



BATWorks

BATWorks™



Pilots at BAT Overview 2026

LACI's Model

Creating an inclusive green economy.

Unlocking Innovation

Incubating leading cleantech startups by helping founders gain access to capital, commercialize and scale.

Market Transformation

Convening public-private partnerships to accelerate deployment of cleantech solutions via research, pilots and policy.

Enhancing Communities

Developing and building the green workforce to ensure that everyone can benefit from the green economy.

Our holistic, three pillar model spurs the green economy, reducing climate emissions, improving air quality, creating jobs, and generating local economic impact.

LACI's Impact

We are helping startup companies make **economic**, **social** and **environmental** impact. Our goal is to reduce greenhouse gas emissions, improve the air quality, create jobs and build a green & inclusive economy.



537

startups
served



\$1.5B

in funding



\$477M

in revenue



3,062

jobs
created



\$733M

in long term
economic
impact



LACI has been consistently recognized as a top 10 business incubator worldwide by UBI.

BATWorks Background & Vision



In May 2025, NYCEDC selected a consortium led by the Los Angeles Cleantech Incubator (LACI) and Cambridge Innovation Center (CIC) operate and design nearly 200,000 sq ft of climate innovation space at the Brooklyn Army Terminal (BAT), a 59-acre waterfront campus in Sunset Park, Brooklyn. Backed by a \$112M City investment, BATWorks is projected to generate \$2.6B in economic impact and support 150 startups over the next decade.

BATWorks will enable emerging market innovators, small and medium sized companies, and growth-stage and commercialization-stage companies to build and rapidly prototype products, provide business support using the fit for-purpose space, and carry out product research and development.

In addition to specialized lab facilities, it will also offer work and convening spaces. BATWorks will also provide workforce training for green economy jobs to New Yorkers, with a particular focus on individuals in Sunset Park and surrounding communities.



BATWorks Consortium Overview



Lead Partners



CIC, founded in 1999 in Cambridge, Massachusetts, is a global provider of innovation infrastructure — workspaces, laboratories, and support services that make it faster and more cost-effective for innovators to launch and scale companies.



Founded as an economic development initiative by the City of Los Angeles and the Los Angeles Dept. of Water & Power in 2011, LACI works to create an inclusive green economy; scale cleantech startups; and transform emerging markets

Additional Programmatic Partners



The largest urban public university in the US, with 25 campuses. 60% of more than 225,000 CUNY undergraduates are first-generation college students. CUNY also thrives as a research-driven institution.



With nearly \$1.5B annual R&D spending, NYU is a proven powerhouse of innovation and impact, ranked #1 in NYC by NSF. Urban Future Lab (UFL) at NYU Tandon is the original NYC climate incubator.



Since 2009 UFL has supported 170+ startups that have raised \$2.5+B with an industry-leading 88% company survival rate.

Additional Workforce Programming Partners



Southwest Brooklyn Industrial Development Corporation



Design Partners

Perkins&Will

An International team of more than 2,500 professionals, Perkins&Will has 32 studios worldwide, providing integrated services in architecture, interior design, branded environments, urban design, and landscape architecture.

Pilots at BAT



Pilots at BAT gives emerging climate tech companies the opportunity to test, refine, de-risk, and demonstrate their products in a real-world, urban environment at the Brooklyn Army Terminal (BAT) - a vital 60-acre industrial campus on the South Brooklyn waterfront.

Pilots at BAT supports companies to gather metrics necessary to achieve their next business objective e.g. Customer Acquisition, Fundraising Milestone, Proving Adoption/Scalability, or Testing Product Development and Performance.

