



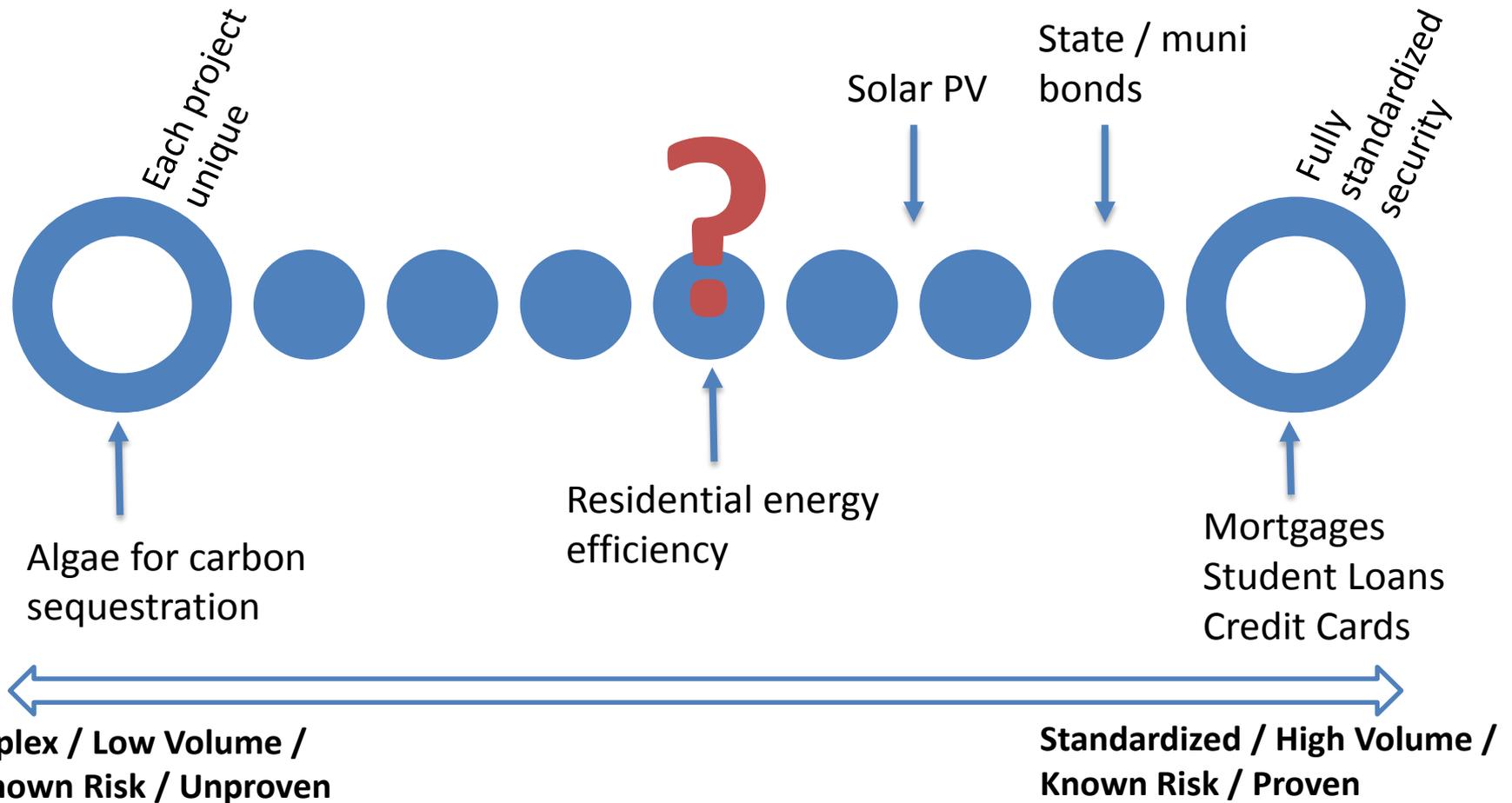
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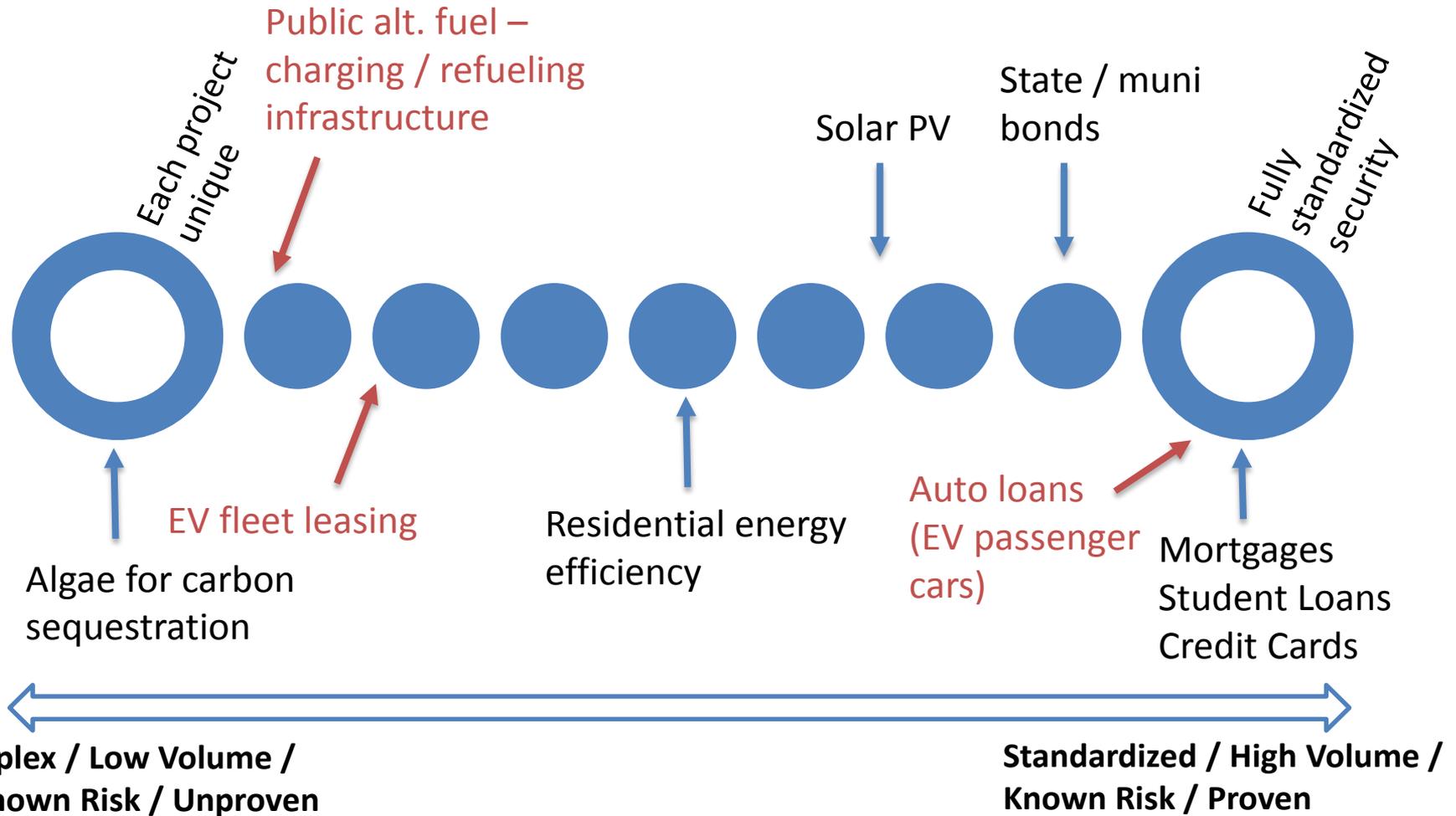
The Role of Public Finance Programs in Encouraging Private Investment in Alternative Fuel Vehicles and Infrastructure

