

# CLIMATECH

## ClimaTech 2026

**Session Title:** Catalytic Capital for Climate Resilience: Financing Technologies That Protect and Scale

**Date & Time:** Tuesday, May 5<sup>th</sup> from 1:00 – 1:40 PM (40 Minutes)

**Location:** Plaza Theater

### **Description (draft):**

From flood protection to extreme heat mitigation, resilience technologies are essential—but often lack clear early markets. This session focuses on how catalytic and blended capital can unlock first-of-a-kind deployments, prove models, and enable resilient solutions to scale sustainably.

**Moderator:** CA Webb, Growth Advisor

### **Panelists:**

- Katie MacDonald, Co-Founder & Venture Partner, Tailwind Futures
- Deanna Zhang, Founding Partner, Node Climate
- Stratton Lloyd, President & CEO, Essex County Community Foundation
- Pending: Sara Harari, Director of Innovation, CT Green Bank

### **Key Themes:**

#### **1. Catalytic Capital as Market Maker (Not Just Gap Filler)**

Across venture, philanthropy, and community capital, panelists will emphasize that catalytic capital isn't just de-risking—it's actively creating markets for resilience solutions where demand signals are weak or fragmented.

Stratton: Risk capital via philanthropy - Lawrence project on how to provide capital access for homeowners' for energy transition; building on the ground relationships, coalitions, trust

## References

Katie: Tideline Report - accepts concessionary risk

[https://tideline.com/wp-content/uploads/2020/11/Tideline\\_Catalytic-Capital\\_Unlocking-More-Investment-and-Impact\\_March-2019.pdf](https://tideline.com/wp-content/uploads/2020/11/Tideline_Catalytic-Capital_Unlocking-More-Investment-and-Impact_March-2019.pdf)

## Key Sectors for Adaptation and Resilience

<https://www.tailwindfutures.com/insights/playbook/>

<https://www.climateworks.org/programs/adaptation-and-resilience/collaborative-for-funders/>

Panelists have different views on risk

Deanna:

### **2. Blended Finance Structures that Enable FOAK Deployment**

A core theme will be how to stack capital—philanthropic grants, concessionary capital, and private investment—to unlock first-of-a-kind (FOAK) projects. Expect discussion on structuring deals that align risk/return across stakeholders while enabling technologies to get real-world validation.

### **3. Investing in Resilience Where Traditional Venture Doesn't Go**

Resilience solutions often don't fit classic VC models (long timelines, diffuse customers, public-sector buyers). Panelists will explore alternative underwriting approaches, longer time horizons, and place-based investing strategies that better match the nature of these technologies.

### **4. Community-Centered Capital and Equitable Deployment**

With perspectives from community foundations and inclusive investment platforms, a key theme will be directing capital to underserved and climate-vulnerable communities—ensuring resilience investments are both impact-driven and locally anchored.

### **5. From Pilot to Scaled Infrastructure: Building Durable Revenue Models**

The transition from pilot projects to scalable, financeable infrastructure is a major bottleneck. Expect focus on how to:

## Questions:

### TO BE DISCUSSED

Question for KM on the state of the market

- 1) Question for the group on how they take on disproportionate risk and what benefits they are looking for
- 2) Stories / example investments across the group
- 3) Call to action (?) where do panelists see opportunities for collaboration / where might we want to be in a year as a sub-sector

### REINFORCE

Stratton: Reinforce community-centered resilience, Investing in building resilience community, activate philanthropic dollars for local-impact, regional systemic change

## Session Flow & Tips:

- A “Voice of God” (VOG) will introduce the moderator to the stage
- Panelists will be introduced by the moderator who will give a brief panel introduction.
- Moderators will typically direct questions to individuals, rather than posing open questions to the group.
- Each theme or topic will likely get ~8–10 minutes, so responses that are clear and concise help keep the pace dynamic.
- We aim to end each session with a strong takeaway—this might include a rapid-fire round of predictions or one key insight from each speaker.
- If time runs out, our stage managers will respectfully stop the discussion and ask that the conversation continue off stage and/or during breaks and networking reception.

## Logistics & Preparation

**Arrival Time:** Plan to check-in at speaker registration by 12:30pm. Speaker Check-In will be located next to Registration in the Cyclorama. Upon entering the venue’s main entrance, both will be immediately on your right-hand side. Once everyone has arrived, you will be led to the theater space.

**Time & Format:** 40 min; moderated with prepared questions.

## Day-Of Contact

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