

An aerial photograph of a rural landscape. A winding road or path cuts through the center of the image. On the left side of the road, there are several trees and a field with a mix of green and brown patches. On the right side, there are large, rectangular fields of vibrant green crops, likely corn. The overall scene is a patchwork of different agricultural lands.

Innovation in Our Global Food Chain – Opportunities and Challenges

Innovation is needed across our Food System



Growing Population
Changing Climate
Ecological Strain



Shifting Preferences
Clean Labeling
Sustainability



Dietary Disease
Improve Nutrition
Food as Medicine

Our Agriculture Economy Is Under Threat

Workforce



Water



Consumer Preferences



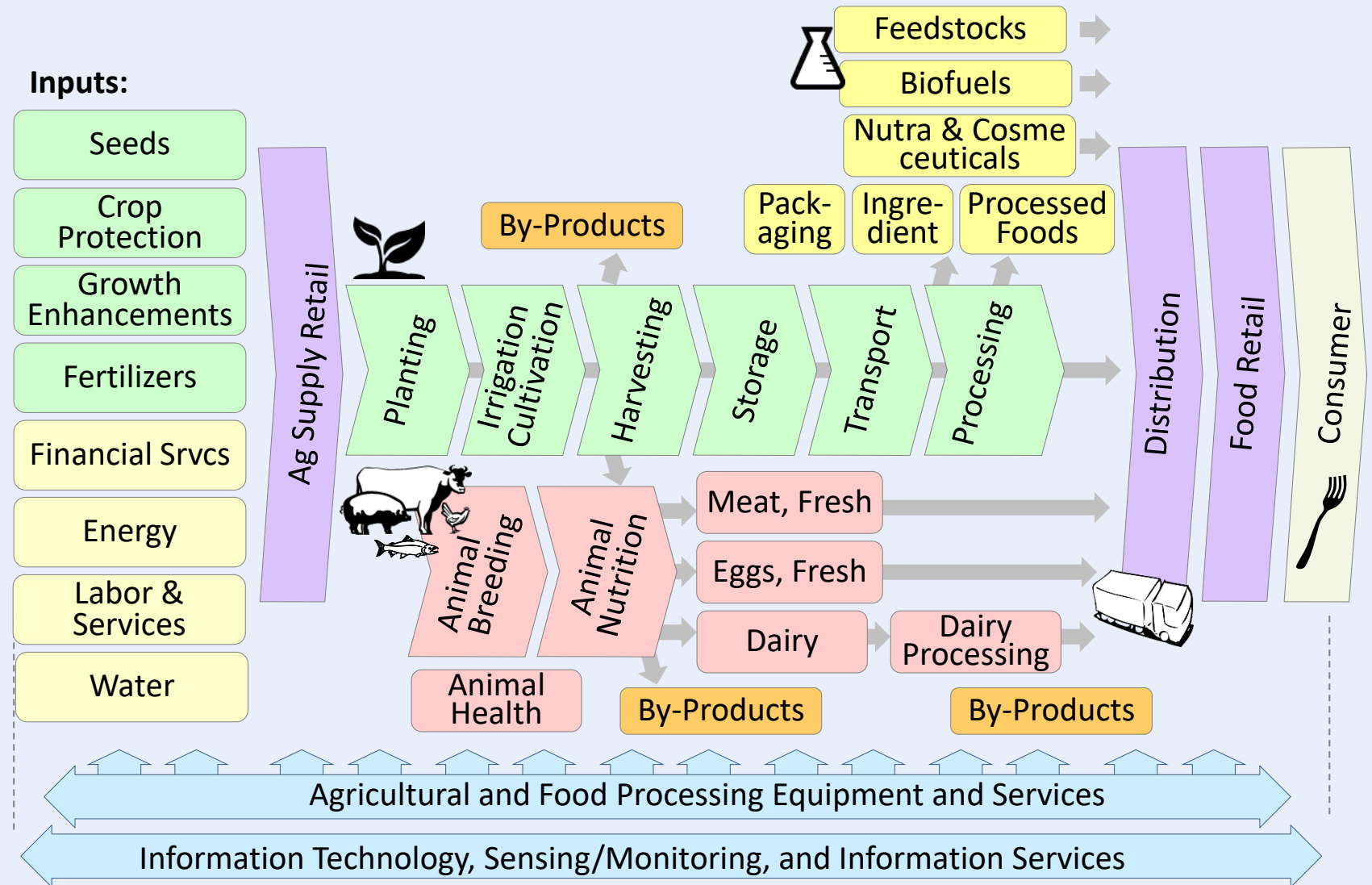
Land, Energy & Economics



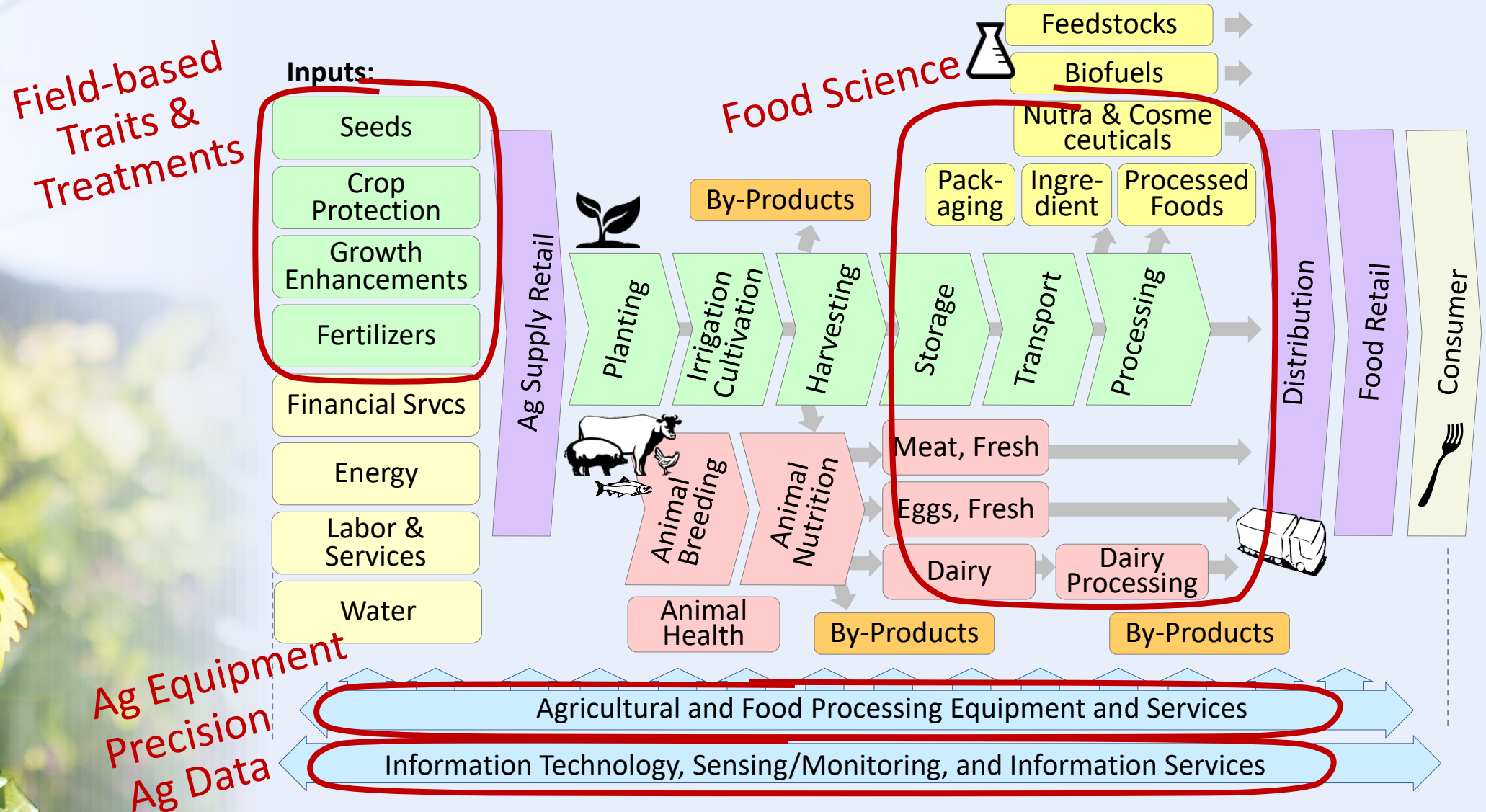
Sustainability & Regulatory Compliance



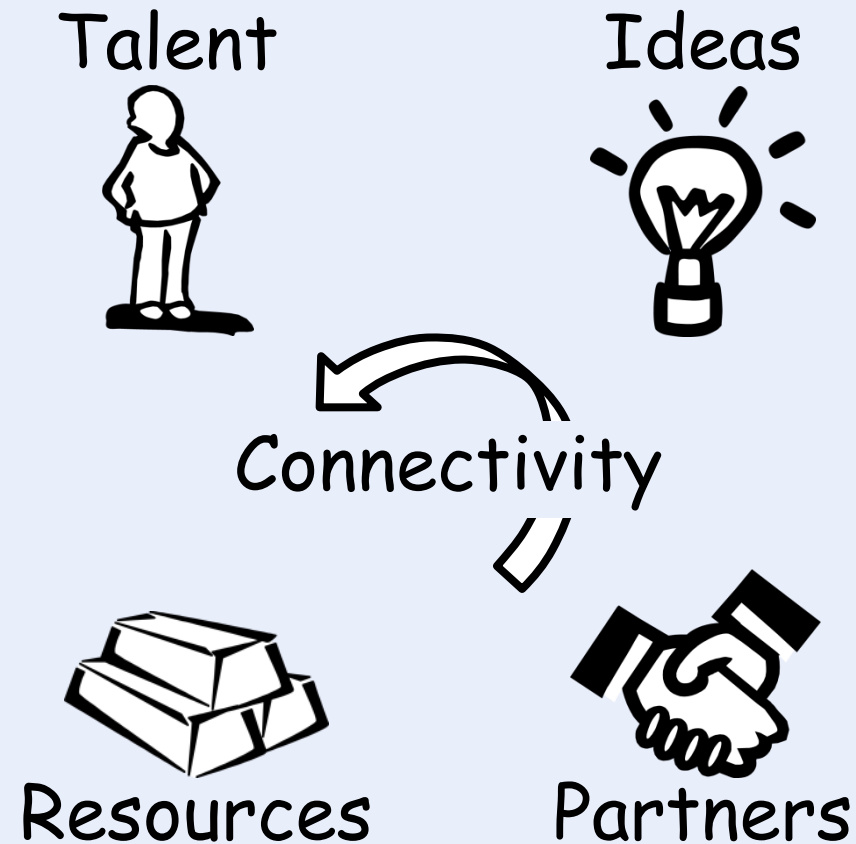
Global Food System - Value Chain Segments



