



BOARD OF DIRECTORS
TECHNOLOGY IMPLEMENTATION OFFICE STEERING COMMITTEE

BAY AREA
AIR QUALITY
MANAGEMENT
DISTRICT

COMMITTEE MEMBERS

Bud Beebe, Sacramento Municipal Utility District (Retired)
Ahmad Ganji, San Francisco State Industrial Assessment Center
Lynda Hopkins, Air District Board of Directors
Rob Rennie, Air District Board of Directors
Michael Montgomery, San Francisco Bay Regional Water Quality Control Board
Jetta Wong, JLW Advising

THIS MEETING WILL BE CONDUCTED UNDER PROCEDURES AUTHORIZED BY ASSEMBLY BILL 361 (RIVAS 2021) ALLOWING REMOTE MEETINGS. THIS MEETING WILL BE ACCESSIBLE VIA WEBCAST, TELECONFERENCE, AND ZOOM. A ZOOM PANELIST LINK WILL BE SENT SEPARATELY TO COMMITTEE OR BOARD MEMBERS

- **THE PUBLIC MAY OBSERVE THIS MEETING THROUGH THE WEBCAST BY CLICKING THE LINK AVAILABLE ON THE AIR DISTRICT'S AGENDA WEBPAGE AT**

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- **THE PUBLIC MAY PARTICIPATE REMOTELY VIA ZOOM AT THE FOLLOWING LINK OR BY PHONE**

<https://bayareametro.zoom.us/j/81812930468>

(669) 900-6833 or (408) 638-0968

WEBINAR ID: 818 1293 0468

- **THOSE PARTICIPATING BY PHONE WHO WOULD LIKE TO MAKE A COMMENT CAN USE THE "RAISE HAND" FEATURE BY DIALING "*9". IN ORDER TO RECEIVE THE FULL ZOOM EXPERIENCE, PLEASE MAKE SURE YOUR APPLICATION IS UP TO DATE**

TECHNOLOGY IMPLEMENTATION OFFICE STEERING COMMITTEE MEETING AGENDA

FRIDAY, OCTOBER 14, 2022

1:00 PM

1. **Call to Order - Roll Call**
2. **Pledge of Allegiance**
3. **Public Meeting Procedure**

The Committee Chair shall call the meeting to order and the Clerk of the Boards shall take roll of the Committee members.

This meeting will be webcast. To see the webcast, please visit www.baaqmd.gov/bodagendas at the time of the meeting. Closed captioning may contain errors and omissions and are not certified for their content or form.

***Public Comment on Agenda Items:** The public may comment on each item on the agenda as the item is taken up. Members of the public who wish to speak on matters on the agenda for the meeting, will have two minutes each to address the Committee. No speaker who has already spoken on that item will be entitled to speak to that item again.*

CONSENT CALENDAR (Item 4)

4. Approval of the Technology Implementation Office Steering Committee Meeting Minutes of May 13, 2022

The Committee will consider approving the attached draft minutes of the Technology Implementation Office Steering Committee Meeting Minutes of May 13, 2022.

PRESENTATION (Item 5)

5. Update on Climate Tech Finance Statewide Expansion

This is an informational item only and will be presented by Derrick Tang, Manager.

OTHER BUSINESS

6. Public Comment on Non-Agenda Matters

Pursuant to Government Code Section 54954.3

Members of the public who wish to speak on matters not on the agenda for the meeting, will have two minutes each to address the Committee.

7. Committee Member Comments

Any member of the Committee, or its staff, on his or her own initiative or in response to questions posed by the public, may: ask a question for clarification, make a brief announcement or report on his or her own activities, provide a reference to staff regarding factual information, request staff to report back at a subsequent meeting concerning any matter or take action to direct staff to place a matter of business on a future agenda. (Gov't Code § 54954.2)

8. Time and Place of Next Meeting

At the Call of the Chair.

9. Adjournment

The Committee meeting shall be adjourned by the Chair.

