TECC Innovation Ecosystem Advisory Board Meeting #2

Monday, June 8th, 2026 | 2:00 – 3:00 pm

TRIBAL ENERGY & CLIMATE COLLABORATIVE

Southern California Tribal Chairmen's Association

SCTCA

Welcome

Purpose

1. Provide strategic guidance as we launch and grow the Innovation Ecosystem.
2. Create a forum that brings together SCTCA member Tribes, the external advisory board, and the TECC Expert Network.

Meeting norms & Reminders

- Video on (if bandwidth allows)
- Casual and collaborative
    - Utilize raised hand, chat box, or speak up
- Reference Advisory Board Charter for conflict of interest and confidentiality guidelines

TRIBAL ENERGY & CLIMATE COLLABORATIVE

Advisory Board Charter
TECC Innovation Ecosystem

May 1, 2026

Effective Dates

Charter is effective May 1, 2026 through April 30, 2027.

Vision and Purpose

The Tribal Energy and Climate Collaborative's (TECC) Innovation Ecosystem aims to:

1. Rapidly advance the development of clean energy and climate businesses and technologies by leveraging the interests, strengths, and resources of member Tribes.
2. Transform the Southern California Tribal region into a magnet for innovation-based economic development through a complementary portfolio of companies and partnerships.
3. Strengthen the economic resiliency and prosperity of the Tribes.

The Advisory Board was established to support and advance this vision.

Roles and Responsibilities

Advisory Board members are selected to provide strategic guidance and subject-matter expertise in support of the Innovation Ecosystem.

Members are expected to serve a one-year term and participate in monthly virtual meetings.

Authority and Limitations

The Advisory Board is advisory in nature and does not have governing or decision-making authority.

All recommendations and advice are non-binding.

Advisory Board members do not have fiduciary duties.

Meetings

Meetings will be one hour in length and held monthly in a virtual format.

Agenda

- Introduce new attendees
- Recap meeting #1
- Focused discussion:
  1. Program grant scope and funding
  2. High level SCTCA member Tribe priorities and generalized capabilities / constraints
  3. Challenge: Partnership models, infrastructure needs, and quantifying potential value
- Wrap up and next steps

Introductions
TECC Team

TECC Economic and Workforce Development Team

- **Josh Simmons**
  - Co-Director
- **Jonathan MacNeil**
  - Economic and Workforce Development Manager
- **Ron Ishii**
  - Principal Consultant
- **Sarina Galeano**
  - Program Manager
- **Austin Sonnier**
  - Project Manager

TECC Innovation Ecosystem Expert Network

- **Max Messervy**
  - Oakledge Advisors, Founding Principal
- **David Berokoff**
  - Berokoff Energy Solutions, President
- **Joel Balbien, M.S. Ph.D.**
  - SoCal Economic Consulting, Managing Director
- **Francesco Barbera, J.D.**
  - Barbera Corporate Law, P.C.

Introductions

TECC Board Members

- **Shasta Gaughen**
  - Pala Band of Mission Indians, Executive Director of Pala Environmental Department
  - TECC Board Chair and Co-Director of TA and Capacity Building
- **Anne Turcotte**
  - La Posta Band of Diegueño Mission Indians, Environmental Director
  - TECC Board Economic and Workforce Development Chair
- **Jacob Norte**
  - Los Coyotes Band of Cahuilla and Cupeño Indians, Environmental Director
  - TECC Board Policy and Advocacy Chair
- **Syndi Smallwood**
  - Jamul Indian Village, Environmental Director
- **Shawn Johns**
  - Pauma Band of Luiseño Indians, Chief Financial Officer
- **Rob Roy**
  - La Jolla Band of Luiseño Indians, Environmental Director
- **Glenn Woodson**
  - Agua Caliente Band of Cahuilla Indians, Tribal Energy Manager
- **Stone Monkayo**
  - Chemehuevi Indian Tribe

Advisory Board

Jason Anderson
Cleantech San Diego
CEO
Bio: Jason Anderson

Mayte Sanchez
LACI (Los Angeles Cleantech Incubator)
Head of Market Transformation & Senior Energy Director
Bio: Mayte Sanchez

Rohit Shukla
LARTA Institute
Founder and CEO
Bio: Rohit Shukla

Byron Washom
UC San Diego
Director of Strategic Energy Initiatives
Bio: Byron Washom

Jan Kleissl
UC San Diego
Professor and Director of Center for Energy Research
Bio: Jan Kleissl

