

CLEANSource CAPITAL

INTRODUCTORY OVERVIEW



CONFIDENTIAL



- **Vision:** To use creative financing as a means for improving communities and positively contributing to society one project and one financing at a time, all the while verifying project results and delivering exceptional financial performance.
- **Mission:** Specialty finance firm servicing high-growth compelling sectors within the energy efficiency, distributed generation, and environmental conservation and sustainability fields with specific financing program design and administration and financial advisory services.
- **History:** CleanSource Capital is the specialty finance affiliate of Abundant Power Group, established to expand the *SAVES™* Platform for funding energy efficiency, distributed generation, and other forms of self-funding measures through Green Bonds, financing programs, and both traditional and emerging financing solutions.

MARKETS SERVED

- **Serving large, growing markets including:** commercial, industrial, institutional, agriculture, local government users for energy efficiency, distributed generation, energy performance contracting, commercial PACE, and service agreements.

Energy Efficiency

- Lighting
- HVAC
- Building Controls
- Building Envelope
- Industrial equipment and processing

Distributed Generation

- Solar PV
- Bio-Methane
- CHP
- Storage
- Microgrids

Water Conservation

- Water conserving features and equipment
- Sustainable water practices and processes

Sustainable Infrastructure

- Green buildings
- Self funding cost savings and waste recovery technology
- Biogas generation
- Sustainable agriculture

- **Financing Solutions:** taxable bonds and tax-advantaged private activity bonds; leases and service agreements; C-PACE loans and leases; mezzanine; equity.

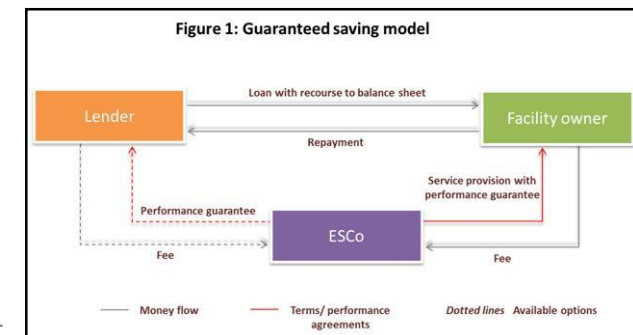
MARKETS SERVED – ENERGY EFFICIENCY

- **Growing Market for Investment in Energy Efficiency Measures**

- Investment in energy efficient building technology is expected to grow to \$30 billion by 2020 → a 50% increase since 2011.
- Building sector accounts for nearly 50% of all energy use and 73% of electricity usage in the US.
- HVAC is responsible for 57% of energy consumption in buildings, followed by lighting (25%), and plug loads (9%).
- Dedicated energy service companies (ESCOs) represent a \$24 billion market in the US.
 - Energy Performance Contracts allow for energy savings from upgrades to cover project investment costs.
 - Energy Efficiency is the second largest investment (20%) with Green Bonds as a financing vehicle, behind renewable energy (46%).

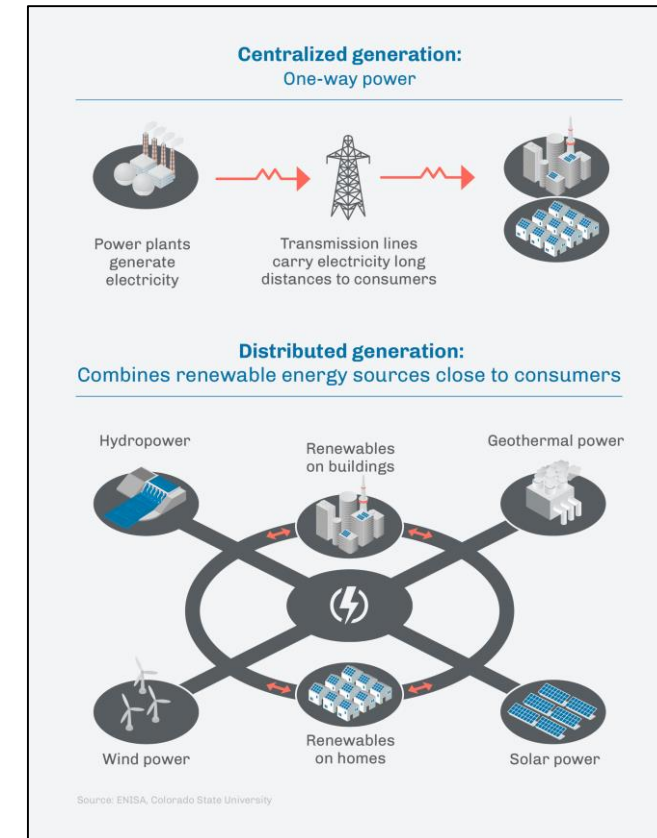
(1) Estimates according to the US Department of Energy

(2) Data provided by Energy Efficiency Market Report 2016, International Energy Agency



MARKETS SERVED – DISTRIBUTED GENERATION

- **Distributed Generation (DG) refers to Power Generation and Energy Storage at the Point of Consumption**
 - \$150 billion has been invested in DG since 2012; accounted for 39% increase in total global capacity additions.
 - Overall DG capacity expected to grow from 142 GW in 2012 to 200 GW in 2020 to meet expected energy consumption demand of 26.9 terawatt-hours (TWh) by 2020 (3.3% annual growth).
 - Less capital intensive, faster installation, and more customizable to meet specific demands than traditional energy infrastructure.
 - Growing need for DG applications in sustainable business practices, net-zero building infrastructure and off-grid settings including resiliency for disaster preparedness.



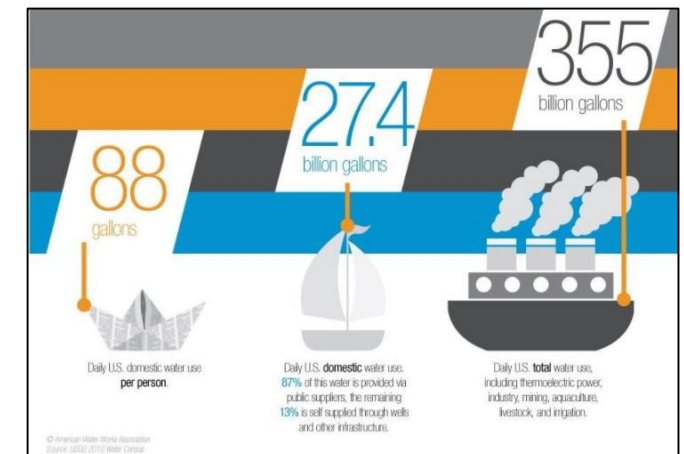
www.ge.com/sites/default/files/2014%2002%20Rise%20of%20Distributed%20Power.pdf

www.prnewswire.com/news-releases/distributed-energy-generation-market-worth-17965-billion-by-2020-grand-view-research-inc-523059911.html

MARKETS SERVED – WATER CONSERVATION

- **Estimated by 2030 Water Supply will Satisfy *only 60%* of Global Demand**
 - Water Conservation investment market estimated to be \$62 billion and expected to grow at 14.7% annually.
 - Rising water utility costs and global water scarcity make investment in conservation technologies a necessity versus a luxury.
 - Average monthly cost of water for a family of 4 has risen 52% in US from 2010 - 2017.
 - Water conservation fixtures include low-flow plumbing, water pipe insulation, irrigation sensory equipment, and Energy Star approved appliances.
 - 88 gallons of water used daily per person.
 - 27.4 billion gallons of water used domestically in US.
 - 355 billion gallons of US total water use including power generation, mining, aquacultures and irrigation.

