INDUSTRY SUMMER STUDY TRACK DESCRIPTIONS

TRACK 3: Finance and Partnerships

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To bring innovation to commercial success, we must integrate four factors that overcome the early stage "valley of death": Finance, CapEx and OpEx Optimization, Strategic Partnerships, and Workforce Development. This track identifies financial investment sources and instruments, reinforces the need for strategic partnerships, and highlights place-based incentives across national energy markets. We'll examine key lessons learned from real-world projects that have integrated the four core factors with varying degrees of success.

Operating any of these factors in isolation threatens enterprise survival. Commercialization of new technologies with sufficient capital can still fail due to challenges such as lack of industrial offtake agreements, technology and operational validation, and/or skilled manufacturing talent. A holistic, integrated execution across all four factors is essential to driving superior investment returns.

This track will cover the following topics:

- Innovation in Financing & Incentives: Emerging capital structure and policy driven mechanisms (national, regional, state and local)
- Integrated Capital Stacking: Strategies for blending financing sources and incentives within a single project framework
- Financial Pressure: Managing and optimizing OpEx vs. CapEx dynamics
- Government and Private partnerships: Leveraging economic development initiatives and public-private partnerships
- Human Capital and Community Impact: Aligning workforce development across public-private sectors, integration of labor agreements, and community benefits
- Case Studies in Commercial Execution: Proven Successes at the intersection of finance, strategic partnerships and workforce development

We encourage presentations and papers that highlight approaches and technologies with industrial use cases. Participants from industry are highly desirable.