The "New" Economic Development is Green …and Comes with $$

Larry J. Kosmont, CRE®, Kosmont Companies
Christopher Jackson, City of Inglewood
Trelynd Bradley, GO Biz

February 6, 2025

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CALIFORNIA BUSINESS AND ECONOMIC DEVELOPMENT

Moderator

Panelists

Larry J. Kosmont, CRE

Chairman and CEO,
Kosmont Companies

Christopher Jackson, Sr.

Sr. Development
Services Director,
City of Inglewood

Trelynd Bradley

Deputy Director of Innovation
& Emerging Technologies,
California GO Biz

Kosmont Companies

Services Overview

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ECONOMIC DEVELOPMENT, REAL ESTATE, FINANCE, PROJECT IMPLEMENTATION STRATEGIES

- **Public / Private Transactions**
  Structuring / Negotiation / Entitlements
- **Developer Selection RFQ/P & ENA/DDA**
- **Project Funding / Financing Strategies**
- **TIF, EIFDs, CRIAs, Housing**
  Sustainability & Housing Districts
- **Kosmont Retail NOW!®**
  Trends / Analytics / Recruitment
- **Market & Feasibility Analysis**
- **Retail Predictive Intelligence (A.I.)**
- **Economic Development Strategies / Plans**
- **Fiscal Impact / Economic Benefit Studies**

PROPERTY SALES, LEASING, ASSET SERVICES, SURPLUS LAND ACT

- **Brokerage (CA DRE # 02058445)**
- **Real Estate Market Analysis**
- **Developer / Buyer Selection**
- **Surplus Land Act (SLA)**
- **RFQ/P & ENA/DDA**
- **Ground Leases**
- **Zoning & Implementation Strategies**
- **Property Valuation / Broker Opinion of Value (BOV)**
- **Asset Management Plans**

PUBLIC FINANCE ADVISORY AND TRANSACTIONS SERVICES

- **SEC/MSRB Registered Municipal Advisor**
- **Lease Revenue Bonds**
- **Pension Obligation Bonds (POBs/LRBs)**
- **Tax Increment Financing (TIF)**
  EIFD / CRIA / Housing / Transit Districts
- **Assessment / Special Tax / CFD**
- **General Fund & G.O. Financings**
  COPs / Lease/Leaseback
- **Public/Private Partnerships (P3)**
- **Utility / Enterprise Lease Financings**
- **Private Placements**

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1601 N. Sepulveda Blvd. #382, Manhattan Beach, CA 90266

8/2022 v1

The World Changes...*Always*

The policy, economic, & financial environment is constantly shifting; creates challenges and opportunities for economic development

Interest Rate Changes/Capital Stack Challenges

Housing, Housing, Housing

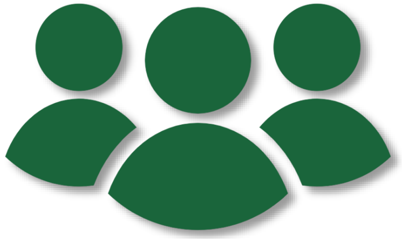
New Retail is Service and Food

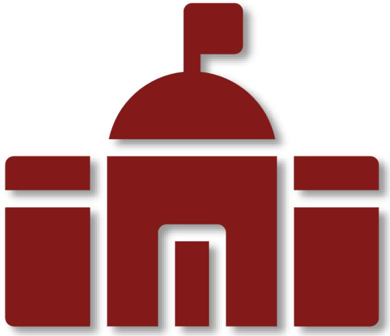
Office Market on the Brink

Climate Action, Resiliency, Sustainability

Density Mandates / Surplus Land Act Enforcement

Consumer & Investor Priorities → *Changed*
State Policy → *Shifting*





Consumers now driven by quality of life, cost of living and housing, amenities, essentials, and experiences *The old world of retail not coming back* *Want it all in a 15-Minute Community*	**Investors** driven by new technology, shifting consumer demand, supply chain, and new live / work patterns *Office/commuter patterns forever changed* *Seeking value from new demand drivers*	**City Hall** impacted by state policies focus on housing, climate, energy, and sustainability *Federal windfall of climate, energy & sustainability funding for State/local: IIJA $1.2T & IRA $400B; Prop 4 $10B* *Objective: To induce private investment, comply with state priorities, and maximize Federal & State funding*

Today's Economic Development Playbook

1 — **New Tax Increment Financing (TIF) Districts (e.g., EIFDs, CRDs, CRIAs)**

2 — **Value Capture using Zoning/Specific Plan**

3 — **Real Estate Strategies (Surplus Land Act)**

$ **Grant Funding – Federal and State Sources** $

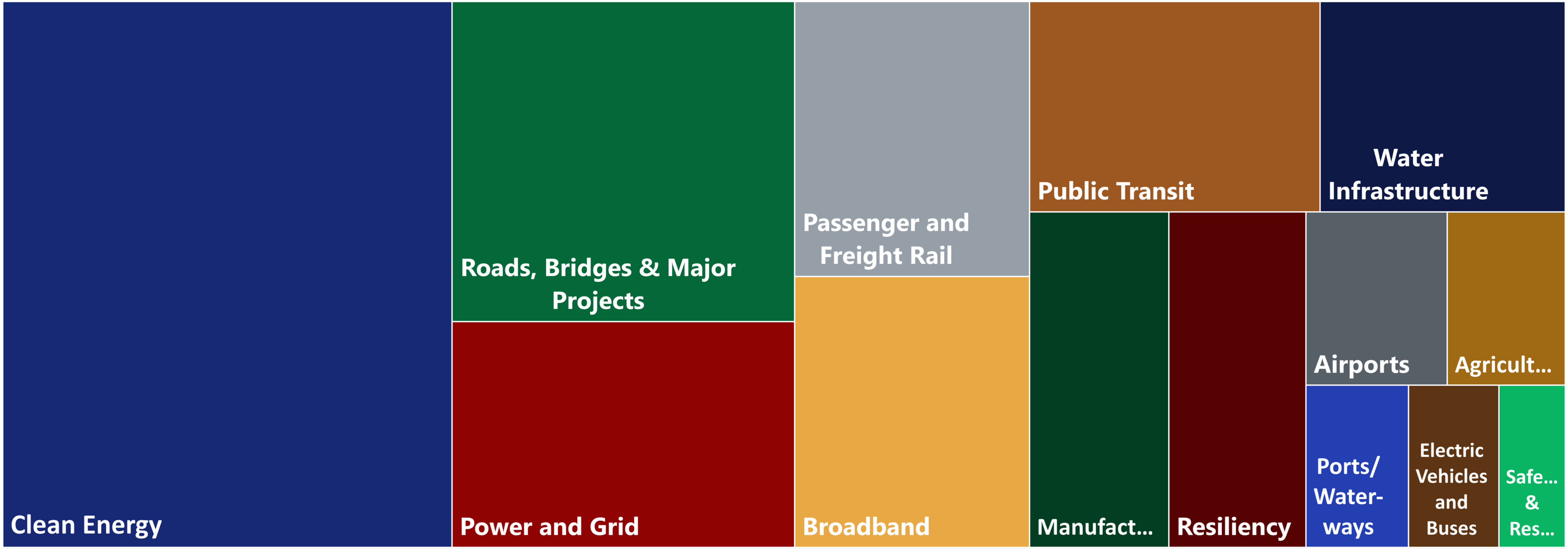
Prop 4 - $10B; $1.6T+ in overall funding made available for infrastructure, energy, and climate focused investment and projects

