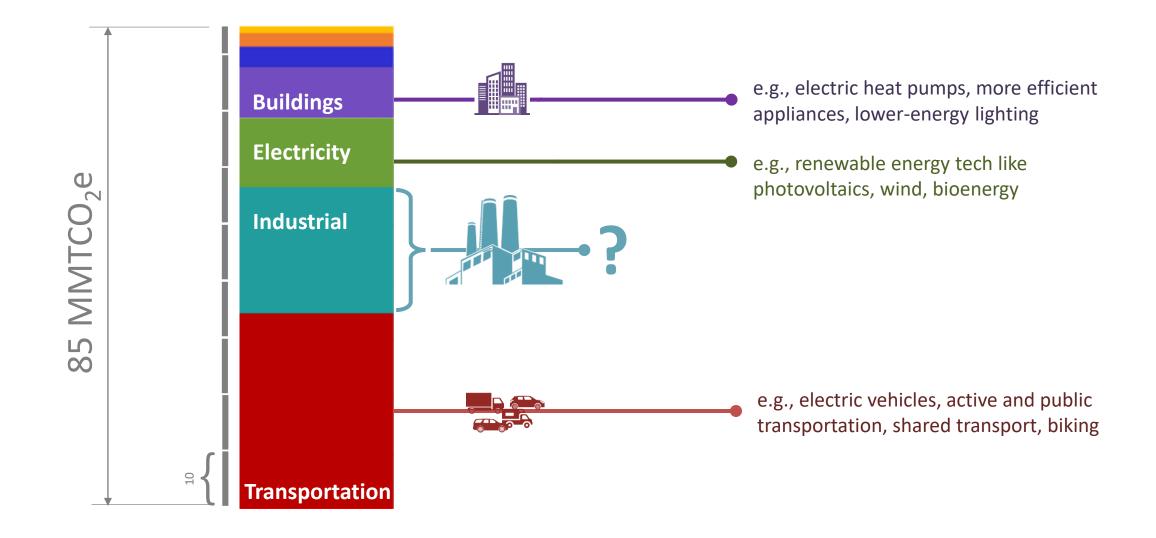
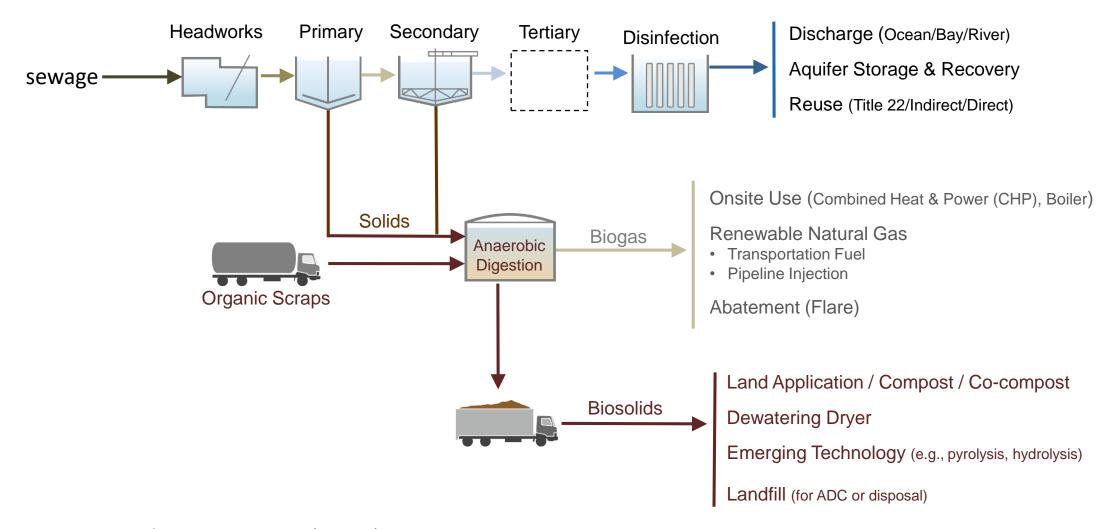
Accelerating Adoption of Lower-Carbon Technology