CONTACT:

MANAGER, EXECUTIVE OPERATIONS
375 BEALE STREET, SAN FRANCISCO, CA 94105
vjohnson@baaqmd.gov

(415) 749-4941
FAX: (415) 928-8560
BAAQMD homepage:
www.baaqmd.gov

- Any writing relating to an open session item on this Agenda that is distributed to all, or a majority of all, members of the body to which this Agenda relates shall be made available at the Air District's offices at 375 Beale Street, Suite 600, San Francisco, CA 94105, at the time such writing is made available to all, or a majority of all, members of that body.

Accessibility and Non-Discrimination Policy

The Bay Area Air Quality Management District (Air District) does not discriminate on the basis of race, national origin, ethnic group identification, ancestry, religion, age, sex, sexual orientation, gender identity, gender expression, color, genetic information, medical condition, or mental or physical disability, or any other attribute or belief protected by law.

It is the Air District's policy to provide fair and equal access to the benefits of a program or activity administered by Air District. The Air District will not tolerate discrimination against any person(s) seeking to participate in, or receive the benefits of, any program or activity offered or conducted by the Air District. Members of the public who believe they or others were unlawfully denied full and equal access to an Air District program or activity may file a discrimination complaint under this policy. This non-discrimination policy also applies to other people or entities affiliated with Air District, including contractors or grantees that the Air District utilizes to provide benefits and services to members of the public.

Auxiliary aids and services including, for example, qualified interpreters and/or listening devices, to individuals who are deaf or hard of hearing, and to other individuals as necessary to ensure effective communication or an equal opportunity to participate fully in the benefits, activities, programs and services will be provided by the Air District in a timely manner and in such a way as to protect the privacy and independence of the individual. Please contact the Non-Discrimination Coordinator identified below at least three days in advance of a meeting so that arrangements can be made accordingly.

If you believe discrimination has occurred with respect to an Air District program or activity, you may contact the Non-Discrimination Coordinator identified below or visit our website at www.baaqmd.gov/accessibility to learn how and where to file a complaint of discrimination.

Questions regarding this Policy should be directed to the Air District's Non-Discrimination Coordinator, Suma Peesapati, at (415) 749-4967 or by email at speesapati@baaqmd.gov.

BAY AREA AIR QUALITY MANAGEMENT DISTRICT

375 BEALE STREET, SAN FRANCISCO, CA 94105

FOR QUESTIONS PLEASE CALL (415) 749-4941

EXECUTIVE OFFICE:

MONTHLY CALENDAR OF AIR DISTRICT MEETINGS

OCTOBER 2022

<u>TYPE OF MEETING</u>	<u>DAY</u>	<u>DATE</u>	<u>TIME</u>	<u>ROOM</u>
Board of Directors Legislative Committee- CANCELLED AND RESCHEDULED TO MONDAY, OCTOBER 3, 2022 AT 1:00 P.M.	Monday	10	1:00 p.m.	Webcast only pursuant to Assembly Bill 361
Technology Implementation Office (TIO) Steering Committee	Friday	14	1:00 p.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Stationary Source and Climate Impacts Committee	Monday	17	9:00 a.m.	Webcast only pursuant to Assembly Bill 361
Path to Clean Air Community Emissions Reduction Plan Steering Committee	Monday	17	5:30 p.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Meeting	Wednesday	19	9:00 a.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Administration Committee	Wednesday	19	11:00 a.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Budget and Finance Committee	Wednesday	26	9:30 a.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Mobile Source and Climate Impacts Committee	Thursday	27	9:30 a.m.	Webcast only pursuant to Assembly Bill 361

NOVEMBER 2022

<u>TYPE OF MEETING</u>	<u>DAY</u>	<u>DATE</u>	<u>TIME</u>	<u>ROOM</u>
Board of Directors Meeting	Wednesday	2	9:00 a.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Community Equity, Health and Justice Committee	Thursday	3	9:30 a.m.	Webcast only pursuant to Assembly Bill 361
Advisory Council Meeting – CANCELLED AND RESCHEDULED TO DECEMBER 5, 2022 AT 8:30 A.M.	Monday	14	8:30 a.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Legislative Committee	Monday	14	1:00 p.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Meeting	Wednesday	16	9:00 a.m.	Webcast only pursuant to Assembly Bill 361