<http://www.mckinsey.com/business-functions/sustainability-and-resource-productivity/our-insights/the-business-opportunity-in-water-conservation>
<https://www.inc.com/best-industries-2012/issie-lapowsky/water-conservation.html>
<http://www.drinktap.org/water-info/water-conservation/water-use-statistics.aspx>



MARKETS SERVED – SUSTAINABLE INFRASTRUCTURE

- **Estimated between 2015-2030 there will be a need for \$90 trillion of New Infrastructure Assets Globally.**
 - Investments in infrastructure will need to double from current levels of \$3.4 trillion annually.
 - Demands on existing infrastructure is growing at 7% per year due to population growth.
 - Delivering on Sustainable Development Goals has become a key component of the process and a key driver of investment funds.
 - Improving resource efficiency in cities, land use, and energy production.
 - Sustainable Infrastructure includes investments in:
 - Energy – Solar, wind, hydroelectricity, geothermal, and bioenergy to develop lower cost, sustainable power.
 - Buildings – “Net Zero” and “Energy Positive” building architecture and design to increase energy efficiency.
 - Transportation – Electric and compressed natural gas conversion vehicles to reduce GHG emissions.
 - Waste Management – Anaerobic digester technologies for the improvement of agriculture waste management.

<https://www.un.org/pga/71/wp-content/uploads/sites/40/2017/06/IADB-and-Mercer-Crossing-the-Bridge-to-Sustainable-Infrastructure-Investing-Exploring-Ways-to-Make-it-Across.pdf>
<https://pdfs.semanticscholar.org/aabe/2c5ed77fe2ef44ca740d7e26456ee9c4cddf.pdf>

MARKETS SERVED – SUSTAINABLE AGRICULTURE

- **40% of the Global Population works in Agriculture and the Agriculture Industry Contributes to 30% of Global Greenhouse Gas Emissions**
 - Sustainable agriculture refers to agricultural techniques that protect the environment, public health, and animal welfare.
 - Investable market is estimated at \$22 billion worldwide, including over 450 million smallholder farmers (smallholder farmers cultivate < 5 acres).
 - Investments in Agriculture Technology (AgTech) reached \$4.6 billion in 2015.
 - Waste recovery systems such as anaerobic digester projects provide scalable solutions to eliminate animal waste, offset energy operating costs, and provide additional revenue.

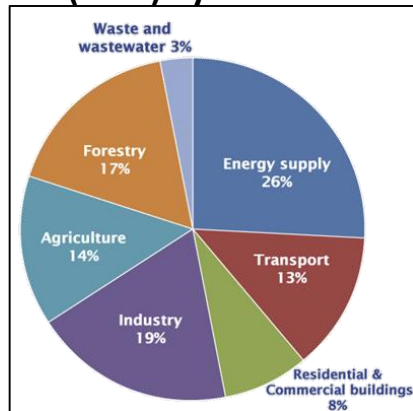


<http://www.impactassets.org/files/Investing-in-Sustainable-Agriculture-June2015.pdf>
<https://www.forbes.com/sites/robleclerc/2016/07/05/the-next-phase-for-agriculture-technology/#6d31d2206b88>

ADDRESSING CLIMATE CHANGE

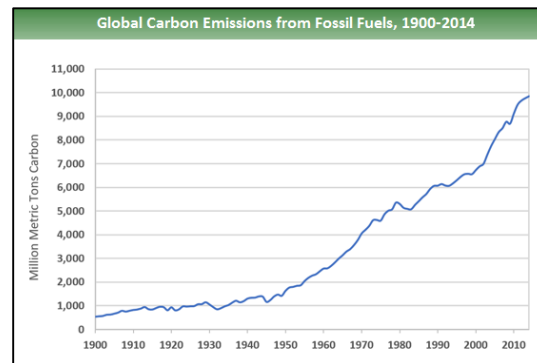
- **Addressing Climate Change is More Important than Ever**
 - Average rate of sea level increase since 1993: 3.4mm annually
 - 2016 ranks as the warmest year on record; 16 out of 17 of the warmest years in the past 136 years have occurred since 2001
 - Increasing intensity and frequency of extreme weather events (2017 weather events)
 - Average mass loss on ice sheets in Antarctica: 125 Gigatonnes annually
 - Heat waves that once occurred every 3 years now occurring every 200 days
 - US is 5% of world's population but contributes 22% of carbon emissions

**Green House Gas
(GHG) by Source**

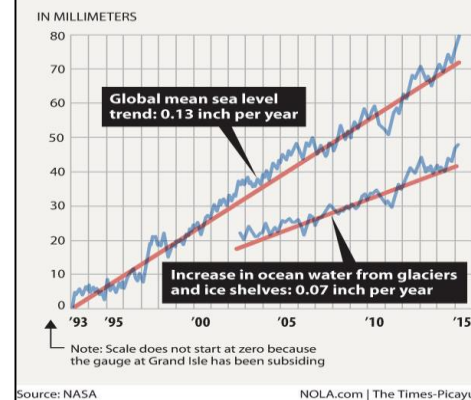


<https://climate.nasa.gov/effects/>
<http://www.climatecentral.org/gallery/graphics/sea-level-rise-and-population-impact>
http://www.earth-policy.org/indicators/C52/carbon_emissions_2013