Capture the $$: Align Economic Dev Priorities & Tools with Federal and State Funding Opportunities

- INFRASTRUCTURE
- ROADS & BRIDGES
- PUBLIC TRANSPORTATION
- HOUSING
- SUSTAINABILITY / CLIMATE ACTION

Fed Funding is about Transportation, Infrastructure, Climate and Energy

<u>IRA + IIJA Funding combined</u> = **$1.6 trillion** over the next five years



State Policy Aligning with Federal Priorities

Themes driving Federal Policy and Funding: **transition to alternative energy, investing in sustainable infrastructure, housing affordability programs, growth of electric vehicles and clean mobility.**

Themes driving policy change in CA: **housing, sustainability, and regulatory environment**

Housing	Sustainability/Climate Action	Regulatory
• Shifting control from local governments to property owners • More density in high-demand areas • Reducing parking requirements • State pushing for AFFORDABLE units	• Encouraging electric vehicles and charging infrastructure • Supporting renewable energy generation and cutting emissions • Improving climate resiliency & infrastructure	• Solving for high tax environment: challenging for businesses/residents • Fixing regulatory hurdles to be business-and consumer-friendly • Expanded Surplus Land Act compliance requirements for public agency properties

California's Challenge: Balance costs and benefits, requirements and flexibility, carrots and sticks.

Objective: Maintain viable economy for State with ample business investment, jobs, and housing opportunities.

New State Money…*and Changes to Federal Funding?*

Proposition 4: $10 billion

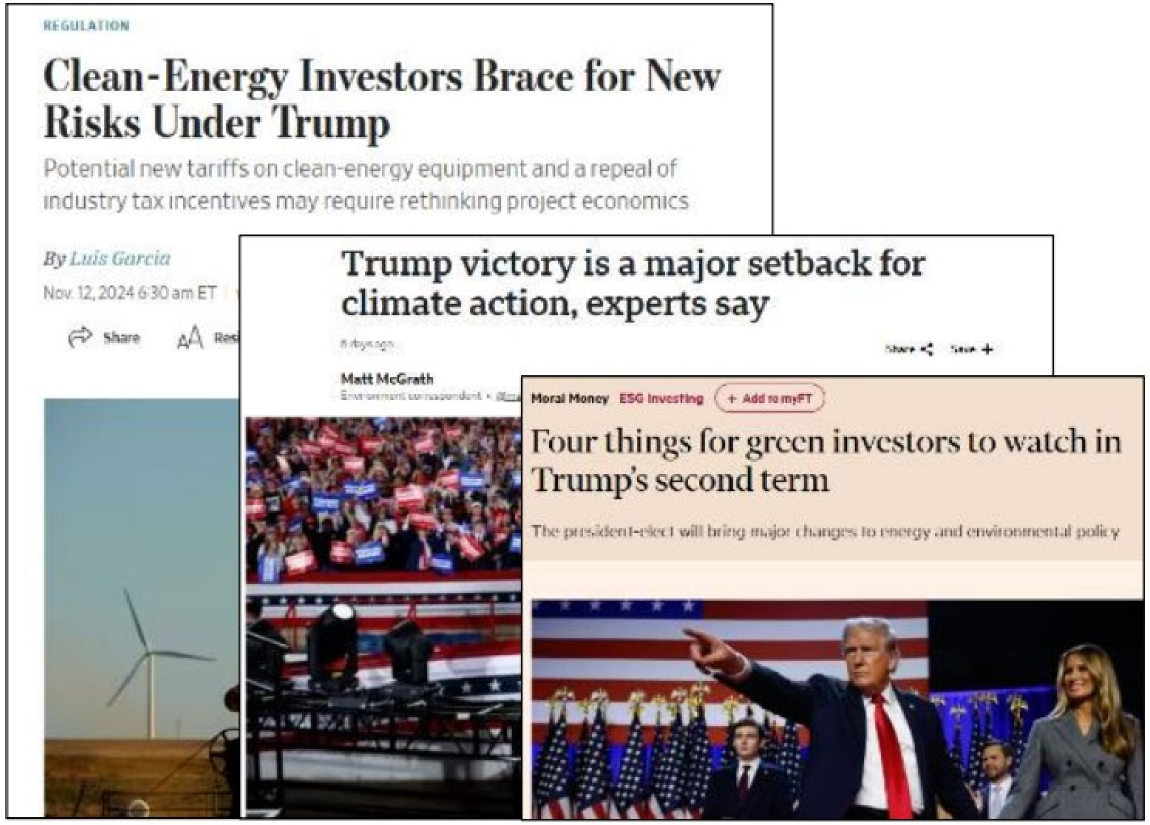
Funding Water, Wildlife, Climate Risk

- **$3.8 billion** for safe drinking water and water resilience;
- **$1.95 billion** for wildfire prevention/extreme heat mitigation;
- **$1.9 billion** for protection of natural lands, parks, and wildlife;
- **$1.2 billion** for protection of coastal lands, bays, and oceans;
- **$850 million** for clean energy; and
- **$300 million** for agriculture.
- Climate Catalyst Program: Prop 4 funding through Ibank

