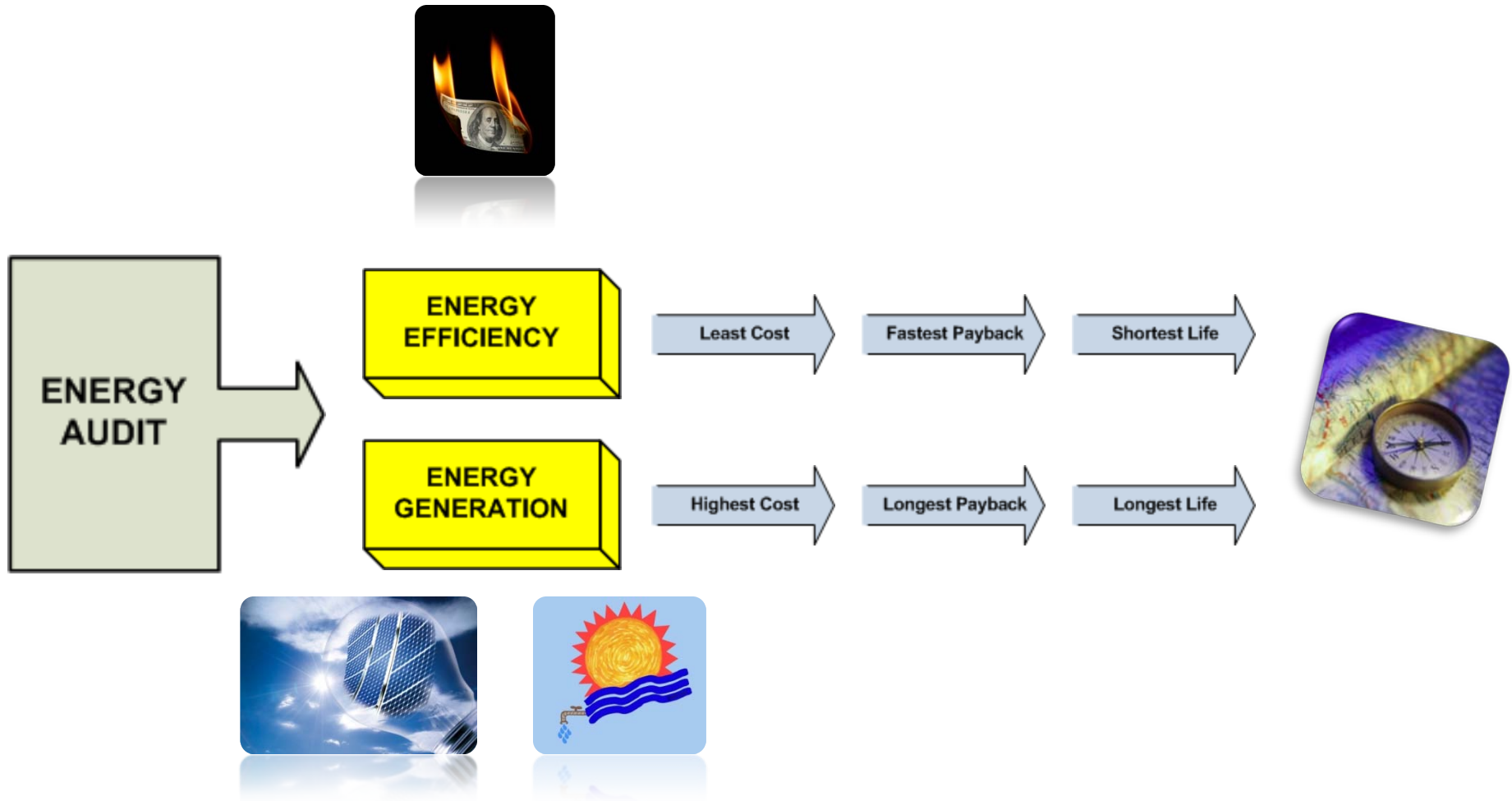


CHP for Reliability & Premium Power

# FINANCING ENERGY PROJECTS

# Determine Current Status

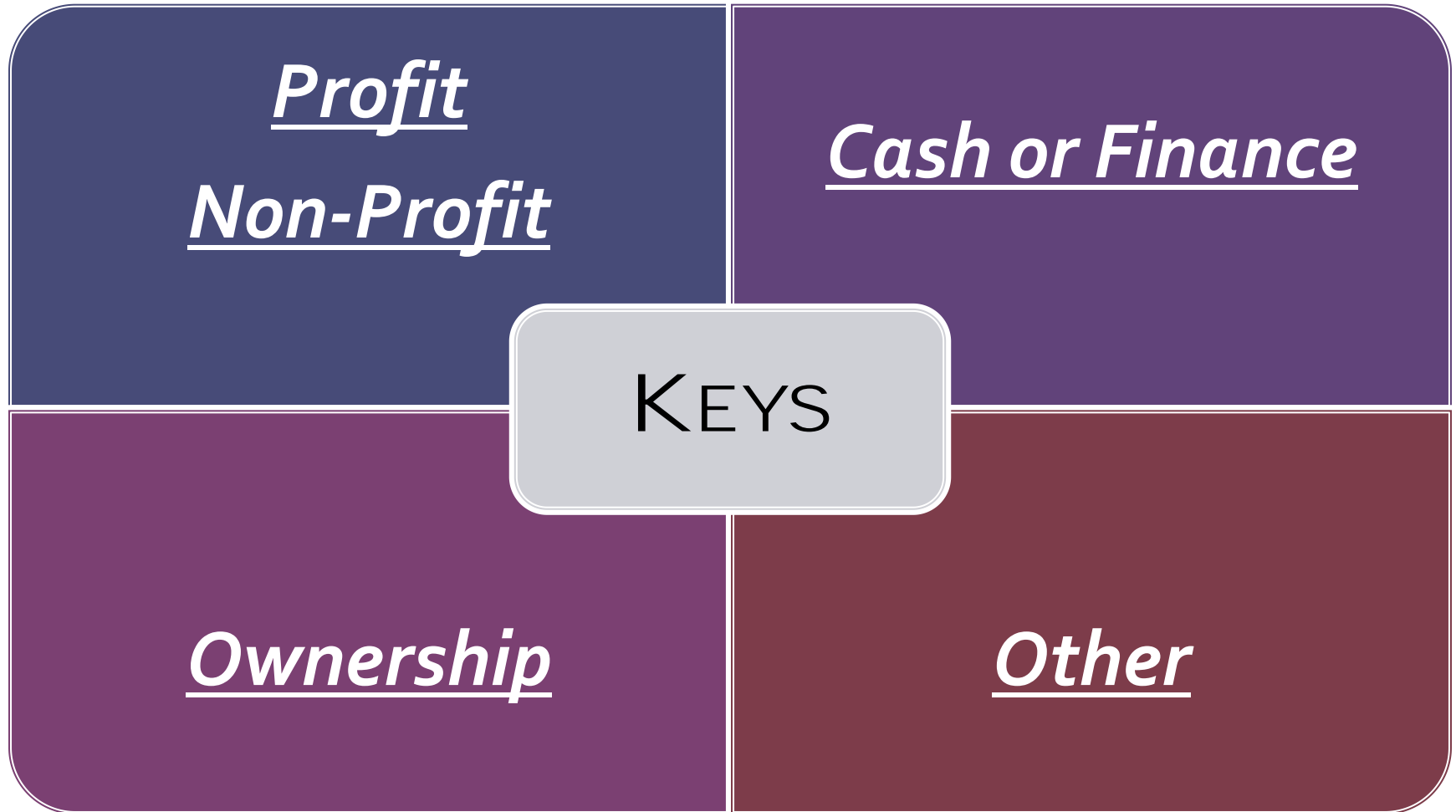


# Evaluate Potential Savings

- ***Current Costs (all media)***
  - Consumption **X** Energy Cost
  - O&M
  - Regulatory Compliance
  - Future Legislative Actions
- ***Capital Acquisition Costs***
- ***Less: Rebates***
- ***Finance Options***
- ***Net Cash Flow vs. IRR or Payback Period***



# Project Finance Keys



# Project Finance Alternatives

**HIGHEST COST: DO NOTHING!**



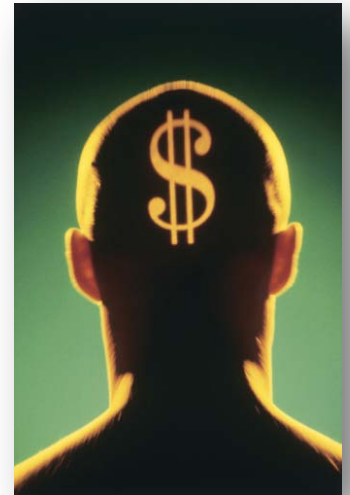
“Pay as you go” . . . .