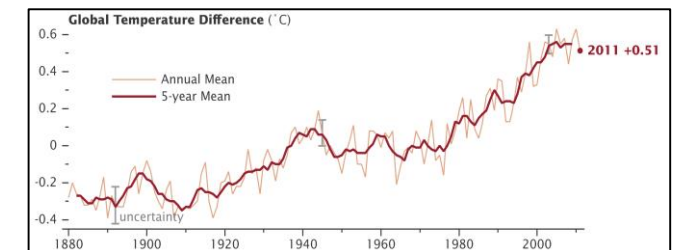
GHG from Fossil Fuels since 1900



GLOBAL SEA LEVEL RISE



Temperature Increase since 1880



SAVES™ GREEN BOND PROGRAM PLATFORM



- **SAVES™ Platform efficiently facilitates capital flows into high growth sectors in the clean energy, conservation and sustainability industries:**
 - Energy Efficiency, Distributed Generation, Water Conservation & Sustainable Infrastructure
- **As SAVES™ Program designer and administrator, CleanSource's role includes:**
 - Platform design and implementation to meet Program objectives
 - Marketing, pipeline development and project origination
 - Review and verify Green Projects as qualifying under Green Bond Program criteria
 - Credit and energy underwriting for all projects
 - Loan fulfillment, closing, and funding
 - Tracking and verification of use of proceeds as intended for Green Projects
 - On-going project monitoring and verification and reporting of results and financial results
 - Stakeholder communications

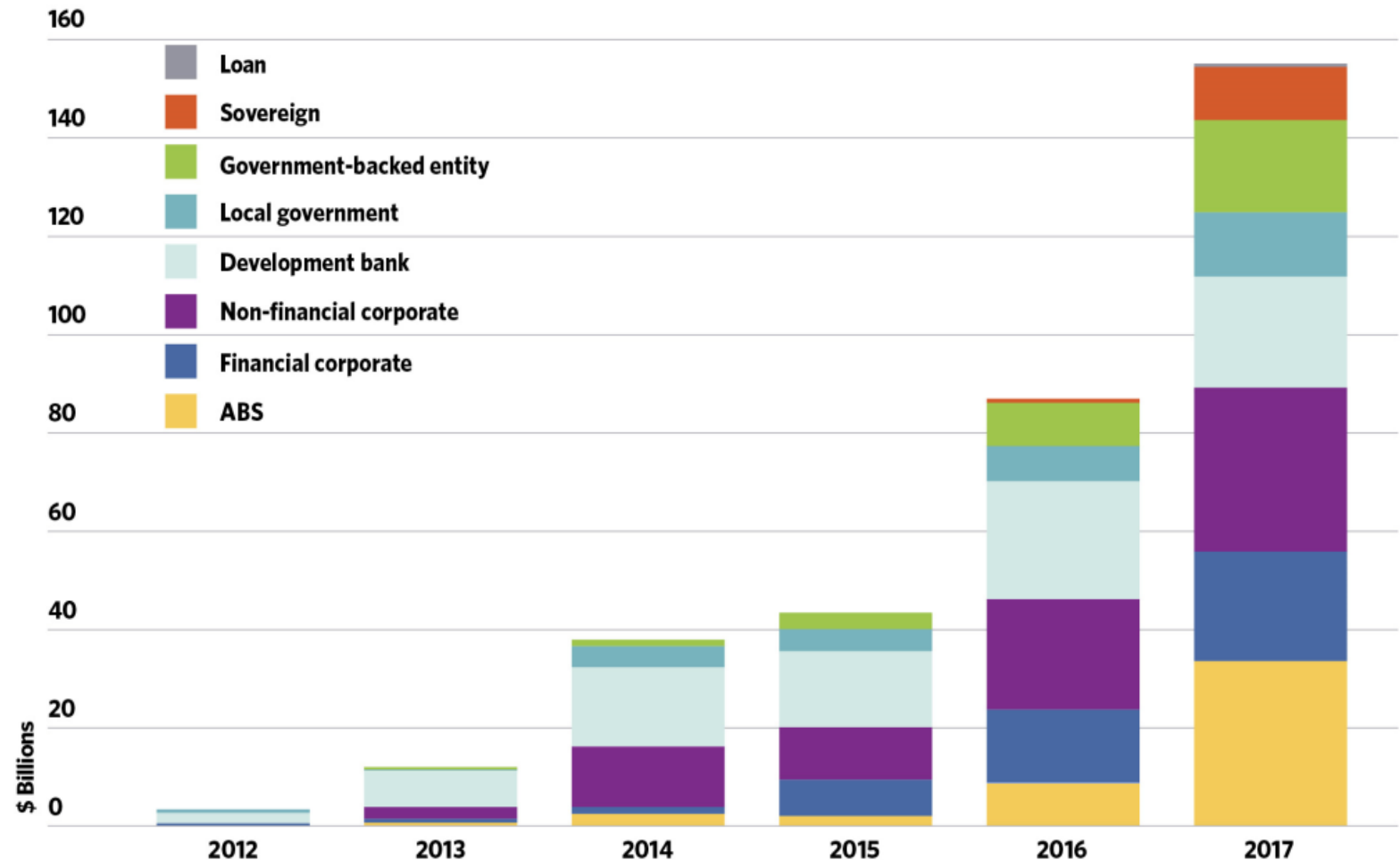
GREEN BOND PRINCIPLES

- **SAVES™ Green Bond Platform follows the voluntary “Green Bond Principles” as adopted by the International Capital Markets Associations (“ICMA”)**
- **“Green Bonds” are any type of bond instrument where proceeds are used exclusively to finance/re-finance new or existing “Green Projects”**
- **Green Projects broadly include:**
 - Renewable energy generation and distributed generation resources
 - Energy efficiency in new and refurbished buildings
 - Pollution prevention and control
 - Environmentally sustainable management of living natural resources and land use
 - Terrestrial and aquatic biodiversity conservation
 - Clean transportation and alternative fuels
 - Sustainable water and wastewater management
 - Eco-efficient and circular economy adapted products, production technologies and processes
 - Green buildings which meet regional, national, or international standards or certifications

GREEN BOND PRINCIPLES (cont.)

- Globally, issuance of Green Bonds topped \$150B in 2017, up from over \$80B in 2016 and over \$40B in 2015.
- Projected to be \$250-300B in 2018.
- Issuance of Green Bonds in US topped \$40B in 2017, with cumulatively \$80B in Green Bonds outstanding.

The labelled green bond market is growing rapidly



GREEN BOND PRINCIPLES (cont.)

