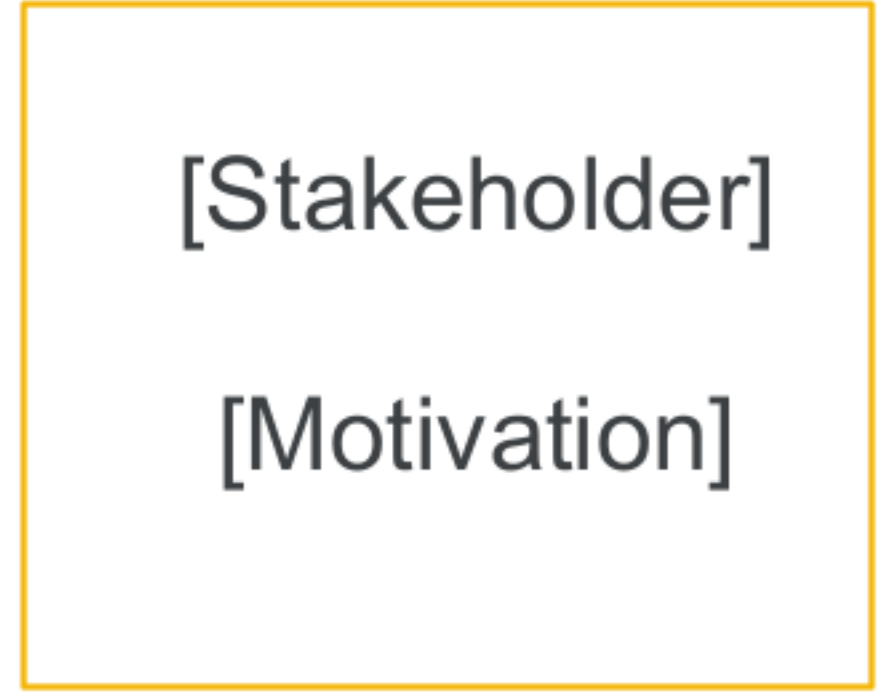
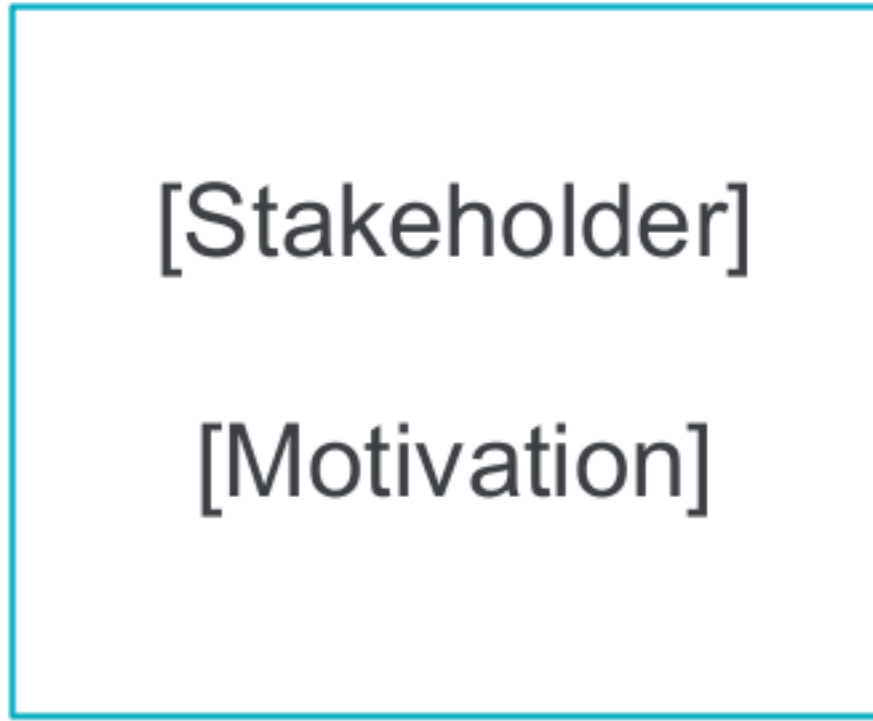
