RESOURCES FOR FOAK PROJECT PREPARATION & DEVELOPMENT

TRELLIS CLIMATE

July 2024

Development Readiness Checklists

- Geneva Association's Insurability Readiness Framework
  - A two-part research series that explores how insurers can support the commercialization of climate tech
- Extantia Capital's FOAK Due Diligence Checklist
  - A due diligence checklist provided by Extantia for Series A/B fundraising efforts to construct a FOAK facility
- Scorecard for Infrastructure Readiness
  - Created by Will Dufton, this scorecard helps climate tech companies developing first-of-a-kind (FOAK) projects understand how to unlock infrastructure capital

Accelerators

- Black & Veatch IgniteX manufacturing accelerator
  - A 12-week virtual program recognized by the DOE EPIC Prize designed to support startups offering scalable solutions for human infrastructure
- Elemental Excelerator's Project Track
  - Elemental Excelerator's Project Track provides funding, coaching, and EPC advisory support for infrastructure projects
- Third Derivative
  - For early-stage startups, Third Derivative helps refine product-market fit, connect with strategic corporate partners, capital partners, and mentors, and prepare for the next funding round
  - For later-stage startups (Series A or later), the program focuses on helping you deploy with corporate partners (from within the program and beyond), getting the funding you need to grow, and coaching you through your growth process
- FOAXIAL
  - FOAXIAL, delivered by Deep Science Ventures (DSV) is an accelerator preparing climate hard-tech team for their FOAK to nth-of-a-kind projects with operational, financial, and partnerships support including collaborations with EPCs, corporates, investors and philanthropy

Workshops

- Developer U
  - A two-day workshop by Spring Lane Capital for cleantech executives that are transitioning from technology development innovation to technology commercial deployment
- Oxford Global Projects Academy
  - Oxford Global Projects Academy presents a series of workshops on "smart scaling" to accelerate organizational growth. It equips senior project managers and engineers with the knowledge, tools, and strategies to manage complex and novel projects

Historic Project and Investment Data

- Sightline Climate
  - Financial database platform focused on climate economy startups. It provides data-driven insights and tactical intelligence to help businesses navigate the climate tech expansion and deployment. Offers sector compass to get the context, frameworks, and data to guide effective climate strategies and investments
- Oxford Global Projects
  - Datasets and analysis on infrastructure project performance around the world with data on over 20,000 projects
- IEA's Hydrogen Production and Infrastructure Projects Database *(free)*
  - A free, global database covering all projects that have produced hydrogen for energy or climate change mitigation since 2000
- Vibrant Data Labs *(free)*
  - Free, open-source tools to map investments across the climate landscape and gain a better understanding of critical gaps

FOAK Case Studies

- CTVC Newsletter #182
  - Two case studies exemplify the layering of different kinds of capital to derisk the construction of their first commercial facilities: LanzaJet's new Sustainable Aviation Fuel (SAF) facility in Georgia and H2 Green Steel's plant in Sweden

- Deanna Zhang Blog Post
  - Deanna Zhang's article explores the successful funding journeys of ten different first-of-a-kind (FOAK) commercial facilities
- Climate Brick
  - A framework developed by Climate Brick to assist those in the climatetech industry in navigating the complexities of funding and growth
- RMI on H2 Green Steel
  - Shravan Bhat and Asia Salazar's article reviews a project finance template emerging in Swedish steel making that could scale to clean industrial hubs globally
- 10 Climate projects from 2023
  - List of 10 FOAK projects from 2023 on P.65 of Net Zero's report "State of Climate Tech 2023"

Advisory Services

- Eunoia Group
  - Eunoia Group is a climate investment and portfolio management advisory firm. The group helps climatetech startups accelerate their first project installations and advises financiers on which emerging technologies could serve their investment goals.
- Wavelength Infrastructure
  - An independent investment and strategic advisory firm focused on one-of-a-kind clean infrastructure projects
- V1 Climate Solutions
  - Financial and strategy consulting firm dedicated to closing the FOAK financing gap in climate tech, offering advisory services for startups, investors and corporates, project developers, accelerators and catalyzers, and stakeholders

Engineering, Procurement, and Construction (EPCs)

- Isomer Project Group
  - An EPC firm that provides design, construction, and project management services to emerging technology companies
- Fluor Corporation's Business Incubation Team
  - A business incubation platform that connects startups, industries, and investors. They offer in-house expertise to enable or develop scalable and commercially viable solutions, focusing on climate tech, carbontech, and sustainable industrial solutions

Grant Writing

- Streamline Climate
  - An AI-powered tool for climate startups to automate the process of finding, writing, and managing grants and RFPs
- Climate Financial Solutions
  - Climate Finance Solutions is a global consultancy that helps companies and organizations identify and apply for large-scale grant funding to develop and scale their high-impact climate solutions

Corporate Resources

- Uptake Alliance
  - A climate venture development program--typically 6-months long--that connects revenue-generating startups with corporations. Startups can be located anywhere in the world; however, special consideration will be given towards companies based in New York State.

Manufacturing Space & Testing Facilities

- Bio Base Europe Pilot Plant
  - An independent pilot facility specializing in developing, scaling up, and custom manufacturing innovative **biobased** products and processes across laboratory to multi-ton scales
- mHub Chicago
  - A 6-month program that accelerates early-stage **cleantech** startups by facilitating hands-on product development in a prototyping facility
- Hyperfuel
  - An open-access, industrial-scale testing facility designed to efficiently and effectively validate emerging **hydrogen** technologies

Additional Resources

- Climate Founder
  - A free website dedicated to supporting climate founders and startups with resources on startup programs, communities, investors, tools, and educational materials
- Erica Eller's List of Climate Resource
  - A resource page for climate tech, cleantech, and greentech startups and professionals, including industry reports, company listings, startup accelerators, professional memberships, communities and Slack channels, newsletters and podcasts, and job opportunities
- Insurance landscape
  - Sample of the climate infrastructure insurance landscape on P.12 of "An Introduction to Risk Transfer Solutions for Climate." by Kobi Weinberg at CREO.
- Scale For ClimateTech
  - A collection of guides, checklists, templates, and tools developed by the Scale For ClimateTech program to assist climatetech entrepreneurs in managing the complexities of manufacturing.
- Volt's podcast episode on the role of standardized project design in scaling
  - A podcast featuring Abhishek Malhotra and Tobias Schmidt as they discuss their paper, "Accelerating Low-Carbon Innovation," exploring the reasons why some clean energy technologies become cheaper much more quickly than others.

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