

Alternative Financing

Financier's Perspective

Bruce Gross

GE Capital – Potomac Federal

August 19, 2003

Bruce.Gross@ge.com or 703-749-3520 ext. 207



Background on GE Capital-Potomac Federal

- Financing Federal projects for 25 years
- Equipment at over 500 locations worldwide
- Staff of Federal experts
- \$500 million/year in volume
- Influenced Energy project legislation
- ESPC and UESC project financing
- Largest non-bank financial institution

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Oil to Gas Conversion Project

- 15 high rise residential buildings
- \$15 million of work
- Conversion from oil heat to gas heat
- Used portion of gas transportation charge for debt repayment
- Variable monthly payments based on gas usage
- Used historical consumption to predict cash flow
- Variable financing term based on usage

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and
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