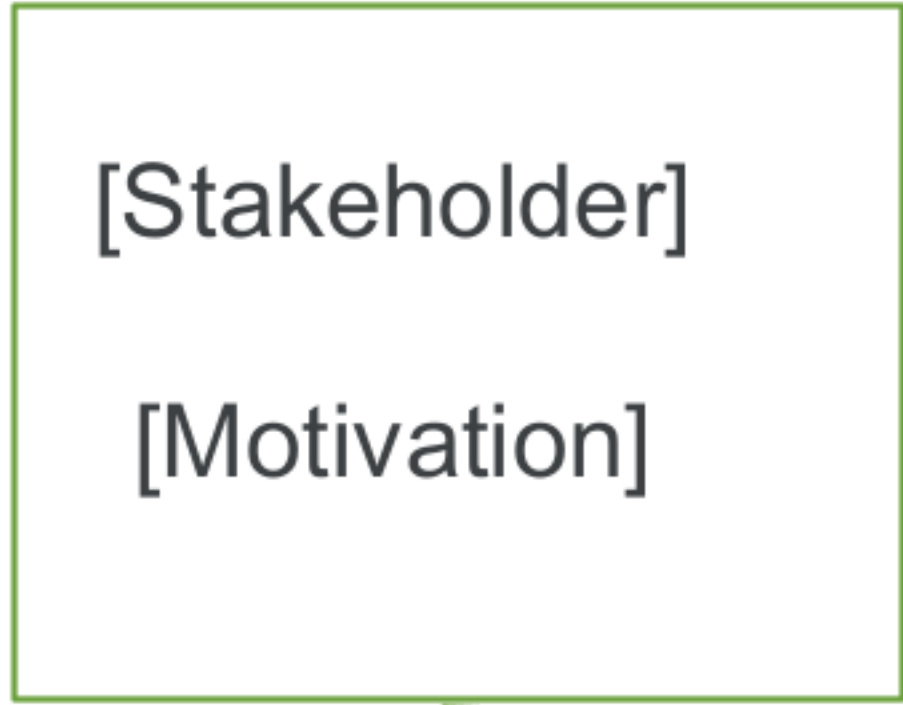


