



FUELING the FUTURE

2023 OPPORTUNITIES



ABOUT PIVOT

Pivot Clean Energy Co. (Pivot) is a nonprofit industry coalition that works to increase the global use of bioethanol for household energy. Led by experts in the biofuels, health, agriculture, and household energy sectors, members of Pivot include producers, traders, business operators, and the wider development community.

MISSION

Improve human health, protect our global environment, and create green jobs by accelerating the transition to renewable bioethanol to meet modern household energy demands.

PRIORITIES

We focus on 3 core priorities that provide a foundation for bioethanol expansion; advocacy and communication, smart policy, and business development.



SMART
POLICY



ADVOCACY &
COMMUNICATION



BUSINESS
DEVELOPMENT

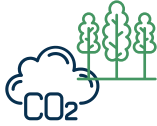
PARTNER WITH PIVOT



We are looking for dedicated partners that can **see the vision** for fueling the future with bioethanol and **understand the impact** of a global clean energy transition.



Clean Air & Better Health



Healthy Planet



Gender Equality



Green Jobs



Improved Livelihoods



Strong Agriculture



Expand Markets & Production

TOTAL BUDGET 2023

\$709,000

OPERATIONS - PROGRAMMING | \$159,000

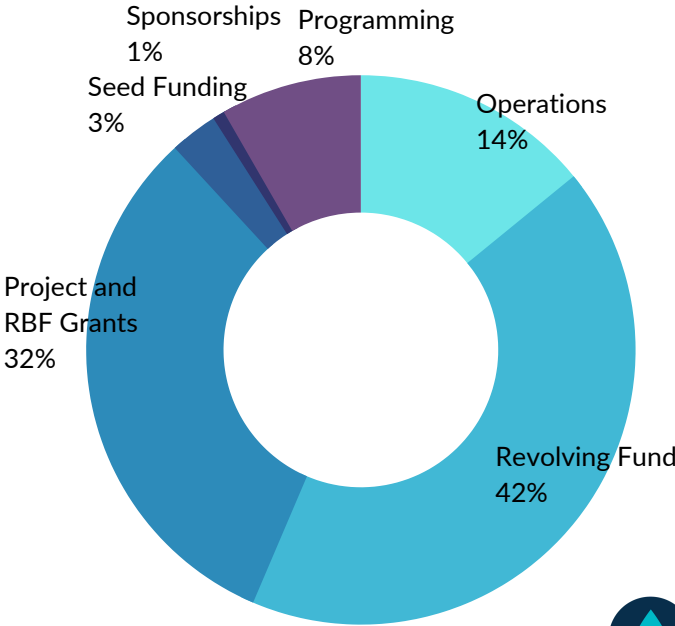
PIVOT FUND | \$550,000

SPONSORSHIPS | \$5,000

SEED FUNDING | \$20,000

PROJECT BASED - RBF GRANTS | \$225,000

REVOLVING FUND | \$300,000



PIVOT FUND

\$550,000

SPONSORSHIPS | SEED FUNDING

\$5,000 **\$20,000**

Sponsorships expose operators to greater networking opportunities and knowledge sharing it would otherwise be difficult to access

Seed funding allows very early stage operators to get necessary resources for piloting bioethanol programs to determine viability



PROJECT BASED AND RBF GRANTS

\$225,000

Grants can support operators who have started in the Pivot pipeline in some capacity, or be available for established operators looking to scale

REVOLVING FUND

\$300,000



Operators that are able to expand with the help of the grant facility can then utilize continued funding through pre-purchase carbon agreements facilitated through Pivot, allowing them to scale and actualize on the carbon credits

PRACTICAL BUSINESS DEVELOPMENT

The Pivot Fund is a staged approach to business development that provides grant funding to assist in scaling businesses and developing capacity. This can be supplemented with pre-purchasing of carbon from these same operators to expand and build sustainability into their business. After this stage, Pivot will facilitate introductions to investors that can continue to provide meaningful capital for additional growth.



