

Disclaimer

“The opinions expressed by the presenters are the opinions of the presenters and are not the opinions of Battelle Memorial Institute or the Pacific Northwest National Laboratory. Battelle’s role in supporting this seminar is a part of its service to the public and does not: (1) constitute an endorsement of the presenters, the presenters’ opinions, or the organizations represented by the presenters; or (2) represent a recommendation of any services, strategies or products discussed during this presentation. This seminar is presented for educational purposes only.”



SHOREBANK PACIFIC
Let's change the world.®



Washington State Renewable Energy Financing

Commentary on CleanTech Lending

March 26, 2009



SHOREBANK PACIFIC
Let's change the world.®

Business. Community. Environment.™

ShoreBank Pacific profitably assists businesses and through them, their communities, to be sustainable through their economic, social, and environmental practices.





SHOREBANK PACIFIC
Let's change the world.®

The standard for effectiveness

Can you do what you
are doing for 100 years
and have it still be
effective?





SHOREBANK PACIFIC
Let's change the world.®

Trouble in the Finance Industry

- Debt and Equity Capital are Generally Frozen
- Finance Industry Tainted
- CleanTech a Bright Spot





SHOREBANK PACIFIC
Let's change the world.®

Renewable Energy

Opportunities abound, what we like:

- Biomass
- Solar
- Micro-wind
- Micro-hydro
- Biofuels
- Geothermal





SHOREBANK PACIFIC
Let's change the world.®



The normal measures for loan acceptance

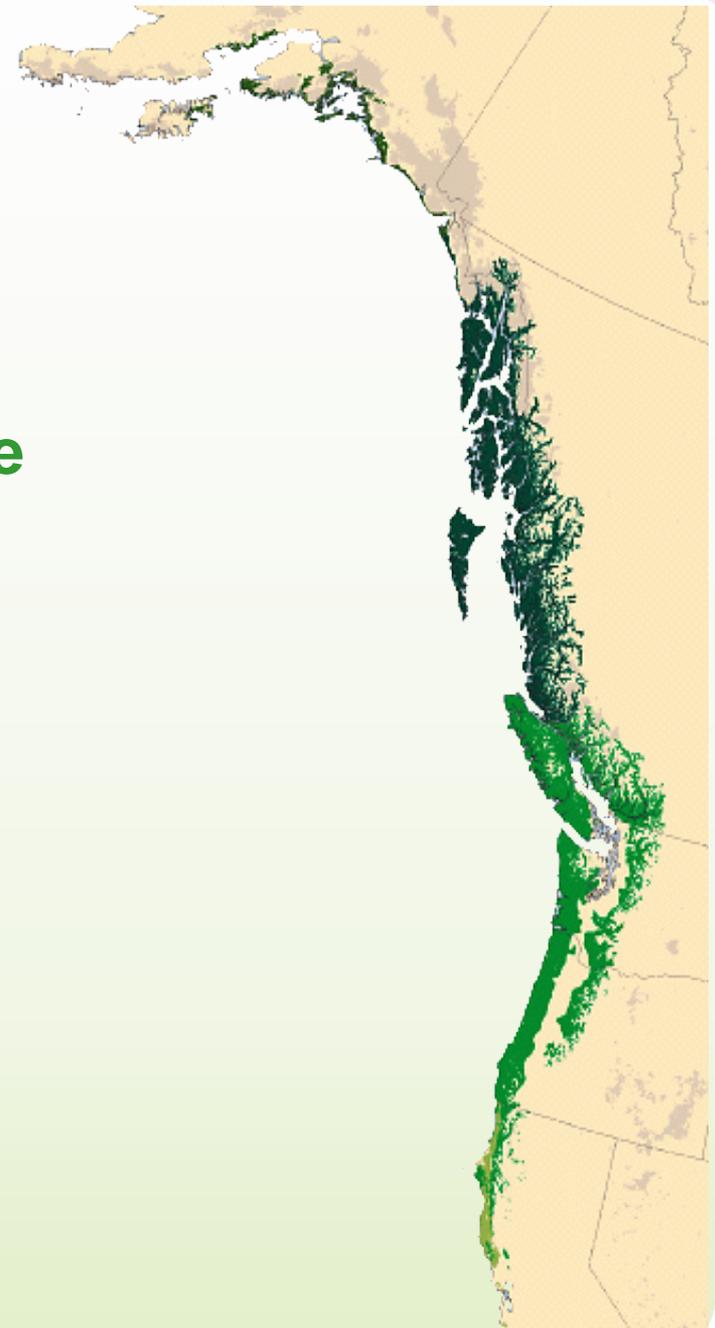
- Character
- Cash flow
- Collateral
- Capability