GROUP 1



GROUP 2

SFO Emergency
Operations Svcs
[Motivation]



[Talking Point 1]
[Talking Point 2]
[Talking Point 3]

Airport Director/
CFO, etc
[Motivation]



[Talking Point 1]
[Talking Point 2]
[Talking Point 3]

SFO Facilities
[Motivation]



[Talking Point 1]
[Talking Point 2]
[Talking Point 3]

GROUP 3 - Incentivize Residential Solar

Private Municipal Energy Provider
Revenue Cost



Reduces peak load requirements
Reduces service disruptions
Engages residents in energy supply

City Council
Reelection



Making constituents happy
Builds overall community resilience

Residents
cost and health



Cost Savings Overtime
Energy independence during extreme weather events

GROUP 4: Infrastructure Project bids coming in, doubling the kinds of bids that were expected (doubling of costs of infrastructure)

Contractors
Making money and passing on costs



Flood of opportunities for contractors to apply to things in a short timeline - how can we set best expectations and long-term relationships?
[Talking Point 2]
[Talking Point 3]

City Purchasing Department
Keeping city costs down

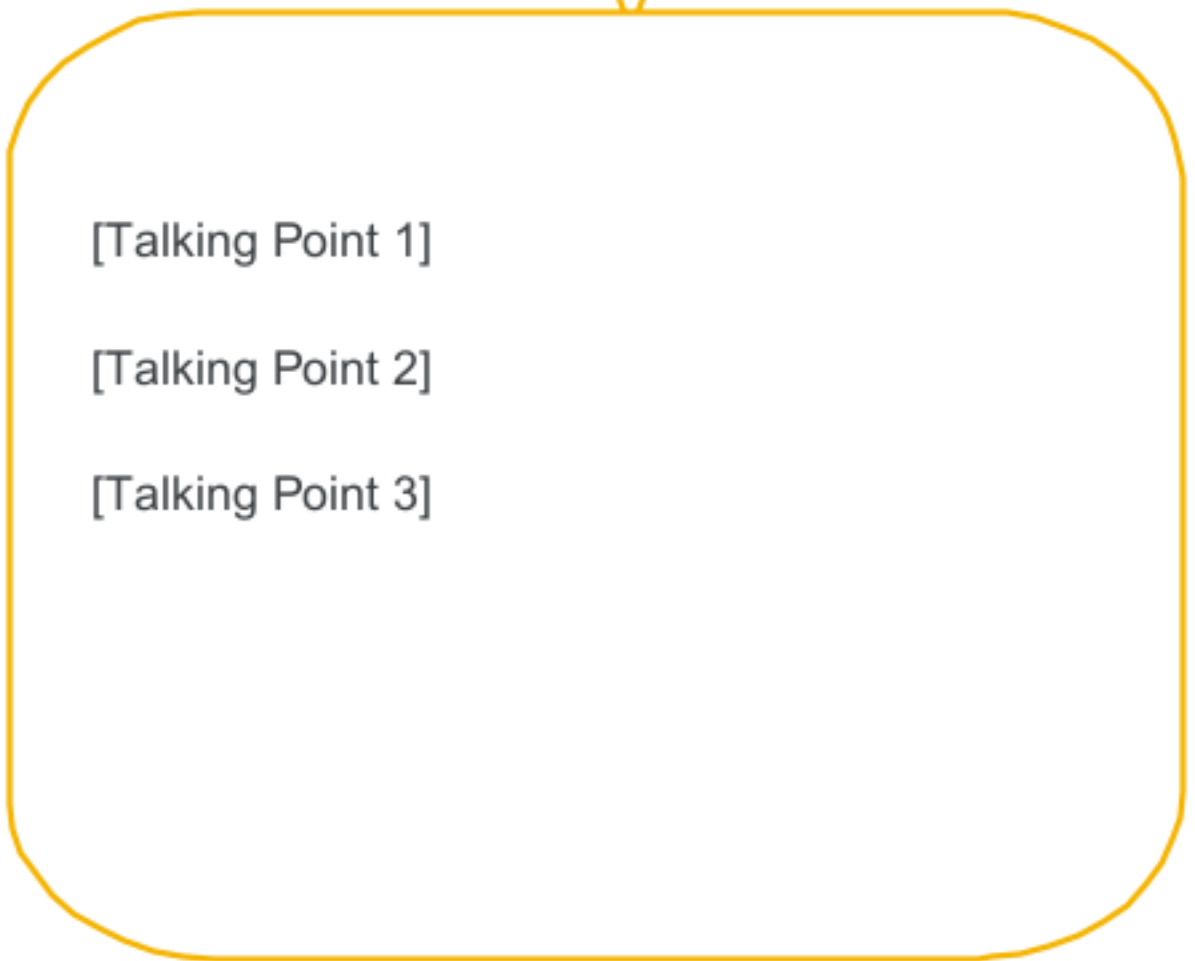
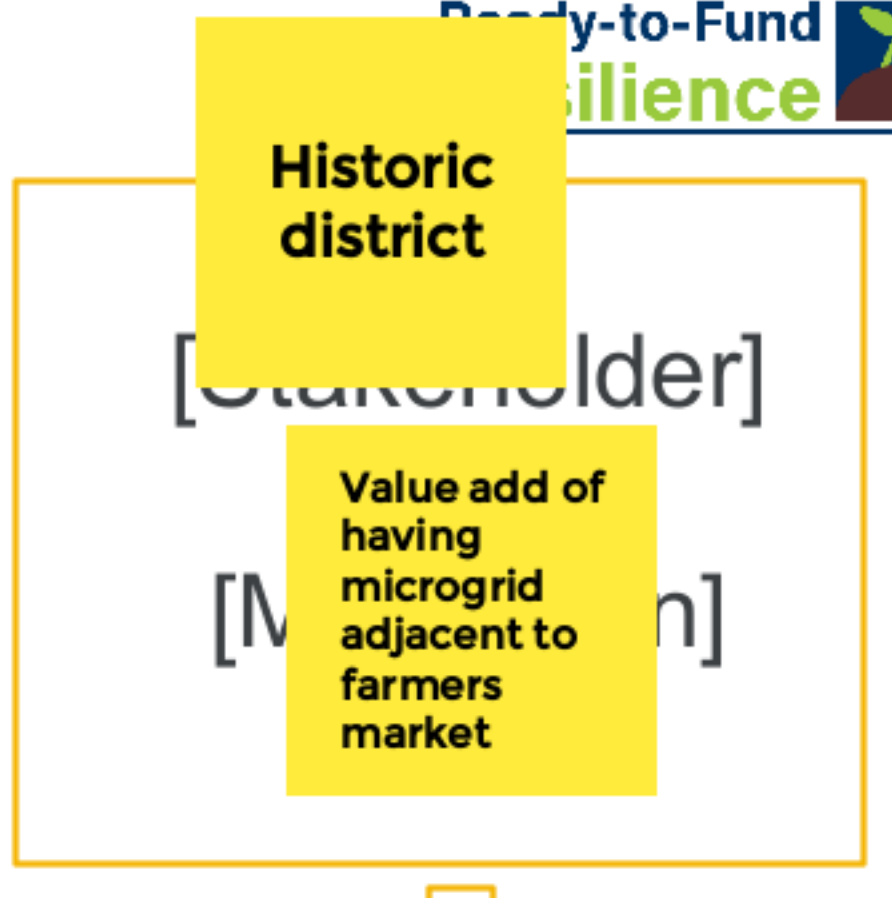
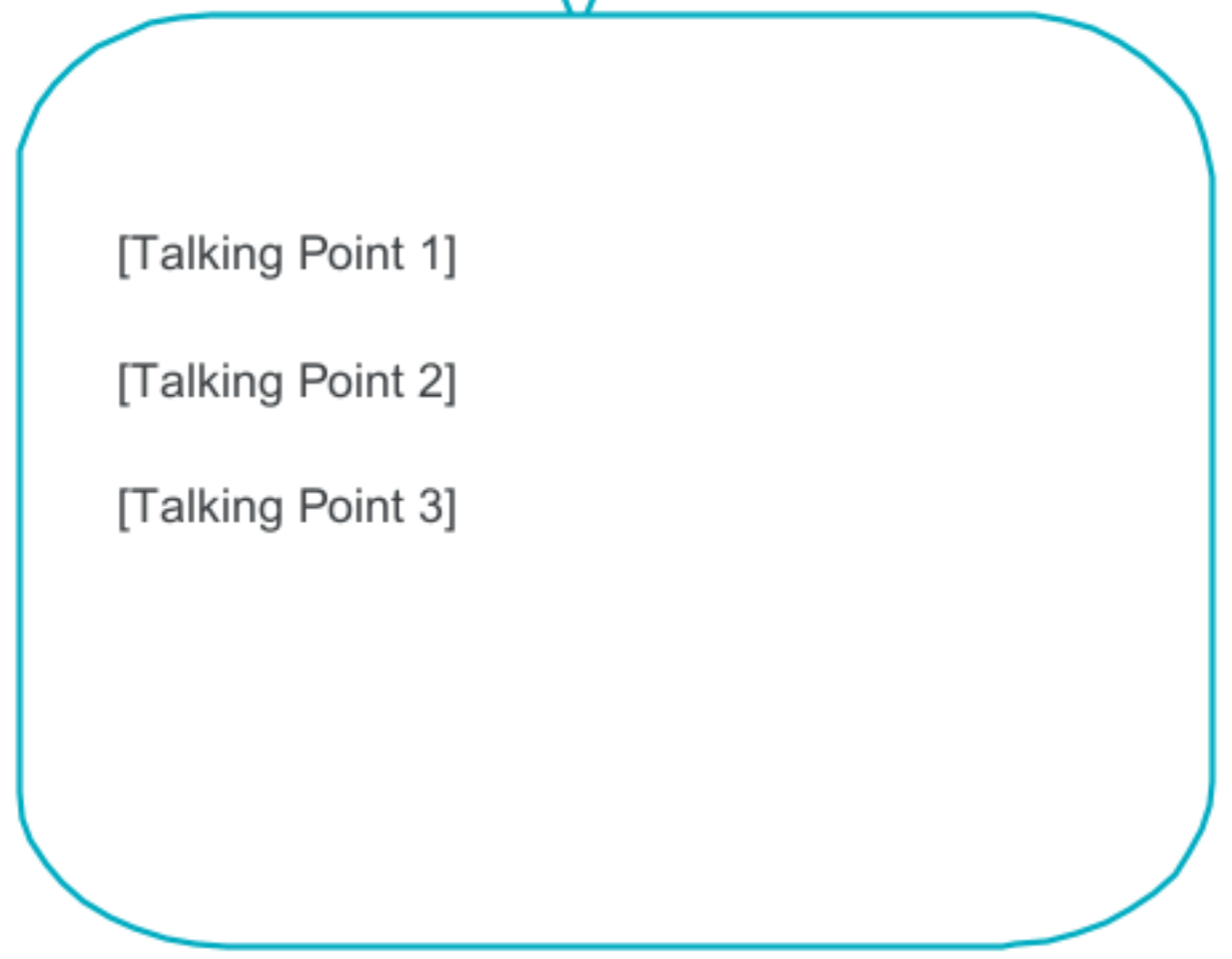