NOVEMBER 2022

<u>TYPE OF MEETING</u>	<u>DAY</u>	<u>DATE</u>	<u>TIME</u>	<u>ROOM</u>
Board of Directors Administration Committee - CANCELLED	Wednesday	16	11:00 a.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Stationary Source and Climate Impacts Committee	Monday	21	9:00 a.m.	Webcast only pursuant to Assembly Bill 361
Path to Clean Air Community Emissions Reduction Plan Steering Committee	Monday	21	5:30 p.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Budget and Finance Committee	Wednesday	23	9:30 a.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Mobile Source and Climate Impacts Committee– CANCELLED AND RESCHEDULED TO NOVEMBER 28, 2022 AT 9:30 A.M.	Thursday	24	9:30 a.m.	Webcast only pursuant to Assembly Bill 361
Board of Directors Mobile Source and Climate Impacts Committee	Monday	28	9:30 a.m.	Webcast only pursuant to Assembly Bill 361

MV 10/6/22 – 1:52 p.m.

G/Board/Executive Office/Moncal

BAY AREA AIR QUALITY MANAGEMENT DISTRICT

Memorandum

To: Chairperson John J. Bauters and Members
of the Technology Implementation Office Steering Committee

From: Sharon L. Landers
Interim Executive Officer/APCO

Date: October 14, 2022

Re: Approval of the Technology Implementation Office Steering Committee Meeting
Minutes of May 13, 2022

RECOMMENDED ACTION

Approve the draft minutes of the Technology Implementation Office Steering Committee Meeting Minutes of May 13, 2022.

BACKGROUND

None.

DISCUSSION

Attached for your review and approval are the draft minutes of the Technology Implementation Office Steering Committee Meeting Minutes of May 13, 2022.

BUDGET CONSIDERATION/FINANCIAL IMPACT

None.

Respectfully submitted,

Sharon L. Landers
Interim Executive Officer/APCO

Prepared by: Marcy Hiratzka
Reviewed by: Vanessa Johnson

ATTACHMENTS:

1. Draft Technology Implementation Office Steering Committee Meeting Minutes of May 13, 2022

Bay Area Air Quality Management District
375 Beale Street, Suite 600
San Francisco, California 94105
(415) 749-5073

DRAFT MINUTES

Technology Implementation Office Steering Committee Meeting
Friday, May 13, 2022

This meeting was conducted under procedures in accordance with Assembly Bill 361 (Rivas 2021). Members of the Committee participated by teleconference.

1. CALL TO ORDER – ROLL CALL

Board Director Rob Rennie called the Technology Implementation Office Steering Committee (Committee) meeting to order at 1:05 p.m.

Present: Bud Beebe, Prof. Ahmad Ganji, Michael Montgomery, Jetta Wong, and Board Director Rob Rennie.

Absent: Board Director Lynda Hopkins.

2. PUBLIC MEETING PROCEDURE (OUT OF ORDER, ITEM 3)

3. PLEDGE OF ALLEGIANCE (ITEM 2)

4. APPROVAL OF THE MINUTES OF SEPTEMBER 17, 2021

Public Comments

No requests received.

Committee Comments

None.

Committee Action

Member Beebe made a motion, seconded by Member Montgomery, to **approve** the Minutes of the Meeting of September 17, 2021; and the motion carried by the following vote of the Committee:

AYES: Beebe, Ganji, Montgomery, Rennie, Wong.
NOES: None.
ABSTAIN: None.
ABSENT: Hopkins.

5. LIGHT-DUTY ELECTRIC VEHICLE (EV) UPDATE

Anthony Fournier, Technology Implementation Officer, introduced Tin Le, Supervising Staff Specialist, who gave the staff presentation *Light-Duty Electric Vehicle Update*, including: outcome; outline; requested action; background: Bay Area EV goals; Bay Area EVs and projected increase to meeting 2050 goal; EV adoption in the Bay Area; program overview; application trends; Clean Cars for All (CCFA) program statistics; geographic distribution of awards; other incentive programs; next steps and challenges; and feedback requested.

Public Comments

No requests received.

