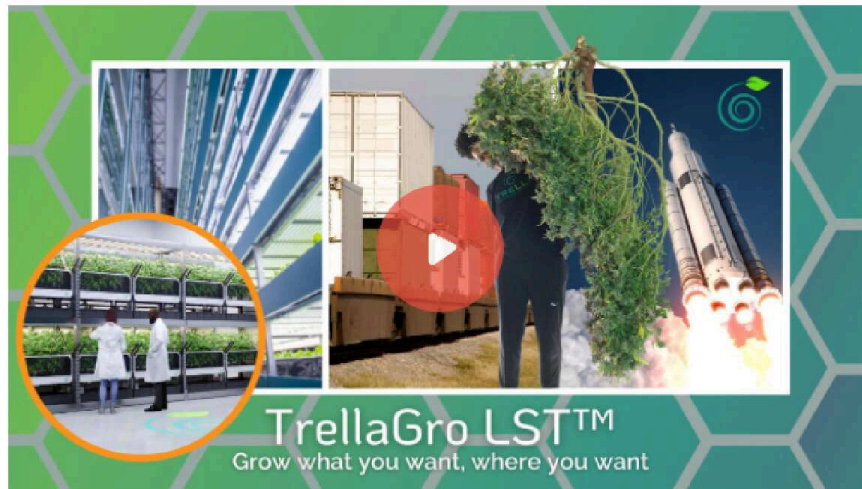


# Trella is a patented automated plant training robot to grow more with less time, space and waste



[trella.io](#) Bourne MA

[Food](#) [Hardware](#) [Technology](#) [Ag Tech](#) [Black Founder](#)

## LEAD INVESTOR

**Dana Glass** Investor and Strategic Advisor

Amazingly unique, patented technology, that has a highly profitable impact on indoor plant growers. Huge reduction in cost, waste, and reduced manpower for the fastest growth and highest yield. Trella is also led by an exceptional CEO, Aja Atwood, who has shown the necessary grit to overcome all obstacles while remaining extremely nimble to adjust for problem solving. Essential traits when pioneering new technology and concepts. Trella is addressing a \$100B market with leading new tech that greatly benefits large commercial growers and smaller growers alike. Early investments in Trella offers well over 10X potential returns while pacing towards over \$1B evaluation in the coming years.

**Invested \$1,000 this round & \$50,000 previously**

[Learn about Lead Investors](#)

## Highlights

- 1 It's the only automated patented solution to growing tall fruiting and flowering plants via stacked vertical farming.
- 2 Since our patent was granted, revenue has increased by 19X. Our units are being distributed all across the US.
- 3 Including Cannabis and food producers, there is a \$380 billion agricultural market projected by 2027.
- 4 Developing partnerships with the Turtle Mountain Band - Chippewa Tribe, University of DC & others.

## Our Team



**Aja Atwood** CEO/Cofounder

Natural catastrophe risk engineer focusing on indoor farming and food justice. Graduated cum laude from Northeastern University's College of Engineering. In 2011, started her first entrepreneurial venture. An educator, speaker and team leader.

"Due to climate change, outdoor agriculture has been compromised and the risk of food insecurity has increased. Current indoor farming techniques are limited to producing microgreens and shorter plants. We must be able to grow what we want, where we want in order to meet the needs of all communities regardless of geography and economy."

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**Andres Chamorro III** VP of Engineering/Cofounder

Areas of expertise include Computer-Aided Design/Manufacturing (CAD/CAM), design for manufacturability, ergonomics and human factors, and general fabrication and prototyping. Currently holds 29 issued patents, with 48 additional patents pending.



**Beth Waterfall** Benefits Director - Board Member



Beth's business development & corporate communications strategic services are focused entirely on the cannabis industry and a select group of ancillary companies looking to enter the cannabis industry in a responsible, inclusive, & compliant fashion.



**Abdo Riani** Sales & Marketing Strategist - Board Member

Ph.D., founder of VisionX Partners and active contributor to publications like Forbes and Entrepreneur. He built and helped launch products that serve thousands of customers.



**Shaleen Title** Strategist & Activist - Board Member

An Indian-American attorney & longtime drug policy activist who has been writing, passing, & implementing equitable cannabis laws for over 20 yrs. The CEO of the Parabola Center to create model policies to protect people versus corporate profits.



**Matthew Waddell** Product Manager

Project management for semiconductor industry to rally car design for Subaru Motorsports USA. Also, the founder of Runner's High, the first THC containing athletic fuel formulated specifically for "cann-athletes."



**Sheri Lupoli** Community Engagement and Program Initiatives

A communications specialist with over 20 years' international experience in program development and collaborations. She is an activist for Cannabis and food security, working with communities to provide education and empowerment.



**Tsehaitu Abye** Social Media Strategist

A business coach and entrepreneur focusing on the intersection of cannabis and community. She provides wellness professionals, cannabis brands and creatives with innovative marketing and sales solutions that educate and engage audiences.



**Denise Geanacopoulos** Director of Operations

Over 20 years of leadership and operations experience in financial services, education and political campaigns.