Priority Technology Areas:

Clean Energy	Zero Emissions Transportation	Built Environment	Blue Economy
Water	Food & Agriculture	Industry	Nature-Based Solutions



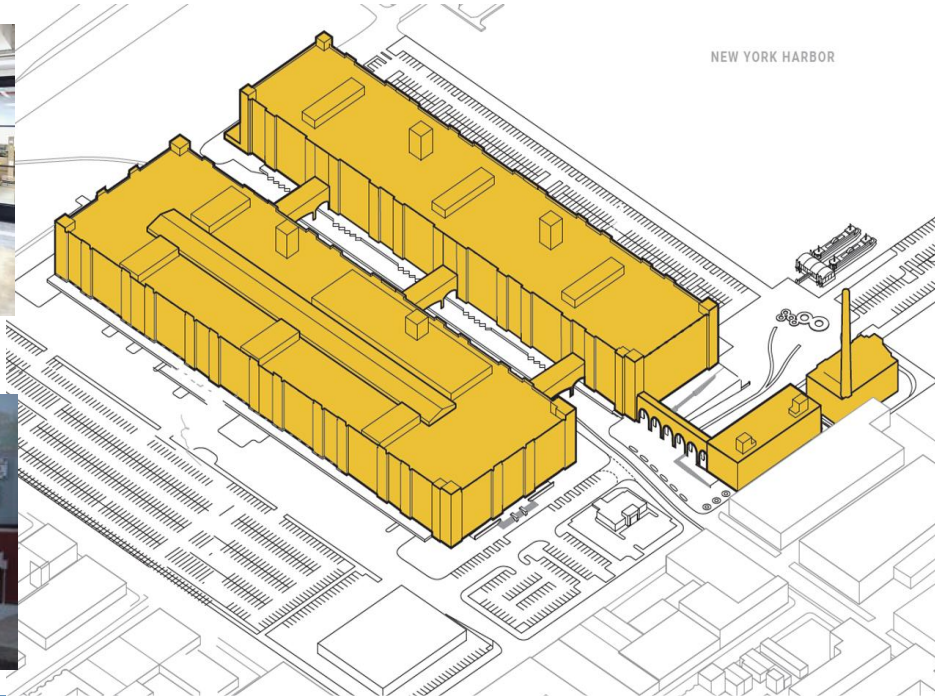
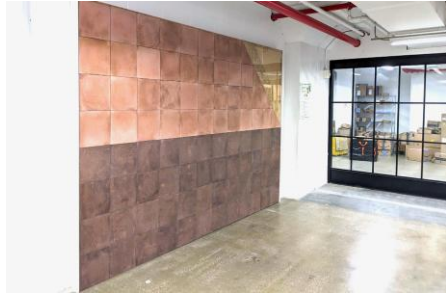
Pilot Zones at BAT



Plumbing and Water Systems	Interior Walls and Facades	Parking Spaces and Electrical Connections	Waterfront Access	Heating Systems	Roadways and Sidewalks
- Water management technologies - IoT integration across active industrial facilities	- Low and zero-carbon building materials - Construction technology - Circular reuse approaches on both century-old and modern structures	- EV charging solutions - Zero-emissions logistics	- Maritime decarbonization - Validate Blue Highways innovations - Water management systems - Waterfront conservation technologies	- Smart heating and cooling technologies - Energy monitoring - Building management solutions	- EV charging technologies - Zero-emissions transportation for goods and people - Piezoelectric harvesting technology - Autonomous vehicles - Smart lighting

Pilot Zones at BAT (cont.)

Zones range from outdoor sidewalk areas to indoor building systems to the pier



BAT Strategic Advantages



Scale: ~200,000 sq ft of usable space for offices, labs, prototyping, and events, with direct connectivity to the broader 4.1M sq ft BAT manufacturing campus.

Industrial-Grade Infrastructure: high ceilings (up to 11ft/3.3m), 250 lbs/SF floor-load capacity, high power availability, off-street shared loading docks, and freight elevators.

Waterfront Access: direct access to NYC Ferry and maritime frontage—enabling piloting for marine, logistics, and waterfront-based technologies.

Energy & Land Assets: large parking lot with solar canopies and opportunities for microgrid/EV infrastructure.

Power Supply: the building can support feeds of a 5MW load.

Built for Piloting: flexible industrial bays and on-campus testing environments suited for hardware validation, scale-up, and regulatory pathways.

Strategic Location: near the Equinor Offshore Wind Innovation Hub, Owl's Head Wastewater Treatment Plant, and NYC DOT facilities.

