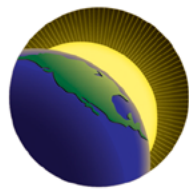
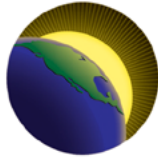


PPA Solar Financing Process for Mid-sized Solar Power Projects



**CALIFORNIA
CLEAN ENERGY**



CALIFORNIA CLEAN ENERGY

Thank you for considering California Clean Energy to finance your solar project. CCE has been developing and financing projects for over a decade, and we appreciate the opportunity to work with you.

This document outlines how you can get a bid and move a project forward partnering with CCE.

Proposal Process	3
Host Qualification Criteria	4
Equipment Selection	4
Project Milestones	5
Additional Notes	5

Proposal Process



Initial Proposal

Please provide the following via email to receive a quote. Energy Toolbase or other proposal tools typically have all the information we need.

- ✓ Host Name & Installation Address
- ✓ Utility (PG&E, SCE, etc)
- ✓ Size (kW DC)
- ✓ Production (kWh)
- ✓ Turnkey Construction Price
- ✓ 1st year estimated post-solar savings for host
- ✓ Our typical proposals are 20 year agreements and we price the kWh to keep the host in the black throughout, with as low an escalator as possible

If system changes are needed as the process continues, CCE will revise the quote. Any changes to system parameters, no matter how small, will impact PPA pricing. So, please be aware of this as you refine your customer proposal and terms.

Final Proposal

Once the system design and pricing has been settled upon, please provide the following so that we may provide a final proposal to be used in the generation of a PPA contract.

- ✓ Customer proposal including final size, production, equipment selection and turnkey price
- ✓ Helioscope or equivalent tool
- ✓ Shading analysis and description of site shading issues – for example HVAC, trees, and other structures

Host Qualification Criteria



California Clean Energy will provide PPAs for systems 10kW and above.

Preferred Candidates



Investment Grade Companies



Non-Profits



Municipalities



Unrated Commercial Businesses

- Unrated Commercial Businesses must have 3 years strong financial records
- Hosts that own their own property can be considered; if there is a mortgage it must be less than 90% of the assessed value

Due Dilligence Once Proposal is Accepted

CCE will communicate directly with the host to get the pertinent documents needed. For the financial review, the documents required from the EPC are:

- ✓ Interval data used to calculate post solar cost
- ✓ 12 months of utility bills that have been collected from the host
- ✓ EPC Installation Contract





Equipment Selection

- ✓ Any Tier 1 module is acceptable
- ✓ For systems 10-200 kW we require inverter level metering uploaded to the manufacturer's platform
- ✓ For systems over 200 kW we require revenue grade metering
- ✓ Cellular card internet uploading is preferred when available
- ✓ It is preferred to have 20 year extended inverter warranties included in the turnkey price




Project Milestones

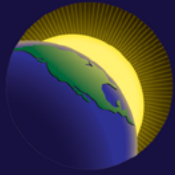


CCE will pay for system construction via progress or milestone payments. Preferred payment amounts and conditions are listed below. Before any funds are released, contractor will need to verify that milestone conditions have been met via permits, documentation, photographs, etc.

-  **Signing Deposit: 10%**
Payment will be made after CCE has signed the EPC's installation contract.
-  **Major Materials Received: 40%**
Payment will be made once major materials have been ordered and delivery to project site has been confirmed.
-  **Substantial Completion: 40%**
Payment will be made once final signed inspection permit is received. Monitoring and proof of continuous system performance must also be established.
-  **Permission to Operate: 10%**
Payment will be made once permission to operate certification is received from the utility.

Additional Notes

-  CCE prefers to use the installing EPC for future annual O&M. An estimate of the annual O&M cost is helpful, though not required.
-  During the course of the project we will request plans, permits, interconnection and PTO letters, etc.
-  Our Operations Coordinator will maintain communication with your Project Manager and office during construction.



**CALIFORNIA
CLEAN ENERGY**

Jeff Ilfeld

CEO, Founder

510-685-1349

Jeff@CalCleanEnergy.com

Veronica Lombardi

VP Operations

510-230-2366 x102

Veronica@CalCleanEnergy.com

CalCleanEnergy.com