Priority to projects that benefit disadvantaged communities

Trump Administration

Uncertain Impact on Federal Programs



Big Opportunity: TIF Districts & Grants

TIF Districts can elevate eligibility for State funding & Private Sector Investment Generates Tax Increment

Enhanced Infrastructure Financing District (EIFD)	Climate Resilience District (CRD)	Community Revitalization & Inv. Authority (CRIA)
Most flexible, most widely used	*NEW - focus on climate related mitigations & infrastructure*	*More emphasis on affordable housing (25% set-aside)*

Public Policy + Econ Dev Tools + Private Investment + Grant Funding = Economic Development Success

These strategies support public-public as well as public-private partnerships – both of which support grant eligibility and enhance the project capital stack, whether for infrastructure or supporting private investment.

Public Sector Value Capture Tools

- TIF Special Districts
- Value capture zoning / housing
- Public land / SLA

Public Grants
(Public-Public)

Grants = Other Public Money (OPM)

State/Fed grants for infrastructure, sustainability, energy, climate transportation, & housing projects

Public Grants
(Public-Private)

Private Sector Dollars $$

P3 deals, value-capture fees, and developer advance via D.A. for early project funding, possible TIF reimbursement

TIF Progress Statewide
Partial List

- Three (3) CRDs in progress – Inglewood, San Rafael, and Santa Cruz.
- L.A. City also just authorized City Council to explore creating a CRD in response to the devastating Palisades Fire (see below).

ECONOMIC DEVELOPMENT & JOBS

MOTION

ENERGY & ENVIRONMENT
BUDGET & FINANCE

On the morning of January 7th, the Pacific Palisades Fire ignited a destructive path that is still ravaging the area a week later. So far, it has burned more than 23,000 acres and will become the costliest wildfire in history. It has destroyed homes, businesses, houses of worship, open space, a library and untold damage to the infrastructure. While financial assistance will be coming from the Federal and State governments in the form of reimbursements, the City must front many of these recovery costs immediately Given the City's limited available resources to provide immediate assistance, the City should explore the creation of a Climate Resilience District.

A Climate Resilience District is a new type of financing tool by the State of Calfironia that is available to Cities in California. A Climate Resilience District implements comprehensive strategies to address a community's ability to withstand and adapt to climate change. Funds could be used to integrate sustainable infrastructure improvements, green spaces, renewable energy to counter the negative impacts of climate change, particularly wildfires. Climate Resilience Districts provide the financial resources to accomplish these goals without burdening taxpayers.

As we look towards the rebirth of Pacific Palisades, the City of Los Angeles should utilize every tool available to ensure that this community's recovery happens as quickly as possible. The creation of a Climate Resilience District to expedite public and private investment should be explored.

I THEREFORE MOVE that the City Council direct the Economic & Workforce Development Department, in coordination with the Chief Legislative Analysis, to report back in 60 days on the feasibility of creating a Climate Resilience District to the directly impacted and adjacent areas of the Pacific Palisades Fire to facilitate the expeditious recovery. The report back should address:

- The feasibility and time needed to create a Climate Resilience District.
- How a Climate Resilience District would stimulate private and public sector investment.
- What local and regional infrastructure improvements could be funded by a Climate Resilience District.
- What private development improvements, if any, could be funded by a Climate Resilience District.
- The feasibility of partnering with the County of Los Angeles in the creation of a Climate Resilience District.

PRESENTED BY: Traci Park
TRACI PARK
Councilwoman, 11th District

SECONDED BY:

ORIGINAL

N 15 2025

Jurisdiction	Purpose
Apple Valley	Industrial and housing supportive infrastructure
Banning (CRIA)	Downtown revitalization, industrial infrastructure
Barstow	Industrial and housing supportive infrastructure
Brentwood	Housing, employment, and transit-supportive infrastructure
Buena Park	Mall reimagination, housing-supportive infrastructure
Carson + L.A. County	Remediation, affordable housing, recreation
Citrus Heights	Mall reimagination
Covina	Downtown housing and blended use supportive infrastructure
Fairfield	Downtown, housing, and transit-supportive infrastructure
Fresno	Downtown, housing and transit-supportive infrastructure
Fresno County	Industrial and commercial supportive infrastructure
Humboldt County	Coastal mixed-use and energy supportive infrastructure
Inglewood (CRD) **	Transit-related infrastructure
Imperial County	Industrial, renewable energy, and housing and infrastructure
La Verne + L.A. County	Housing and transit-supportive infrastructure
Long Beach	Economic empowerment and affordable housing
Los Angeles (Downtown, San Pedro, other)	Affordable housing and transit-supportive infrastructure
Los Angeles County Uninc. West Carson	Housing / bio-science / tech infrastructure
Madera County (3 Districts)	Water, sewer, roads and other housing infrastructure
Modesto + Stanislaus County	Downtown, housing, and recreation infrastructure
Mount Shasta	Rural brownfield mixed-use infrastructure
Napa	Downtown, housing, tourism supportive infrastructure
Oakland	Affordable housing and infrastructure
Ontario	Industrial and housing infrastructure
Palmdale + L.A. County	Housing and commercial infrastructure
Pittsburg	Housing, commercial, and tech park infrastructure
Placentia + Orange County	Housing and TOD infrastructure
Rancho Cucamonga	Blended use and connectivity infrastructure
Redlands	Education related and blended use infrastructure
Redondo Beach + L.A. County	Parks / open space, recreation infrastructure
Riverside	Affordable housing and infrastructure
Sacramento County (Unincorporated)	Industrial / commercial supportive infrastructure
San Rafael (EIFD + CRD) **	Blended-use and climate resilience infrastructure
Sanger	Housing and commercial supportive infrastructure
Santa Cruz (EIFD + CRD) **	Downtown, blended use, and climate resilience infrastructure
Santa Rosa + County of Sonoma	Downtown investment, affordable housing, hospitality
Selma	Water, sewer, and other housing supportive infrastructure
Vacaville	Housing and business park infrastructure
Yucaipa	Housing and commercial infrastructure