Multi-Modal Connectivity: ferry, bus, bike, and highway access, linking BATWorks to NYC's wider innovation and industrial ecosystem.



Pilots at BAT Process (Part 1)



STEP	DESCRIPTION
Application & Selection	- Startup submits application to Pilots at BAT. Selected startup is admitted into the program
Site visit	- Site walkthrough of BAT to understand technical requirements and feasibility (e.g square footage, electric/mechanical/water tie-ins needed)
Scope Development	- Startup develops a proposed pilot scope, informed by site visit
Permitting & Regulatory	- Startup submits requests for permits (if applicable) to the relevant New York City agency, and informs LACI and EDC
Contracting	- EDC sets insurance limits - EDC sets security deposit (returned at the end of the pilot after proper deinstallation)

Pilots at BAT Process (cont.)

STEP	DESCRIPTION
Installation	- Startup installs technology at BAT. - Startup sends email acknowledging installation is successfully completed
Monitoring	- Startup is responsible for all internal monitoring of agreed upon KPIs, with support from Pilots Associate - Halfway check-in with LACI Pilots Associate
Deinstallation	- Startup removes technology & restores site to original condition - EDC conducts site review and returns security deposit
Evaluation & Case Study	- LACI and Startup develop a case study documenting lessons learned and pilot outcomes

Pilots at BAT Summary of Services



Pilot Execution Support

- Hands-on ongoing technical and operational guidance throughout the pilot period
- Monthly progress check-ins with the on-site Pilots Associate
- Hot desk access (for up to 2) at BATWorks during the pilot

Visibility & Credibility

- Featured inclusion in LACI-hosted events at BATWorks, with curated exposure to corporates, government partners, and investors
- Publication of a pilot case study to support business development and fundraising
- Inclusion in LACI thought leadership outputs and targeted memos connecting pilot outcomes to relevant policy or regulatory pathways

Growth & Commercialisation Support

- Automatic consideration for LACI's Incubation and Market Access programs in LA
- Access to the LACI Cleantech Debt Fund if engaged with a Debt Fund incubator partner or if accepted into INC or MA
- Access to Columbia University's ClimateTech Expertise Network (CEN), including Entrepreneurs-in-Residence (1hr/week), talent matching, and targeted technical support.

Objectives:

- Learn from industry experts on topics relevant to startups
- Surface new opportunities (RFPs, events, etc)
- Better understand complementary resources
- Get to know other founders in the program

PREVIOUS SPEAKERS



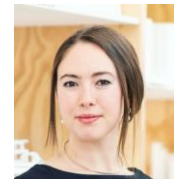
Tim Hoffman
ClimateTech Expertise
Network
Expertise: Cleantech