- **The Green Bond Principles have four core components:**
 - Use of Proceeds
 - Process for Project Evaluation and Selection
 - Management of Proceeds
 - Reporting
- **The Green Bond Principles recommend issuers use an external review to confirm the alignment of the Green Bonds with these components, such as third-party review and verification and reporting**
- **As Administrator of the Green Bond Program, CleanSource serves as such third-party and provides:**
 - Review and verification of the project as qualifying as Green Project under program guidelines
 - Tracking use of proceeds for funding of Green Project as approved
 - On-going monitoring and verification and reporting of Green Project's results
 - Reporting in aggregate on Issuer's Green Bond portfolio performance and repayment

SAVESTM PLATFORM VALUE ADD

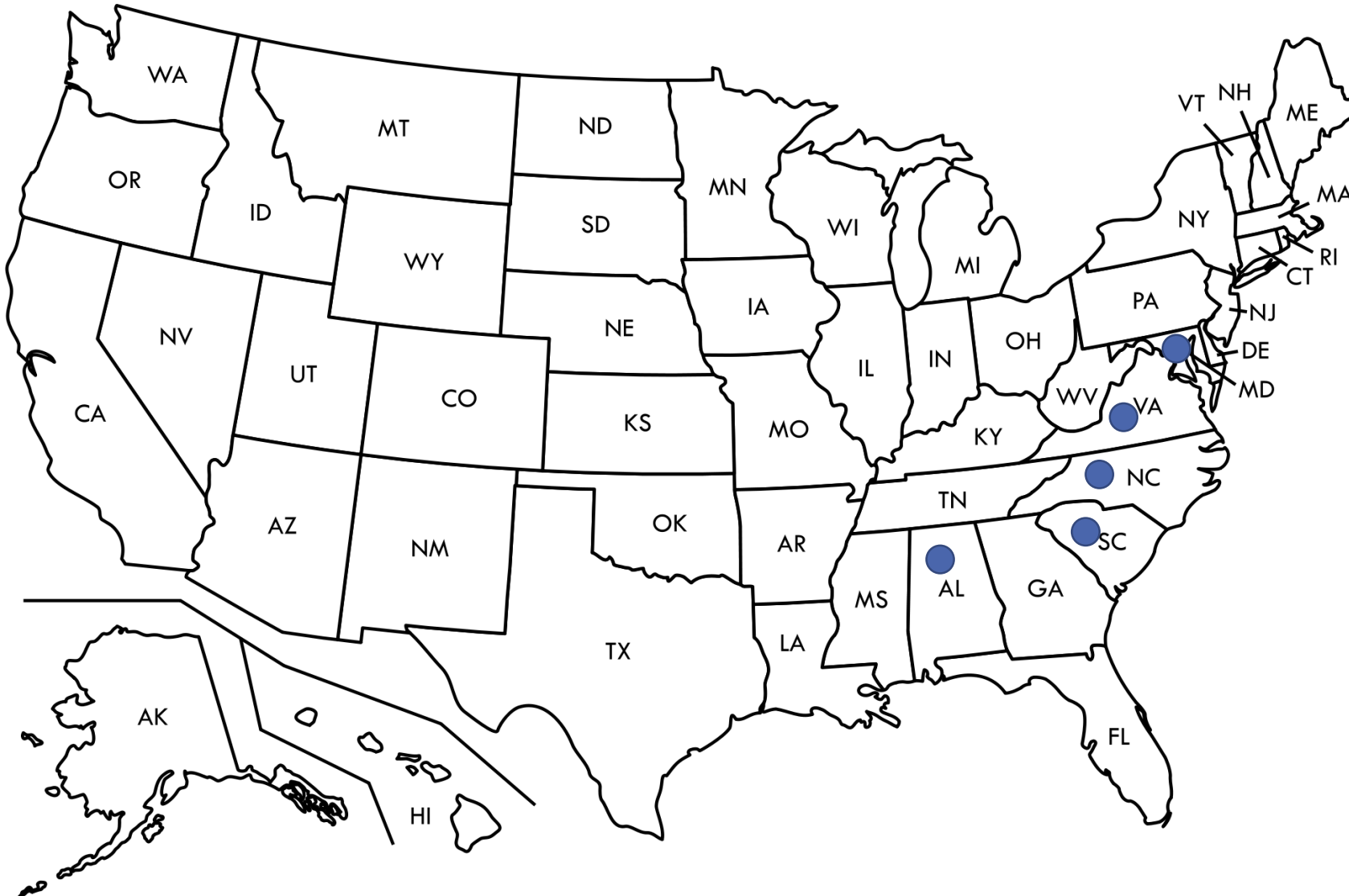
- **Economic Benefits:**

- Scalable, economical financing program for efficient deployment of Green Bonds including SWDBs, IDRBs and other tax-advantaged bonds, and traditional and emerging forms of financing – self-funding leases/service agreements and C-PACE.
- Reducing business operating expenses through energy and operational savings and/or increasing revenues from waste recovery, so as to increase retained earnings and reinvestment and to maintain competitiveness.
- Job creation through capital investing: 20 direct jobs per \$1.0MM invested, job creation through energy savings: 17 indirect jobs per \$1.0MM saved.
- Facilitate deployment of Green Bond volume cap allocations across the region to accelerate project development.

- **Environmental Benefits:**

- Estimated energy savings 1,500 MWh's per \$1.0MM invested.
- Estimated reduction of GHG emissions of 1,000 MT's per \$1.0MM invested.

CURRENT MARKET LANDSCAPE



● State Level Programs :

- Alabama *SAVES*
- South Carolina *SAVES*
- NCAFA GCP
- North Carolina *SAVES*,
- Virginia *SAVES*
- VSBFA GCP
- Maryland *SAVES*

FINANCING SOLUTIONS

- **Green Bonds**

- **Tax-Exempt Private Activity Bonds:**

- Solid Waste Disposal Bonds (SWDBs)
 - Tax exempt financing for water and sewage, solid waste disposal/recovery projects, waste-to-energy projects, and wastewater treatment.
 - Industrial Revenue Development Bonds (IRDBs)
 - Tax exempt financing for renewable energy/distribution generation used in industrial manufacturing.

- **Taxable Private Activity Bonds.**

- **Senior Debt**

- **National, regional and specialty banking and commercial finance institutions**

- **Commercial PACE**

- **For commercial and industrial building energy efficiency retrofits**
 - PACE is authorized in over 33 states and active in 20 states.

FINANCING SOLUTIONS (cont.)

- **Self-Funding Leases:**
 - **Energy/expense savings realized from the installed equipment in excess of lease financing incurred to pay for the upfront equipment cost, creating immediate cash flow to the owner and long-term ownership at end of lease.**
 - Capital lease with on-balance sheet treatment and \$1 buy out at end of term.
 - Operating lease for off-balance sheet treatment and early buyout or FMV buyout.
- **Self-Funding Energy Service Agreements:**
 - **Energy/expense savings and/or incremental revenues from waste recovery used to make service payments to third-party owner/operator to repay the financing used to pay for upfront cost of equipment and on-going operations.**
 - Off balance sheet/off credit solution for economically viable projects with credit worthy counter parties.