GRANTS

\$250,000

THE CHALLENGE

There are currently multiple early-stage bioethanol clean cooking businesses with high potential for long term success. However, expansion is challenging due to lack of regulatory support, including high taxes and import duties that raise consumer costs. Without a proven track record, these companies struggle to attract serious investment to facilitate growth. Until reaching economies of scale, operational costs and bulk purchases can be prohibitive to profitability and sustainability.



Pivot seeks to bridge the gap between very early-stage businesses and bring them to a place of investment readiness, linking them up with interested parties for future development.

SPONSORSHIPS | \$5,000

Attending industry conferences can be extremely beneficial for partners to gain knowledge, network, and gain expertise around growth strategies, finance mechanisms, and stakeholder interventions. This would assist 3-5 individuals to attend relevant events.

SEED FUNDING | \$20,000

Some businesses are still in the concept phase and require a few supplies to initiate their business development plan, or verify interest in specific geographies. This fund would go specifically to businesses who need to run baseline assessments or pilot studies.

PROJECT BASED AND RBF GRANTS | \$225,000

Pivot has developed applications, implementation guides, and reporting mechanisms for both Project Based Grants and Results Based Financing Grants. Once the grant fund has sufficient capital, a Call for Proposals will be released in order to select qualified candidates. There is opportunity for those who have taken advantage of the sponsorships and seed funding to feed into these grants.



17% FUNDED



REVOLVING FUND

\$300,000

THE CHALLENGE

Carbon finance is a valuable aspect for long term sustainability in many bioethanol cooking businesses. While the process is long and can be quite costly, once established, the program can provide a continuous revenue stream through increased product sales. Obtaining verification to sell credits can take up to 2 years, during which time operators often struggle to find adequate funding to sustain operations and expand their presence in the marketplace.