Mike Scrudato
InnSure
Expertise: Insurance

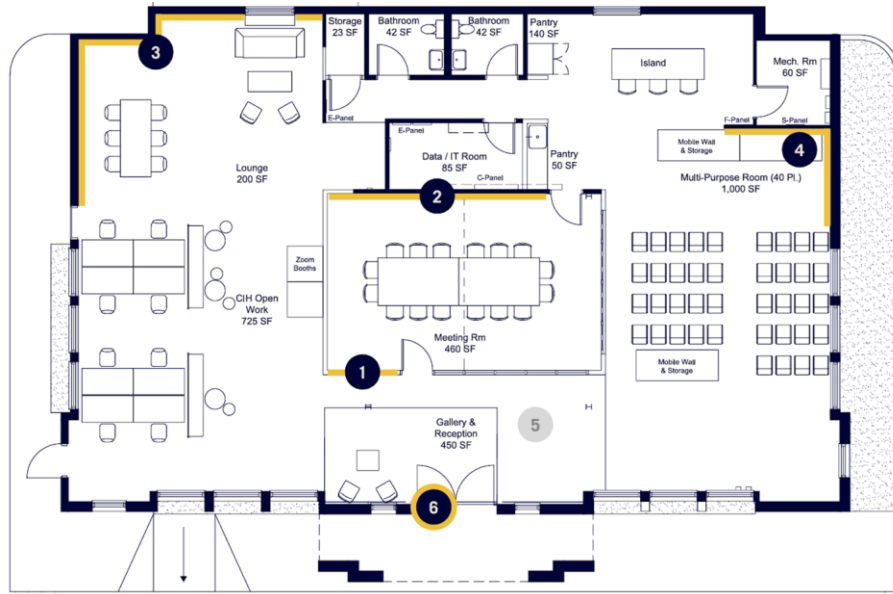


Ryan Spray
Exponent
Expertise: Regulatory &
Permitting



Cara Eckholm
Pilot City; AKA Urban
Expertise: Contracting

Free Hot Desk Access at the BATWorks temp space



**Hours of
Operation:**
Tue - Thur
8:30am-5:30pm

Highlighted inclusion in LACI Climate Scaling Summits at BATWorks



Four annual convenings at BATWorks that address the specific post-pilot challenges, based on LACI's decade plus experience with hundreds of pilots

Each convening will bring together **100+ people from finance, corporates, government, other start-up incubators etc.**

Startups highlighted at the event benefit from meaningful exposure to key stakeholders.

2026 events:

- Q1: Scaling operations following the pilot stage
- Q2: Financing the full capital stack (including LACI Debt Fund)
- Q3 (September): Customer Uptake with Corporates
- Q4 (December): Government Uptake & Policy Pathways: Scale via procurement & policy



"This event was fantastic - we met over 12 organizations we had on our wish list, that would have taken us months to get into contact with otherwise. Please consider hosting additional events like this - they're extremely helpful and appreciated."

- Pilots at BAT participants

Automatic consideration for LACI's Incubation and Market Access programs



Incubation Program

Pre-Seed to Seed-stage startups focused on commercialization through small-scale pilot projects and preparation for follow-on funding.



Market Access

Implementing pilots to surface learnings about how best to scale cleantech solutions.



Access to the LACI Cleantech Debt Fund if engaged with a Debt Fund incubator partner or if accepted into INC or MA



The LACI Debt Fund supports our Incubation and Market Access companies in their first customer financing and working capital needs as they pursue market traction and scale growth. The LACI Debt Fund is providing loans of **\$25k-\$500k, at a 9% interest rate**, for LACI companies who have not been able to access traditional loans through banks or other financial institutions.

LACI has provided over \$6 million in **non-dilutive funding** to cleantech startups across the US.

Some of our Incubator Partners



Funded by NYSERDA, [CEN](#) is run by Columbia's Technology Ventures program.

During the duration of your Services Agreement with LACI you will have:

- Access to 1 hour per week of 1-on-1 coaching with an Entrepreneur in Residence (EIR)
- Access to the Talent Matching Program
- Invitations to additional programming run by CEN



ClimateTech
Expertise Network



[Mentorship](#)



[Talent Matching](#)



Events



[Peer Groups](#)



Climate Leadership
Network



Vendor Services

Pilots at BAT Eligibility



- Two intakes per year
- 6-12 month deployment duration
- Startups. Corporations are eligible to apply as program sponsors, as are nonprofits applying with a climate company partner.
- Own or license a novel proprietary technology
- At least 2 full-time employees
- Working prototype (TRL 4+)
- Commit to making best efforts to attend programming, including monthly pilot calls

Pilots at BAT FAQs

BATWorks



Q: How long is the program?

A: One-year services agreement with LACI. Pilots are anticipated to run for six months to a year.

Q: Do you have restrictions about where my company must be based?

A: Innovators can be based anywhere, but will be required to fulfill two criteria demonstrating their economic nexus in NYC during the course of their services agreement for Pilots at BAT:

1. Establish a mailing address at BATWorks during the delivery of program services.
2. Sign an agreement to either file a General Corporation Tax (GCT) with the City of New York or a Form NYC-245, indicating that they are exempt from GCT.

Q: How many pilots will be deployed at a given time?

A: Approximately ten innovators are invited into the pilot program each year. In 2027, one of those ten will be from the King Salmon project

Q: When can I apply?

A: Applications open on **July 27** and will close **August 28**.