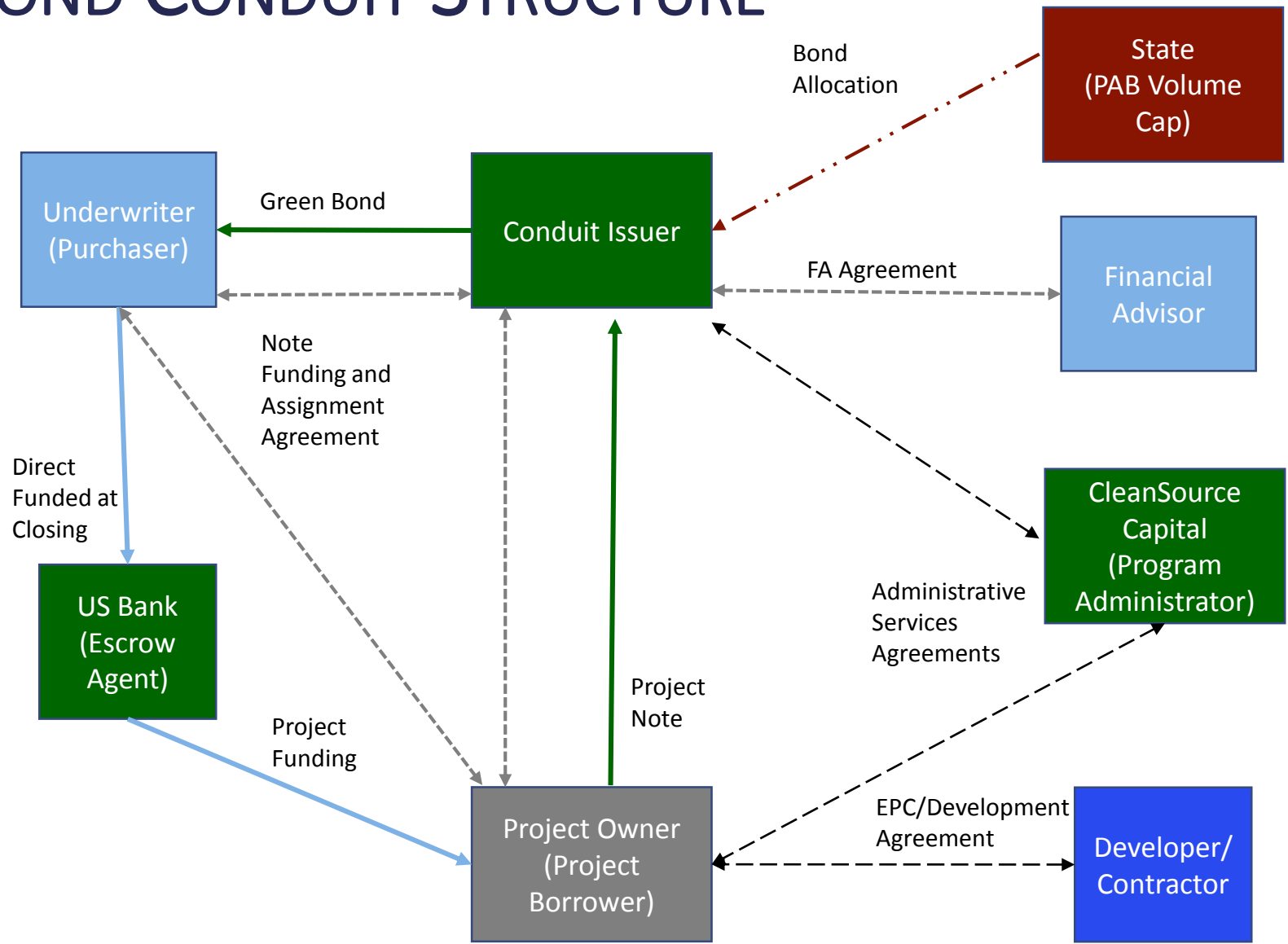
FINANCING SOLUTIONS (cont.)

- **Mezzanine Debt:**
 - **Secured, high yield debt for companies with EBITDA and proven track records and markets needing expansion capital.**
 - Minimally dilutive form of growth capital.
- **Equity:**
 - **Preferred equity at the project level.**
 - **Common equity at the operating company level.**
 - CSC professionals are registered securities representatives with appropriate securities licenses.

SAVES GREEN BOND PROGRAM PLATFORM

- **SAVES Green Community Programs in SC, NC, VA and MD**
 - Initially established to assist States in deploying remaining Qualified Energy Conservation Bond (“QECBs”) allocations with \$150MM in funding to date.
 - Program benefitted States from increased energy infrastructure and energy savings afforded by funded projects.
 - Standardized underwriting and closing process managed transaction costs.
 - QECBs eliminated in Tax Cut and Jobs Act at end of 2017.
- **SAVES Green Bond Programs being established to continue funding qualified projects through private activity bonds and other forms of tax-advantaged bonds, currently authorized or created in the future to address the Country’s infrastructure needs.**
 - *Green Bond Programs seen as long-term, growing platform for on-going origination of green bond and other forms of sustainable investing.*

GREEN BOND CONDUIT STRUCTURE



CONDUIT ISSUERS



Public Finance Authority

- Nationwide issuing authority for taxable and tax exempt bonds.
- Administrative Services Agreement with CleanSource for national Green Community Program and state specific Green Community Programs.
- PFA has partnered with CleanSource to serve as conduit issuer in localities that do not have a statewide or local issuing authority.



Virginia Resources Authority

- Virginia's premier funding source for local government infrastructure financing through bond and loan programs.
- Administrative Services Agreement with CleanSource as Administrator for the VA SAVES GCP.
- State-wide conduit issuer for local government borrowers in the VA SAVES GCP.



Virginia Small Business Financing Authority

- Virginia's business and economic development financing arm offering bond issuances to support clean energy projects.
- Administrative Services Agreement with CleanSource as Administrator for both VA SAVES GCP and VSBFA GCP.
- State-wide conduit issuer for private borrowers in the VA SAVES GCP and VSBFA GCP .