Innovation Opportunities across our Food System

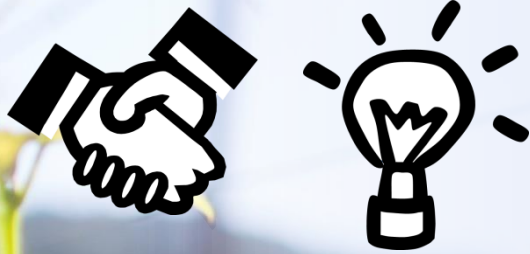


We enjoy a rich AgriFood Innovation Ecosystem

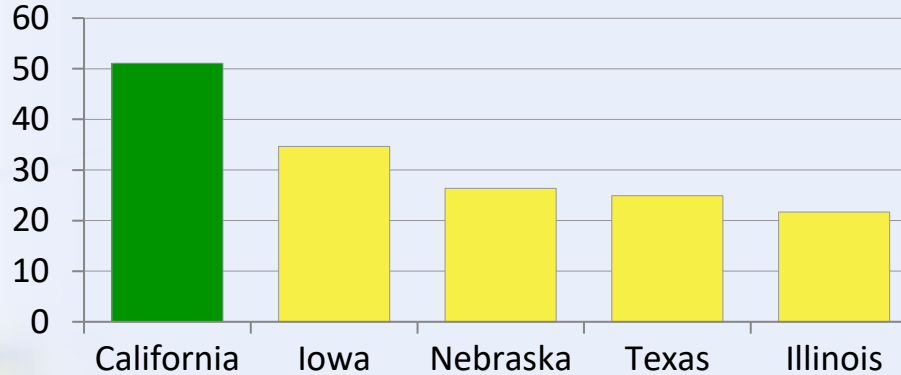


California is a Unique Agricultural Powerhouse

Partners Ideas



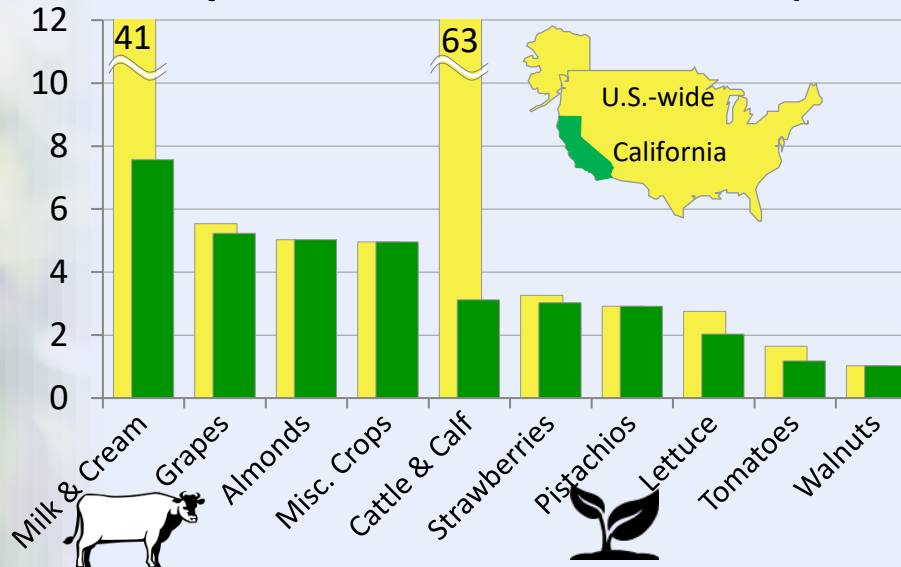
2021 Agricultural Receipts by State (US\$ B)



California produced
\$51.1 Billion
in 2021 agricultural output,
nearly twice any other U.S. state

California produces
two-thirds
of all fruits, vegetables, and nuts
produced in the United States.