Pilots at BAT Tips for a Strong Application



1. Demonstrate how deploying your pilot at BAT helps you achieve a major business goal-what KPIs will this pilot hit that help you achieve in terms of one of the following:
 - Customer acquisition
 - Fundraising milestones
 - Proving adoption/scalability
 - Testing performance and product development
2. Demonstrate potential for local community economic, environmental and/social impact

Examples of previous & current Pilots at BAT companies



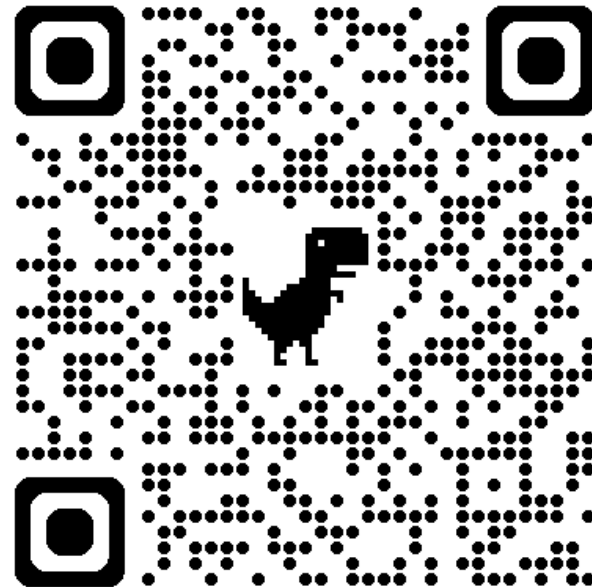
COMPANY NAME	GREEN ECONOMY SECTOR	PILOT ZONE
itselectric	Public EV, charging infrastructure	Curbside charging posts along BAT curbs
Conservation Labs	Water conservation, water management, water-tech in the built environment	Water infrastructure, piping, plumbing systems
Enertiv	Buildings, Energy Efficiency	BAT Annex Building
Revert Technologies	Energy, AI	Outlets
Matcha	EV's	EV charging - parking lots
Benchmark Labs	Energy, Resilience Infrastructure, Buildings, Maritime vessels	Waterfront ferry dock (Pier 4)
Popwheels	Transportation, Battery Swapping	BAT Bank Building
Swiftmile	Transportation, Micromobility	BAT Bank Building
Swobbee	Energy, transportation, consumer products	BAT Bank Building
LGCNS	Information Technologies	EV's, technologies
Pliant Energy Systems	Renewables, marine robotics, resilience infrastructure	Waterfront

Examples of previous & current Pilots at BAT companies



COMPANY NAME	GREEN ECONOMY SECTOR	PILOT ZONE
Armstrong / INF	Energy efficiency, green building materials, thermal energy management	Buildings; ceilings, floors
Cast Carbon / Plantd	Sustainable building materials, green construction	Buildings; walls
Voltpost	EV's	EV's - parking lots
Clipbike	Transportation, E-bike	Bikes; vending machines: 30-50 square feet and standard electrical connections for charging, and access to the area for maintenance and user interactions
Green Asphalt	Sustainable building materials, green construction	Surrounding roads and pavement at BAT
Ouros Materials	Sustainable building materials, energy efficiency	Interior installation on the backsplash of BAT Ops Kitchen (~8 sqft)
Mira Intel	Energy efficiency, sustainable infrastructure	Waterfront infrastructure along Pier 4 and 65th Street Railyard
Pvilion Technologies	Solar, aesthetic energy	Outdoor grounds adjacent to BAT Building A ("the triangle") 40'x40' off-grid area for install
R-Zero Systems	Energy efficiency, water and waste management, sustainable infrastructure	Water infrastructure, piping, plumbing systems
BioTwin	Sustainable building materials, low-carbon construction	Non-loadbearing interior wall system (15-100ft walls)

**Pilots at BAT C11
Application Cycle
July 27, 2026 -
August 28, 2026**



Contact us

Alex Mitchell
SVP BATWorks
alex@laci.org

Beki Kabanzira
Pilots Associate
beki@laci.org