Fully Formed	In Formation Process	Under Evaluation

Climate Resilience Districts: The New TIF District in Town [SB 852 in 2022]

Purpose	Allows city, county, special district, or combination of entities to form a Climate Resilience District, which can fund projects to mitigate climate change.
Powers	Broad financing powers, including the power to tax, with voter approval (and use of property tax share, with affected agency consent) • Taxing power – can levy a benefit assessment, special tax, property-related fee, or other service charge / fee • Other funds – can apply for and receive federal / state grants, receive gifts / grants / allocations from public and private entities • Bonds – TIF, can issue revenue bonds, incur general obligation bonds • Administration – powers needed to administer district, like hiring staff
Eligible Projects	Wide range of eligible projects, including: • Seal Level Rise / Flooding – sea level rise, sea walls, wetlands restoration, erosion control, levies, structure elevation / relocation, flood easements • Extreme Weather – facilities / improvements for extreme heat, extreme cold, rain / snow • Wildfire – fire breaks, prescribed burning, structure hardening, vegetation control • Drought – land repurposing, groundwater replenishment, groundwater storage

CRD vs. EIFD – Sample of Key Differences

Climate Resilience Districts (CRD)

- Can fund operating costs, in addition to capital and maintenance costs
- Authority to levy a special tax or special assessment (similar to CFDs), in addition to tax increment financing (TIF) authority
- Authority to hire staff

Both CRD and EIFD

- Can fund climate resilience infrastructure, including capital and maintenance costs
- Tax increment financing (TIF) authority

Enhanced Infrastructure Financing Districts (EIFD)

- Can fund non-climate resilience projects, such as affordable housing

TIF works better with a City/County Partnership + Attract Other Funding (e.g., Grants)

- Preferred strategy includes City and County partnership seeking 3rd party funding augmentation
- TIF Districts which involve a City / County joint effort are more likely to win state grant funding sources
- TIF explicitly increases scoring for CA state housing grants (e.g., IIG, AHSC, TCC)

Federal & State Sources

- *Cap-and-Trade / HCD & SGC grant / loan programs*

  (AHSC,IIG, TCC,CERF)
- *Prop 68 parks & open space grants*
- *Prop1 water/sewer funds*
- *Caltrans ATP / HSIP grants*
- *Federal EDA / DOT / EPA*
- *Federal IRA and IIJA direct funds*
- *Prop 4 (10B)*

Private Sector based Funding Sources

- *Development Agreement / impact fees*
- *Benefit assessments (e.g., contribution from CFD)*
- *Private investment*
- *Private tax credits available through IRA and IIJA for climate investments*

Grant Funding for TIF Formation, Infrastructure & Housing

Various funding available to regional entities like metropolitan planning organizations (MPOs) and local governments to support planning activities that **promote housing production** and **climate resilience**

- Regional Early Action Planning (REAP 2.0) grants & councils of gov't statewide
- Transformative Climate Communities (HCD)
- Affordable Housing & Sustainable Communities (HCD & Strategic Growth Council)
- Ibank State Revolving Fund (SRF) – Subsidized financing for infrastructure
- Transportation agencies (e.g., LA Metro)
- Governor's Office of Planning Research (OPR) renamed Governor's Office of **Land Use and Climate Innovation (LCI)**

REAP 2.0 FUNDING RESTORED!

Digital Economy: Pathways to Economic Development

- ***Economic Development should:***
  - *Capitalize on consumer preferences and 'spend' / work patterns (digital shopping, delivery, remote work).*
  - *Induce private investment in projects that meet consumer demand and elevate community quality of life (e.g., generate trips that induce sales)*
  - *Sustainability and Technology are priorities and preferences for a growing younger consumer base.*
  - *Maximize housing as an engine for vibrant, community-centered economies as constituents prefer to live and invest locally.*
- ***Economic Development implementation should prioritize/target funding sources for housing/infrastructure and climate***

Today’s Panel & Key Topics

Christopher Jackson, Sr. *– Chris will discuss a recent case study, the Inglewood Transit Connector (ITC), that utilized a* **Climate Resilience District** *for the proposed people mover extending from the Metro stop to major sports facilities in the city. The CRD would be focused on the ITC infrastructure, initially prioritizing a project backstop (~$200M), but also potentially supporting future operations and maintenance.*

Trelynd Bradley *– Trelynd will provide the state’s perspective and approach to climate resiliency and ways to fund infrastructure projects using* **Prop 4 funds and other available public funding** *related to sustainability, resiliency, and economic development initiatives.*