Committee Comments

The Committee and staff discussed the probability that the 2050 Projection Expedited Growth Curve will occur; the baseline used to estimate the 2050 Projection Traditional Growth Curve; concern about the amount of funds awarded for Electric Vehicle Supply Equipment since the Air District's CCFA program; whether any of the electric utilities' EV incentives are duplicative of those of the Air District's programs; whether the Air District's EV programs are advertised on television; and whether the Air District has analyzed the impact of extending EV tax credits.

Committee Action

None; receive and file.

6. LIGHT-DUTY ELECTRIC VEHICLE CHARGING UPDATE

Danny Fung, Staff Specialist, gave the staff presentation *Electric Vehicle Infrastructure*, including: outcome; requested action; outline; Bay Area EV trends and goals; existing Bay Area EV infrastructure; *Charge!* Program overview; 2022 *Charge!* program solicitation; StopWaste pilot overview; additional efforts; and feedback requested.

Public Comments

No requests received.

Committee Comments

The Committee and staff discussed the suggestion that the Air District partners with redevelopment agencies to provide EV charging infrastructure in new homes; Vehicle-to-Everything (V2X) Communications, maintained by the U.S. Department of Transportation; concern about a perceived lack of EV charging infrastructure in disadvantaged communities; whether gas stations would agree to install EV chargers; whether the Air District could partner with private companies who own EV charging stations or partially-restricted EV charging stations; how motivated retail establishments might be to pay for EV charging infrastructure; who pays for the electricity for publicly available EV chargers installed at multi-family dwellings; whether the Air District

monitors the prevention of theft and vandalism while vehicles are being electrically charged; and the feasibility of increasing the practice of charging EVs from a home’s 110-volt outlet.

Committee Action

None; receive and file.

7. CLIMATE TECH FINANCE STATEWIDE EXPANSION

Derrick Tang, Technology Implementation Office Manager, introduced Tamara Kohne, Staff Specialist, who gave the staff presentation *Climate Tech Finance Statewide Expansion*, including: outcome; requested action; outline; program overview; program impacts; potential statewide expansion; program marketing; and feedback requested.

Public Comments

No requests received.

Committee Comments

The Committee and staff discussed the program’s progress since its inception; whether the Air District’s Technology Implementation Office feels overwhelmed by the amount of money it is managing; and how the Air District plans to institutionalize this program across the State, in conjunction with other Air Districts, and whether doing so will require additional staff.

Committee Action

None; receive and file.

8. PUBLIC COMMENT ON NON-AGENDA MATTERS

No requests received.

9. COMMITTEE MEMBER COMMENTS

None.

10. TIME AND PLACE OF NEXT MEETING

Friday, October 14, 2022, at 1:00 p.m., via webcast, teleconference, or Zoom, pursuant to procedures in accordance with Assembly Bill 361 (Rivas 2021).

11. ADJOURNMENT

The meeting adjourned at 2:26 p.m.

Marcy Hiratzka
Clerk of the Boards

BAY AREA AIR QUALITY MANAGEMENT DISTRICT
Memorandum

To: Chairperson John J. Bauters and Members
of the Technology Implementation Office Steering Committee

From: Sharon L. Landers
Interim Executive Officer/APCO

Date: October 14, 2022

Re: Update on Climate Tech Finance Statewide Expansion

RECOMMENDED ACTION

None; receive and file.

BACKGROUND

Climate Tech Finance is the Air District’s first loan program, with the aim of reducing greenhouse gases by accelerating the commercialization of climate technologies. The program offers two financing vehicles: loan guarantees to improve access to credit for climate technology entrepreneurs, and direct loans to improve local government access to capital when buying climate technologies. These financial products are offered through a partnership with the California Infrastructure and Economic Development Bank (IBank) and in close collaboration with the state’s Financial Development Corporations (FDCs).

To date, the Climate Tech Finance program has successfully funded ten loans totaling \$23.6 million. Of these loans, five were funded with guarantees above 80%, for which the Air District encumbered a total of \$955,000. The loan guarantees mature on a seven-year term, but may resolve earlier if loans are repaid sooner. Climate Tech Finance has supported companies working in energy, mobility, circular economy, and climate advocacy sectors. The companies the program has supported are projected to reduce over 2.5 megatonnes of CO₂-equivalent emissions by 2026.