**Joshua Byrd** Product Liaison

A focus and passion to connect with individuals of all walks to create sustainable solutions for the human race. The goal is to find and execute ways to create generational wealth while positively impacting the next generation.



**Keidi Carrington** Counsel - Corporate Attorney

Brings a wealth of legal knowledge and business experience in the financial services area with a particular focus on investment management. A former securities examiner at the United States Securities & Exchange Commission (SEC).



**Keith Wood** Counsel - Intellectual Property Attorney

Over 20 years of experience as an advisor in intellectual property matters both in the U.S. and abroad. A seasoned patent prosecutor assisting start-ups, universities, and companies of all sizes with building strategic patent portfolios.

## Pitch



## The Growing Market

### Cannabis Industry

- ⊗ Legalization is on the rise in the US and internationally
- ⊗ Positive shifts in public acceptance for medicinal purposes incl. CBD
- ⊗ Increased demand for medical testing, research and technology

\$369B  
Global Cannabis  
Cultivation Market - 2027\*



\$21.2B  
Prog. Vertical Farming  
Market - 2028\*

### Vertical Farming Industry

- ⊗ Increase in urban population and food shortages
- ⊗ Need for year-round production
- ⊗ Increased risk to crops from natural catastrophes

### Legal Cultivation & Vertical Farming on the Global Rise

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\*Sources: GrandViewResearch.com

## We Found a Problem



“Indoor farming looks like it could be the answer to feeding a hot and hungry planet. It's not that easy.”  
- Washington Post

### Indoor farming setups have limitations:

- stacked or container farming solutions have **limited height** for plants growth, maintenance and care
- therefore, designed for a **limited variety of plants**
- also, **high on energy**-consumption

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## Existing Solutions

### Two choices:

Grow shorter plant varieties

OR

Perform manual "plant-training" techniques:

- require skill, time, and access
- improper handling impacts quality, yield and revenue



“The height of a plant must be closely controlled, which requires grow technicians to get up on step stools or scaffolding to reach into the plant canopy. These high-tier tasks may not be OSHA-compliant.”  
- Leafly.com

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## Our Solution?



# Automation & Low-Stress Training

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## Who is TrellaGro LST™ for?

### Commercial Indoor Cultivators

- Growers using vertically "stacked" or container farming solutions
- Existing commercial cultivators looking to diversify their genetics and product offering to grow what they want, where they want!
- New or existing licensed cannabis growers with space or plant count limitations
- Farmers looking to stay competitive while reducing operating and energy costs.



“It all comes down to really two things: keeping your labor costs under control and keeping your energy costs under control.”  
- MJBizMag.com

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## The Method

Our patented and automated technology gently trains tall plants to grow in small spaces.



Horizontal growing through low-stress training (LST) allows growers to keep more branches intact, creating increased cuttings, biomass and maximum yield.

**Reduce time spent pruning and trimming by more than 50%!**

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## The App



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## Benefits of using TrellaGro LST



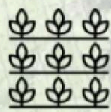
### EFFICIENT

Our patented technology uses automated low-stress training to



### CONNECTED

Track canopy growth rate, learn how to **optimize your environment**



### STACKABLE

Increased canopy and shorter vegetation time mean larger and



### SUSTAINABLE

Built-to-order and made from recyclable materials. Power

Imitate the natural growth patterns of your plants, eliminating hours of tying, pruning and monitoring.

For faster veg cycles, Each model comes with temperature, humidity and CO2 sensors for connection with the TrellaGro LST app.

more frequent harvests. Stack the units on shelves and make the most of tight, indoor spaces. Increase annual yield by 1.6X

consumption is less than a light bulb. Also, reduce light energy costs by 61%.

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## How Trella Stacks Up

	Yield Per Sq.ft.	Months in Vegetative State	Time Spent Training During Vegetative Cycle	Annual Yield
<b>TRELLAGRO LST™</b> An Automated and Diverse Solution	2.25 oz	2 Months	10 Minutes of Labor	2 lbs. Model 2 w/ 16x24x24 Grower
<b>SOG (Sea of Green)</b> Best for Short Plants Only	1 oz	1 Month	30 Minutes of Labor	2.5 lbs
<b>ScrOG (Screen of Green)</b> A Manual Labor Intensive Method	1.5 oz	4 Months	1 Hour + of Labor	2.25 lbs

Based on industry averages for dry plant material vs. Trella's average grow trial results using LED (100 W/m<sup>2</sup>/ft) with constant deep water culture (DWC) without CO2 enrichment. Annual yield and labor based on a 10' x 4' 8" canopy area. Results subject to weather based on plant species and environmental conditions.  
1 - 5 oz

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## Return On Investment

Example with One 40 ft. x 8 ft. Container:  
ROI in less than a year!

	TRELLAGRO LST™	ScrOG (Screen of Green)
# of Plants	48	48
# of Harvests per Year	3.5x	2.0x
Annual Total Annual Revenue (Wholesale Flower)	\$572K	\$256K
TrellaGro LST Product & Services	(\$32K)	\$0 NA
LED Lights	(\$10,280)	(\$14,800)
Power Consumption	\$368K	\$267K
Net Year 1	\$60K	\$267K
Net Year 2	\$60K	\$267K

© 2022, Trella Technologies, Inc. \$1.077 per lb. indoor cannabis flower as of Feb 19, 2021

## We Strive for Sustainability

- TrellaGro LST creates a controlled and even canopy, so you can further reduce light usage during the veg phase by "dimming down" LED lights.
- Trella's Auto Sync LED feature (next-gen) will sync grow lights to come on only when your plant truly needs it!