Alfredo Martinez-Morales
UC Riverside
Professor and SC-RISE Solar Initiative, Managing Director
Bio: Alfredo Morales

Advisory Board

Lee Krevat
Krevat Energy Innovation
CEO
Bio: Lee Krevat

Craig Cummings
Santa Barbara Angel Alliance
Co-Founder and Investor
Bio: Craig R. Cummings

David Andresen
Ecotech Advisors
Managing Director
Bio: David Andresen

Ramon Sanchez, PhD, *Mayo, Yaqui*
Alliance for Tribal Clean Energy
Chief Knowledge and Innovation Officer
Bio: Ramon Sanchez

Matt Dannenberg, *Bad River Band of Lake Superior Chippewa*
Alliance for Tribal Clean Energy
Head of Partnerships
Bio: Matt Dannenberg

John McMillan
San Diego State University
AVP of Economic Development
Bio: John McMillan

Advisory Board

Estelle Reyes
LACI (Los Angeles Cleantech Incubator)
SVP, Enhancing Community
Bio: Estelle Reyes

Meeting #1 Recap: Kickoff in May

Overview

- TECC and Innovation Ecosystem overview
- Early strategic focus on development partner model for technology startups

Key Takeaways

- ***Education on SCTCA Tribal Nation priorities, capabilities, and constraints***
  - Including how it pertains to technology pilot deployments
- Education on Tribal engagement for advisory board and prospective partners
- ***Importance of meeting our commitments to the state in our grant***
- Ability to right size business screening to take advantage of prior diligence done from business accelerator partners

Other meeting highlights or action items that we should capture?

Engagement with Tribal Nations

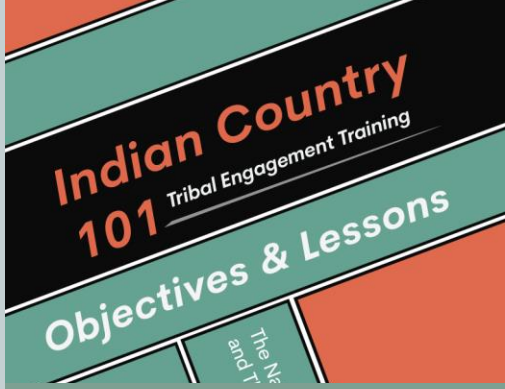
What's in the queue

SCTCA Tribal Nation engagement 101: Tips and important context

- Session during an upcoming Advisory Board meeting
- Prepare introductory slides for TECC Innovation Ecosystem business partners

Resources available:

- Indian Country 101 | TWG
- Pathways to Trust | ATCE



Pathways to Trust

A Learning Journey Towards Equitable Tribal Partnerships℠

Pathways to Trust℠ is a comprehensive professional development curriculum designed to prepare individuals and organizations to build effective, respectful partnerships with Tribal Nations. Developed by the **Alliance for Tribal Clean Energy**, this program addresses the critical knowledge gaps that often undermine cross-cultural collaboration and provides practical frameworks for developing successful working relationships with Tribes.

ALLIANCE FOR TRIBAL CLEAN ENERGY

Core Learning Objectives

Participants will develop competencies in four key areas:

1. **Legal and Political Literacy**
   - Understanding Tribal sovereignty as inherent, not granted
   - Navigating complex jurisdictional frameworks
   - Recognizing Tribal governance structures and decision-making processes
   - Understanding the principles of the Tribal-Federal government-to-government relationship
2. **Historical Awareness**
   - Understanding the colonial foundations that continue to shape policy today
   - Recognizing historical trauma and its contemporary impacts
   - Identifying patterns of resistance, resilience, and adaptation
   - Connecting historical context to present-day partnership challenges
3. **Cultural Competency**
   - Identifying and addressing implicit biases and misconceptions
   - Respecting diverse governance structures and cultural protocols
   - Adapting communication styles to different cultural frameworks
   - Building authentic relationships that go beyond transactional interactions
4. **Partnership Skills**
   - Conducting appropriate research and preparation before engagement
   - Participating in meaningful and respectful consultation processes
   - Creating mutually beneficial partnership structures
   - Developing long-term, trust-based relationships with Tribal nations and communities

Grant Scope
Program Sponsor Vision

CA GO-Biz Regional Investment Initiative (RII)
- Economic development centering disadvantaged communities in California's transition to a clean energy and carbon neutral economy.

