

hometeam

VENTURES



We invest in founders bringing
breakthrough technology to one of the
world's largest—but least innovative—industries:
construction + housing.

CONFIDENTIAL

WHO'S BEHIND THE FUND

Proven Y-Combinator backed entrepreneurs. Since the founding in 2015, New Story has gone from \$0 to over \$50M in revenue and built over 25 holistic communities with nearly 3,000 homes in Haiti, El Salvador, and Mexico. New Story began working in the US in 2020.

In addition to direct impact, New Story has an in-house startup studio, and their first software platform is being used by national and state governments. New Story has been named three times as one of the World's Most Innovative Companies by Fast Company. In 2019, New Story began the world's first 3D-printed community that's featured as a documentary on Apple TV+.

BUSINESS + FINANCIAL ADVISORS

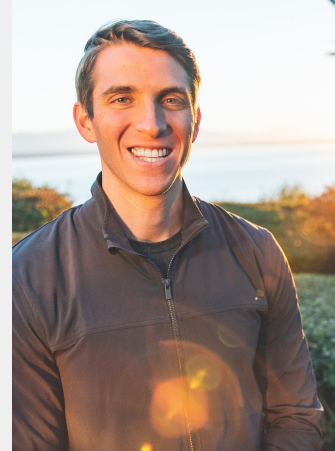
Kristian Andersen, High Alpha
Pete Flint, NFX, Founder of Trulia
Michael Siebel, Y Combinator
Sam Altman, Y Combinator
Constance Freedman, Moderne Ventures
Cliff Benson, American Homesmith
Brianne Kimmel, Worklife VC
Charles Harrington, Parsons Corporation



Alexandria Lafci
Managing Director

Alexandria is a Co-Founder of New Story was COO of New Story, leading the New Story Field Operations and R&D team. As Managing Director of this fund, Alexandria will leverage a decade of experience in affordable housing, construction management, selling to governments, and adapting technology to new markets. Alexandria grew up in Section 8 housing, is a Y-Combinator alum, Muhammad Ali Humanitarian Award winner and Forbes 30 Under 30 Entrepreneur.

Head of Finance Our first hire will be an experienced leader with venture background for all things finance, modeling, deal structure, etc., to set and financially manage the fund for success.



Brett Hagler
Partner | CEO, New Story

Brett will coordinate the key strategic relationships between the fund and New Story, raise brand awareness, and work with Alexandria to invest in extraordinary founders. Brett is a cancer survivor, Forbes 30 Under 30 Entrepreneur, Y-Combinator alum and was named one of the Top 100 Most Intriguing Entrepreneurs by Goldman Sachs. Brett served on DocuSign's Advisory Board leading to their IPO and has made investments in hard to access startups led by elite venture investors.



Julieta Moradei
Operations & Deal Flow

Julieta will drive deal flow and operations of the fund. Previously, Head of R+D at New Story, and an engineer at Arup. She has a M.S. in engineering from UC Berkeley, and postponed her HBS MBA to create this fund. Her academic and industry research in AEC focused on circular economy, automated drone inspection, resiliency, and sustainability.

TESTIMONIALS



Michelle Sol

Minister of Housing, El Salvador

“Alexandria helped me deliver housing for my people when I was Mayor of Nuevo Cuzcatlan. When I became Minister of Housing for the country, I contacted them right away.”



Alexis Ohanian

Founder, Reddit | Initialized Capital

“I’ve known the founders for over five years, I’ve seen the 3D-printed community in-person, and I could not be more supportive of their leadership and vision.”

