

Alternative Energy

Case Study

Situation

A California-based Solar Energy Services Firm with 10+ years of commercial solar experience and development talent desired to Develop and commercialize a 20MW utility scale solar park for sale of energy to a utility off-taker. The Company had limited capital resources, no experience in project finance and needed build a viable project plan and secure financing. The Project is over \$100M in Scale and a 18 month build-out,

Project Objective

- Conceive of Project and rationalize opportunity.
- Develop full Project Plan and Investor Case
- Build roadmap to secure project funding
- Assist in initial funding
- Assist in securing major project finance
- Provide assistance and on-going advisory services

What we did

- Define the key elements of the Project
 - Find appropriate Lands for Solar Park, negotiate and lock-up properties during pre-development phase
 - Create Financial Model for capital debt and equity investors and Cash flows
- Recruit key Team Members including Nationally recognized Legal, Finance and Tax professionals
- Build Presentation for Investors, identify over 25 major US and Asian Banks and Private equity firms
- Build Key sourcing relationships with global Manufacturers, Investors to secure Seed Capital and \$100M+ in Debt/Equity Financing

Results

- Formed LLC. In negotiations with key investors over terms for funding major capital round. We continue to advise for this project through next phases
- We have a minority profits interest in this Development
- Total Engagement of 6 month to Date.