

Alexander Tengolics
Manager of Governmental Relations
County of Yolo
625 Court St # 202,
Woodland, CA 95695

1100 Main Street, Suite 300
Woodland, CA 95695-3622
916.835.1736
jselep@AgStart.org
www.AgStart.org

March 3, 2022

RE: Lab@AgStart Request for Assistance

Dear Alex:

On behalf of AgTech Innovation Alliance and our AgStart program, I wanted to thank you and Yolo County for your generous support for our initial Lab@AgStart incubator project this past year.

Yolo County's support was instrumental in our ability to open our Lab@AgStart facility. In less than a year since our opening, startup companies taking up residence in our incubator have added at least 18 full-time-equivalent professional jobs in Yolo County, brought over \$33.3 million dollars of private capital into the county, and received several industry awards and recognition for their innovations. One of our client companies came from as far away as Singapore to establish their North American headquarters at our incubator here in Yolo County. This economic impact, in such a short period of time, represents a tremendous return on Yolo County's initial investment.

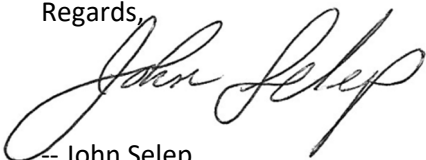
Demand for laboratory space in our facility has exceeded our expectations. Since our opening last May, our initial incubator facility has completely filled with paying startup clients, with every laboratory bench spoken for. We have had to begin turning potential clients away. We believe there is sufficient demand for laboratory space for us to DOUBLE our economic impact for Yolo County, through a facility expansion that would double our laboratory footprint by the end of 2022.

This expansion of our Lab@AgStart facility, however, will require additional investment. We'd like to ask Yolo County to double-down on their initial investment, by contributing an additional \$100,000 to help fund our 2022 facility expansion. These funds would be used to pay for laboratory benches, furnishings, instruments and equipment to open this facility expansion. We are making a similar request for assistance to the City of Woodland, who provided a similar investment to fund our initial facility in 2021.

Please let us know if you would like additional background on our progress this past year, or our expansion plans in 2022 to increase our economic impact for the County.

Thank you again for Yolo County's support for our Lab@AgStart project and the impact you've enabled us to bring to the County.

Regards,



-- John Selep
President, AgTech Innovation Alliance