



KTC Far North Conference Presentation- Leveraging Consultants for Grant Writing Support

July 2023 Sydney Krueger KTC



KTC is one of the leading women owned project management consulting companies in North America. KTC works with clients to commercially advance and deploy hydrogen fuel cell buses and hydrogen fueling infrastructure. KTC's range of experience includes

1. Grant writing (will write Low no, State grants and other grants for free to find you funding)
2. Spec writing for RFPs for hydrogen fueling stations and studies for code compliance
3. Sales and Technology development
4. Project management of Hydrogen Station Builds (From contract redlines through kick off, procurement of equipment, and commissioning)
5. Government relations

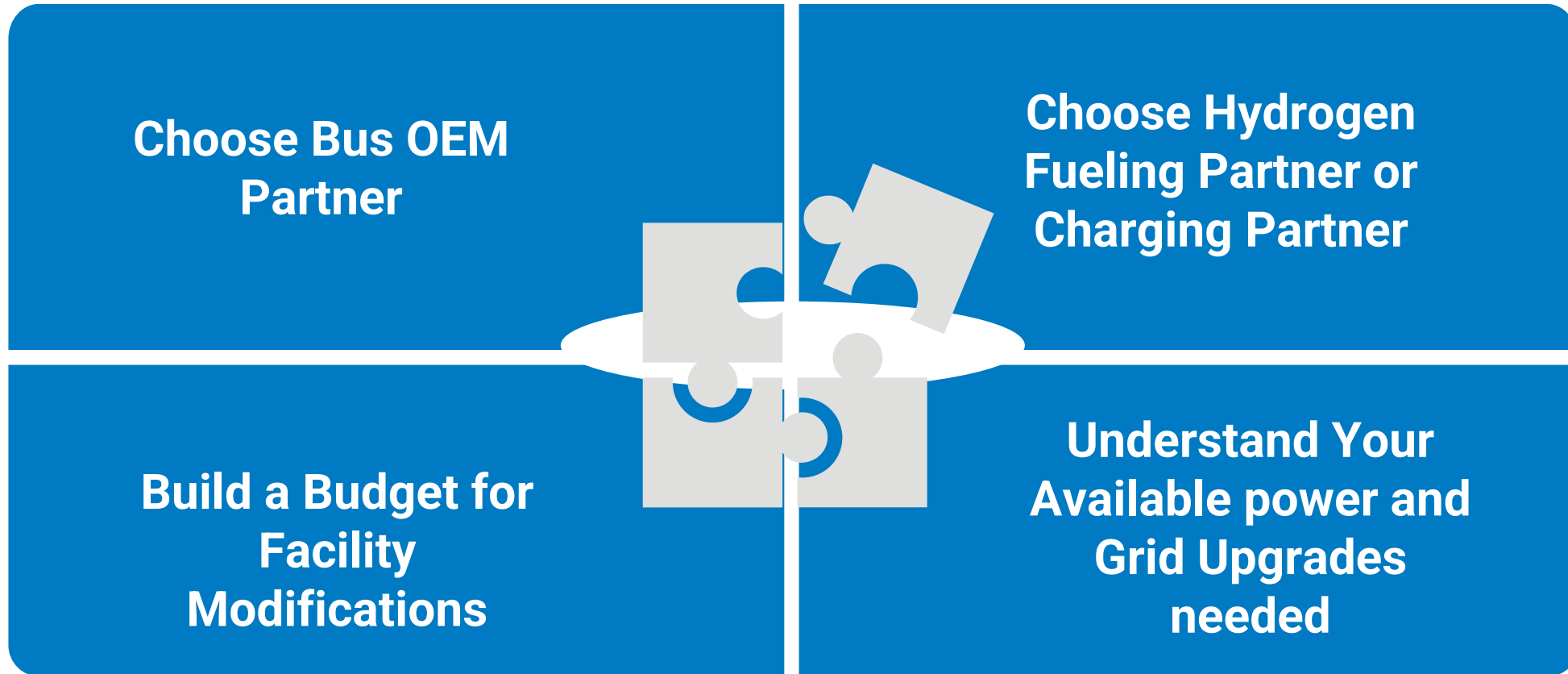


Steps to a Successful Grant





Build the Project Team





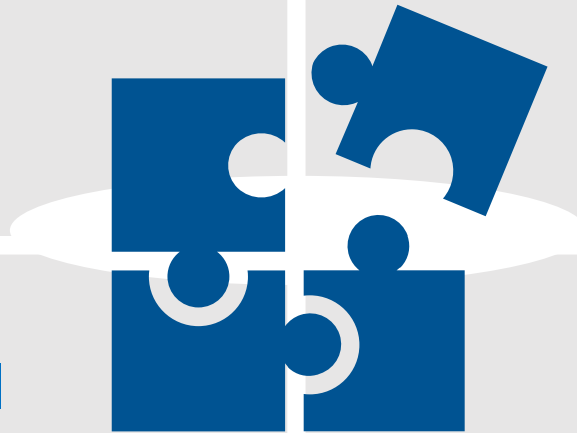
Build a Grant Strategy

Apply for ANY and ALL!! The time is now

Compare Average sized award and come up with a realistic budget

Ask FOIA office for copies of successful grants that have won

Work with lobbyist to get political support or your project

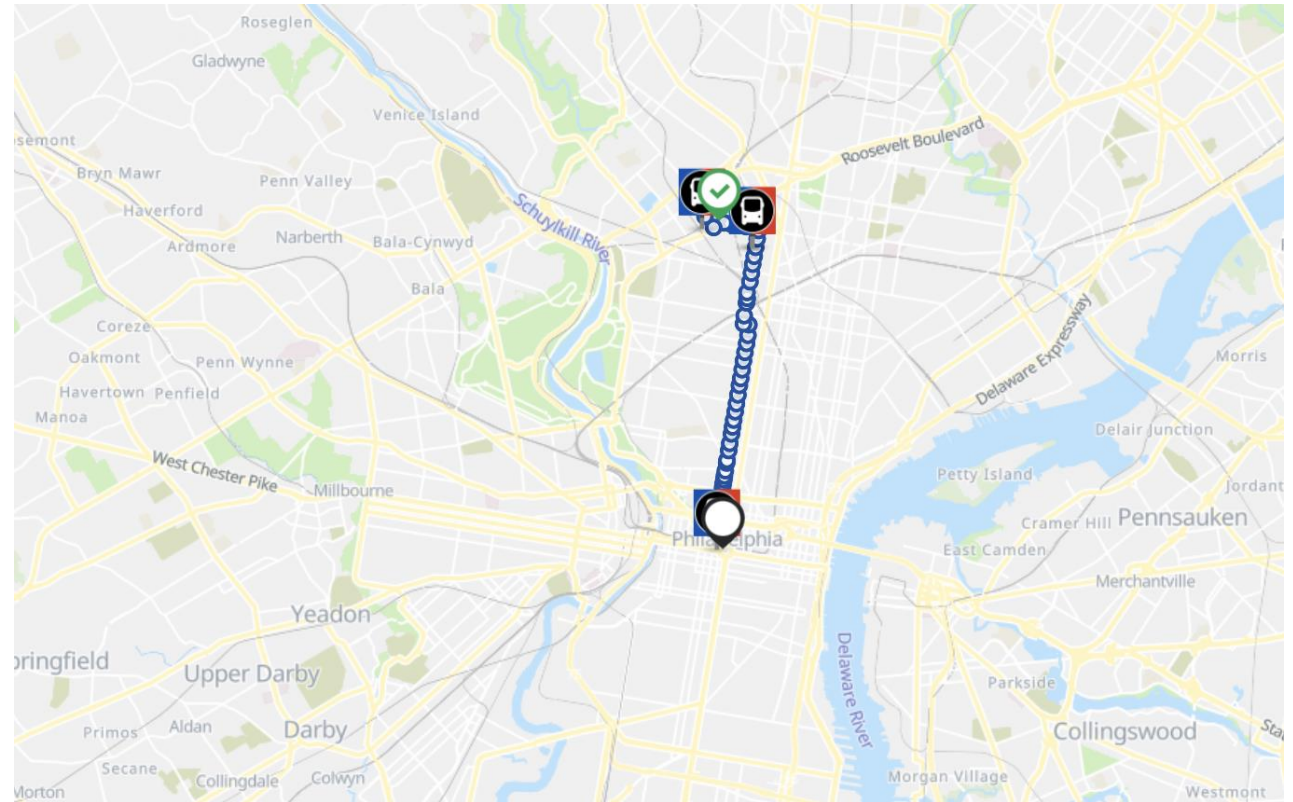




Show the Problem: In Your Community

9 routes in Northeast Philly

- All routes have particulate matter concentrations above the city average
- All routes have asthma rates above the city average
- 9 routes where over 70% of the population is non-white
- Includes over 140,000 residents in areas designated as disadvantaged communities





