



Breakout Session 1

Financing Renewable Energy

Moderator: Ann Bourget, JPAC

Rapporteur: Perry Mehta, SWE

Overview of Presenter –1

Dr. Matthew Kirnan, CEO

Innovest Strategic Value Advisors

- **“Clean-Tech” Companies are drawing attention in the Financial Market Place**
- **Several Market Driver – I.e.Public Policy Support, Multinationals companies, NGO Pressure, Technological/Cost Breakthrough, Institutional Shareholders**
- **Climate Change – Mother of all Market Driver**
- **Market Share expected for Clean-Tech companies \$2 Trillion by 2020**
- **Several Equity funds in Clean-Tech companies, Not any worth mentionable in North America**
- **Multi National companies are taking lead, such as BP/Exxon, GE, ABB, United Technologies, etc.**
- **Projected Market Share for Renewable Energy:
Biomass – 40%, Wind – 25%, Solar-15%**
- **Environmental Dividends – Financial pay attentions to
Global Warming effects, clean Air & Water initiatives, etc**

Overview of Presenter –2

Scott Storment, Senior Officer

North American Development Bank

- **Developing Renewable Energy Projects in US- Mexico Border – Bi-Nation Bank**
- **Established in 1995 – Currently have \$43 Mil Projects**
- **Projects Selected – “Clean Tech”, Energy Efficient, Air/Water quality, environmental cleanups**
- **Loan/Guaranties with Equity Participation**
- **Financing Guidelines – 50% of Total Project Cost up to 25 years with 25% Equity Expectation**
- **Obstacles for Renewable Energy Projects in Mexico**
Lack of sufficient Technical Assistance Resources, investment incentives, technical & financial and managerial capacity, external awareness, and constitutional limitation
- **Public/Private Sector partnership have been utilized**
- **Completed Projects – Wind, Solar, Bio Gas, Bio Mass, Energy Efficiency**
- **Bundled Projects for infrastructure and school**
- **Minimum Project \$500,000 and financing of \$250,000**

Questions/Comments/Discussion

- **Geothermal Technology – Does not receive enough attention**
Due to Public policy, non-stable and not suitable for conservative thinking, environmental concerns
- **Wind Energy – Canadian Funds for smaller project 10-20 MW are ready for investment - \$31 Million funds available**
- **Wind Power – Alberta – Creating concerns due to social economical changes, political policies**
- **Renewable Power Project – Scrutiny are Higher**
Due to Public policy, non-stable and not suitable for conservative thinking, environmental concerns
- **Smaller Projects are difficult to find financing**
NADBank is willing to look into for financing projects under \$250,000 with more than 80%financing

Missed Opportunities

- **Smaller Projects, which are good for communities, environment and renewable energy**
- **Transmission line to transmit renewable energy to consumer**
- **Clean-Tech companies and projects in North America**
- **Carbon Incentives, credits and other incentives for renewable energy**
- **Wind Power generation in less populated areas, needs infrastructure to transmit to other areas to utilize**

Missed Opportunities

Solar Water Energy –

- **Newly U.S. Patented technology utilizes 2 Natural resources – Solar Energy and Ocean water and Produces 2 commodities – Fresh Water and Electricity**
- **Proven desalination concept by evaporation methods by using solar energy in floating solar glass house in ocean near coastal line**
- **Proven Ocean Thermal Energy Conversation Technology to produce electricity**
- **1 acre floating plant is capable of generating 200 Million Gallons Per Day of Fresh water and 20 MW electricity**
- **Looking for Government and/or VC support to implement first plant in North America**
- **www.SolarWaterEnergy.com**

Solutions?

- **Public Policies to be implement – Incentives to use renewable energy and Clean-Tech concept**
- **More Equity funds, pension funds and market funds are looking favorably to clean-tech and renewable energy**
- **Oil to be considered as depleting source and renewable sources are to be explore**
- **More R&D to make renewable sources as stable and dependable sources instead of weather dependency**
- **Government R&D funding should be increased for smaller viable projects**