SUPPORTERS

Pete Flint, *Founder, Trulia | Partner, NFX*

Michael Seibel, *Y Combinator*

Stewart Butterfield, *CEO, Slack*

Jen Rubio, *Founder, Away*

Kristian Andersen, *Founder, High Alpha*

Glenn Kelman, *CEO, Redfin*

Brad Feld / Seth Levine, *Foundry Group*

Robert Hohman, *Founder, Glassdoor*

Charles Harrington, *CEO, Parsons*

George Huber, *Finback, EIG Investments*

Cliff Benson, *American Homesmith*

Brianne Kimmel, *Worklife VC*

Casey Crawford, *CEO, Movement Mortgage*

PRESS + PARTNERSHIPS

FAST COMPANY

World's Most Innovative
Companies | 2017, 2019, 2020

TIME

Best Inventions of 2018



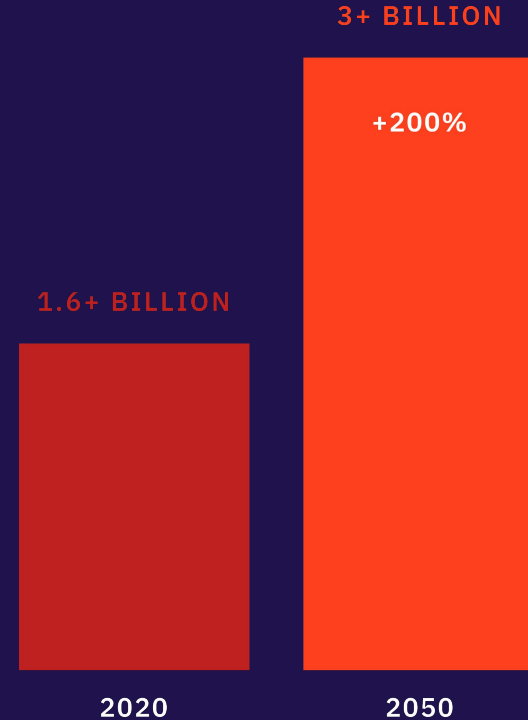
**Goldman
Sachs**



GROWING PROBLEM

An estimated 3 billion people will be living without access to adequate shelter by 2050.

Meeting the global housing need will require breakthrough ideas that make building efficient, affordable, and higher quality.



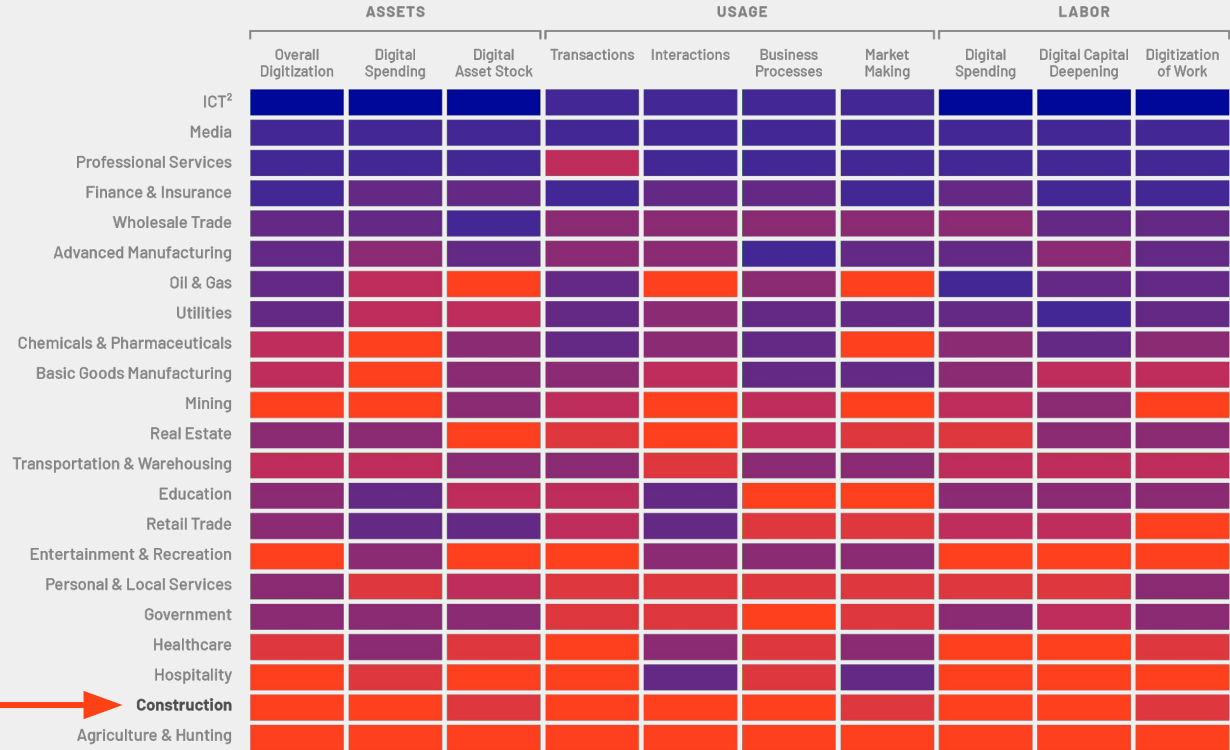
Number of people living with inadequate shelter worldwide.

OPPORTUNITY

The building industry invests less than .5% of its value into R+D.