Show the Benefits to your Community

- Avoids burning over 120,955 gallons of diesel fuel annually
- Eliminates over 1,460,000 pounds of CO2 annually
- Trains over 200 bus operators and 60 maintainers in next-generation technology
- Validates the benefits of hydrogen fuel-cell buses at the 5th largest transit agency in the US
- Mobile fueling station is built to support up to 40 buses
- Scalable and replicable at SEPTA and beyond





Show That You Have a Highly Experienced Team

Project
Management



Hydrogen
Buses



BALLARD

Hydrogen
Supply &
Fueling

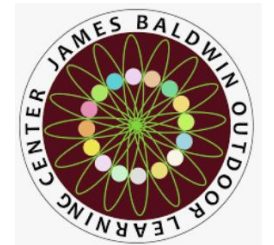


Air Liquide

Operations



Community
Engagement

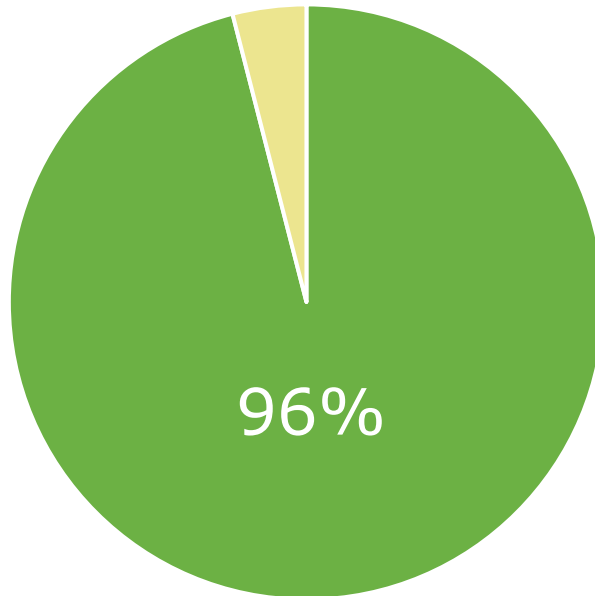




Survey's and Letters of Support

96% of community survey respondents support the project

■ Extremely or Very Supportive ■ Other



"How would you rate your support for the proposed project to introduce two 100% zero-emissions hydrogen fuel-cell buses in the Bronx?"

15 Letters of Support

CONGRESSMAN RITCHIE TORRES
15TH DISTRICT, NEW YORK
U.S. House of Representatives
Washington, DC 20515
June 23, 2022



BRONX BOROUGH PRESIDENT VANESSA L. GIBSON



THE
HOPE
PROGRAM



RIDERS  ALLIANCE



KTC Experience- RTC Washoe

Wrote and won 2 Low no's for RTC of Southern Nevada Reno for \$15.4 million

- Partners Air Products, KTC, New Flyer, Marathon Finishing Services
- Liquid Hydrogen station for \$4.9M to support 30 buses
- KTC Project Manager
- 2 New Flyer FCEB scaled to 6 more. Funders like to see you scale up your station and ask for more funding!



RTC Washoe

<https://www.rtcwashoe.com>





2024 Grants to Target

- 1. TIRCP**
- 2. Low no and Bus and Bus Facilities 2024**
- 3. RAISE**
- 4. CFI**
- 5. Energiize**
- 6. State of Ca Energy Commission (CEC) GFO's**



California Energy
Commission





New York MTA Project

- 2 New Flyer hydrogen fuel cell electric buses
- Operating on 8 MTA bus routes which all have particulate matter concentrations and asthma rates above the city average
- Wrote and won a NYSERDA \$8 million dollar grant to deploy a mobile hydrogen fueler
- Supported by a portable hydrogen fueler at Gunhill Depot deployed Q4 2024





Thank You

We would love to help!

WEBSITE

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