2021 Specific Production Values (US\$ B)



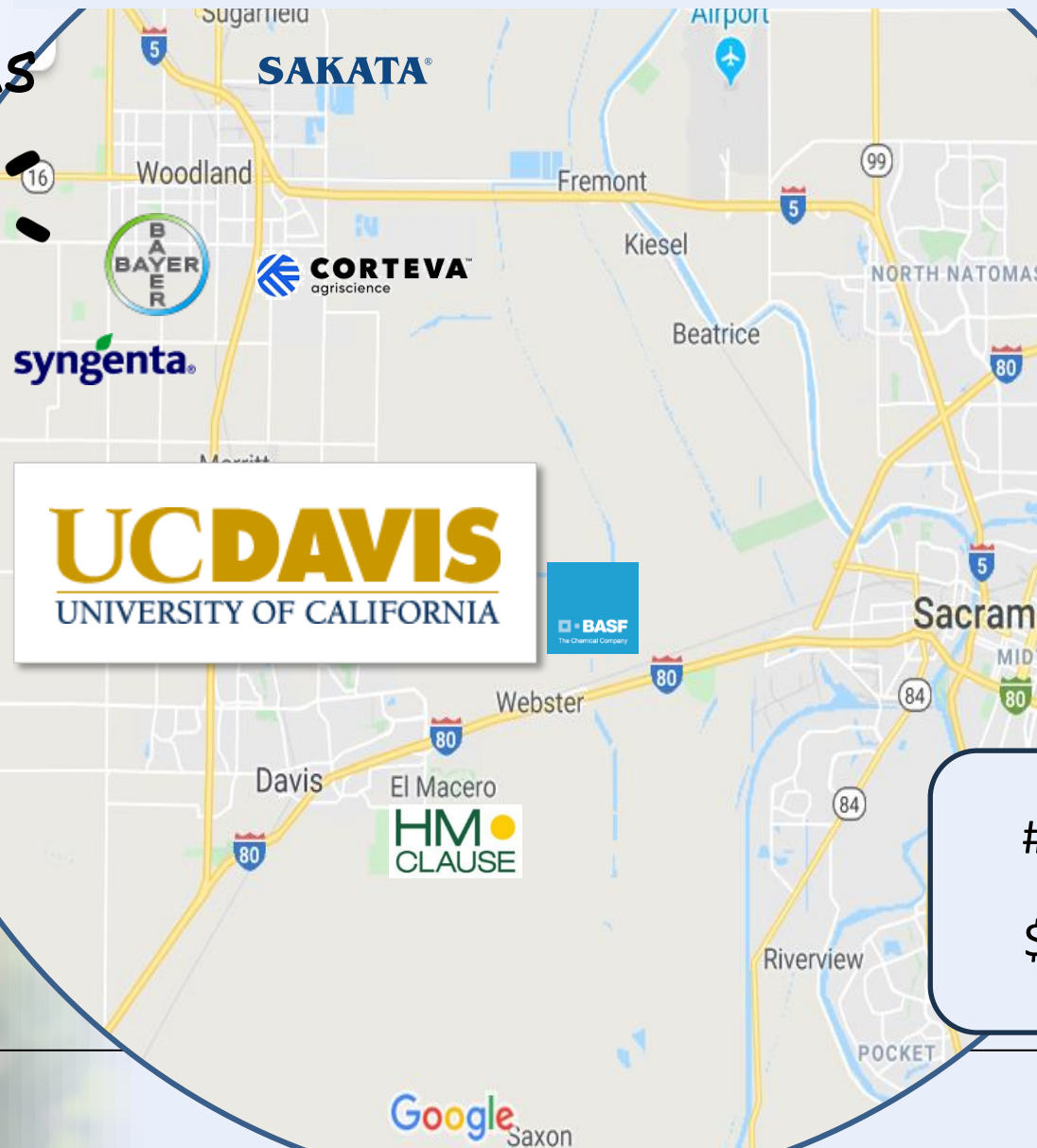
California's Mediterranean climate
produces
over 400 different crop types,
many of which have U.S. production
only in California.

**Technology, scale, crop diversity
and crop productivity** to lead the
world in agricultural innovation

sources: CDFA; CA Agricultural Statistics Review 2012-2022; USDA QuickStats (2021 data)

Research Headquarters for Ag-&Food Innovators

Talent Ideas



QS WORLD UNIVERSITY RANKINGS <i>by subject</i>		
Agriculture and Forestry		
Rank	School	Country
1	Wageningen Univ. & Res.	Neth.
2	UC Davis	USA
3	Swedish Univ. of Ag. Sci.	Sweden
4	AgroParisTech	France
5	Cornell University	USA
6	UC Berkeley	USA
7	ETH Zurich – Swiss Fed. Inst. Tech.	Switzerland

