

DICKENS ON BIOENERGY

Douglas L. Faulkner

President, Chrysalis Energy Partners

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What's in the Stimulus?

- **Energy:** R&D/finance/efficiency
- **Defense:** R&D
- **Interior:** Retrofit/procurement
- **Labor:** Training
- **GSA:** Retrofit/procurement



What else is there?

- Annual appropriations
- 2008 Farm Bill



What determines awards?

- Solicit/submit/select/negotiate
- Competition/business viability
- Teams/technical merit
- Cost-sharing/finance



What are the keys to success?

- Understand
 - Your priorities/resources/timelines
 - USG/State programs
 - Their priorities/metrics
 - Their structure/processes/timelines



What are the keys to success?

- Target right opportunities at right time in right way
- Learn from failures
- Patience and perseverance
- Build long-term partnerships



What's this mean for you?

- The race for new partnerships:
 - Competing for federal funds
 - Competing for companies
 - Under tough and changing conditions



What's next?

- Watch USG websites
- Watch D.C. debates
 - Biofuels (Blends/RFS)
 - Climate/Energy bills
- Watch global activity



How can Chrysalis help you?

- Seasoned Washington veterans
- Advisers on forging public-private partnerships
- Guides for building your growth plan



Contact Us

DLF@ChrysalisNRG.com

Office: (202) 289-6677

Cell: (202) 560-3730

www.ChrysalisNRG.com