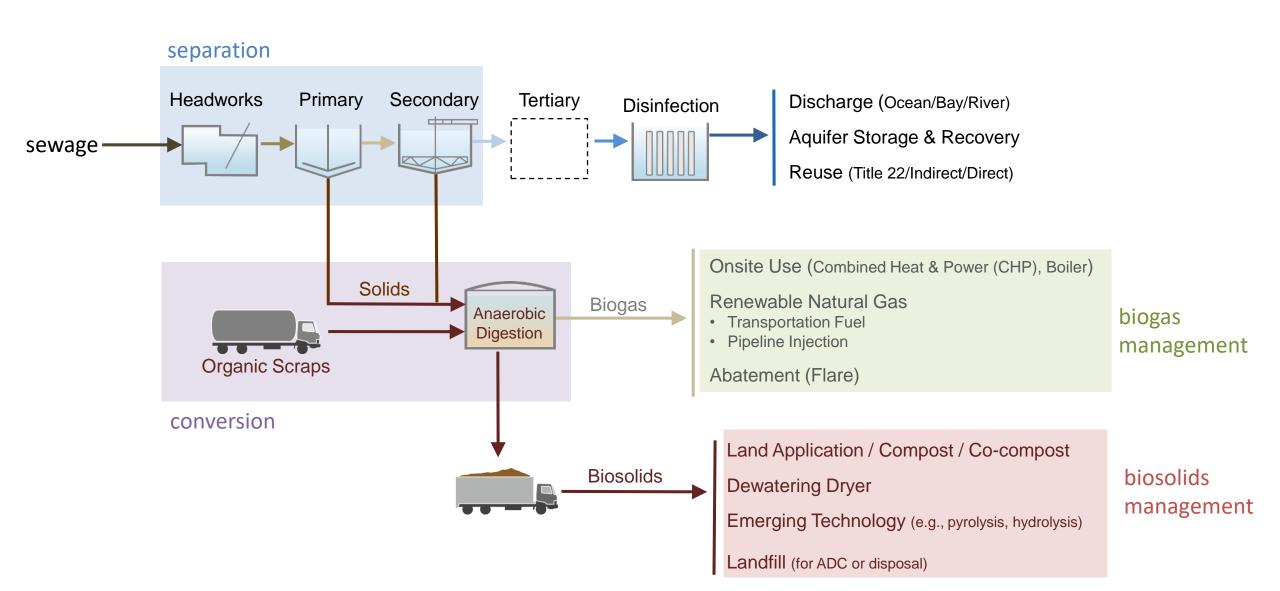


1 Share ideas for low-carbon tech deployment

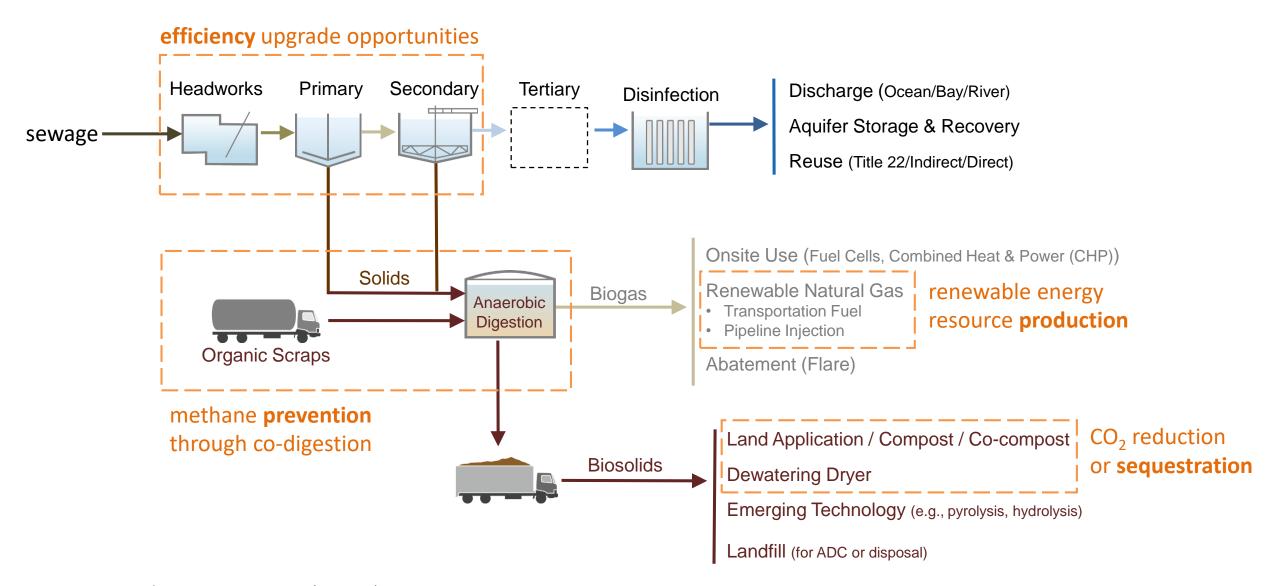
2 Highlight Bay Area incentive for new tech adoption

3 Kick the tires on 1st Gen of Climate Tech Finance





source: Bay Area Clean Water Agencies (BACWA)



Climate Technology Review

An Assessment of Opportunities to Reduce Greenhouse Gas Emissions at Stationary Sources in the Bay Area

October 2018



188 technologies reviewed

33 highlighted in report

Evaluation criteria:

- Emissions Reduction Potential
- Maturity (Technology Readiness Level)
- Economic Viability
- Investment Scale
- Ease of Adoption



1 Share ideas for low-carbon tech deployment

2 Highlight Bay Area incentive for new tech adoption

3 Kick the tires on 1st Gen of Climate Tech Finance





Identify and accelerate **emerging technologies** that could reduce greenhouse gas emissions

Adoption



Broker partnership between technology providers and technology adopters to drive climate action

Incentives



Provide **attractive financing** to incentivize the adoption of cost-saving climate technologies