We add

- Community impact
- Wealth generation for the community
- Environmental stewardship



SHOREBANK PACIFIC
Let's change the world.®



Basic Elements of Project Finance

- Management
- Project Equity
- Feedstock Agreement(s)
- Off-take Agreement(s)
- Construction Partner
- Strong Guarantor

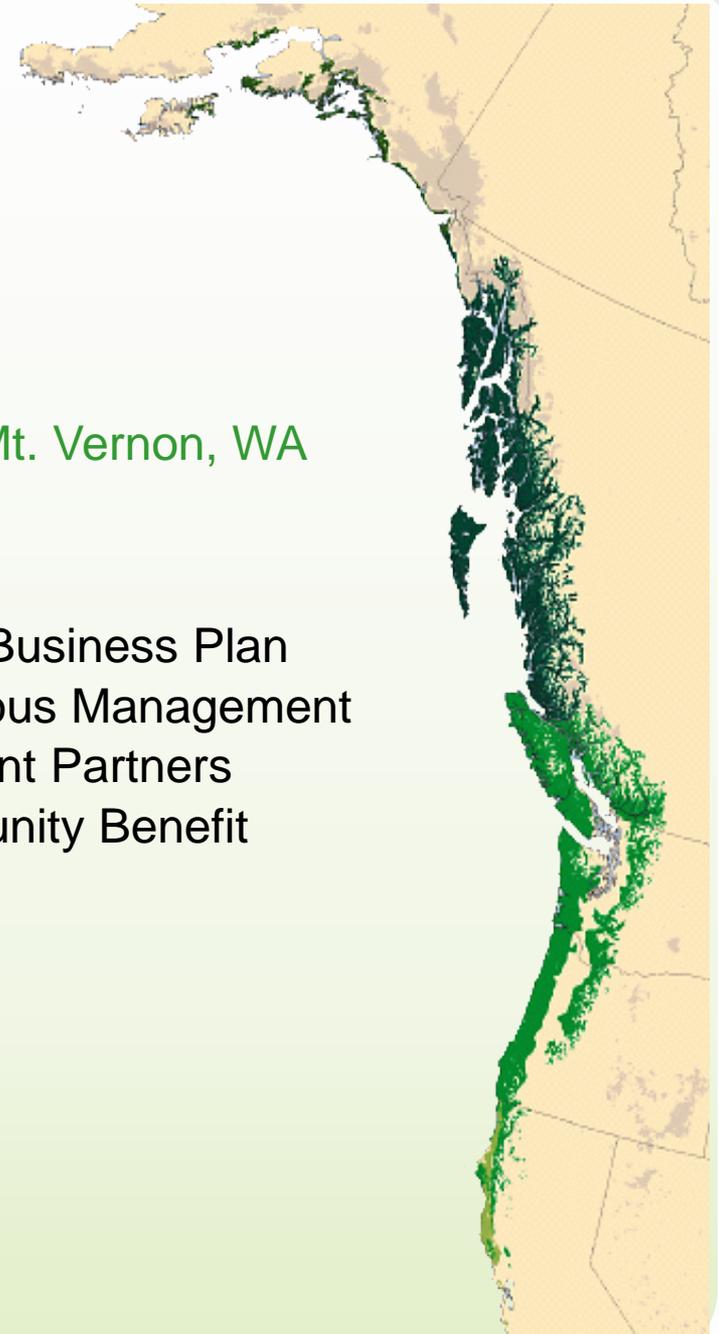


SHOREBANK PACIFIC
Let's change the world.®

Farm Power Northwest, Mt. Vernon, WA

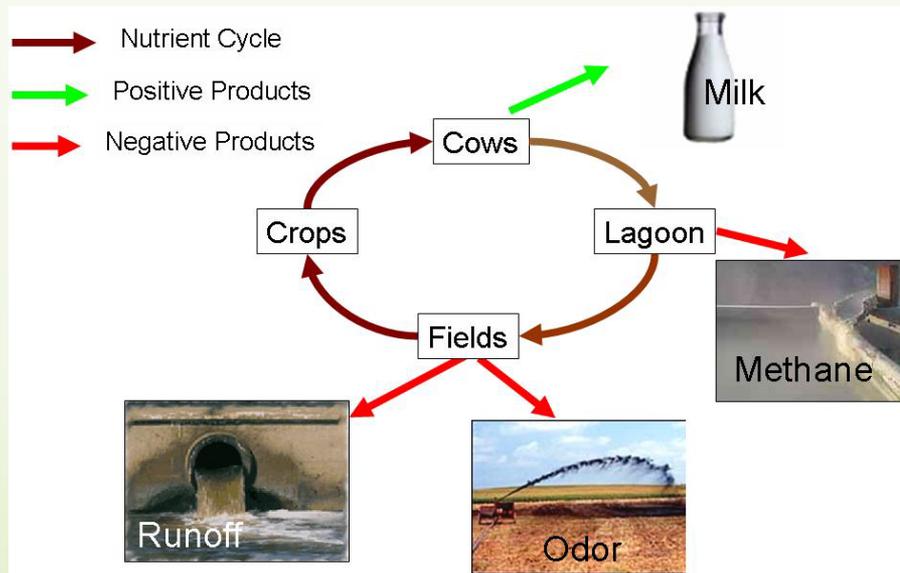


- Smart Business Plan
- Tenacious Management
- Excellent Partners
- Community Benefit



Important Facts:

- Methane Capture to Power Generation
- Support Mt. Vernon Dairy Industry's Profits
- Carbon Sequestration & Credits