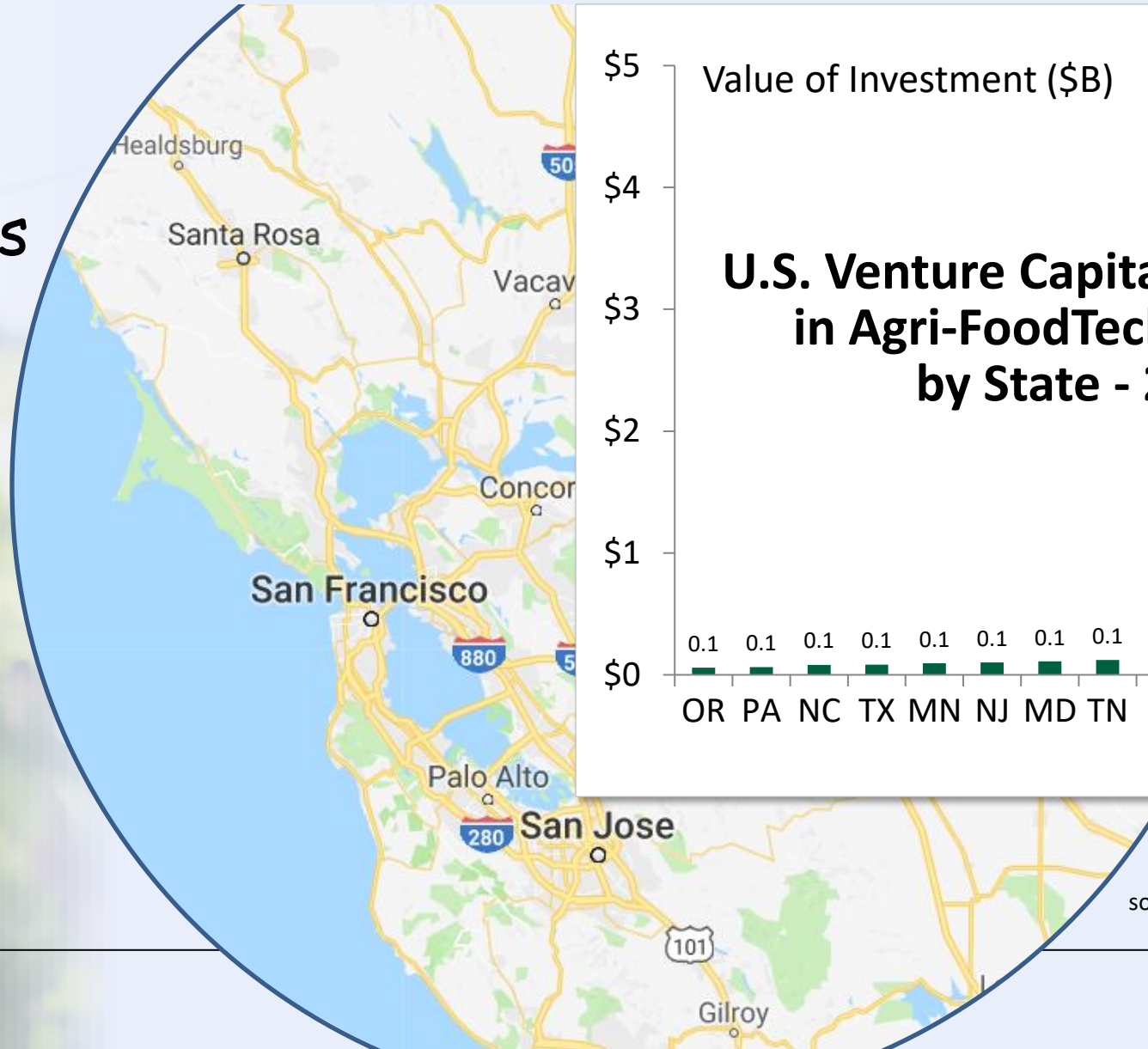
source: QS TopUniversities, 2021

Top-2 in the World,
#1 Research University in the U.S.
for Agriculture, Veterinary
\$1 Billion+ Annually in Sponsored
Research