RII's Tribal Investment Phase
- Support Tribal-led economic development through funding for planning, pre-development, and implementation projects that support a resilient economy and develop environmentally sustainable industries.

California Regional Investment Initiative Tribal Investment Phase Request for Proposal

Grant Scope
Program Deliverables

Overview
- Deliverables-based budget
- Timeline: Nov '25 – Nov '27
- Funding: $1.93M

Key Takeaways
- Deliverables basis provides flexibility
- Significant funding on opportunity due diligence
- Funding to support additional grant writing to expand program

*Due Diligence Task Breakdown
T14: Screen and select
T15: Tier 0 assessment (prelim)
T17: Tier 1 tech / market due diligence
T18: Tier 2 technoeconomic analysis
T19: Investment diligence memo
T16: Present to Tribes

Category	Deliverable	Budget
Membership & Governance	Monthly Tribal Membership and Governance Board meetings (Task 1), Executive Board meetings (T2)	13%
Tribal Assessments and Relationship Building	High level member tribe assessments (T3), relationship building meetings (T4), and annual TECC summits (T7,8)	9%
Strategic Partners (external)	Strategic partnership meetings (T10), Monthly advisory board meetings (T5,6), quarterly partner meetings (T9)	7%
Strategy and Platform	Strategic plan (T11) and platform (T13)	3%
Opportunity Due Diligence	Identify, screen, and evaluate business opportunities (T14 – 19*)	37%
Workforce Development (WFD)	Strategic WFD meetings (T22), monthly workforce opportunities newsletter (T23) and training events (T24)	2.5%
Technical Assistance	400 hours of technical assistance and support to SCTCA Tribes (T20)	5%
Training	Quarterly webinar trainings (T21)	1.5%
Funding	Proposals to expand the TECC Innovation Ecosystem (T12)	9%
Admin	Various administrative tasks (T25 – 32)	13%

Are there any gaps in our grant scope needed to meet our mission?

Priorities, Capabilities and Constraints

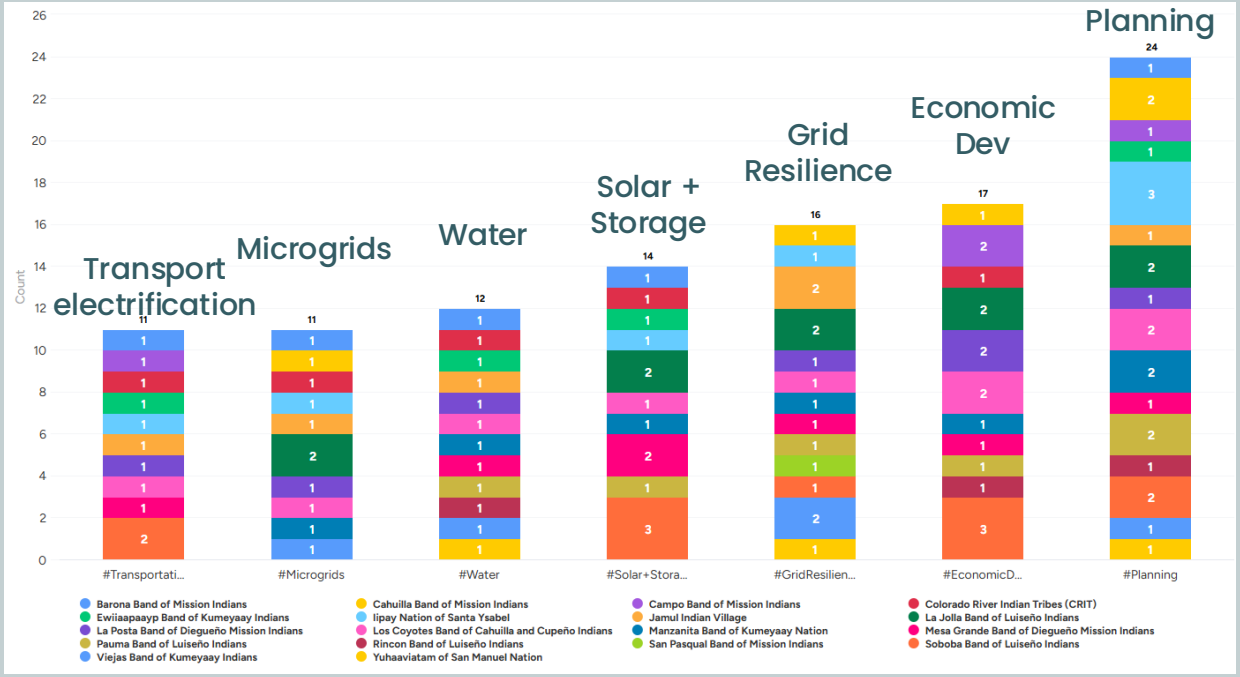
SCTCA Tribal Nation Priorities

Intertribal themes

- Economic and Workforce Development
- Energy generation, storage and resilience
- Water security
- Transportation electrification