**Reduce light energy consumption by 61%**

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## Past Timeline

- Nov 2016** Founded, started 1st prototype & grow trial
- April 2018** Investors switch from provisional to utility in U.S. and International
- July 2019** 5th version built
- April 2020** Elite R&D launch, manufacturing pivot to reduce COGS
- Jan 2021** US Patent Officially Awarded
- May 2021** App & Database Development
- Jun 2022** First Batch of Product Delivered!

**April 2017**  
 Provisional patent application filed

**March 2019**  
 Launched on StartEngine - Seed Round

**Nov 2019**  
 Won top prize at the Boston University Cannabis Startup Competition

**Nov 2020**  
 Design refined for commercial use - 2nd Version 3D/PL

**Feb 2021**  
 Raised a \$150K on StartEngine

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## The Founders

**Andres Chamorro III**  
VP of Engineering & Co-Founder

"Dre" has more than 15 years of experience engineering a variety of devices, primarily for the medical industry. He currently has 39 patents pending, including 24 issued patents. A seasoned manager, he led in-house engineering teams, design firms, and consultants through the process of problem identification, solution design, proof of concept, product manufacturing, and introduction to market.

Dre was part of the founding team at Cambridge Endoscopic Devices, Inc. where he developed 30 products the company successfully brought to market. He attended Northeastern University's Mechanical Engineering Technology program.

**Aja Nicole Atwood**  
CEO & Co-Founder

Aja Atwood is a former natural catastrophe risk engineer and now co-founder and CEO of Trelia Technologies.

She graduated cum laude from Northeastern University's College of Engineering in 2016. In 2011, Aja started her first entrepreneurial ventures in the fintech and agtech spaces.

In addition to serving as the CEO of Trelia Technologies Inc. Aja is also a founding member of ELEVATE NE, an organization created to support the New England Cannabis industry. She also serves as the Lead Grow Officer at the Jean Charles Academy in Lynn, Massachusetts teaching youth about indoor vertical hydroponic farming and food justice. Lastly, she is also a proud supporter of the Massachusetts Recreational Consumer Council (MRCC) and EforAll Entrepreneurship for All.

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## Meet the Team

- Beth Waterfall**, Cannabis & Public Relations Benefits Director
- Shivani Tille**, Policy Strategist & Architect, Board Member
- Matthew Wadell**, Product Manager & Design Engineer
- Tashika Akye**, Director of Social Media
- Alisa Riess**, Sales & Marketing Strategist, Board Member
- Joshua Byrd**, Product Liaison
- Dennis Constantinopoulos**, Operations Manager
- Ruth Wood**, Hamilton Brook Smith & Reynolds, P.C. (Attorney)
- Ruth Carrington**, Carrington Law Group, P.C. (Corporate Attorney)
- Shel Lupski**, Community Engagement
- DLM Design**
- Yury Mignam**, Electronic Design Engineer

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## Our Why

We believe that all plants are medicine and an auspicious commodity that deserves to be shared with the world. However, there is still much we have to learn about the plants' health and needs throughout the grow cycle, as well as how cultivators can meet these needs without contributing to the inordinate carbon emissions produced by indoor farming.

We are focused on creating a pipeline for engaged innovators to enter the indoor farming industries of cannabis, industrial hemp, and other plants and trees, armed with sustainable and climate-resilient solutions.

Our goal is to disrupt the status quo in traditional indoor farming and bring innovative and environmentally sustainable technologies to industry growers.

To ensure "Our Why" remains at the foundation of the company, we changed our entity to a **Benefit Corporation** registered in the state of Massachusetts in early 2021. Benefit corporations commit to creating public benefit and sustainable value in addition to generating profit.

**MEET TERRAPIN FARMS**

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## R&D Partnerships

- 2020/2021**: Terrapin Farms
- 2020/2021**: Building Audacity
- 2022**: Turtle Mountain

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We're developing partnerships with our community and target market. The above organizations will contribute to our growth by conducting R&D grow trials for a variety of fruit-bearing plants, including hops, melons, tomatoes and cannabis/hemp to name a few.

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## Growth & Opportunity



## Our Business Model

### TrellaGro LST Retail Pricing & Servicing: pricing varies

- Annual Service Contracts (B2B - White Glove)
- Engineering R&D Consulting
- App Subscription included with Annual Service Contract in Year 1



### TrellaGro LST™ Compare Our Models

- Compact design (2' x 4')
- Best for stacked farming
- Quick canopy development

#### Model 4

- Larger design (2' x 6')
- Best for "Mother" plant maintenance
- Protect genetics and increase cuttings for propagation

#### Model 6

#### Coming Soon!

- We're currently developing a new model to tap into additional markets!

#### Model X

Follow & Subscribe For More!