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**Advanced Battery Bankability Accelerator (ABBA) Concept**

*Additional submitted attachment is included below.*

# ADVANCED BATTERY BANKABILITY ACCELERATOR (ABBA) CONCEPT

The comments provided below highlight some of Enzinc's challenges within the alternative-chemistry-to-Lithium-ion Energy Storage space. Challenges range from high capital outlay, limited supply of qualified manpower, limited access to capital, limited access to the latest technological advancements, absence of clearly stated standards and tests relevant to the new technology, supply-chain issues, initial skepticism associated with new technology, amongst other issues.

The ABBA concept therefore provides a foundation in addressing most of these challenges alongside laying the groundwork for other issues not currently within scope.

Enzinc is currently working with an unspecified college in Oakland as regards to curriculum development and prerequisite qualifications needed for a position at Enzinc. This guarantees not only a defined career path for interested students, it also helps provide the much needed employable skills needed.

We welcome the opportunity for further dialogue on issues.

## STAKEHOLDER QUESTIONS

Q - What should be the top-priorities for the bankability center (and why)?

A - As highlighted above, focus should be on access to the best-in-class technology and engineering knowledge alongside a dynamic approach to setting standards and creating test plans needed to proof the various exciting technologies being developed.

Q - What other activities could the Center undertake that would accelerate adoption and scale-up of new battery storage technologies?

A - Similar to the current practice at Enzinc with the Industry Advisory Group – a group of companies which are stakeholders in the energy storage industry, the Center would be best served inviting input from major stakeholders early in the process. These requirements tailor the solution to the needs of all key participants

Q - How do we ensure access for start-up companies to the Center's service and facilities?

A – With the Center having the required technology, research, standards and testing capabilities, an additional, smaller laboratory should be set up in a separate region. This allows for easier access and limited backlog.

Q - Should the solicitation require multiple locations? i.e. minimum one Northern and one Southern California location?

A – Yes, using the above answer, the Center situated in Northern California with an identical or smaller laboratory in Southern California.

Q - What requirements should be put in place to ensure start-up companies can access the facilities and services?

A – Given the cost of developing, new technologies, facilities and services should be affordable and provide value for money

Q - What should be the minimum cost share requirement (i.e. 50% of CEC funds requested)?

A - At the minimum, the CEC should provide 50% of funds. Given the costs associated with setting up a standard facility, the state needs to play a pivotal role as startup firms have limited capital. The state could look to recoup such costs by taking a percentage of future sales.