Access to Capital for Ag-&-Food Innovators

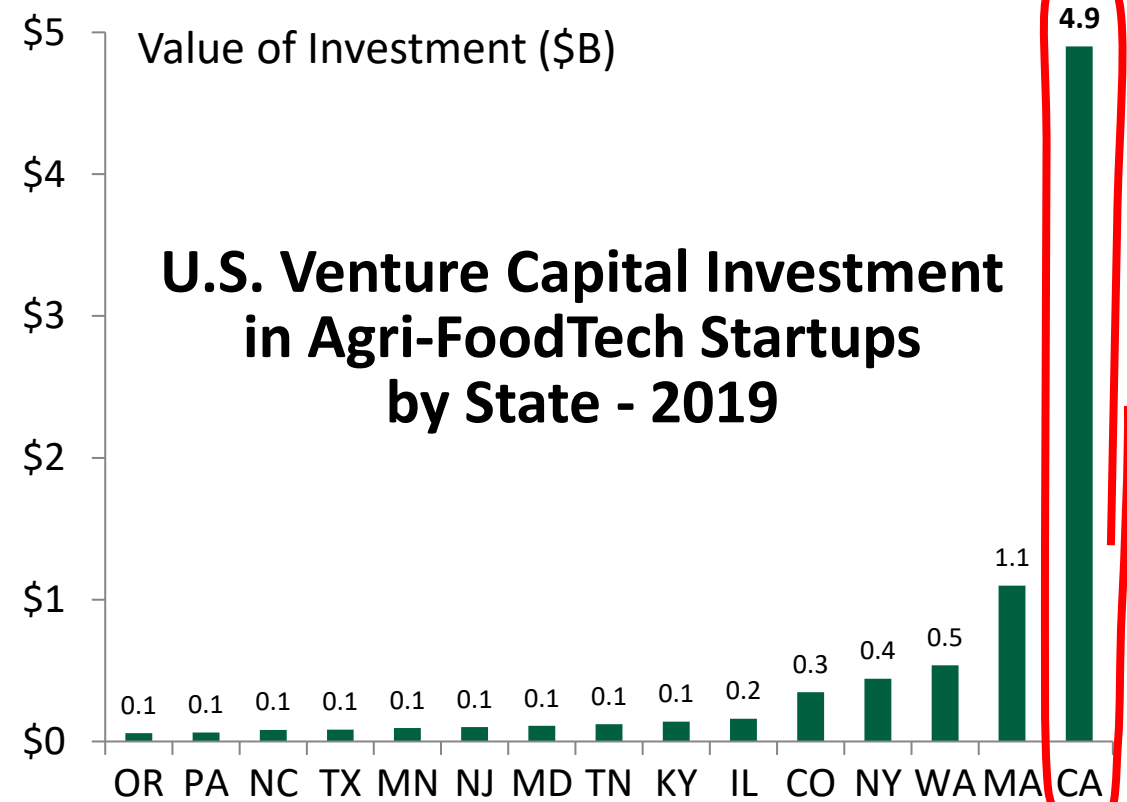


Resources



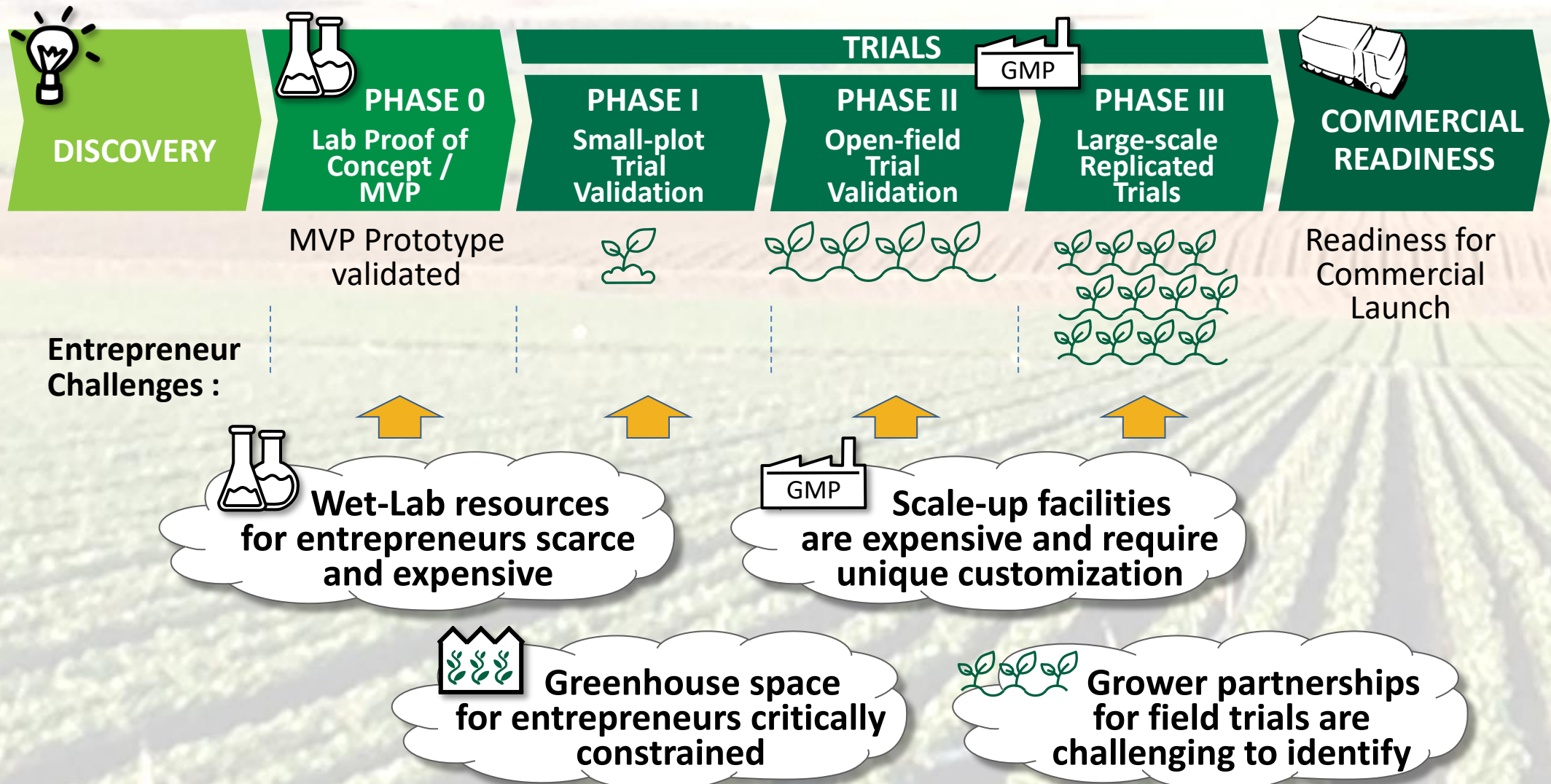
Value of Investment (\$B)

**U.S. Venture Capital Investment
in Agri-FoodTech Startups
by State - 2019**



source: AgFunder AgriFoodTech
Investing Report 2019

Gaps Exist in the Ag Innovation Process





The Lab
@  AgStart

Accelerating commercialization
of Ag | Food | Health innovation



Who We Are

AgStart is a unique public-private partnership supporting Ag & Food Tech entrepreneurs.

