



COMMERCIAL SOLAR FINANCIAL SOLUTIONS

Leading the Equipment Finance Industry





“ At RC Energy Group, we pride ourselves on routinely going above and beyond to overcome challenges and surpass customer expectations. ”

RC Energy Group (RCEG) operates and builds solar facilities, sells electricity generated from the panels and provides full scale project financing on a national basis. The company has funded commercial, municipal, state, and local government solar projects – often in conjunction with additional financing options for LED and energy efficiency upgrades.

Since RCEG's inception in 2008, it has earned a reputation as a leader in providing creative solutions and financing expertise in this rapidly growing and ever-changing industry.

The group's success is the result of an exceptional management team whose members have an extensive track record in corporate finance, banking, leasing, and renewable energy financing. This combination of expertise enables the RCEG team to provide customized solutions best suited to achieve our customers' and partners' objectives.



INVESTMENT PHILOSOPHY

Project Criteria

RCEG's preferred minimum project size is 2 MWs. This may be a stand-alone project or a project involving multiple sites for the same customer with 2 MWs in aggregate.

RCEG's typical deal size is in the 2-10 MW range. We've completed projects for major universities, local government and corporate clients as well as having funded municipal educational entities nationwide that required, on average, 125kW per site. RCEG reviews all projects on a case-by-case basis.



Cost savings for our customers is a core consideration with each project. As a specialized private investment firm, RCEG targets renewable energy projects that exhibit the potential for performance as well as long term value for our funding partners.

We work in close partnership with our clients and vendors taking valuable input from the engineering and construction team to design systems that can stand the test of time for generations to come.

UNDERWRITING REQUIREMENTS

Because each solar plant is expected to operate for decades, at RC Energy Group we look for clients who are committed to a chosen location and who see the long-term benefits of a fixed energy contract.

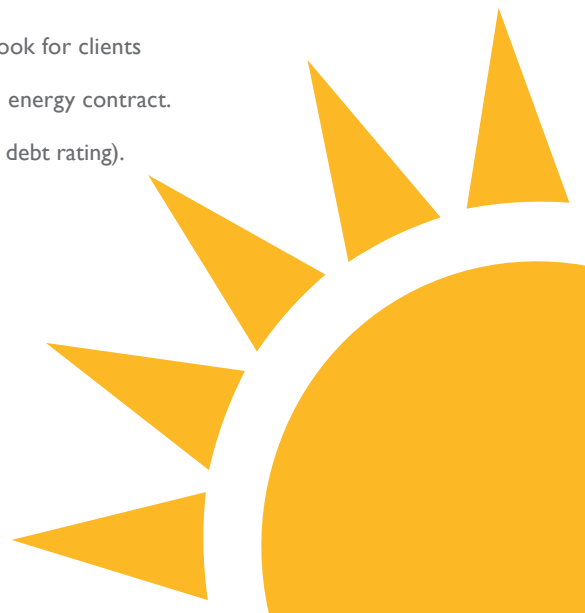
Borrowers must be investment grade or near investment grade (BB, Ba2, or better public debt rating).

Not-For-Profit clients must have exceptional credit quality.



ASSET CLASS

MUNICIPAL ENTITY	55%
INVESTMENT GRADE	20%
NOT-FOR-PROFIT	20%
MIDDLE MARKET	5%





OUR BUSINESS

Solar Project Financing

> **POWER PURCHASE AGREEMENT (PPA):**

A PPA is a service contract wherein RCEG owns the solar project, produces electricity, and maintains the system for the term of the agreement.

> **TAX LEASE:** A Tax Lease is similar to a PPA in that RCEG utilizes the tax benefits. Yet with a tax lease, the customer makes a fixed payment regardless of the system production.

> **CAPITAL LEASE:** A Capital Lease is available for tax paying customers that want to utilize tax benefits directly.

> **VENDOR FINANCING:** RCEG's commercial financing programs allow the vendor to offer its customers the widest array of commercial equipment financing options and payment plans with easy approval and documentation.



RCEG's financing of products encompasses two distinct programs: Solar Project Financing and Equipment Financing.

RCEG offers four options for solar project financing to meet the various needs of its clients. These include:

Power Purchase Agreement (PPA), Tax Lease, Capital Lease, and Vendor Financing. We can provide these structures anywhere in the USA and extend it internationally on a case by case basis.

RCEG offers equipment financing and leasing products through its affiliate company, Rockwell Financial Group. Leasing equipment through a capital lease or an operating lease may provide additional flexibility when financing equipment.

Equipment Financing

Leasing equipment rarely requires a down payment so it can be done with little to no initial expense to the company. Leasing also allows a company to preserve cash, providing the flexibility needed for running day-to-day operations. Tax savings and more flexible terms than loans are other key advantages of leasing equipment. RCEG's equipment financing opportunities include:

> **CAPITAL OR FINANCE LEASES**

> **OPERATING OR TAX LEASES**

> **LOANS**

> **SERVICE CONTRACT FINANCING**





OUR ACCOMPLISHMENTS

Success

The renewable market continues to grow and become more competitive. What sets us apart is:

EFFICIENCY

The deal may not be simple, but we keep the process easy and the approval fast.

FLEXIBILITY

No two financings are the same, so we customize the structure to best fit the deal.

COMPETITIVE

Our goal is to find the right solution that is coupled with a price competitive structure.

SIMPLICITY

We provide one convenient source for all asset classes.



In 2008, RCEG put its first solar project into service.

At the end of 2015, RCEG had financing agreements in place for nearly 100 projects located throughout the U.S.

To date, project performance remains strong, with actual production continuing to exceed RCEG's projected production output.

RCEG aligns its goals with those of its clients. RCEG and its finance affiliate, Rockwell Financial Group, are privately owned, which provides the flexibility to find creative solutions and deliver value for products even when they require a different approach.



! CASE STUDIES

State Government



State University



Private Education



RC Energy Group's partners have different energy needs and budget requirements. Here is how RCEG has helped its clients thrive and grow.

HAWAII DEPARTMENT OF EDUCATION

CHALLENGE

Due to ongoing budget pressure, the state of Hawaii elected to explore the viability of solar financing on its school rooftops as a way to reduce expenses.

SOLUTION

The state is now saving at least \$20,000 per year for each school. Given the 20-year nature of the PPA and the number of schools, the projected savings for the Department of Education is in excess of \$25 million.

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN

CHALLENGE

Faced with the goal to source carbon-neutral energy but constrained by federal and state imposed requirements that limit contracting terms, UIUC sought an external mechanism to bridge the gap.

SOLUTION

A creative PPA solution provided nearly 8 million kilowatt-hours of electricity annually while allowing UIUC a means to enjoy federal tax benefits.

ALBUQUERQUE ACADEMY

CHALLENGE

With local energy prices increasing significantly each year, the Albuquerque Academy wanted to incorporate solar energy into its use base while at the same time locking in a set price for electricity.

SOLUTION

The system was sized to provide approximately 60% of the Academy's annual usage at a substantial savings over current electricity prices.

OUR STORY

In Summary

RCEG's teams routinely go above and beyond to overcome challenges, surpass customer expectations, and ensure that RCEG is always able to find the right customized funding solution for each client.

We look forward to hearing from you regarding any questions you may have about financing your next project.



The foundation of RCEG is built on an exceptional leadership team that has worked together for nearly two decades. Management's extensive experience in banking, corporate finance and renewable energy financing enables RCEG to draw on its strong market expertise to propose solid solutions, while still seeing each client's business needs as a unique opportunity.

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