



A note...

To: Mr. Dale Hahs, Member of the Board - Market Transformation Committee Co-Chair; The Energy Services Coalition

From: Mr. David J. Clamage, Saulsbury Hill Financial, LLC; Managing Director

Date: 11 June, 2009

Re: ESPC Finance in the current market.

Dale,

As a member of the Energy Services Coalition and a long-term participant in the financing of ESPC, let me applaud you for taking the leadership role in assuring the market that worthy projects from quality ESCOs, such as are represented by the Coalition, **will** find affordable financing.

We have funded nearly \$1 Billion in such projects for a diverse range of customer – from the United States Federal Government to the most rural of public schools and are finance specialists in the varied disciplines of ESPC¹, DG², DHCP³, Co-Gen and related Mechanical/HVAC asset types. Our company is a member of the Energy Services Coalition and a partner with the Environmental Protection Agency in re: Combined Heat and Power, (<http://www.epa.gov/chp/partners/saulsburyhillfinancialllc.htm>), and the Landfill Methane Outreach Program, (<http://www.epa.gov/lmop/part/industry1.htm#S-InTbl>), as well as a listed financier with the Bonneville Power Administration, (http://www.bpa.gov/energy/n/business_listing/search/customerdetails.cfm?companyid=71), in our efforts to continue to find innovative finance tools for US Federal, State and Local Government – including Cities, Counties, School Districts and all forms of Public, Private, Non-Profit and District Hospitals, as well as commercial real property owners, managers, investors and tenants.

We firmly believe that our nation is at a crossroads in re: the use of energy and stewardship of our natural resources and there is no more efficient and effective tool than beginning with ESPC and its proven ability to reduce energy consumption.

While the current economy has surely presented challenges to all American government and business, our firm and our capable and professional competitors have access to ample capital – albeit with more scrutiny than applied in recent years – to fund this important work. Our investors continue to provide taxable and tax exempt financing to this market as we know, unequivocally, that well designed projects from the caliber of ESCOs represented by the Energy Services Coalition, will continue to be exemplary investments that will further the goals of making our nation more energy independent; ensure our corporate and governmental building infrastructure operates cleanly, safely and economically; and, provide for a future natural environment that truly has a future as our legacy.

¹ Energy Savings – Performance Contracting

² Distributed Generation

³ Distributed Heating Cooling and Power