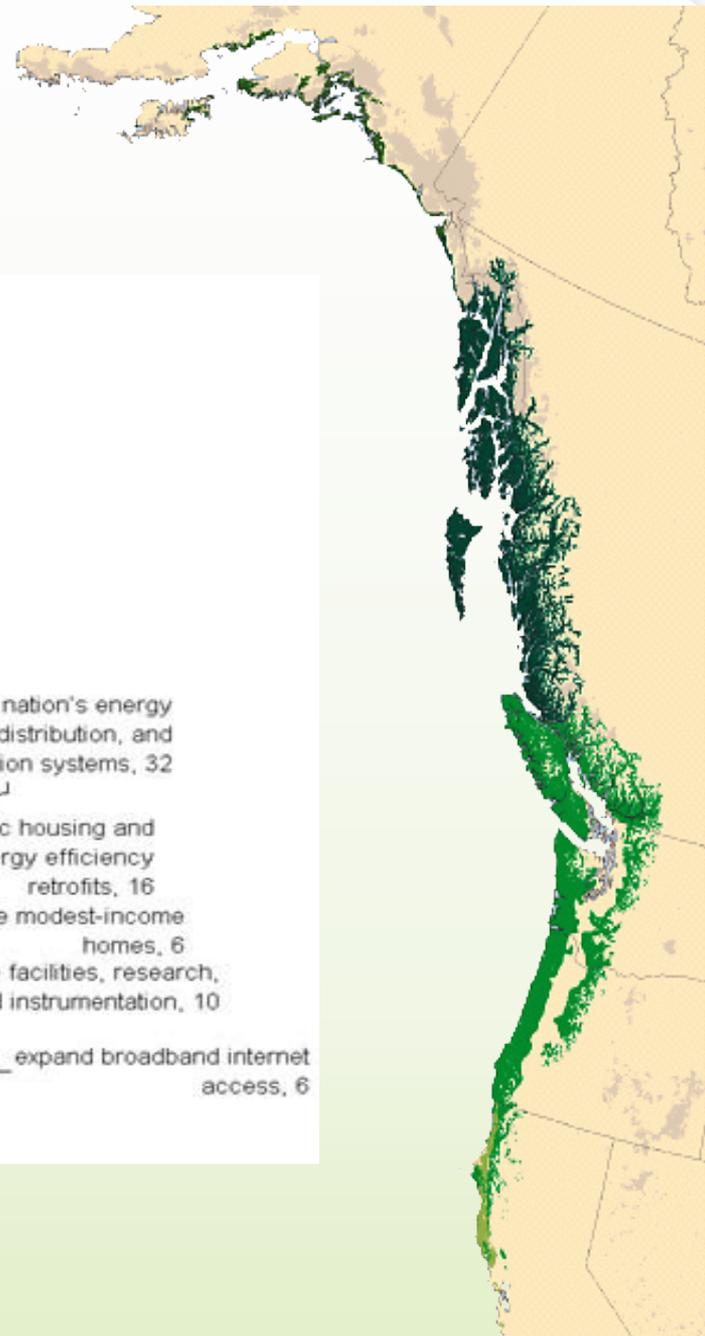


SHOREBANK PACIFIC
Let's change the world.