MISSION: Accelerate Ag | Food | Health innovation in our California region by connecting startups with the resources they need to be successful



Mentorship



Education



Incubator



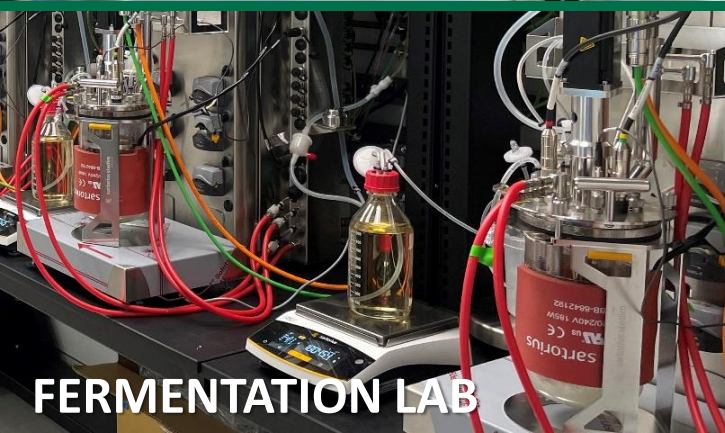
Community



Connections



WET LAB



FERMENTATION LAB



FOOD LAB



The Lab
@  AgStart

**Largest Wet-Lab Facility
for Startup Companies in
California's Central Valley**

We Enable Job Creation

2 Years

since opening our
incubator

20

startup company clients
have been hosted in our
Lab@AgStart incubator

24

new full-time professional jobs
created by our startup clients
since occupying our incubator

\$60 Million

private capital attracted
by startup clients while
residing in our incubator

4 Graduates

have graduated from our
incubator into their own
dedicated facilities

26

Internship experiences
for university
undergraduates created
by our startup clients

Our Client Companies Attract Capital

Botanical
Solution 

Botanical Solution

Series A

\$7 M

August 2023

\$60 M in private capital raised by
Lab@AgStart clients while resident
in our incubator

