

# SOLAR ENERGY PROJECTS



ACHIEVING SUSTAINABILITY GOALS

GENERATING LONG TERM SAVINGS

CREATING VALUE FOR PROJECT OWNERS AND INVESTORS

# BFHJ CLEAN ENERGY PROFILE



- Capabilities include development (site acquisition, interconnection with utilities, negotiation of PPAs), design, supply chain management, project management, financing and operations and maintenance
- Solar projects include systems delivered to mid-sized private sector companies, healthcare facilities, local governments and utilities.
- Evolved from a pure EPC contractor. Now a developer of solar, Combined Heat & Power (CHP) and Waste to Energy (W2E) projects.
- Business model centers on joint venturing clean energy projects with local developers.
- Mitigates risk by using large global EPC contractors, Tier 1 component suppliers and arranging strategic financing sources for each project.

# WHAT WE DO



- We are the Project Developer (i.e. the Conductor).
- We source sites for projects and obtain or complete all required approvals.
- We negotiate land leases and PILOT agreements for our project sites.
- We assemble the team of contractors, engineers and sub-contractors to build the project.
- We source energy off-takers and negotiate power purchase agreements.
- We manage all the revenue streams (SRECs, capacity payments).
- We structure the financing required to construct and operate the project.
- We own, operate and manage the project for our investors and lenders.

# HOW DID WE ENTER THE SOLAR BUSINESS?



- Our Core Competency is Project Management.
- We have extensive real estate ownership and development experience.
- We have owned, leased and managed over 10 million square feet of office space and developed multiple land parcels and over 2 million square feet of commercial buildings.
- Our Mission is to provide Solutions & Services to the Built Environment.
- Renewable Energy and Energy Management are critical to our Mission.
- Our Goal is to Maintain Long Profitable Relationships with our Customers.
- In 2015 we invested in a Solar EPC contractor that had a 15 MW track record in the northeast.
- We reset that business to be a Project Developer.
- We concentrate on those projects where our Core Competency can add long term value to our customers and investors.

# TEAMING PARTNERS



BFHJ Clean Energy ([www.beneficial-holdings.net/8.html](http://www.beneficial-holdings.net/8.html)) is a developer of solar projects. Our strength is based in the foundation of our development team. While we have worked with many professionals over the years, our current principal teaming partners include:

- Construction Manager - Louis Berger Power ([www.power.louisberger.com](http://www.power.louisberger.com)) is an international design/build engineering and contracting company. Berger Power has completed over 1,500 MW of renewable energy projects worldwide. Berger maintains an office in Manchester. Berger will also provide operations & maintenance services for completed projects.
- Inverters - Delta Electronics ([www.deltaww.com](http://www.deltaww.com)). Delta is a 45 year old Taiwan-based global manufacturer of power and thermal solutions. Delta is a major investor in NSP. Delta maintains a US office in Fremont, CA.
- Solar Panel Supplier and Construction Finance - NeoSolar Power Corp (NSP). ([www.nsp.com](http://www.nsp.com)). NSP is a Tier 1 manufacturer of solar cells and modules. NSP operates, constructs and finances solar projects globally. NSP has delivered over 10 GW of solar projects worldwide and with BFHJ is completing two projects in New Hampshire. With a recently announced merger NSP is now the 2<sup>nd</sup> largest panel manufacturer in the world.
- Permanent Financing - Vireo Energy ([www.vireoenergy.com](http://www.vireoenergy.com)). Vireo has over 8 years of renewables financing experience capitalizing over \$500 million of projects.

# SOLAR PROJECTS PAST PRESENT & FUTURE



- 5 projects totaling 2.9 MW currently under construction – ready for Commercial Operation.
- 20 projects totaling 30 MW awaiting Notice To Proceed.
- 500+ MW long term pipeline of commercial and utility scale projects.
- Solar EPC operations acquired in 2015 had previously completed over 15 MW of solar projects.
- BFHJ Clean Energy project management staff has completed over \$300 million of solar projects since 2010.

# UNDER CONSTRUCTION



- 3 PROJECTS, 2.9 MW, GEORGIA AND NEW HAMPSHIRE.
- BFHJ Clean Energy is a co-developer and/or investor in each project.





# COMPLETED BY PREDECESSOR OPERATION



- 15+ MW of solar projects Completed as an EPC Contractor prior to 2015.





# SUMMARY – SOLAR BUSINESS



- **DEVELOPER/OWNER/OPERATOR.**
- **WORLD CLASS TEAMING PARTNERS.**
- **EVOLVED FROM A PURE EPC OPERATION ACQUIRED IN 2015.**
- **ACTIVE CURRENT BACKLOG UNDER CONSTRUCTION.**
- **20 MW OF PROJECTS AT NOTICE TO PROCEED.**
- **EXTENSIVE DIVERSE PIPELINE OF COMMERCIAL AND UTILITY SCALE PROJECTS.**
- **PROJECT MANAGEMENT STAFF HAS COMPLETED OVER \$300 MILLION OF SOLAR PROJECTS SINCE 2010.**