Christopher Jackson, Sr. – City of Inglewood

Inglewood Transit Connector (ITC) Case Study

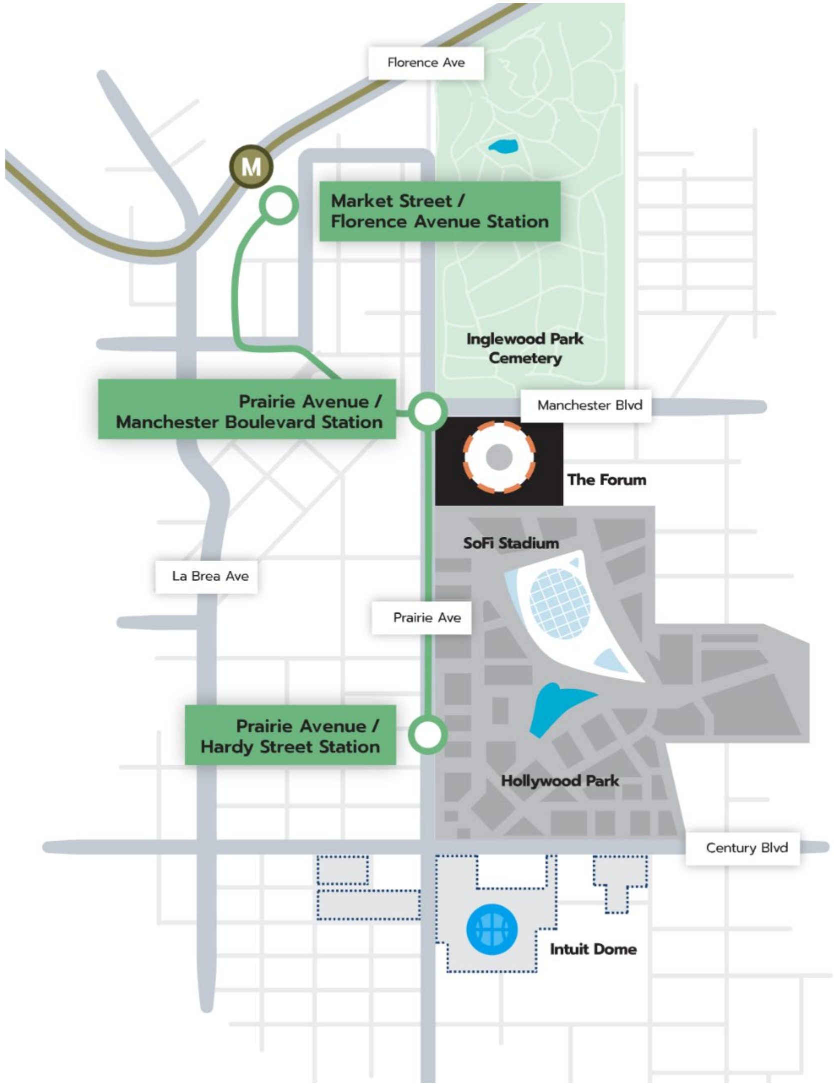
CRDs are a Business Plan for Addressing Climate Change

- Existing law requires that greenhouse gas (GHG) emissions be reduced by 40% by 2030 and new legislation approved in 2022 commits the state to achieve net zero GHG emissions no later than 2045. Local governments face steep challenges in playing their part in meeting these goals.
- The climate resilience districts are limited to funding projects that address sea level rise, extreme heat, extreme cold, and the risk of wildfire, drought, and the risk of flooding.

ITC Case Study

The ITC Alignment, Cost, & Funding Status

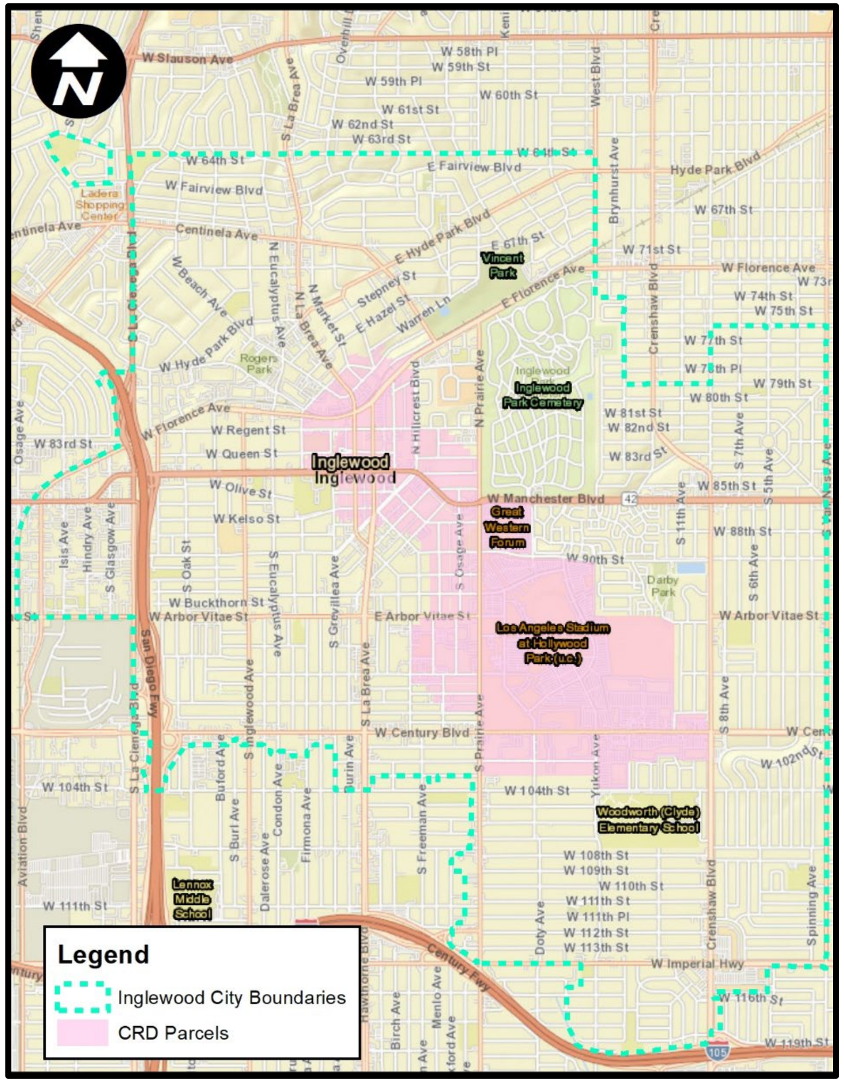
- Total Capital Cost: $2.02 Billion (Includes $128.9 million in finance charges)
- Backstop (reserves): $202 Million
- Secured $1.9 Billion
- Estimated Gap: $340 Million



ITC Case Study

ITC CRD Boundary

- Quarter mile buffer around each ITC station
- Quarter mile buffer along alignment
- Commercial area along Century Blvd. between Prairie Ave. and Crenshaw Blvd.
- Includes Hollywood Park development within currently entitled phase)
- Approx. 1,090 acres in total (~23% of City-wide acreage)
- Approx. $3.6B in existing assessed value (~19% of Citywide A/V)