The American Rescue Plan Act of 2021 allocated \$10 billion to the State Small Business Credit Initiative (SSBCI), of which California will receive \$895 million—roughly five times larger than the previous SSBCI program in 2010. IBank receives half of these funds, which are directed to the loan guarantee program within the Climate Tech Finance partnership.

DISCUSSION

On September 6, 2022, the Air District executed an agreement with IBank to establish a fee-sharing arrangement to help fund the Air District’s administrative costs. These funds can cover the costs for performing loan guarantee evaluations outside the Bay Area. Collecting the funds also builds up a revenue base that could fund additional staffing in the future, to further expand the program’s capacity to catalyze climate financing.

On September 15, 2022, the Air District and IBank jointly announced the launch of Climate Tech Finance statewide. The statewide effort introduces a few key changes to the program:

- All small businesses with California operations are now eligible for Climate Tech Finance loan guarantees.
- The maximum loan guarantee amount increases from \$2.5 million to \$5 million.
- The maximum loan guarantee percentage decreases from 90% (with Air District contribution) to 80% of the loan amount, to meet the maximum percentage requirements for SSBCI funds. This means guarantees going forward will be fully backed by IBank, with no encumbrance of Air District funds.
- The Air District will receive a portion of the guarantee fee when a loan closes.

In the two weeks immediately following the launch announcement, staff completed 20 intake calls with interested borrowers, including 15 new prospects and 5 previously funded companies who are seeking larger loans. Staff also received requests from new lenders seeking to enroll in the loan guarantee program.

With the program’s expanded audience and the Air District’s changing role from guarantor to pure facilitator, staff are revisiting the program’s focus on “climate tech” to ensure that the program aligns with California climate priorities and lenders’ green banking guidelines. To that end, the program is guided by the question, “Will the product or service be part of a carbon-neutral economy by 2030?” Based on the history of the program to date, projects that can answer that question affirmatively have fallen in the following categories:

- Energy
 - Renewable Energy
 - Energy Storage
 - Energy Efficiency
 - Energy Management Systems
 - Grid Management
 - Microgrids
 - Fossil Fuel Replacement
- Mobility
 - Zero-Emission Vehicles
 - Zero-Emission Infrastructure

- Agriculture
 - Plant-Based Foods
 - Biomass Utilization
 - Bio-Sequestration
 - Soil Monitoring & Optimization
 - Livestock Dietary Design
- Circular Economy
 - Waste-to-Energy
 - Waste Utilization
 - Decarbonized Materials
 - Carbon Capture, Utilization, & Sequestration

Conversely, projects that the program has deemed ineligible for Climate Tech Finance loan guarantees have one of the following characteristics:

- Reliance on fossil fuels
- Reliance on fossil fuel infrastructure

Staff are seeking feedback from the Steering Committee on the appropriate climate tech focus for the program as it evaluates companies across the state. Staff also welcome recommendations from the Committee on opportunities for further focus and growth.

BUDGET CONSIDERATION/FINANCIAL IMPACT

None.

Respectfully submitted,

Sharon L. Landers
Interim Executive Officer/APCO

Prepared by: Derrick Tang
Reviewed by: Anthony Fournier

ATTACHMENTS:

1. Climate Tech Finance Presentation



BAY AREA
AIR QUALITY
MANAGEMENT
DISTRICT

AGENDA: 5

Update on Climate Tech Finance Statewide Expansion

Technology Implementation Office (TIO)
Steering Committee Meeting
October 14, 2022

Derrick Tang
Manager

dtang@baaqmd.gov

Presentation Outcome



- The Committee will receive an update on the statewide expansion of the Climate Tech Finance program

Presentation Outline



- Program Overview
- Program Impact
- Statewide Expansion
- Climate Tech Focus

Program Overview



First-of-its-kind **loan program** with mission to **reduce greenhouse gases (GHGs)** by accelerating **climate technology commercialization**

