• Abundant Power Solutions focuses on the needs of energy efficiency financing programs nationwide.

• Primary clients are state and local governments as well as utilities.

• Abundant Power Solutions brings unique services to this emerging space:
  • Financial Program Design
  • Program Implementation and Marketing
  • Loan Administration
  • Energy Loan Underwriting
  • Financial Partner Development

• APS has developed its senior management team from relevant parallel industries in capital markets, loan origination and underwriting, consumer finance and energy efficiency engineering.
Leveraged Structure

- $25M State Energy Program grant for revolving loan fund:
  - Direct loans
  - Credit enhancement
- Credit enhancement approach
  - Interest rate buy-down to 2%
  - Loan loss reserve
- Financing partners
  - Bank of America
  - Metrus Energy
  - Philips Lighting
- Leveraged structure expected to expand funding pool from $25M to $60M
- Revolving structure, coupled with leverage, enables $121M loaned over 20 years
• Stakeholder communication and partnerships
  • Economic Development groups
  • Industry groups (Forestry, Aerospace, etc.)
  • Utilities
• Promotion
  • Press releases
  • Events
  • Co-marketing with stakeholders
• Contractor marketing partner
  • Project development
  • Contractor training
  • Supported by engineering/energy efficiency expertise
• Dedicated website: www.alabamasaves.com
Streamlined Process

- Streamlined loan origination process broadens program access and increases activity
- Simplified technical requirements
  - Justification of energy savings from a range of providers (contractors, vendors, engineers)
- Key metric focuses on simply 10 year payback
  - Exceeds DOE goal for energy efficiency projects
  - Provides flexibility on annual payback at project level
Abundant Power Solutions
Abundant Power is currently designing, administering and financing these selected energy efficiency programs:

- **State of Alabama, Alabama Department of Economic and Community Affairs.** Abundant Power designed and is administering a statewide revolving loan fund for commercial and industrial properties in Alabama, following our selection via an RFP process, based on the SAVES™ platform. The fund was initially capitalized with $25 million through the federally supported State Energy Program, and we structured the program to bring in over $35 million of additional private capital. One of the first such programs in the Southeast.

- **City of Charleston, South Carolina.** Abundant Power is providing a full set of design, marketing, product development, administration and finance services for residential and commercial energy efficiency financing program through a $10 million QECB allocation and program development.

- **Washington, D.C.** Exclusive Financial Advisor to the District’s commercial property assessed clean energy financing program administered by Urban Atlantic. The program is targeting $30M in loans in 2011, growing to $200M in 2012.

- **St. Louis County, Missouri.** Administering a $10.4 million residential financing program for the County funded by the County’s issuance of a Qualified Energy Conservation Bond.
Energy Loan Underwriting

- **SAVES™ (Sustainable and Verifiable Energy Savings)** is Abundant Power’s proprietary, core energy financing platform for designing and administering programs:
  - Credit and financial underwriting standards incorporating multiple security instruments, repayment mechanisms and consumer protections.
  - High quality origination and loan servicing standards that create transparency and meet or exceed requirements of secondary markets.
  - Energy underwriting protocols, including prescriptive and performance options to maximize energy savings and ensure most favorable cash flows.
  - Energy measurement and verification, including QA/QC protocols, as well as contractor and auditor standards and monitoring and overall process management.

- Loan program types include:
  - Government insured.
  - Unsecured third party programs.
  - On-bill utility programs.
  - Property assessed clean energy (PACE) programs, both junior and senior lien.
  - Revolving loan funds.

- Using best-in-class processes and partners, APS’ proprietary SAVES™ platform can be leveraged with many finance programs already in place.

- Opportunities include providing energy underwriting services for banks, loan originators, utilities and government agencies.
Contact Information

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Appendix: Team
Shannon Smith – Founder and Managing Partner

- Founded Abundant Power in 2008, responsible for day to day operations.
- 20 years experience in investing in a broad array of industries, performing transaction structuring, capital formation and investment negotiations.
- Partner, 10 years experience at Bowles Hollowell Conner & Co., a leading mergers and acquisitions advisory firm.
- In 1998, opened Private Equity office for Blue Point Capital Partners to focus on investments in the Southeast.
- Two $400 million plus funds successfully raised.
- Successful investment track record with Fund returns in excess of 25%.
- Board Member, Environmental Defense Fund.
- Member, American Council of Renewable Energy.
- Served on over 20 boards of privately held companies.
- BA in philosophy and economics, Wheaton College; Rotary Scholar, University de Lille; MBA – University of Virginia.
- 47 years old, married, 4 children, civic and charity involvement.
Lori Collins – Managing Director

- 20 years consumer financial services experience – sales, marketing, product development
- LendingTree General Manager - grew revenues from $7MM to $496MM
- SVP Marketing at Bank of America
- VP Marketing at Fidelity Investments; grew new business line from zero to $9billion in assets
- Director of Marketing – American Express
- MBA from Kellogg; BA from UNC – Chapel Hill
- LEED AP