Global construction is one of the largest markets in the world: valued at \$12.6T in 2018, expected to grow to \$18.8T by 2022.

However, it's one of the least digitized sectors, second only to farming.



Relatively Low Digitization Relatively High Digitization

SOURCE: McKinsey Global Institute
Industry Digitization Index | 2015 or latest available data

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We invest in **double bottom line startups** that

improve the construction lifecycle by reducing cost, increasing quality, and decreasing time.

The net result is why we started HomeTeam Ventures:
more adequate housing globally.

DIFFERENTIATORS

Unique Networks

From top Silicon Valley leaders to the world's largest real estate developers to Secretaries of Housing, we have access to **a vast network of domestic and international leaders** that add value to our portfolio.

Proof of Concept

We can help portfolio companies implement their proof of concept with New Story as the strategic partner.

Our portfolio companies can **test, iterate, and learn in New Story communities**. We have access to land and strategic relationships in lower regulation, lower cost regions.

GTM Customers

After the proof of concept, we **connect companies to our scaling partners**.

We have strong relationships with Government officials (State Secretaries of Housing, Governors, network of mayors, etc.), companies, and Housing NGOs that need software/hardware solutions.

Hyper Focused

Our network, experience based insights and brand all points to one thing: **affordable housing and construction**.

We are practitioners in the fields we want to invest in which gives us knowledge of the problem, insight on whether the solution will work or how to iterate, and relationships to help them grow. Founders love this.

Impact Driven

We believe, through investment capital, that we can steer startups to work where they're needed most -- so that we can deliver more adequate housing solutions to those who need them most.

We will invest early stage to help our partners prioritize using **their technology for social good, while pursuing profitable businesses**.



CASE STUDY: *Deal Flow*



Deal Flow with ICON

Invested pre-seed.

Vetted through our expertise in building + network of advisors in AEC and venture capital.

Connecting Key Partners & Media

New Story introduced ICON to key partners and the press launch we had together generated over 1,000+ media outlets covering the story, over 400M video views, and over 1B total online impressions.

Opportunity to Build

We partnered at the earliest stage so that ICON could prototype their first 3D printed home.

In the subsequent two years, we introduced constraints on the building material and hardware to expand ICON's total addressable market. After the proof of concept community we built together in Mexico, ICON is scaling in the U.S. (see their [community in Austin](#)).

Intro to Series A Funding

Introduced to Series A lead: Moderne Ventures;

Introduced to BIG, Bjarke Ingles (now investors)

ICON raised a \$35M Series A;
ICON is now valued at \$105M.



CASE STUDY: *Impact*



Early investment allowed us to work with ICON and their extraordinary founders from the beginning to leverage their technology, long term, for affordable housing globally.

To end global homelessness, we will invest in and guide our portfolio companies to use their technology for social good, while still pursuing profitable businesses.

We Invest in Mission-Aligned Technology

Our goal with ICON is to achieve greater housing equality by making homes:



MORE AFFORDABLE

The printer reduces material and labor costs and increases the quality and durability of the homes built.



FASTER, MORE EFFICIENT

A home can be completed in 24 hours.



STRONGER, RESILIENT, MORE SUSTAINABLE

Initial testing shows that the final home product is 3x stronger than CMU block. Designed to work reliably under adverse conditions, the portable printer creates near zero-waste.



VALUE TO FOUNDERS

Culture, Brand, Story. Impact on the cap table sets the DNA of the company and gives an inspiring story to join.

Specialized perspective. Through New Story, founders get knowledge of barriers, insights on solutions, and real on-ground relationships.

GTM customers, and ability to scale and drive impact. When you're ready to scale up, we can help with Government adoption (see [Zipline](#) in Rwanda as example), and large private developer networks that work to provide more adequate housing.

Proof of concept. Test, iterate, learn in lower-barriers of entry. A POC leads to brand awareness, customers, and momentum.

Patient, mission-aligned partners. For your next round, we can help bring in patient, mission-aligned investors/partners that believe in the impact of your mission.

Access top talent and expert advice. We have access to exceptional talent bases through our Y Combinator network, 80+ research fellows, the top startup ecosystem, and other impact accelerators that target incredibly ambitious, mission-aligned talent that want to change the world with you. We also have partnerships with top AEC academic and industry experts that can guide the success of your innovation.



hometeam

Collaborate with Us

Your innovations are essential to the future of affordable housing. We're in this with you to impact millions this decade. For questions, please contact:

alexandria@hometeam.vc | brett@hometeam.vc | julieta@hometeam.vc

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