Working Capital for Business Growth

Loan guarantees of up to \$2.5M or 90%

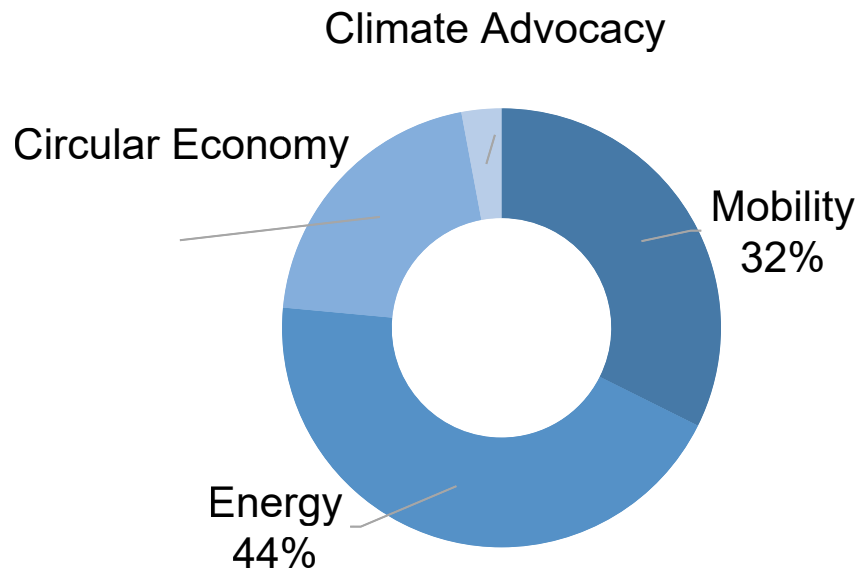
Loans for Buying Climate Tech

Low-interest loans of up to \$30M over 30 years

Program Impact



Technology Sectors



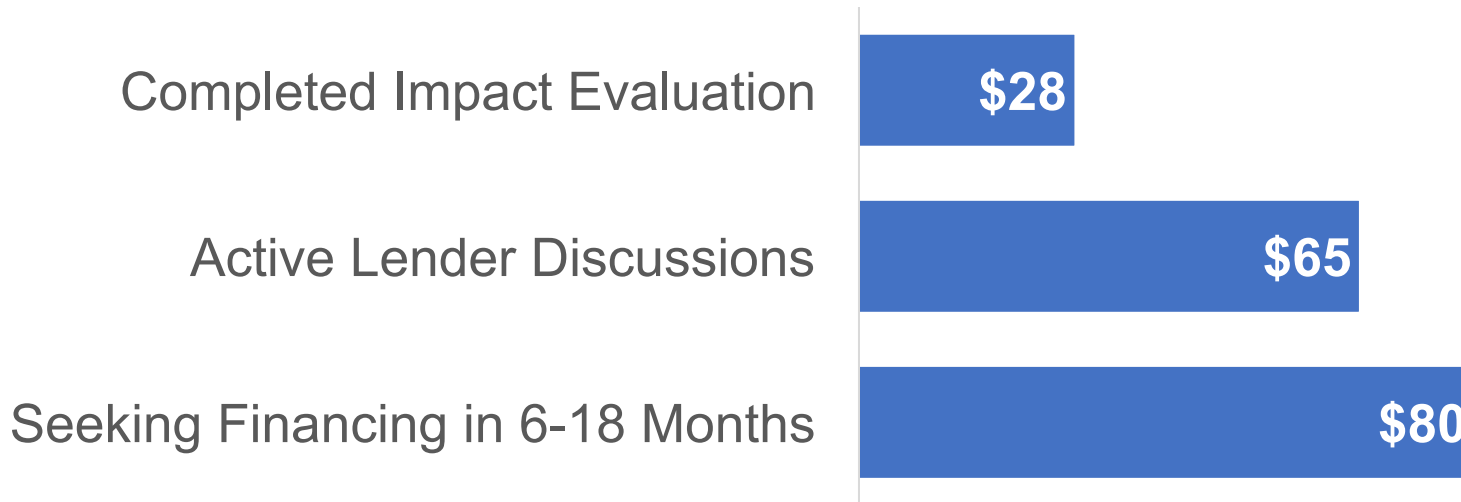
Loans Funded with Guarantee	10
Total Loan Amount	\$23,600,000
Total Air District Encumbrance (for 5 loans with guarantees above 80%)	\$955,000
Revolving Period	1-7 years
Estimated GHG Reductions by 2026	2,500,000 MTCO₂e