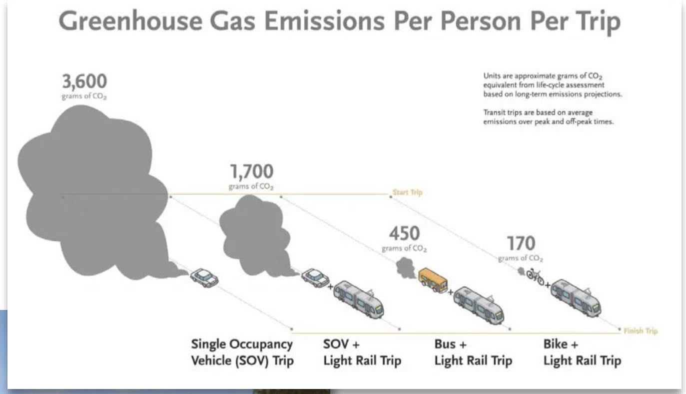


ITC Case Study

Gap Closing Option

Climate Resilience District

- Senate Bill 852 (Dodd, 2022) authorized the creation of CRDs
- A form of Enhanced Infrastructure Financing District (EIFD).
- Enables local jurisdictions to pledge tax increment towards the design and implementation of projects that mitigate the impacts of climate change.
- CRDs must give priority to projects that address the needs of "under-resourced communities." The ITC is an eligible project as defined by SB 852 and can be allocated funding by a CRD for its construction, maintenance, and/or operation.



ITC Case Study

Gap Closing Objectives

- A CRD **does not raise taxes** on anyone or any property but instead sets aside a portion of future property tax revenue generated by increases in property values.

- The proposed CRD boundaries include properties within ¼ mile of the ITC alignment, the commercial area along Century Boulevard between Prairie Avenue and Crenshaw Boulevard, and the Hollywood Park development.

- Staff proposes that approximately **a third of the tax increment** be pledged to the CRD.

- CRD funds are proposed for three things: 1) repayment of the ITC Project Backstop, 2) operation, maintenance, and renewal of the system (combined, 80% of funds), and 3) **affordable housing in the CRD area (20% of funds).**

ITC Case Study

Tricks of the Trade

- Know what your constituents want
- Communicate with your local and regional politicians
- Solidify the "But For" test to your County / Special District
- Identify your funding sources and their availability & timing
- Find where and when your private investment is coming so you can capture it and put it to work
- Stay on schedule – about a 9-month process
  - Resolution of Intent Hearing (infrastructure financing plan)
  - Three (3) public hearings

ITC Case Study

Lessons Learned & Next Steps

- Be sure that you are well versed in explaining the positive attributes of the CRD.
- Be sure to emphasis that the CRD is not a new Tax. Confusion in the public or with the public official can doom the request.
- Be sure that you can adjust the parameters of the specific project/request in case the project must be adjusted.

CALIFORNIA
BUSINESS AND ECONOMIC DEVELOPMENT

Trelynd Bradley

Deputy Director, Innovation & Emerging Technologies

Overview

About GO-Biz

- Point of contact for economic development and job creation efforts.
- Offers services to business owners, communities, and site selectors
- Has a broad range of teams focused on combination of services, policy, and program management.

CALIFORNIA
BUSINESS AND ECONOMIC DEVELOPMENT

Our Teams

California's Business Ecosystem

Within GO-Biz, we have a number of teams that are here to support you and your business across a variety of industries.

- Business Investment Services
- California Competes
- Community and Local Equity Grants
- Energy and Climate
- Film Commission
- Infrastructure and Economic Development Bank
- Innovation and Emerging Technologies
- International Affairs and Trade
- Regional Economic Development
- Small Business Advocate
- Supply Chain
- Visit California

Historic Federal Investment

Bipartisan Infrastructure Law, Inflation Reduction Act, CHIPS and Science Act.

Historic State Investment

Multiple budgets from 2022-present and planned future investments via forecasting.

Future Clean Economy

100% clean energy by 2045

And economy-wide carbon neutrality by 2045

60% of state's electricity from renewables by 2030

Mix of resources.

100% of all new trucks sold must be ZEV in 2035

+ any new drayage trucks entering the statewide system must be ZEV in 2025.

100% of all new locomotives to be ZEV in 2035

By 2047 100% of annual fleet usage in California must be from ZE locomotives.

25GW of offshore wind capacity by 2045

+ 2-5GW by 2030. Both per AB525

A State of Firsts

Climate Infrastructure + Business Investment

Examples can be found in every region of the state.

First all electric container crane terminal in the world (Long Beach)

First all-electric top handlers in operation in the U.S. (Los Angeles)

First hydrogen fuel-cell switching locomotive in U.S. (Sacramento)

First all-electric tugboat in North America (San Diego)

First all-electric crane set in North America (San Diego)

First all-electric forklift sets in U.S. (Sacramento and Stockton)

First state to implement shore power (Multiple)

First U.S. cities to develop climate action plans (Multiple)

Recent Examples: Historic Investments

$1.5B Goods movement and freight infrastructure from programs at CalSTA (2023)

$2B+ for heavy duty ZEVs from multiple state agencies (ongoing)

Over $1B+ in additional supportive state investments since 2022

$1.2B ARCHES Hydrogen Hub designation from US DOE (2024)

$1B Inflation Reduction Act Clean Ports Program from US EPA (2024)

Over $3B+ in additional IRA / IIJA Federal Funds since 2022

Future Clean Economy

California Leads the Way

As global trade patterns shift, California is proactively building new, resilient supply chains to maintain its position as a leader in the future clean economy.

From critical minerals in Lithium Valley, deployment of new offshore wind on the North Coast, and developing a robust network for clean hydrogen – California is at the forefront of creating sustainable, diversified supply chains that will power the 21st century and beyond.

Clean Technologies

Wind energy, hydrogen, ZEVs, batteries, carbon capture, solar, transmission infrastructure

Critical Materials

Rare earth elements, lithium, tungsten, boron, graphite, nickel, strontium...

Industry 4.0

Data centers, emerging tech, aerospace, defense, space, robotics, semiconductors, artificial intelligence, quantum, fusion...

Industry Highlight: Critical Materials

Increase in Global Demand

The IEA estimated global demand for critical minerals to increase by **400 – 600%** in the coming two decades.

In climate-driven scenarios, they've estimated that critical mineral demand due to clean energy and clean tech will grow over **30 times by 2040**.

In their modelling, lithium saw the greatest growth at over **40 times by 2040** – followed by graphite, cobalt, nickel, and rare earth elements.