Philip Quebe, The Cadmus Group, February 22, 2016

The Finance Continuum



The Finance Continuum

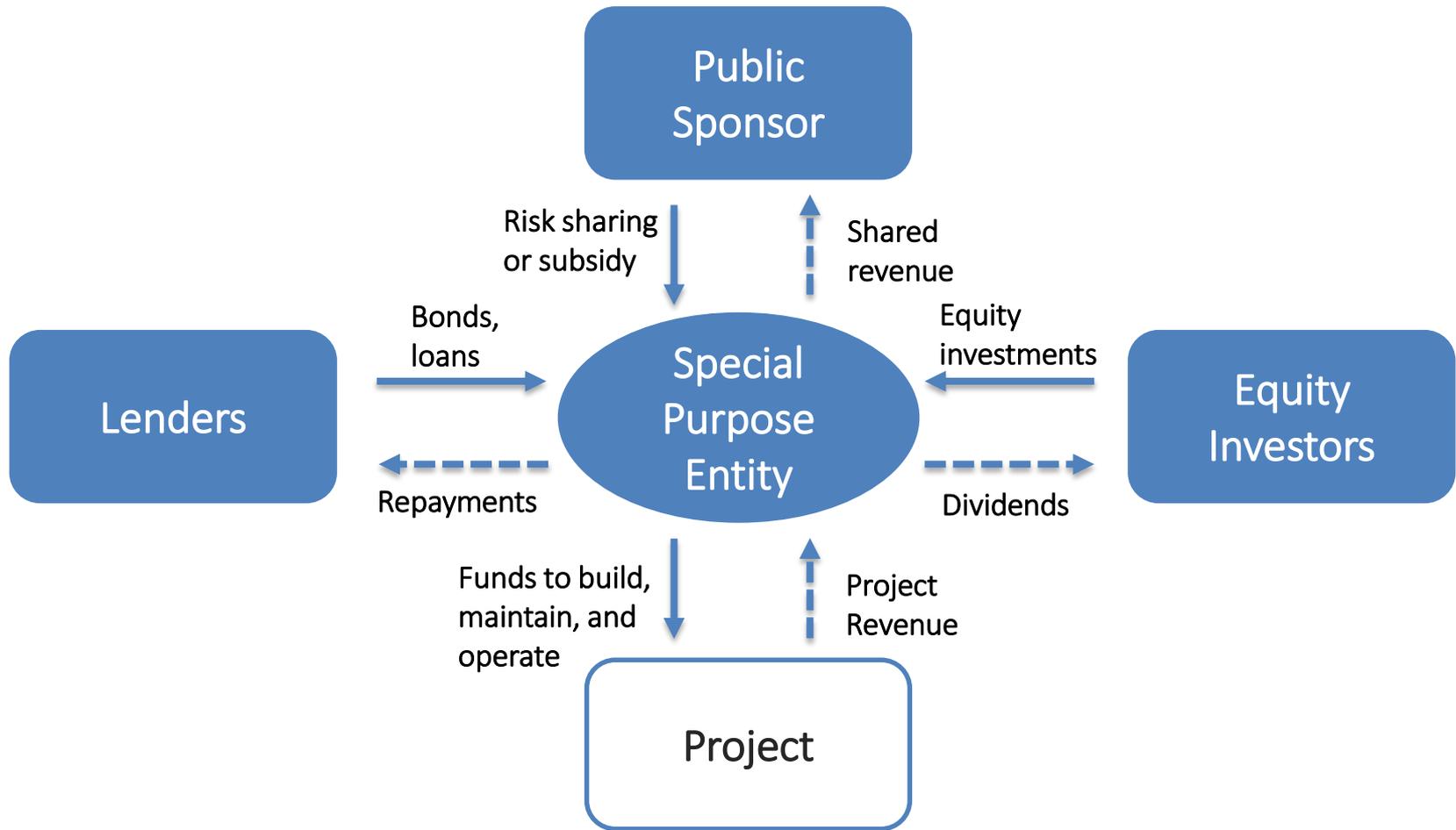


How Finance Helps Overcome Barriers

- Finance is not a silver bullet. It's one tool in the toolbox.
- Well-designed finance can:
 - Minimize upfront cost
 - Unlock unrealized savings (create positive cash flow)
 - Be structured in order to minimize impact to debt limits
 - Capture additional value (tax equity)
 - Leverage the private the sector



The Public-Private Partnerships





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