South Carolina Jobs and Economic Development Authority

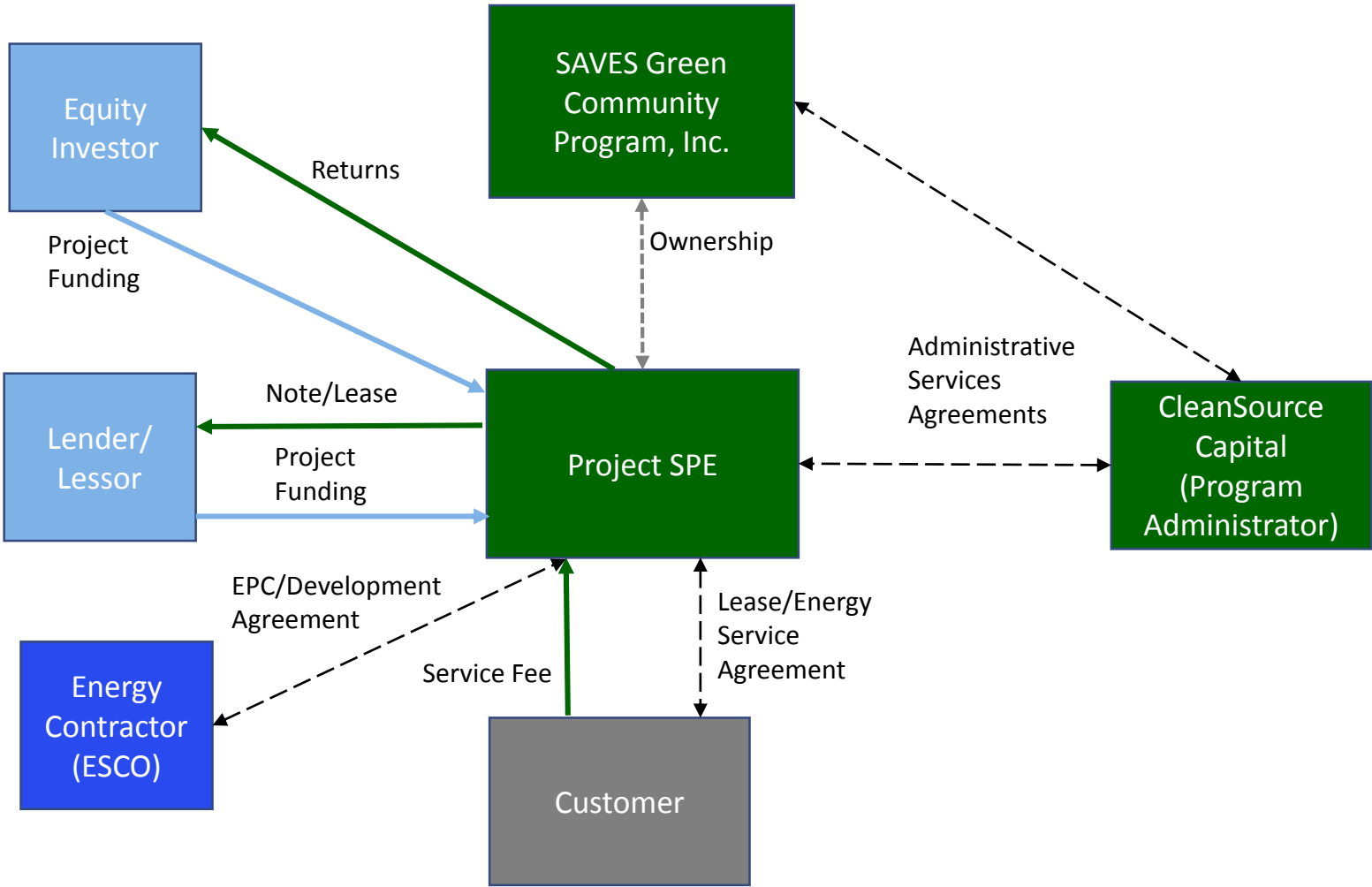
- Statewide conduit issuer of special obligation revenue bonds and acts on behalf of the borrower to access the financial markets and capital.
- Administrative Services Agreement with Abundant Power and CleanSource as Administrator for SC SAVES GCP.
- State-wide conduit issuer for public and private borrowers in the SC SAVES GCP.



North Carolina Agriculture Finance Authority

- Mission to provide credit to farming, processing, manufacturing and exporting for the agriculture industry in North Carolina.
- Administrative Services Agreement with CleanSource as Administrator for the NCAFA Green Community Program
- State-wide conduit issuer for private borrowers involved in the agriculture industry in North Carolina.

SELF-FUNDING LEASE/ESA STRUCTURE



FINANCING PARTIES

- **SAVES™** has relationships with financing parties interested in funding loans in high growth energy and sustainability verticals.



SAVES™ PLATFORM CORE COMPETENCIES

- **Industry/Technology Knowledge:** Associations, Newsletters, Conferences, Websites
- **Marketing/Origination:** Website, Literature, Materials, Message, Database, Plan
- **Legal/Structuring:** Law Firm, Accounting Firm, Documentation, Models, Efficiency
- **Financing/Capital Markets:** Capital markets participants, Database, Market Pricing, Structures
- **Underwriting:** Project diligence, Credit diligence, underwriting, and approval processes
- **Compliance/Servicing:** Systems, procedures, people
- **Business Administration:** Systems, procedures, people
- **Measurement & Verification:** Systems, procedures, people

SERVICING AND REPORTING

- **Tracking Use of Proceeds:**
 - Master Servicing Agreement with US Bank for establishment of escrow account to trace disbursement of proceeds against draw requests for project implementation.
- **Servicing of Payments:**
 - To extent needed, CleanSource can service the bonds/leases for the financing parties, collecting payments from the borrowers and remitting to the financing party and reporting on repayment of same.
 - Can also manage delinquent accounts and/or collections.
- **Lock Box Administration:**
 - To extent needed, CleanSource can administer lock box arrangements for the receipt of revenues from projects and the payments under water fall structures in the investment documentation for a project.
- **Measurement and Verification:**
 - CleanSource measures the project's performance against specific metrics defined during the underwriting process to track results, using analytics capabilities provided by its affiliate, Abundant Power, where appropriate.
- **On-Going Reporting:**
 - CleanSource reports to the Issuer, the Borrower and the Financing Party the performance of the project against the agreed upon criteria as well as the repayment of the Green Bond, both at the project level and with the Green Bond portfolio.

For more information contact:



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gmontgomery@abundantpower.com

RECENT TRANSACTIONS – QECBs



VIRGINIA SAVES GREEN COMMUNITY PROGRAM

- **13 Projects to date**
- **\$58,165,102 in installed measures**
 - 22,780 annual MWhs saved
 - 100,741 annual MMBtus saved
 - 38,325 annual kGals in water conservation
- **27,721 metric tons of GHG emissions reduced**
- **\$71,623,683 in expected energy savings**
- **\$16,505,200 in interest savings**

NORTH CAROLINA AGRICULTURAL GREEN COMMUNITY PROGRAM

- **4 Projects to date**
- **\$36,000,000 in installed measures**
 - 57,122 annual MWhs saved
 - 30,000 annual MMBtus saved
- **41,736 metric tons of GHG emissions reduced**
- **\$49,937,563 in expected energy savings**
- **\$6,960,500 in interest savings**

NORTH CAROLINA SAVES GREEN COMMUNITY PROGRAM

- **1 Project funded to date**
- **\$38,251,361 in installed measures**
 - “Energy Positive” status for Class A Commercial Building/LEED Platinum
 - 60% reduced energy consumption
- **\$26.9 million in estimated interest savings**
- **Est. 1,200 direct/800 indirect jobs created**