Range of individual Tribal priorities

- 30 distinct priority categories across 26 Member Tribes
  - Air quality, forest and ecosystem management, fire mitigation, land acquisition, waste management, etc.



Priorities, Capabilities and Constraints

High-level Capabilities (general)

- Sovereign self-governing nations independent from state jurisdiction, e.g. laws and taxation
- Tribes may have the ability to make decisions more quickly, depending on the circumstances or project
- Tribal Economic Development Corporation capabilities:
  - Close ties with Tribal leadership
  - Ability to direct investment and own businesses
- Wholly owned Tribal corporations and susidiaries are federally tax exempt

High-level Constraints (general)

- Subject to federal law
- Trust lands may require Bureau of Indian Affairs (BIA) approval for certain land-use decisions, e.g. easements
  - 2012 HEARTH Act enables Tribal leasing authority with pre-approval of Tribal nation regulations, including NEPA compliant envr. review
- More restrictive access to capital

Other capabilities and constraints that we should mention?

Priorities, Capabilities and Constraints

Next Steps

- Conduct Tribal readiness study for business opportunities across partnership models.

"Tribes and states are in relationships that are much more complex and uncertain than ever before. . . . **The evidence is compelling that where tribes have taken advantage of the federal self-determination policy to gain control of their own resources** and of economic and other activity within their borders… **they have invigorated their economies and produced positive economic spillovers to states**."

- Stephen Cornell, the director of the Udall Center for Studies in Public Policy at the University of Arizona, and Jonathan Taylor of the Udall Center and the Harvard Project on American Indian Economic Development.

Partnership Models, Infrastructure Needs, and Potential Value

Near-term Strategic Priority Recap

1. Opportunity network:
    - Validated cleantech startup industry is interested in collaborating with Tribes
        - Cleantech SD, LACI, and LARTA partners have created >10 leads
    - Initiating outreach to responsible and impact investment community through Oakledge Advisors
    - SCTCA member Tribes have brought 5 business opportunities forward seeking Technical Assistance

Strategic Priorities (near-term)

1. **Build a high-quality opportunity network**
    - Partner with climate tech incubators and early-stage investors
2. **Develop TECC and Tribal-side readiness**
    - Refine understanding of Tribal priorities, capabilities, and constraints
    - Develop TECC expert network for opportunity due diligence
    - Focus on supporting due diligence for existing business opportunities
3. **Prove the model with early pilots**
    - Bring a diverse set of screened business opportunities to the Tribes
    - Focus on successful execution
4. **Expand the scope**
    - Collaborate with SCTCA member Tribes to evaluate market-aligned business opportunities in emerging sectors

Partnership Models, Infrastructure Needs, and Potential Value

Preliminary partnership models

- Technology pilot partner
  - Faster product validation creates strong value and presents opportunity to negotiate for equity
- Manufacturing & warehousing partner (and broader land-lease opportunities)
  - Simpler commercial lease agreements with workforce opportunity upside
- Investment partner
  - High risk / high reward opportunities

Questions:

- **Are there other partnership models we should explore?**
- **What needs to be in place to enable the various partnership models?**
- **How do we quantify the potential value for the Tribes across the various partnership models?**

NOVA COTTAGE CO — Affordable residential homes

BYFUSION
AQUIPOR — Environmentally friendly building materials

Znrg INNOVATIONS
EFG Emission Free Generators, Inc. — Energy efficient residential tech

GridIQ™
INDT Intelligent Network Diagnostic Technology — Electric transmission tech

WATTS ON WATER
ENERGY RELEAF — Solar Tech

SSG ENVIRONMENTAL — Natural hydrocarbon remediation technology

Partnership Models, Infrastructure Needs, and Potential Value

Infrastructure Needs

- **What needs to be in place to enable the various partnership models?**
- **What needs to be in focus during the preliminary feasibility review with a member Tribe?**

