

Local Solutions Lab

A new way for cities to fund, build, and sustain solutions to local challenges.



THE FUNDING GAP

Cities don't need more ideas. They need sustainable funding.

Cities face no shortage of ideas, pilots, and initiatives. What is often missing is a practical way to fund, launch, and sustain solutions beyond grants and public budgets. Local Solutions Lab helps municipalities unlock local investment and build business solutions designed to last.

A NEW WAY TO FUND LOCAL IMPACT

Private investment. Local ownership.

The Local Solutions Lab becomes the region's own vehicle for building new business solutions, not an expensive outsourced innovation programme. Net Positive Labs provides the expertise, tools, and guidance, while local teams drive execution.

From day one, local businesses, organisations, and individuals help shape and fund opportunities as investors who directly benefit from their success through cost savings, new revenue, improved services, or stronger local industries.

The result is genuine local ownership and solutions that continue creating economic and social value within the community.

HOW IT WORKS

From challenge to sustainable local business.

- **01 — IDENTIFY**
 Prioritise local challenge spaces and begin engaging potential investors, partners, and stakeholders from the start.

- **02 — VALIDATE**
 Develop evidence-based business cases and test early demand before investment.

- **03 — FUND**
 Activate local investors, corporations, SMEs, and community stakeholders around the most promising opportunities.

- **04 — LAUNCH**
 Create sustainable local businesses, led by experienced entrepreneurs, that generate long-term economic and social impact.



€1 → €5

INVESTMENT MULTIPLIER

For every €1 spent through the Lab, activate up to €5 of private funding from local investors.

THE LOCAL SOLUTIONS LAB ADVANTAGE

Lean, Fast, Cost-Effective

We provide an evidence-based approach to design, validate, and de-risk promising business cases before raising investment and committing significant resources.

AI-Powered

We integrate AI-powered tools to accelerate research, validation, and prototyping. This allows the Lab to test more ideas, move faster, and develop business cases at significantly lower cost.

Shared Library

Access proven business cases, technology stacks, operational playbooks, investor materials, and lessons learned from other regions. Successful solutions can be adapted locally, reducing risk and costs.

The following are illustrative examples of how the Lab could work in practice.

Three challenges. Three local businesses. Impact that stays local.

Cities everywhere face rising pressures: waste, food security, ageing populations, climate extremes. The solutions to these challenges often already exist. The problem is funding and converting them into businesses that last.

WASTE MANAGEMENT

Sorting and Collecting



SPOT THE PROBLEM

Residents don't sort waste properly, collection is inefficient, and landfill costs keep rising.

RESEARCH AND VALIDATE

A pay-per-collection model for local businesses proves cheaper than existing waste contracts.

BUILD THE BUSINESS CASE

The more businesses join, the lower the cost and the higher the margins for recyclers.

SOURCE LOCAL INVESTMENT

Recycling companies and supermarket chains invest to secure a guaranteed, pre-sorted supply.

ACTIVATE INVESTMENT

Funding closes. The business case is **fully backed by local private capital**.

LAUNCH THE BUSINESS

A local waste collection and sorting company launches, fully funded by private investors.

IMPACT STAYS LOCAL

Less landfill, cleaner streets, and new green jobs in the city.

FOOD SECURITY

Growing Local Food



SPOT THE PROBLEM

The island imports 80% of its food, making it expensive, fragile, and environmentally costly.

RESEARCH AND VALIDATE

Unused rooftops, vacant lots, and hotel grounds can host micro-farms with enough demand to be viable.

BUILD THE BUSINESS CASE

A subscription model for restaurants and hotels creates predictable revenue from day one.

SOURCE LOCAL INVESTMENT

Hotels and food distributors invest to reduce supply chain risk and lock in fresh local produce.

ACTIVATE INVESTMENT

Funding closes. **Backed by businesses with a direct commercial interest** in local food supply.

LAUNCH THE BUSINESS

A local farm network launches, supplying restaurants and hotels on weekly contracts.

IMPACT STAYS LOCAL

Food imports drop, local farmers earn more, and the island builds resilience.

SILVER ECONOMY

Elderly During Heatwaves



SPOT THE PROBLEM

Heatwaves are intensifying and the city's elderly population has no reliable support system during peak heat.

RESEARCH AND VALIDATE

Families are willing to pay for a professional check-in and cooling service they can trust.

BUILD THE BUSINESS CASE

A subscription model for families, combined with bulk contracts from insurers, makes the numbers work.

SOURCE LOCAL INVESTMENT

Insurance companies and pharmacies invest because it reduces emergency callouts and drives foot traffic.

ACTIVATE INVESTMENT

Funding closes. **Anchored by investors with a direct stake** in reducing healthcare costs.

LAUNCH THE BUSINESS

A neighbourhood care service launches, running cool hubs, home visits, and hydration kits year-round.

IMPACT STAYS LOCAL

Fewer heat-related hospitalisations, new care jobs, and families with genuine peace of mind.

ABOUT NET POSITIVE LABS™

The Local Solutions Lab is brought by Net Positive Labs™, an innovation and venture studio accelerating the transformation towards a more efficient, innovative, and sustainable world. It is being developed in partnership with experts across urban innovation, sustainability, and local finance.



Why we built the Lab

The concept was developed following our first-hand experiences seeing challenges hold back communities and local prosperity. Too often, regions are left waiting for external solutions, funding, or technologies that may never arrive. We created the Lab to help communities take a more proactive role in addressing solutions tailored to their own needs. Our LSL founder, Kim, shares his thoughts in our blog.

[READ OUR BLOG POST →](#)

NET POSITIVE LABS™ IN ACTION



VENTURE BUILD — SAUDI ARABIA Mustadam

NPL built the first marketplace for preowned furniture in Saudi Arabia, financed by a consortium of local businesses. A blueprint for the Local Solutions Lab model.

[READ THE FULL CASE →](#)



CITY INNOVATION PROGRAMME — SPAIN Decarbonising the Built Environment

NPL partnered with Valencia Innovation Capital to run a multi-week simulation to support built environment entrepreneurs with ideation, validation, and go-to-market best practices.

[READ THE FULL CASE →](#)

Ready to launch a Lab in your city?

We work with municipalities, development agencies, and innovation programmes to design and operate Local Solutions Labs. Let's talk about your challenges.

GET IN TOUCH

netpositivelabs.com