



Problem

A large glass manufacturer with operations in California was interested in participating in Southern California's air pollution emissions credit program, the Regional Clean Air Incentives Market (RECLAIM). The company's goal was to develop and execute an emissions reduction credit trading strategy that would protect its current manufacturing operations while stabilizing or increasing revenue.

Solution

CEA worked with the client to create a solution with multiple benefits. Specifically, CEA:

- Managed numerous permit and emissions reduction credit issues at a facility slated for closure
- Analyzed possible excess credit streams under various business assumptions
- Worked with the South Coast Air Quality Management District (SCAQMD) to resolve issues that impacted the client's emission credit allocations
- Educated the client on possible trading and brokerage strategies
- Assisted the client in the auction of credits

Results

- CEA helped the client successfully trade millions of pounds of credits, resulting in \$5 million of revenue for the client
- CEA developed a strategy to successfully protect the value of the client's air pollution emissions credit assets at a facility slated for shutdown
- CEA positioned the client to deftly manage and maximize the value of its air emissions credit assets over the long term