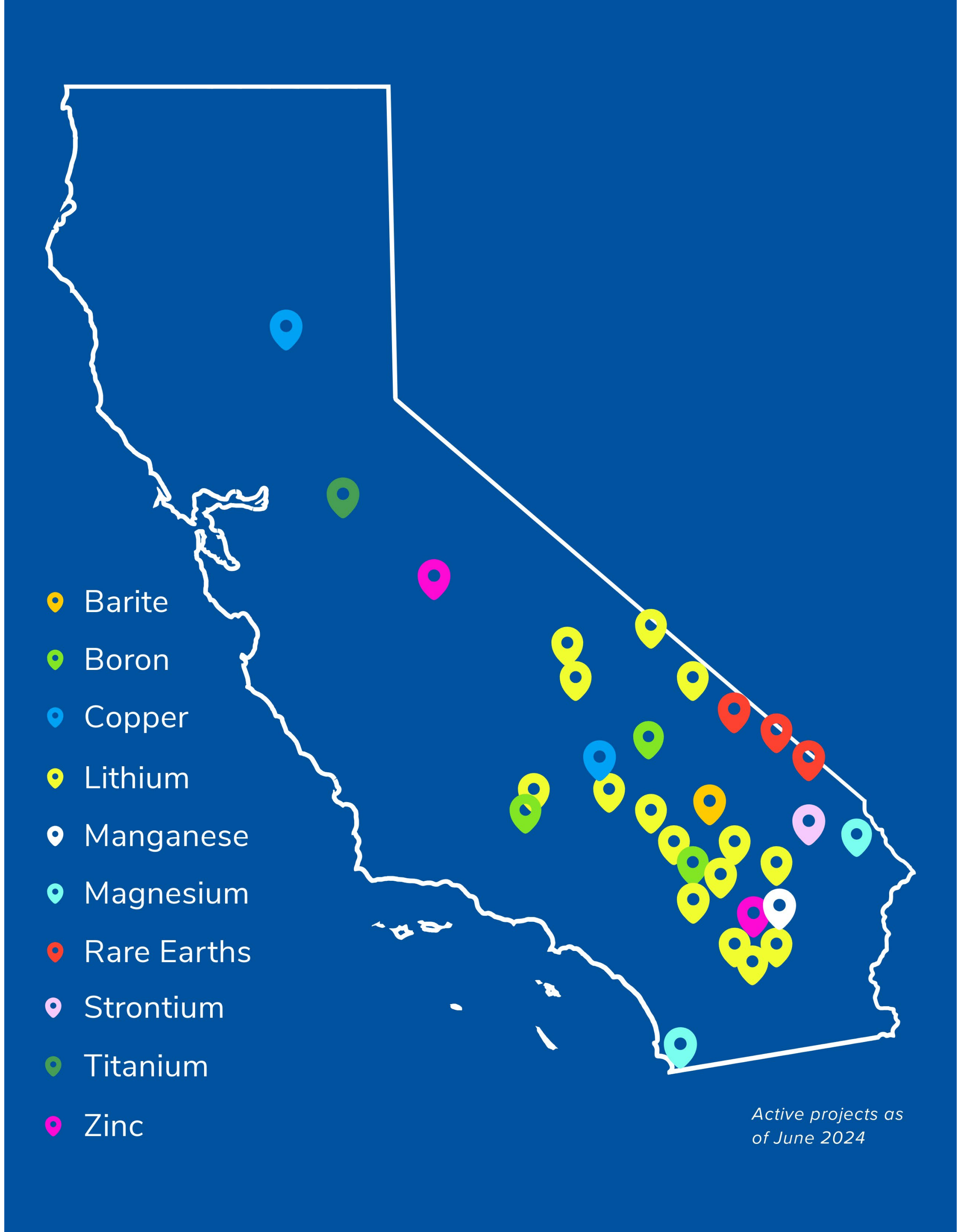
Examples of Critical Materials Used in Technologies.

Those **highlighted** are currently produced, or have recently been produced, in California.

ZEVs	Aircraft & Spacecraft	Semiconductors & Electronics	Solar Panels & Wind Turbines
Lithium	**Neodymium**	**Lanthanum**	**Praseodymium**
Neodymium	**Tungsten**	**Cerium**	Germanium
Cobalt	**Yttrium**	**Boron**	**Boron**
Graphite	Beryllium	Germanium	**Dysprosium**
Manganese	Niobium	**Neodymium**	**Terbium**
Nickel	**Cerium**	Chromium	Indium
Boron	**Praseodymium**	**Tungsten**	Arsenic

Industry Highlight: Critical Materials
California Geological Survey confirmed resource potential for **34/35** of the critical minerals initially listed by USGS.

There are currently **36** active projects and over **$450M** in state and federal investment has been made in California critical material projects since 2017.



Industry Highlight: Critical Materials

Rare Earths

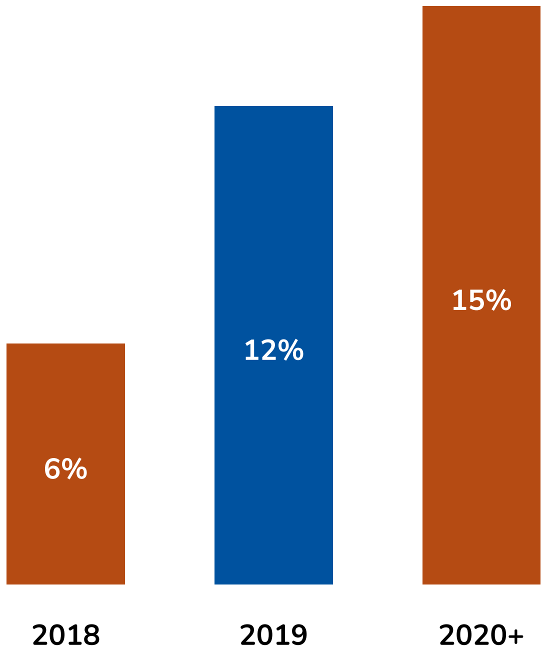
California is the sole producer or rare earths in the Western Hemisphere and second only to China. Together they account for over **75%** of global production. Rare earths are used in satellites, ZEV motors, lasers, and wind turbine generators.

