

# Financing the Green Space

**Alex J. McCombs**  
**Bank of America**

**2<sup>nd</sup> Green California Summit & Exposition**  
**April 8, 2008**

# Commitment to the Environment and Energy Efficiency

---

Bank of America recognizes that we have a tremendous opportunity and responsibility to address climate change through environmental initiatives that emphasize the business opportunities created by green economic growth.

In 2007, Bank of America announced a \$20 billion, 10-year initiative to address climate change by championing sustainable business practices in four key areas:

## Lending

- We provide lending, advice and market creation to help commercial clients finance the use and production of new products, services and technologies.

## Investments

- We invest in businesses and technologies that address climate change.

## Products and Services

- Bank of America is developing new financial products and services for customers who consider the environmental impact of their purchasing decisions and want to offset or minimize their carbon emissions.

## Operational Improvements

- We research and implement innovative ways to increase energy efficiency and reduce emissions, consumption and waste within our own operations and among our associates.

Bank of America recognizes that our commitment to climate change is more than simply doing the right thing—it presents a compelling business opportunity for our customers and shareholders, and a point of pride for our associates.

**Financing Solar**

**in**

**California**

# **Commercial Financing in the Solar Space**

**Upstream – Equipment & PV Suppliers**

**Silicon vs. Thin Film**

**Midstream – System Developers & Integrators**

**Distributors & Installers**

**Downstream - Solar Power Producers**

**Electricity Producers**

# Financing Fundamentals

**Management**

**Technology**

**Capital**

**Customers**

**Contracts**

**\*Contact your local BoA commercial banker to evaluate opportunities**

# Export Financing in the Solar Space

Germany, Spain, Italy, India & China

Export – Import Bank of the United States – Washington D.C

Environmental Program - \$3 Billion Exports

1. Working Capital – A/R & Inventory Financing - 90% Guaranteed
2. Medium Term - Equipment financing – 100% Guaranteed
3. Structured & Project Finance – 8 – 15 year financing 100% Guaranteed

<http://www.exim.gov>

<http://www.exim.gov/products/special/environment.cfm>

# Questions