Discussion focus: technology pilot and/or manufacturing partnership

- Regulatory
  - State vs. Tribal requirements for:
    - Product certifications, e.g. UL (safety)
    - Codes and permits, e.g. IBC/IRC (building)
    - Environmental and air quality
  - Utility approval (if power generation is involved)
- Physical infrastructure
  - Power (electrical and natural gas), water, internet, waste
  - Land / building
- Financial / capital
  - Grant / project sponsor
- Legal
  - Legal council experienced with Tribal law and technology projects to draft and review contract(s)
- Community
  - Community engagement plan

Partnership Models, Infrastructure Needs, and Potential Value

Quantifying Potential Value

- How do we quantify the potential value in a successful pilot?
- How much value is created if we can accelerate the execution?

Discussion focus: technology pilot partnership

Potential value:

- Revenue pull-forward
  - NPV of accelerated gross profit
- Cash preserved from burn reduction
- Lower dilution from valuation uplift
  - Dilution avoided x targeted exit valuation
- Grant funding for pilots with Tribes

Wrap Up and Next Steps

Any other feedback?

Tentative discussion topics for next month:

- Tribal engagement training
- Investor partnership strategy
- Opportunity screening process
- Tribal opportunity channel and Technical Assistance

Feedback on meeting moderation welcome

Thank you!

TRIBAL ENERGY & CLIMATE COLLABORATIVE

Southern California Tribal Chairmen's Association
SCTCA

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Backup

TECC Innovation Ecosystem

Vision

1. Rapidly advance the development of clean energy and climate businesses and technologies by **leveraging the interests, strengths, and resources of member Tribes**
2. Transform the Southern California Tribal region into a magnet for innovation-based economic development through a **complementary portfolio of companies and partnerships**
3. **Strengthen the economic resiliency** and prosperity of the Tribes

Key Objectives

RII grant objective (Year 2): Build capacity and validate program model

- Identify, evaluate and facilitate formal partnership between an SCTCA Tribe(s) and climate tech business with detailed execution plan and equity option.
- Increase the capabilities of SCTCA Tribes to identify, evaluate, pursue, and successfully advance clean energy and climate change technology and business investment opportunities; and enhance the capabilities of Native American and other workforce partners to lead and support Tribally led business ventures.

Beyond RII (year 5+): Value to Tribal communities and startups realized and infrastructure in place to expand program

- Multiple tribes spanning the economic spectrum with partnerships established, value-add pilots deployed, and de-risked investment opportunities available
- Initial startup partners utilized pilot to progress to commercialization
- Tribal investment fund established
- Physical and regulatory infrastructure in place at Tribes

Value to Business Partners

1. Capital
    - Equity investment
    - Non-dilutive funding via grant collaboration
2. Access to Tribal markets
3. Pilot and demonstration project partner
4. Opportunity for complementary ventures
    - e.g. service-based business to deploy technology
5. Industrial land accessibility and workforce base

Additional services and benefits

6. Workforce development and training opportunities
7. Policy and regulatory advocacy
8. Technical and grant writing assistance
9. Business development support

Viejas Microgrid

- Led by Viejas Band of Kumeyaay Indians, an SCTCA member Tribe
- Utility-scale generation and storage
- Funding through US DOE

Potential Value to Member Tribes

Financial

- Equity / ownership in climate tech businesses
- New revenue streams from complementary business ventures
- Cost savings from projects employing latest technology

Economic

- Access to innovative climate and energy technology
- Opportunities for collaborative grants with industry partners
- Job creation via projects, manufacturing, and services
- Expanding TECC and SCTCA business capabilities and network connections

Advocacy and policy

- Stronger messaging with industry partners

Opportunity to accelerate the energy transition and impact climate change

Strategic Focus (near-term):
Development Partnerships with Technology Startups

Value to Businesses

Faster deployment of technology pilots provides value to startups
- Technology pilots are a critical milestone for a startup
- Sovereign Tribal nations with nimble governments provide faster, more flexible deployment environment

Maximizing non-dilutive funding is valuable to startups and early-stage investors
- Securing capital is fundamental
- Tribal collaboration strengthens applications for grants and impact investment funds
- Potential for direct investment

Value to SCTCA Tribes

Development partner model sets foundation for future investment opportunities
- Potential to negotiate equity for service
- Potential to convert pilot success into investment opportunity

\+ Broader economic and workforce development opportunities

Strategic Priorities (near-term)

1. **Build a high-quality opportunity network**
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