SOUTH CAROLINA SAVES GREEN COMMUNITY PROGRAM

- **4 Projects to date**
- **\$13,419,685 in installed measures**
 - 3,170 annual MWhs saved
 - 4,093 annual MMBtus saved
 - 7,765 annual kGals in water conservation
- **3,075 metric tons of GHG emissions reduced**
- **\$11,299,125 in expected energy savings**
- **\$2,790,850 in interest savings**



Fluvanna County and Public Schools
(Virginia SAVES)
\$7,653,740

15 Year Energy Performance Contract with Trane



Albemarle County Schools
(Virginia SAVES)
\$7,821,492

12 Year Energy Performance Contract with Ameresco



St. Anne's Belfield School
(Virginia SAVES)
\$2,500,000

Energy Efficiency Upgrades with Southland Energy



Warren County Schools
(Virginia SAVES)
\$8,691,000

20 Year Energy Performance Contract with Ameresco



Pamunkey Regional Jail Authority
(Virginia SAVES)
\$2,187,501

15 Year Energy Performance Contract with Siemens



Botetourt County Public Schools
(Virginia SAVES)
\$6,512,144

15 Year Energy Performance Contract with Johnson Controls



Eastern Mennonite University
(Virginia SAVES)
\$2,702,686

15 Year Energy Performance Contract with Siemens



Randolph-Macon Academy
(Virginia SAVES)
\$3,855,000

20 Year Energy Performance Contract with Southland Energy



Pittsylvania County Schools
(Virginia SAVES)
\$3,313,595

15 Year Energy Performance Contract with Trane



Russell County Public Schools
(Virginia SAVES)
\$5,558,478

20 Year Energy Performance Contract with Trane



Gordonsville Holdings, LLC
(Virginia SAVES)
\$1,665,000

Photovoltaic (PV) Solar with Sun Tribe Solar



Caroline County
(Virginia SAVES)
\$3,142,769

15 Year Energy Performance Contract with ABM



The Fuqua School/Rural Education Foundation
(Virginia SAVES)
\$1,893,750

20 Year Energy Performance Contract with Southland



Bradley Solar Project (NCAFA GCP)
\$4,500,000

Photovoltaic (PV) Solar Project with Ecoplexus



Watson Seed Solar Project (NCAFA GCP)
\$14,500,000

Photovoltaic (PV) Solar Project with Ecoplexus

OPTIMA BIOENERGY

Optima KV Project (NCAFA GCP)
\$6,500,000

Swine Waste to Energy Anaerobic Digester Project with Cavanaugh



Optima TH Project (NCAFA GCP)
\$9,500,000
*Pending

Swine Waste to Energy Project from Smithfield Foods Processing Facility



City Gateway Project (NC SAVES)
\$40,000,000
*Pending
“Energy Positive” Commercial Building Development



Randolph Trucking I (SC SAVES)
\$2,051,812

CNG Alternative Fuel Conversion for Commercial Trucks



Randolph Trucking II (SC SAVES)
\$880,633

CNG Alternative Fuel Conversion for Commercial Trucks



Anderson County (SC SAVES)
\$5,225,240

15 Year Energy Performance Contract with ABM



Sumter County (SC SAVES)
\$5,225,240

13 Year Energy Performance Contract with Trane

RECENT TRANSACTIONS – ALABAMA SAVES RLF



ALABAMA SAVES

- \$65MM Revolving Loan Fund
- Industrial, Commercial, and non-profit projects in the private sector
- Funding commitments for 107 loans totaling \$58.4M
- Energy efficiency in 179 buildings representing 13M SF
- Estimated annual savings of 82.2 MM kWh = 90MM LBs of coal avoided = reduction of 148k metric tons of CO2 = 17K cars off the road



WSSA Plaza Building
Commercial Office Building

\$1,079,579

Lighting and HVAC upgrade



Gregerson's Foods
Grocery Store

\$576,126

LED Lighting upgrade



Max Oil Company
Convenience Store

\$168,823

Lighting and HVAC upgrades



Brewton Iron Works
Machined Parts Supplier

\$115,233

LED Lighting throughout facility



Health Actions, P.A.
Medical Clinic

\$115,148

LED Lighting upgrade



WL Petrey Wholesale
Wholesale Distributor

\$400,000

LED Lighting upgrade



Service Steel

\$339,150

150kW rooftop mounted solar array



Downton Rescue Mission

\$576,000

HVAC and building envelope upgrade



Barber Motorsports Museum

\$716,000

Lighting and HVAC upgrades



The Pizitz Building

\$4,000,000

Historic Building Retrofit



Talledega Foundry

\$400,000

Machining upgrade to eliminate use of natural gas



The Dixie Group

\$1,460,000

Machining upgrade to textile manufacturing plant



Westervelt Lumber

\$1,405,487

LED lighting and building envelope improvements



Wise Alloys

\$1,521,981

LED lighting and mechanical upgrade at sheet metal manufacturer



Apel Steel

\$1,005,057

340kW solar array and battery storage



Candlewick Yarns

\$2,299,370

LED lighting upgrade and machining replacement



The Thomas Jefferson Hotel

\$3,860,000

Historic Building Retrofit



The Historic Federal Reserve

\$4,000,000

Historic Building Retrofit



St. Paul's K-12 School

\$1,180,000

HVAC and controls upgrade



Medplex Outpatient Surgery Center

\$152,540

LED and HVAC upgrade



PJ Kraft Solar

\$690,000

200 kW ground mounted solar array



The Buick Building

\$1,140,000

Historic Building Retrofit

RECENT TRANSACTIONS – FINANCIAL ADVISORY



Nacelle Logistics, LLC

Equity Raise

\$1.0 Million
Class B Units

\$7.12 Million
Class A Units

Nacelle Equipment Funding 2015, LLC

Preferred Equity
Raise

\$3.56 Million
Preferred Units

Lease Financing Maxus Capital

\$25 Million Facility

\$3.75 Million
For 7 Pieces of
Equipment
Leased to Date

WHO WE ARE



Energy Management
Technology



Financial Solutions and
Underwriting



Building Science and Engineering



Abundant Power is an energy management services company focused on providing transformative financial and technology solutions for the built environment ecosystem.



CleanSource Capital is an affiliate established to provide design and administration of proprietary funds dedicated to energy efficiency financing.