Loans

for Public Organizations

 $$500k \le loans \le $30M$

Terms up to 30 years

Subsidized rates and fees

Tech evaluation services

Loan Guarantees

for Small Businesses

Eligible loans of \leq \$20M

Max = 90% or \$2.5M

Tech evaluation services





OR





1 Share ideas for low-carbon tech deployment

2 Highlight Bay Area incentive for new tech adoption

3 Kick the tires on 1st Gen of Climate Tech Finance



@ HAPPYSIMPLETON.COM

SRF

Clean Water State Revolving Loan Fund

- Loans rate = 1.3-1.5%
 (half market lending rate)
- Can finance large projects*
- Once-annual application window
- Project scoring and ranking
- Competitive funds
- Long submittal process
- Detailed reporting

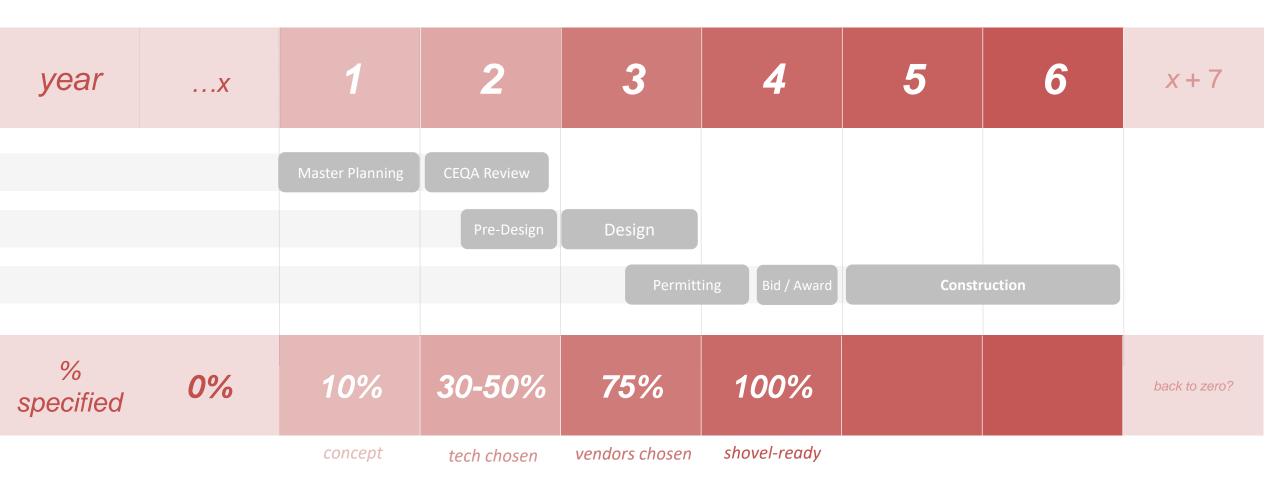
CTF

Climate Tech Finance

- Loans rate = 2.25-3.5% (based on % subsidy from BAAQMD)
- Can finance up to \$50M*
- Rolling application window
- No ranking. Concierge approach
- No competitive funding
- 4-months or less to disburse funds
- Very modest reporting requirements
- BAAQMD recognition as GHG Partner



WWTP Design and Decision Cycles





WWTP Design and Decision Cycles



simple interaction

arms-length transaction



@ HAPPYSIMPLETON.COM

"umbrella stand"

simple interaction

arms-length transaction

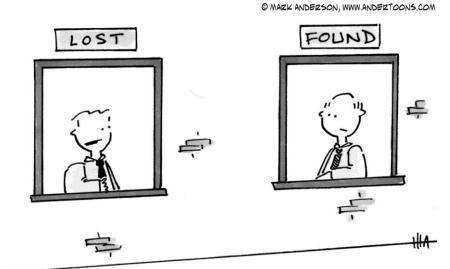


"umbrella stand"



horizontal or vertical integration

merger



Ever considered a merger?

"common ownership"

simple interaction

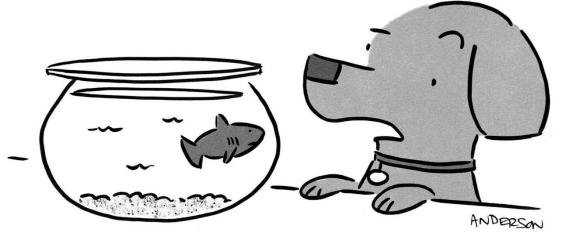
arms-length transaction



"umbrella stand"

partnership

joint venture

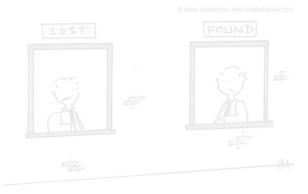


"cooperation"

You make a good point: the cat is a common problem. Now, how can we work together?

merger

horizontal or vertical integration



"common ownership"

• What do you need/want?

- What, if anything, is missing to make this work for your ww district?
- How is this financing attractive?
- Any benefit to doing this, or are you already exhausted?

What kind(s) of technology learning support do you need?

What should a WWTP network event look like?

Whose involvement is needed to make a low-carbon project go?

- Who must say "yes" in your organization to make this work?
- Who are the "intrapreneurs" who can get the ball rolling?

Interested in participating? We are seeking partners.



Chad White, PhD

Climate Tech Finance
Bay Area Air Quality Management District





