



GE Government Finance

Financing Federal Energy
Contracts



GovEnergy
www.govenergy.gov



Who We Are

- **WHO:** A market leader in local, state and federal Governments, Non Profit, Education and Industrial Development Bond Financing. A specialized business unit focused on tax-exempt and funding appropriation dependant financing.
- **CUSTOMERS:** All levels of government & associated agencies, tax exempt eligible organizations, and manufacturers, dealers & contractors that sell equipment and services to the government.
- **Team:** 30+ sales people covering **End User** (Direct) and **Vendor** (Indirect) channels Expertise in all disciplines—contracting, legal, pricing, marketing, operations and administration.
- **INDUSTRIES:** All collateral types with a focus on Energy, Real Estate, IT, Construction, Healthcare, Telecom, Security, Aircraft, Transportation, General Industrial/Manufacturing, Office Imaging and Water.





Energy Projects We Finance

- Contract Vehicles
 - UESC
 - ESPC
 - EUL
- Open Market
 - Energy equipment leasing
 - Privatization of utilities



Contract Vehicle Benefits

- Contract Vehicles

- UESC
- ESPC
- EUL

- Open Market

- Equipment leasing
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- Benefits

- No saving's risk...easiest
- Longer term...bigger deals
- Large deals...speculative

- Alternative to UESC/ESPC
- No cost / no risk to the Government



How To Maximize Financing

- Maximize your allowable term, (e.g., 10, 25 years)
- Utilize quarterly draws vs. monthly to maximize escrow reinvestment opportunity
- Save interest costs...Employ annual in advance payment methodology vs. monthly in arrears
- Save interest costs...Focus on debt service amount to be paid, not just interest during construction, (IDC)



For More Information

- Andy Rubin
- GE Government Finance
- andrew.rubin@ge.com
- 203-421-7909





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