EXPERIENCE WITH ENERGY EFFICIENCY PROGRAMS

ALABAMASAVES™
Sustainable and Verifiable Energy Savings

alabama wise™
Worthwhile Investments
Save Energy

ST. LOUIS COUNTY SAVES™
Sustainable and Verifiable Energy Savings

SOUTH CAROLINA SAVES™
Sustainable and Verifiable Energy Savings

VIRGINIASAVES™
Sustainable and Verifiable Energy Savings

MARYLAND SAVES™
Sustainable and Verifiable Energy Savings

DC
PACE COMMERCIAL
an energy finance solution

EPx™
ENERGY
PERFORMANCE
COMMISSIONING

- **Leveraged Revolving Loan Fund (RLF)**
 - Alabama SAVES™ – \$65MM Med/Large, C&I, Non-profits
 - Alabama WISE™ – Pilot program for residential retrofits
- **Qualified Energy Conservation Bonds (QECBs)**
 - St. Louis County SAVES™ – \$10.3MM Residential, C&I, Non-profits
 - South Carolina SAVES™ – \$13MM Government, C&I, Non-profits
 - NC Ag Finance Authority - \$36MM Renewable Energy
 - North Carolina SAVES™ – \$40MM Government, C&I, Non-profits
 - Virginia SAVES™ – \$66MM Government, C&I, Non-profits
 - Maryland SAVES™ – \$48MM Government, C&I, Non-profits
- **Property Assessed Clean Energy (PACE)**
 - DC Green Forward – \$250MM C&I
- **Energy Management Services Agreements (EMSA)**
 - EPx™ – 12MM SF Small/Med Commercial

PROVEN DOCUMENTATION

- **Program Governance**
 - Loan Review and Governance Committee Charter
 - Credit and Energy Underwriting/Evaluation Guidelines and Policies
- **Program Technical Guide for Eligibility**
- **Vendor Application Guide for Prospective Contractors**
- **Construction (Davis Bacon Act) Compliance Guidelines**
- **Program Documents**
 - Service Provider Application and Guidelines
 - Energy Assessment
 - Expression of Interest
 - Loan Application and Guidelines
 - Standard Diligence Requests for Credit and Energy Underwrite
 - Standard Term Sheet
 - Standard Documentation

ORIGINATION CHANNELS

- The Program has established relationships in the right channels to originate a robust pipeline and drive funding of Eligible Projects.

ESCOs,
Contractors,
Project Developers

Utilities

NGO's

Governmental
Entities

Vendors,
Distributors,
Suppliers

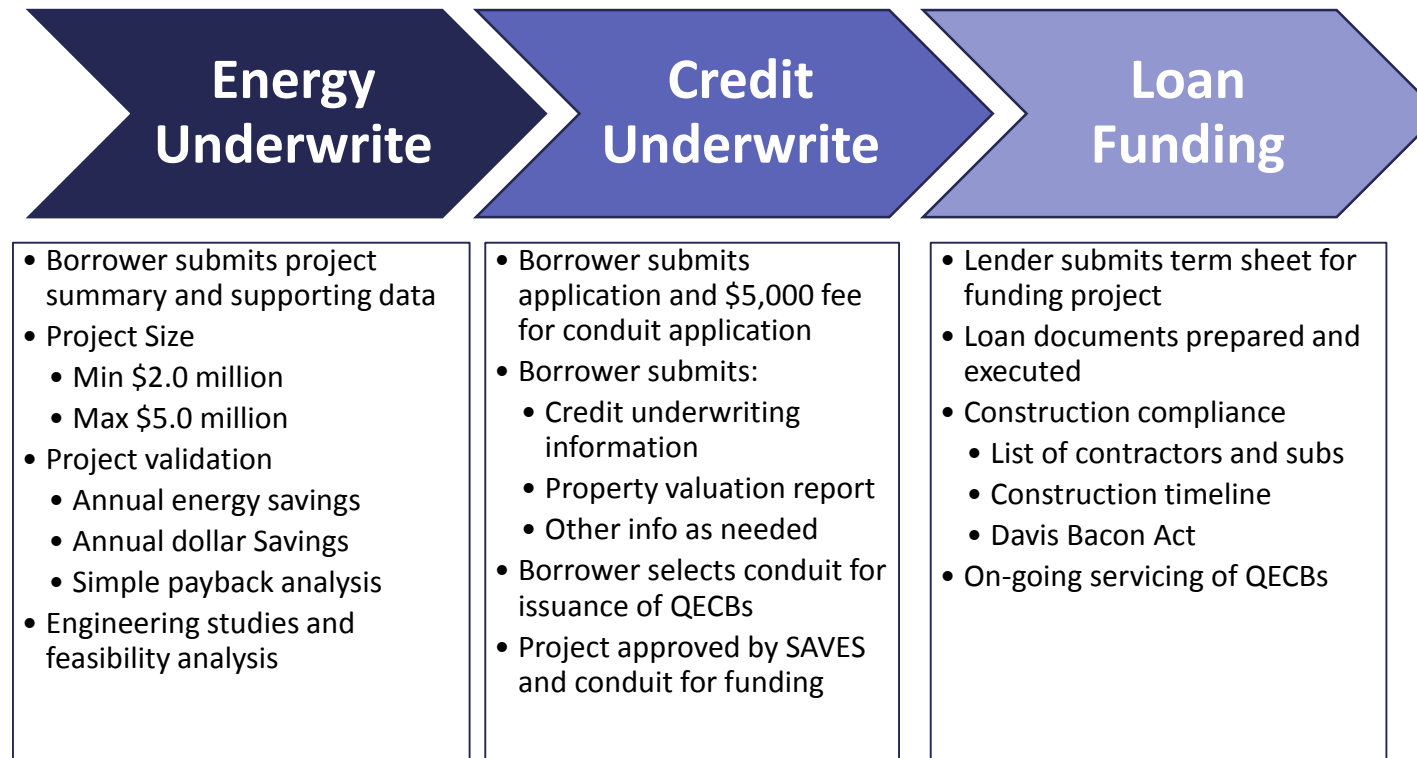
Engineers,
Professionals,

Associatons

Economic
Development
Authorities

SAVES™ UNDERWRITING PROCESS

- The program has processes in places to streamline loans from origination, through underwriting, to closing, and funding.



- **CleanSource is the affiliate Abundant Power** established to expand the SAVES™ program into other jurisdictions using Qualified Energy Conservation Bonds, as well as other Green Bonds, as the funding mechanism.
 - To date, CleanSource has established/administered 5 programs totaling over \$150.0MM in QECB allocations.
- ***SAVES™ (Sustainable and Verifiable Energy Savings)*** is Abundant Power's proprietary, core energy financing platform for designing and administering programs:
 - Credit and financial underwriting standards incorporating multiple security instruments and repayment mechanisms.
 - Established origination and servicing standards designed to create transparency and meet the requirements of secondary markets.
 - Energy underwriting protocols, including prescriptive and performance options to maximize energy savings and optimize cash flow.
 - Energy measurement and verification, including QA/QC protocols, as well as contractor and auditor standards and monitoring and overall process management.