®

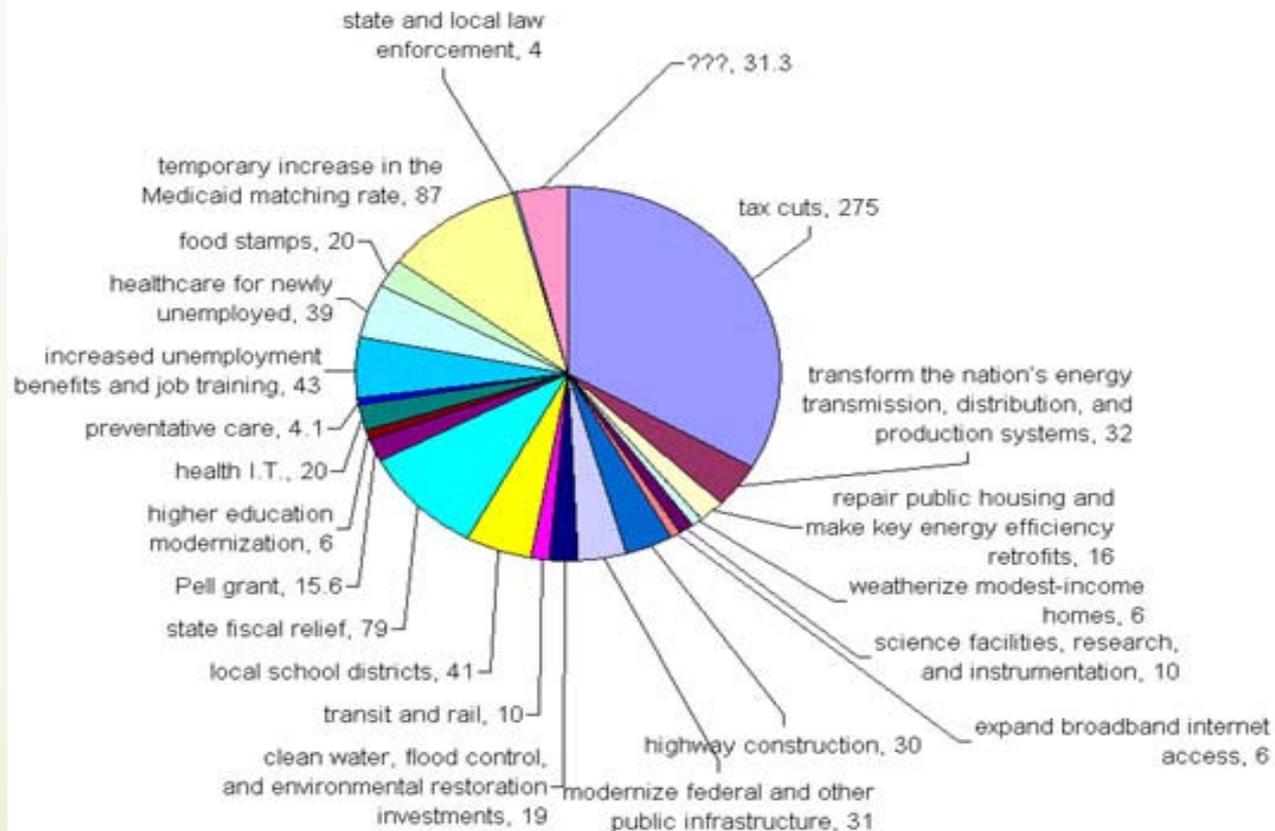


Financing Options:

- Private Investors
- Government Grants
- ITC & PTC, Grant Form
- Carbon Credits/REC's
- Municipal Debt Facilities, Guarantees
- SBIR



Entire Stimulus Package, Billions of Dollars





SHOREBANK PACIFIC
Let's change the world.®

Energy - \$54B

Infrastructure \$163B

- \$32B for smart grid - \$640M
- \$6B weatherization - \$120M
- \$30B public infrastructure - \$620M
- \$19B clean water / flood control - \$380M
- \$10B transit / rail - \$200M
- \$30B highways \$600M





SHOREBANK PACIFIC
Let's change the world.®

Stimulus Money; Don't Miss Out!:

- This time, They Meant Business
- Tangible Changes in Incentives & Grants
- Notable Programs





SHOREBANK PACIFIC
Let's change the world.®

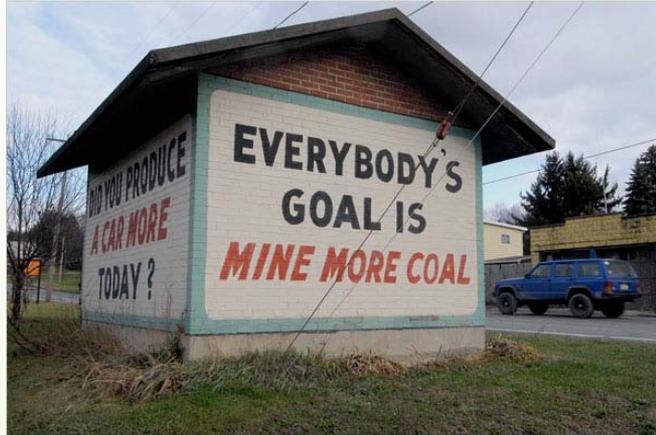
Shovel Ready Projects:

- What is that?
- Test of Capital Delivery
- Permitting and Interconnection
- Bandwidth
- Identified Need & Govt. Support





SHOREBANK PACIFIC
Let's change the world.®

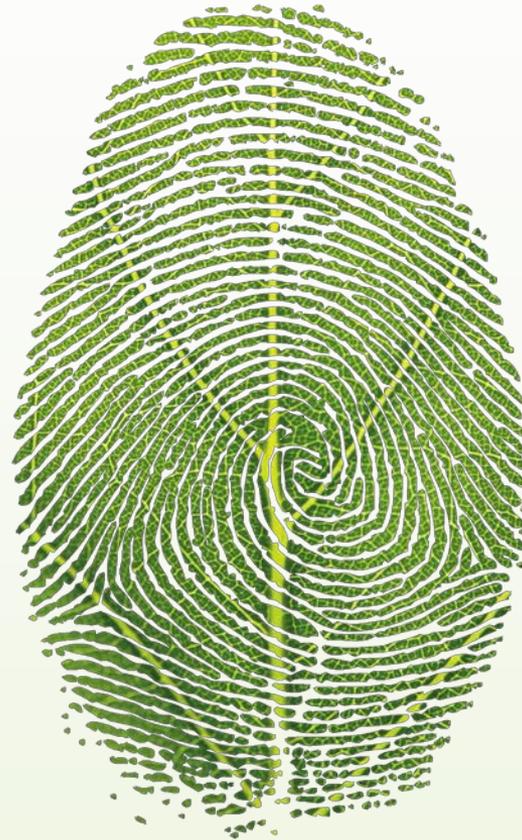


Regions are
going to differ





SHOREBANK PACIFIC
Let's change the world.®



We leave a different mark on
everything we touch.