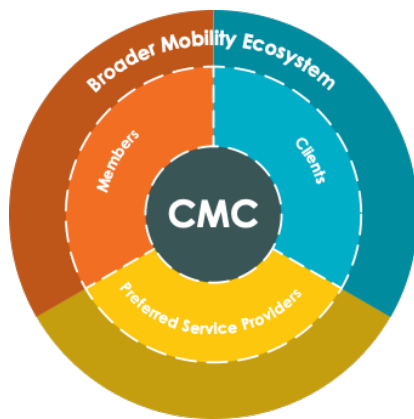
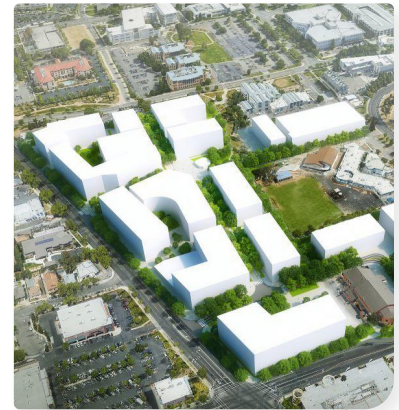
Anchoring this effort is PEM Motion. Based in Aachen Germany with its US headquarters in Sacramento, PEM Motion produces more than 100 projects a year, created revenue of \$10 million in 2018, has over 350 engineers and partners and has spun out 3 companies totaling over 1,500 jobs within 4 years. Their expertise and the California Mobility Center will allow this network to develop, test and prototype future mobility technologies in Greater Sacramento. Future mobility focuses on the research, development, and commercialization of electric, autonomous, connected, shared and micro mobility solutions.

Why is it important?

How people get around has changed dramatically in the past 100 years and will continue to change. Tesla, Uber, Google, Microsoft and the major automotive brands are all changing how people move. This industry will disrupt multiple sectors and create thousands of jobs and billions of investments. The Greater Sacramento Region is uniquely positioned to become a leader in this sector that will diversify the economy and grow tradable sector jobs. The California Mobility Center will support, fund, and commercialize new future mobility technologies and develop and promote new business and policy models for adoption on the international stage. This will create an international hub of innovation, new jobs, and an education pipeline to support the Center and the surrounding industry. The California Mobility Center will create workforce programs for Greater Sacramento residents as well as new educational programs in partnership with universities and community colleges to ensure that the workforce pipeline supplies the demands of the industry. The CMC also completed its first workforce program with 270 graduates from pilot program workforce preparation training in December 2020.

Key facts

- The CMC's program offerings rapidly progress beyond prototypes and proof-of-concept projects, to commercial success.
- There is a \$10 million venture fund set up to help fund growing startups who will be a part of the CMC.
- The Center is a as a public-private partnership of governmental entities, leading universities and colleges, electric utilities, technology and automotive companies, cleantech partners, entrepreneurs of all stages, venture capitalists and general investors.
- Ramp up factory is opening in January 2021 in a 25,000 square foot facility.
- The factory layout of phase one will enable prioritized applications and operations and will support core technologies. The estimated completion is the end of 2020.



- **Members:** Global Industry Leaders with a vested interest in advanced mobility and California commercialization
- **Clients:** Advanced mobility start-ups that align with the technical and product roadmaps of CMC members
- **Preferred Service Providers:** Vetted, best-in-class strategic, technical, research and business support resources

Current stakeholders and advisers

- City of Sacramento
- County of Sacramento
- Greater Sacramento Economic Council
- SMUD
- California State University, Sacramento
- University of California, Davis
- Enertech Capital
- Terzo Power Systems
- PEM Motion

Next steps

- The CMC is adding additional members
- New board members will be added in January 2021
- SMUD has announced a \$5 million investment and will match another \$10 million for the Center.
- The total expected cost of the CMC is between \$65-\$85 million
- Enertech Capital is leading the development of the Center's business plan