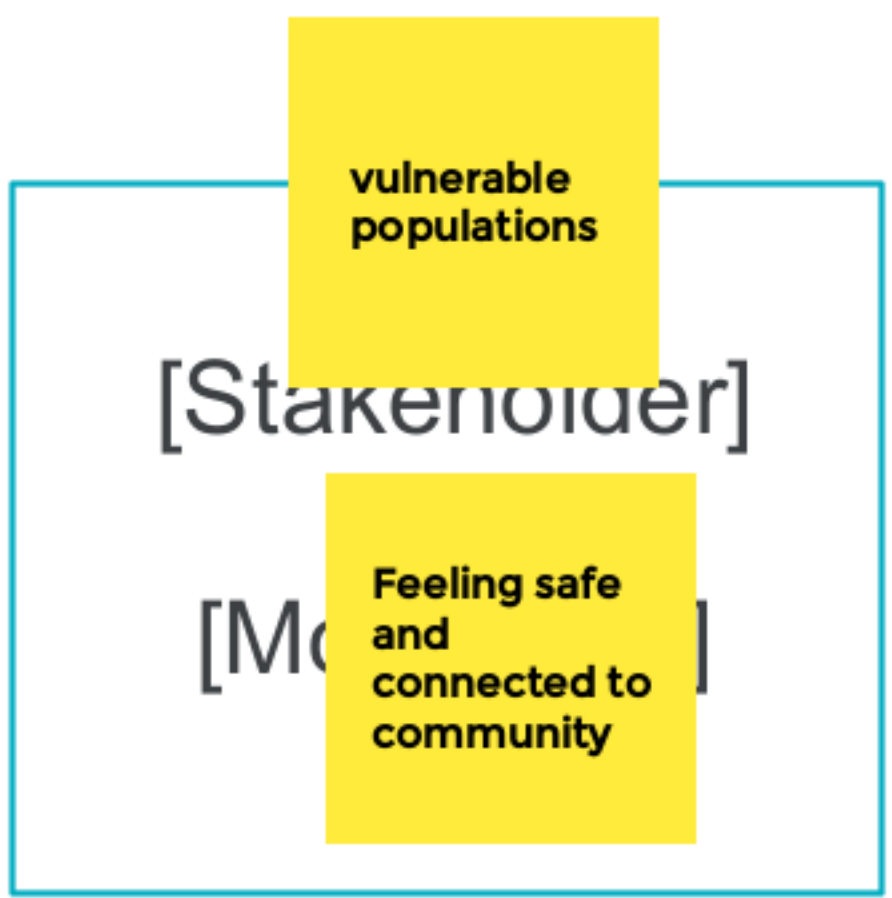
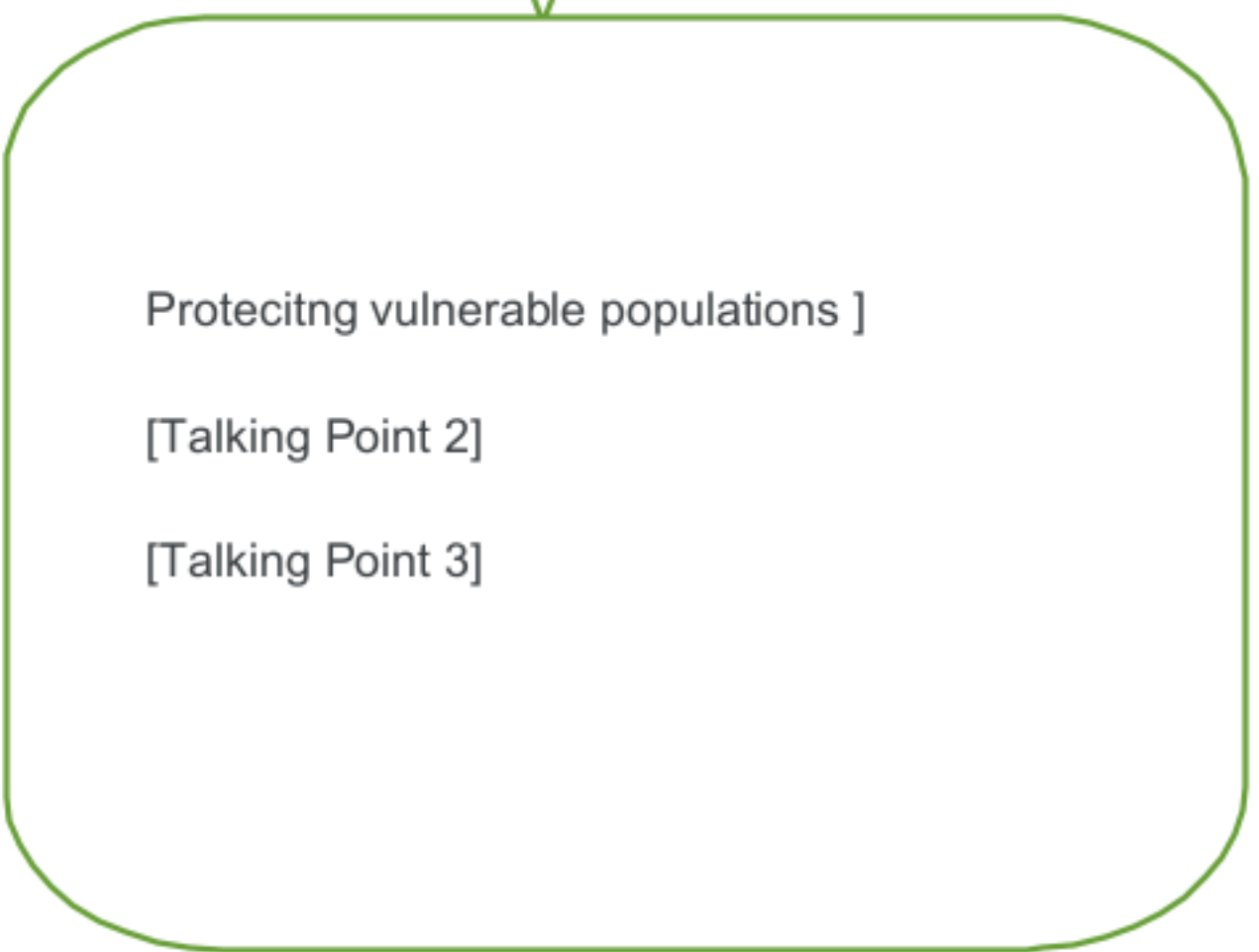
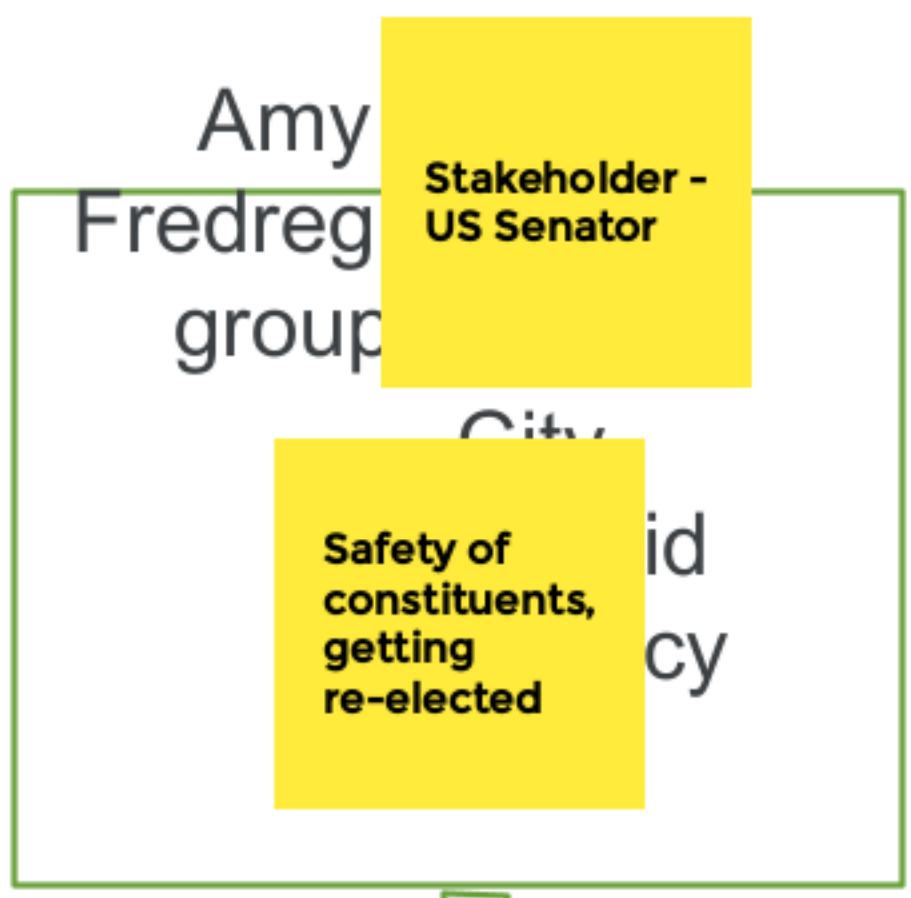


Can't leave bids open-ended. Must specify the limits and what the city is able to pay for in RFPs
[Talking Point 2]
[Talking Point 3]

City Planners
Motivation: Getting infrastructure projects completed



Which projects can we prioritize? In 5 years, how can we get to a better position to do everything we want to do?
How can we market the unseen benefits of infrastructure projects to taxpayers & rate-payers?
[Talking Point 3]



GROUP 6

[Stakeholder]

[Motivation]



[Talking Point 1]

[Talking Point 2]

[Talking Point 3]

[Stakeholder]

[Motivation]



[Talking Point 1]

[Talking Point 2]

[Talking Point 3]

[Stakeholder]

[Motivation]



[Talking Point 1]

[Talking Point 2]

[Talking Point 3]

GROUP 7