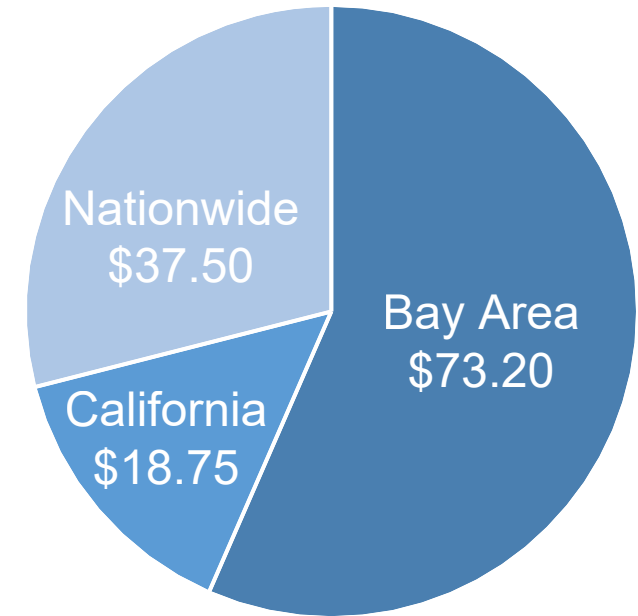
Pipeline Activity Before Statewide Launch



Pipeline Loan Volume (\$M)



Pipeline Volume by Region (\$M)



Statewide Expansion



- California receiving **\$900M** from State Small Business Credit Initiative (SSBCI)
 - \$450M for IBank Loan Guarantee program
 - Additional funds for IBank venture capital program
- Executed **fee-sharing** arrangement with IBank
 - Air District receives portion of loan guarantee fee to fund administrative costs
 - Can cover costs for performing evaluations outside of Bay Area
 - Builds up revenue for potential increase in staffing/services to expand capacity

Key Changes in Statewide Program



- Program open to **small businesses with CA operations**
- Maximum loan guarantee amount increases from \$2.5M to **\$5M**
- Maximum loan guarantee % decreases from 90% to **80% of loan amount**
 - Guarantees are fully backed by IBank with no Air District encumbrance
- Air District receives **portion of guarantee fee** when loans close

Statewide Launch



CLIMATE TECH FINANCE | AIR DISTRICT MENU

CLIMATE ENTREPRENEURS

Get the Working Capital You Need to Scale Your Business

You have big ideas and big ambitions. Climate Tech Finance offers financial support to accelerate the growth and impact of your business.

[LEARN MORE](#)

Finance Climate Tech Startups While Minimizing Risk

Partner with Climate Tech Finance to take advantage of its technical expertise, specialized risk assessment tools, and loan guarantee program to de-risk the process of lending to high-growth, high-impact climate technology ventures.

[LEARN MORE](#)

COMMERCIAL AND COMMUNITY LENDERS

- Announced expansion on September 15, 2022, through press release, social media, and targeted outreach through CRM
- Completed 20 intake calls in first two weeks
 - 15 new prospects and 5 funded companies seeking larger loans
- Requests from new lenders seeking to enroll in program
- Webinar on sustainable financing on October 6, 2022

Climate Tech Focus



Energy

- Renewable Energy
 - Energy Storage
- Energy Efficiency/Management
- Microgrids/Grid Management
- Fossil Fuel Replacement

Mobility

- Zero-Emission Vehicles
- Zero-Emission Transportation Infrastructure

Agriculture

- Plant-Based Foods
- Biomass Utilization
- Bio-Sequestration
- Soil Monitoring & Optimization
- Livestock Dietary Design

Circular Economy

- Waste-to-Energy
- Waste Utilization
- Decarbonized Materials
- Carbon Capture, Utilization, & Sequestration

Ineligible

- Reliance on fossil fuels
- Reliance on fossil fuel infrastructure

Feedback Requested



- Discussion of climate tech focus and future opportunities for Climate Tech Finance