Lithium

California hosts the most diverse types of lithium resources in the U.S. from subsurface clays to geothermal brines. Lithium is used in batteries, energy storge, nuclear power, and aircraft ceramics.

Boron

California is the sole U.S. producer of Boron and second only to Turkey. Together they account for over **75%** of global production. Boron is used in ZEV motors, solar PV glass, and military armor.



California Rare Earth Production as % of Global Rare Earth Supply

Industry Highlight: Critical Materials

Lithium Valley

- Located in Imperial County near Salton Sea. One of world’s largest resources.
- Three companies building commercial-scale lithium extraction.
- 2023 US DOE / Lawrence Berkeley study confirmed resource size.
- Opportunity to rebuild and reshape the global lithium battery supply chain.

Lithium Valley: *How Much Lithium?*

	Metric Tons of Lithium Carbon Equivalent	# of Tesla Model S	# of Fiat 500e	# of EbIkes
Recoverable in Plants Today	115,000 MT of LCE	2.5 Million	5.1 Million	288 Million
Proven Reserves	4.1 Million MT of LCE	90 Million	183 MIllion	10 Billion
Accessible Reserves	13.7 Million MT of LCE	300 Million	613 Million	34 Billion

Assumptions: 85 kWh Tesla battery, 42 kWh Fiat 500 battery, 0.75 kWh e-bike battery, with composition of .1kg Li/kWh (based on “BatPaC 5.0” default material comp values)

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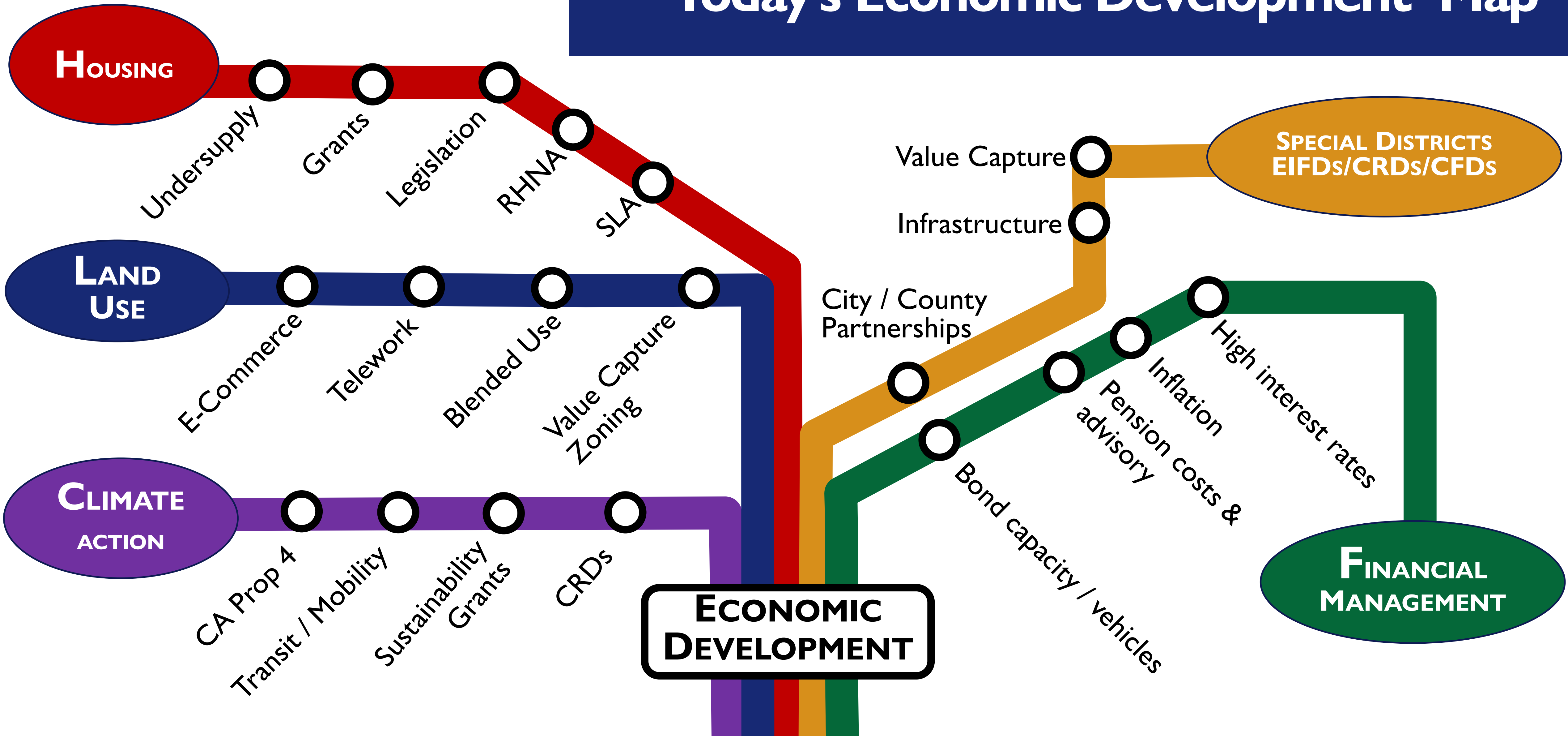
Next Steps: Prescription for Economic Development

☐	Evaluate economic development strategies focused on value capture (TIF & zoning), climate action-based infrastructure, and inducing private investment
☐	Select preferred value capture tools, special districts (EIFD/CRD/CFD), and federal / state grant dollars available for projects
☐	Identify your best opportunities to pursue (developer proposals, RHNA, transit-oriented investment, shopping center revitalization, energy investment)
☐	Consistently engage community / stakeholders via outreach on tools, amenities, and priorities for amenities and infrastructure
☐	Work with owners / investors / developers on specific projects
☐	Annually reassess econ dev projects, infrastructure investments, housing delivery, P3 transactions; and funding source/funding grant programs…adjust as needed

Today's Economic Development Map



Thank you!

Q&A

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Christopher Jackson, City of Inglewood
Trelynd Bradley, GO Biz

February 6, 2025