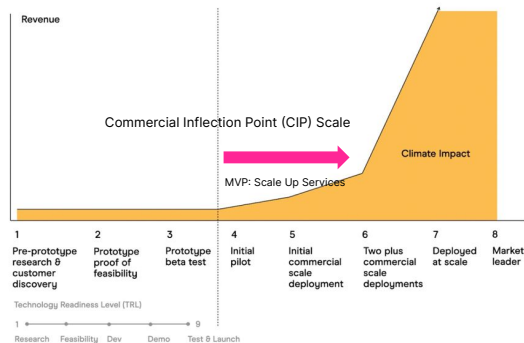
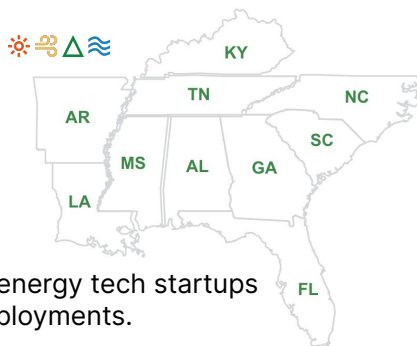


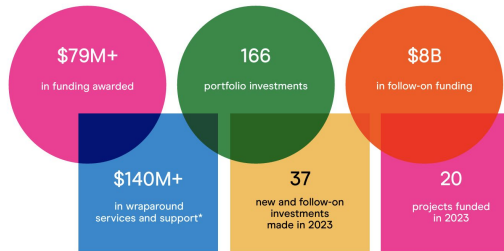
Scaling Energy Startups in Southeast Communities

Elemental's MVP will provide tailored pre-development services to energy tech startups scaling from venture-backed pilots to commercial-scale project deployments.



With local community, policy and financing partners, Elemental will bolster the regional innovation ecosystem by unlocking \$900M of our project pipeline in the Southeast, with 70% in Justice40 communities.

	SCALE UP SERVICES			
	Financier in Residence	Fractional Chief Financial Officer	Project Development Advisory Services	Developer in Residence
Company Stage (CIP)	CIP 4-6	CIP 4-5	CIP 4-7	CIP 4-7
Eligibility	Companies active within Elemental's Project Track, Scale Up Projects or alumni companies.	Companies lacking CFO and/or project finance expertise, who show potential for co-investment from Green Banks + CDFIs	Select companies deploying Scale Up Projects with Elemental, or alumni companies.	Select companies deploying Scale Up Projects with Elemental, or alumni companies.
Objectives	Project finance literacy and coaching at various stages of project development.	Deep coaching to prepare companies to secure debt and project financing from co-investors, and to provide additional capacity for company teams to focus on strategy, execution and impact.	A leading infrastructure and engineering advisory firm will provide Scale Up companies with project development coaching and technical support.	Guide companies across the entire pre-development and development roadmap; help Elemental to build these offerings into a new formal program.
Offering Description	1:1 Coaching (1-hour diagnostic call, followed by 3-5 hours of coaching per company) Office Hours (20-min calls available by request to answer questions for active portfolio companies) (1) Workshop for broader group of portfolio companies	1:1 Coaching (Company and coach determine hours and scope of work; Elemental contracts fractional CFO) Technical support, including: <ul style="list-style-type: none"> • Pricing models • Project finance modeling • Data room review • Lender mapping 	1:1 Coaching (1-hour diagnostic call, followed by 3-15 hours of coaching per company) Scope of work may include: <ul style="list-style-type: none"> • Project finance support • Engineering models • Feasibility studies • Diligencing EPC firms specific to a project Weekly office hours open to the entire portfolio (4) Workshops for the entire portfolio.	Guide cohort of companies in identifying project milestones, challenges, and a roadmap with desired outcomes. Help the Elemental team build a core curriculum for project development based on learnings from pilot offering.



Founded in 2009, Elemental Excelerator is a nonprofit investor focused on scaling climate technologies with deep community impact: 54% of our portfolio are traditionally excluded founders and 56% serve LMI communities, employing 5,000+ across all 50 states.