“Pay as you use” . . . .

# Major Issues

- Pay cash or use operating budgets
- Debt shown on balance sheet
- Tax attributes
- Ownership issues
- Maintenance & performance risk
- Financing terms to match useful life
- Rebates: Non-profit vs. For-profit

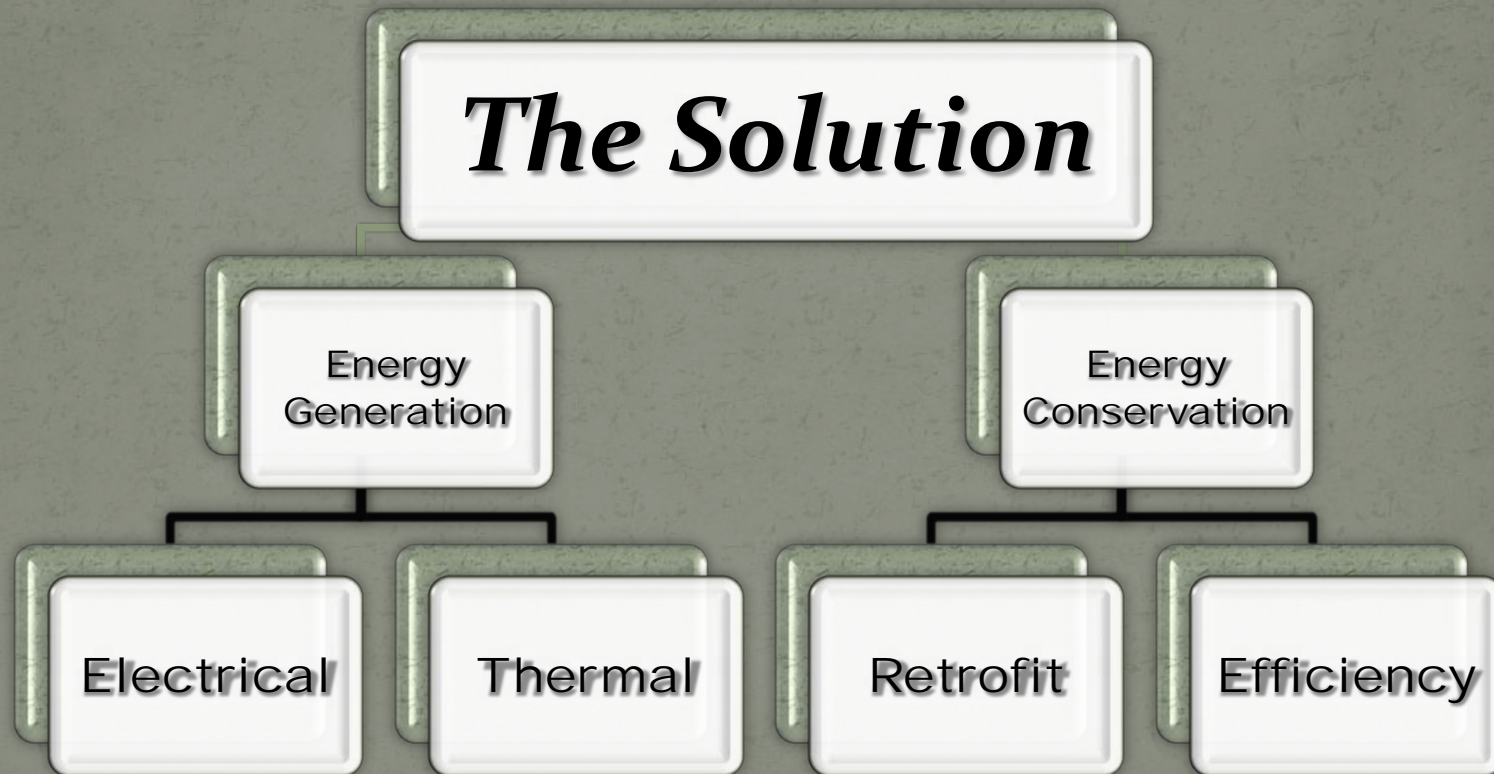


# Revenue Sources

- REVENUE SOURCES
  - Energy savings
  - Rebates
  - RECs & green tags
  - Sales from emission reduction
  - O&M Savings
  - Employee production
  - Risk management
  - Green branding



# The "Energy Solution"



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