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Comments from iCatalysts on leveraging private resources

iCatalysts (www.icatalysts.net) is a California-based innovation strategy and solutions firm founded in 2013 that serves government and private clients with a diverse team of experts with deep expertise in the research, evaluation, strategy and stakeholder collaboration in the climate, environmental, energy, industrial and power industries.

iCatalysts focus is to open up innovation and related benefits with insightful research and evaluation, expert analysis, and developing and operating open innovation networks, such as the Empower Innovation Network (www.empowerinnovation.com) , a global innovation collaborative platform funded by the State of California.

iCatalysts has insight into why companies get public grants and if the government solicitations could include new or different requirements to ask for the applicants efforts to secure private capital.

For example, the CEC could include reporting milestones on efforts to seek private funding (e.g., equity, loans)

Also, the CEC could facilitate that process for grantees -- for example, making curated recommendations to investors for grantees or at least being more transparent about who won grants.

Also, on the customer side the CeC could ask for similar information and offer curation to potential paying (another source of investment) customers based on measurable milestones met

There is a question of how the CEC supplements additional capital investment into the space. Assuming for both technology development but also infrastructure and deployment.

Many companies struggle with being able to get a unit in the ground which is a barrier to unlocking additional capital sources and larger rounds. For investors, It is usually a question when startups presented which was what do you have in the ground and how it it performing. There seems to be a gap of that side and think it can be addressed multiple ways. Below are a couple ideas:

1. Fund pilots or provide lender financing guarantees for deployments of new technology to accelerate them into the field. This would be specifically taking a system and going to a host site with a fully financed solution.
2. Funding growth and expansion of piloted technology. Here there is a question of how

to stimulate greater investment in the infrastructure which is needed to get the targeted results (e.g. scaling).

Ultimately the question is where is the gap and what type of capital/structure will fill that. We think there is a lot of incubation/ startup resources but potentially a gap in deployment and financing resources.