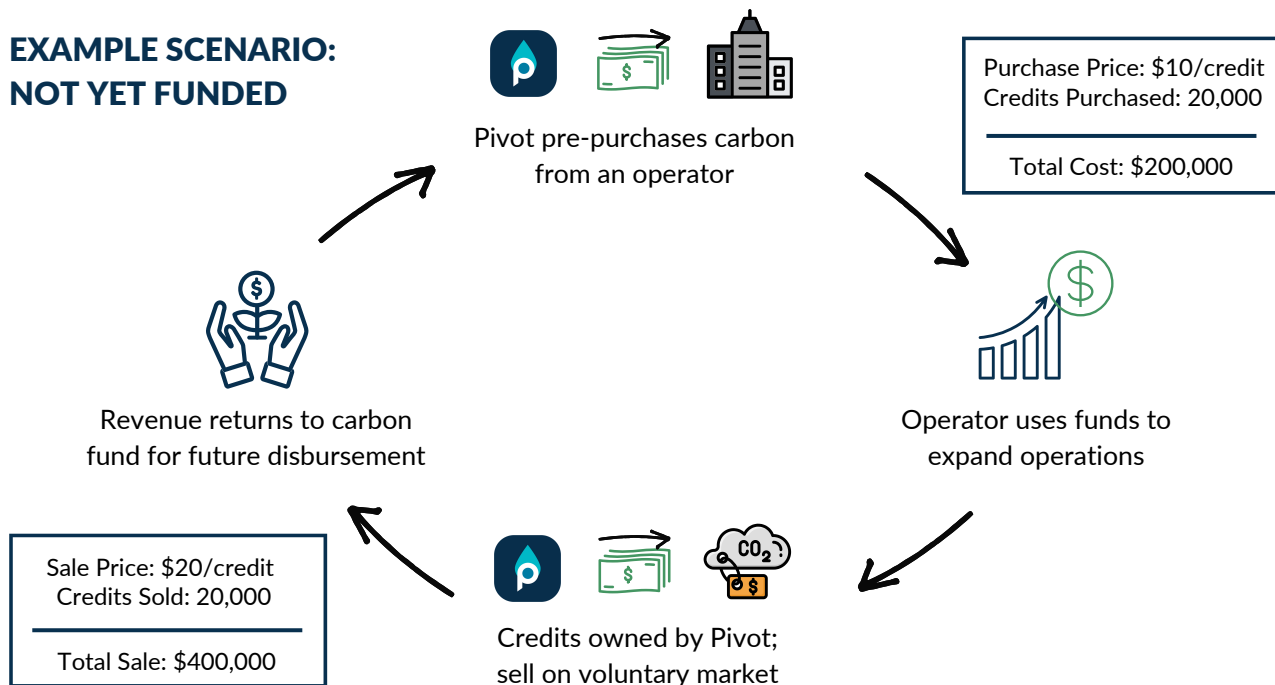


Pivot can provide patient capital through the form of pre-purchase agreements with operators that have existing carbon programs; the intent is for operators already in the Pivot grant pipeline to take advantage of this opportunity to continue expanding.

PRE-PURCHASE AGREEMENTS

To start an effective carbon fund, \$300,000 allows for the pre-purchasing of carbon credits from 1-2 operators; the fund will continue to grow organically as credits are obtained and sold on the voluntary market for a premium as charismatic carbon. This revenue returns to the fund for re-investment in additional pre-purchase agreements.

EXAMPLE SCENARIO: NOT YET FUNDED



OPERATIONS - PROGRAMMING

\$159,000

THE CHALLENGE

As a start-up organization, Pivot is continuing to build a foundation that will allow further advances each year around smart standards and policy development that support bioethanol expansion for clean cooking fuel, as well as tangible support for businesses on the ground. Not only do these initiatives need funding, but Pivot has basic operational needs to meet in order to function efficiently. Until major progress is evidenced, it will take time to bring on funding for current operations, as well as build additional capacity.



Pivot is currently operating on a very lean budget, but has managed to fortify existing programs, facilitate workshops, build a grant facility, actively fundraise, conduct research, and provide continued advocacy and communication for the sector. Workshops specifically help provide programmatic income that can fortify the organization.

EXPANDING CAPACITY

In order to truly expand the organization, building capacity is critical. The current budget will sustain operations for another year, but as Pivot looks to scale and have an even larger impact for bioethanol expansion, additional hires or contractors will be key. With dedicated support for the grant programs and trade opportunities, Pivot will maintain their position as the leading voice for bioethanol for clean cooking. This serves an additional important role in growing the bioethanol market through this cooking fuel commodity opportunity, providing capacity for other companies that are not able to dedicate personnel to this, but that will benefit from the growth of the sector.



71% FUNDED



TARGET GOALS

2023

POLICY AND STANDARDS

- Phase 1 policy workshops in South Africa, Nigeria, and Senegal with USAID and ANSI; push for ASTM E3050 adoption
- Phase 2 policy workshop in Mozambique with USAID and ANSI; push for ASTM E3050 adoption
- Continue engagement with Mozambican government to implement biofuels mandates; Pivot has organized initial discussions with US Dept of Commerce, USDA, USTDA, USGC, US Bioethanol producers, Growth Energy and more to guide and develop appropriate policies
- Continue engagement with ECOWAS to push for ASTM E3050 adoption across all 15 states in West Africa
- Connect with member states of ARSO on an individual level to build MoUs with ASTM and harmonize bioethanol standards across the continent

ADVOCACY AND COMMUNICATION

- Develop 5 additional country specific Market Assessment reports to demonstrate bioethanol potential for key geographies in sub-Saharan Africa
- Begin to engage US Government to a greater extent to raise awareness and funding for African partnerships focused on Nature Based Solutions
- Become key organization leading Delivery Unit coordination with Clean Cooking Alliance; these units engage directly with policy makers to create enabling environments for bioethanol expansion
- Participate in at least 4 conferences and procure 2-3 speaking events
- Continue with regular blog posts, social media and newsletter communications

NON-PROFIT OPERATIONS

- Engage with 4 additional partners that have financial capacity
- Grant facility fully funded; carbon fund at least 25% funded
- Bring on an additional employee or contactor; full time or part time



**GLOBAL
CLEAN
ENERGY
DEVELOPMENT
BEGINS HERE**

THANK YOU FOR YOUR SUPPORT!



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