



Show me the money!

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Introduction

- Federal financing vehicles
 - UESC, ESPC, EUL
- Focus on financing challenges of ESPC and EUL
- Hot topics





About Bostonia

- Bostonia is an investment banking and financial services company that concentrates principally on structuring complex, innovative financing solutions for introduction into the capital markets and providing independent financial advisory services to both the public and private sectors. Bostonia also has a significant sales and trading operation through our broker/dealer.
- Focus on federal, municipal and commercial energy efficiency and renewable energy projects.
- Over \$2.5 billion in US government financings.
- Ranked in top 10 investment banking firms for domestic private placements





Energy Savings Performance Contracts (ESPC)

- Contract Risk
 - Longer terms
 - Termination for Convenience
 - Debt Service offsets
- Contractor Risk
 - ESCOs have varying credits
 - Construction/acceptance risk
- Customer Risk
 - Closure/Realignment
 - History of payments/acceptance
- Project Risk
 - Equipment
 - Measurement and Verification; Operations and Maintenance



Enhanced Use Leasing (EUL)

- Financing Issues
 - Not typical project finance analysis
 - In-kind contribution to government major structuring component
 - No guaranty that the government is your off-take
 - Non-standard “exit strategy” analysis
 - Market analysis impacted by location on military installation
 - OMB scoring rules significant factor



Issues for Discussion

- ESPC is not a commodity
 - Renewable projects
- Aggregation
- Off balance sheet structures
- Re-sizing of projects



Thank You!

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New Orleans
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