 **TurtleTree**

TurtleTree Labs

Series A

\$30 M

August 2021

 **BCD BIOSCIENCE**
BETTER CARBOHYDRATE DESIGN

BCD Bioscience

Series A

\$11.6 M

March 2022

 **macro
oceans**

Macro Oceans

Series Seed

\$5 M

August 2022

 **MyFloraDNA**

MyFloraDNA

Note

\$1 M

Sept. 2022

 **PERSIST**

Persist AI

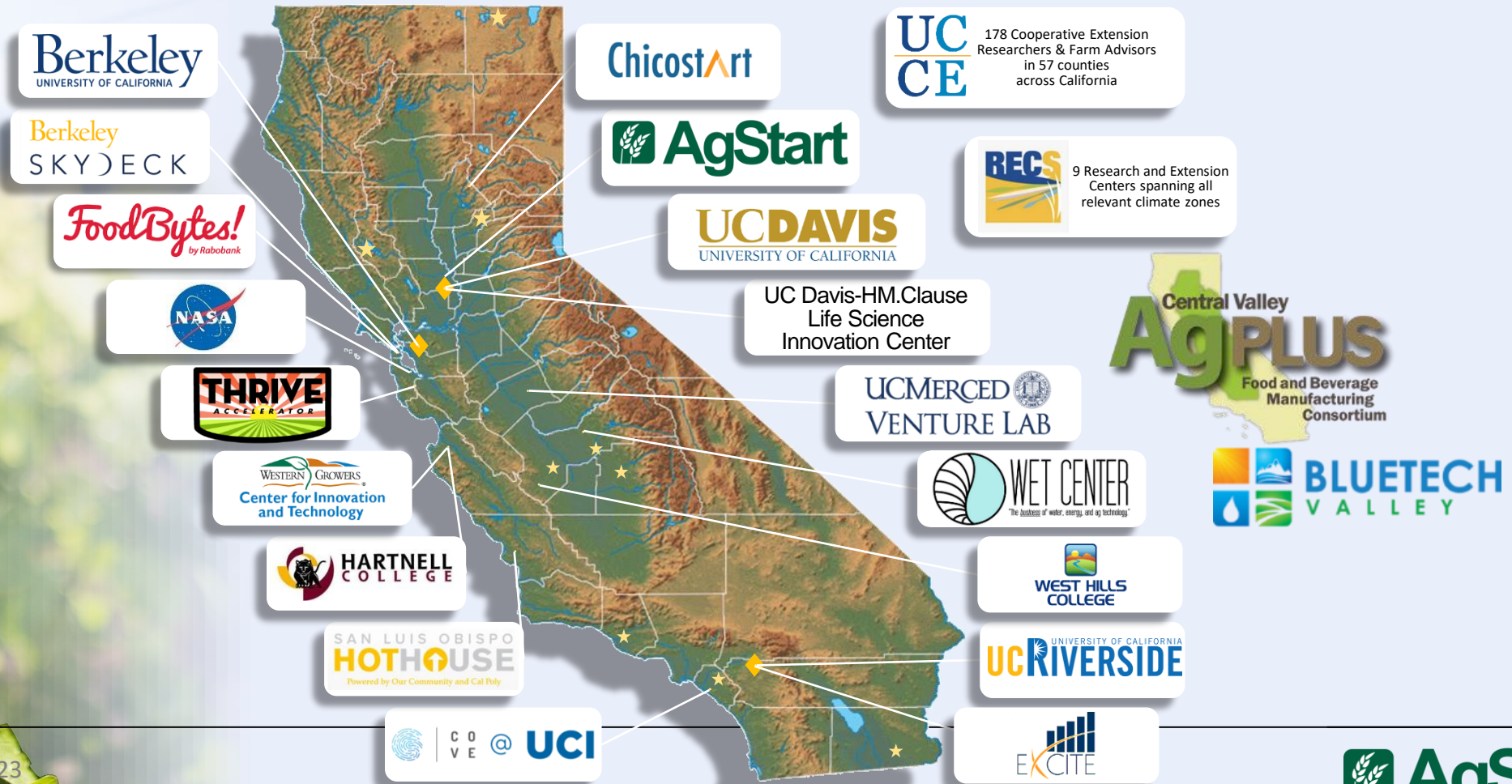
Series Seed

\$5 M

August 2023

We Anchor Regional Collaborative Networks

Co-Founder of The VINE - A Collaborative Statewide Network of Resources for AgriFoodTech Entrepreneurs



Hosting a National Agrifood Innovation Network

AgStart is the hub for **AgTech Nation**, a unique coast-to-coast horizontal collaboration among entrepreneur-support organizations with a focus on AgriFood innovation, reducing barriers for entrepreneurs commercializing innovative technologies to tackle the biggest issues in agriculture and food.



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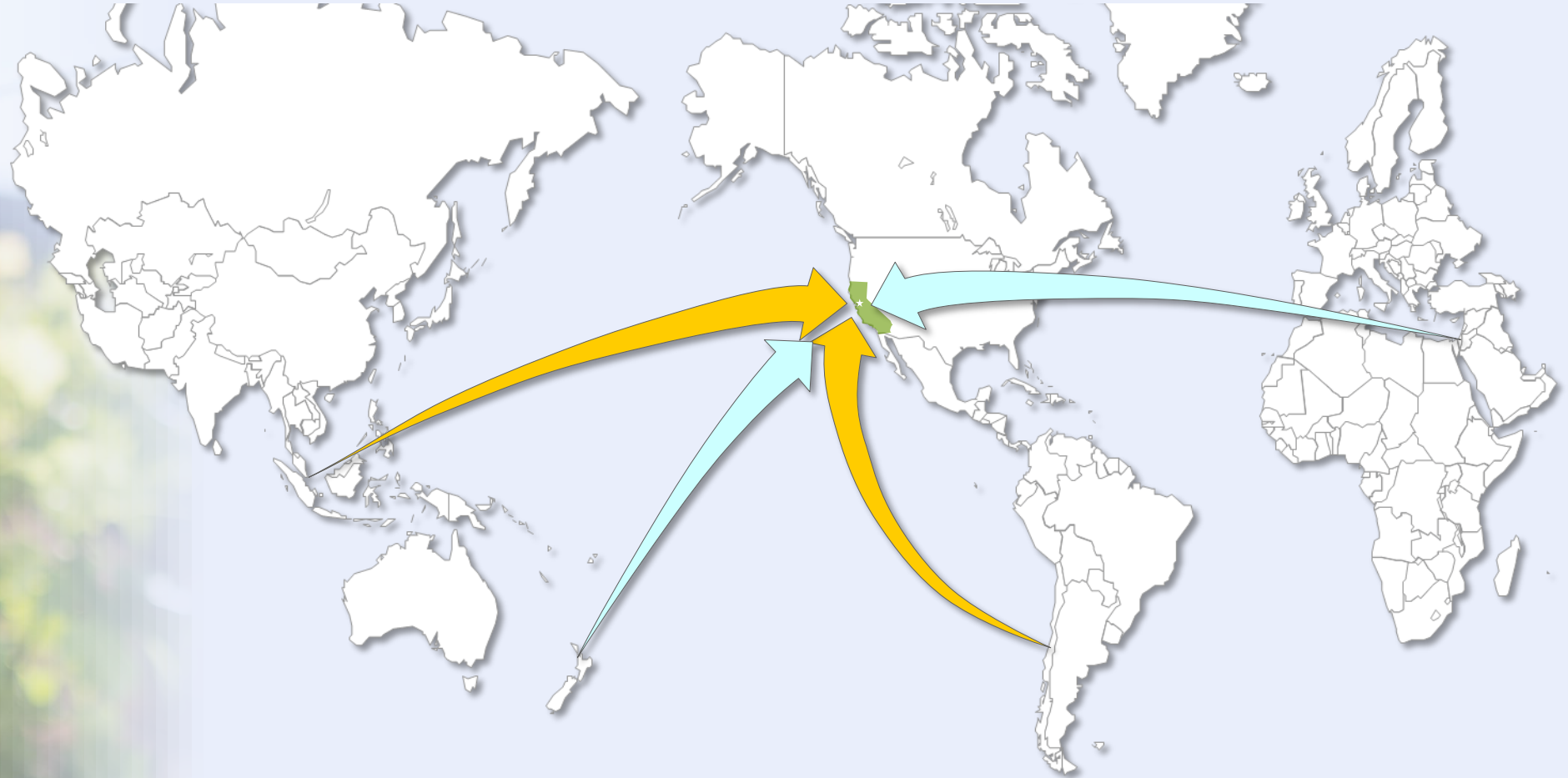


U.S. Small Business
Administration

Growth Accelerator Fund Competition

Opportunities for International Collaboration

A Landing Spot for International Innovators



Thank You!



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