



E-RENEWABLES, LLC
Accelerating Green™

Renewable Energy Funding Opportunities AERTC Conference

Christopher Von Zwehl
President, E-Renewables, LLC
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1121 Oyster Bay Road, Muttontown, NY 11732 | C: 516.510.5823 | eF: 516.706.8872

RENEWABLE ENERGY DEVELOPMENT & FINANCE Through Technology...

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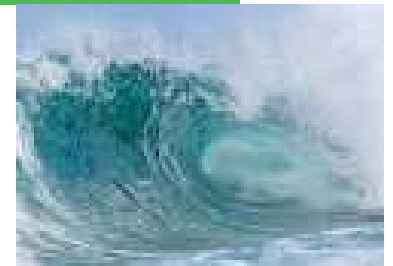


Obama: New Energy for America

• **Create 5 million new jobs by investing \$150 billion over the next 10 years to build a clean energy future.**

• Within 10 years save more oil than we currently import from the Middle East and Venezuela combined.

• Put 1 million Plug-In Hybrid cars on the road by 2015.

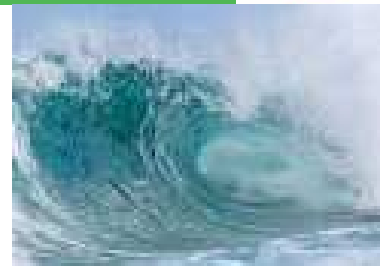
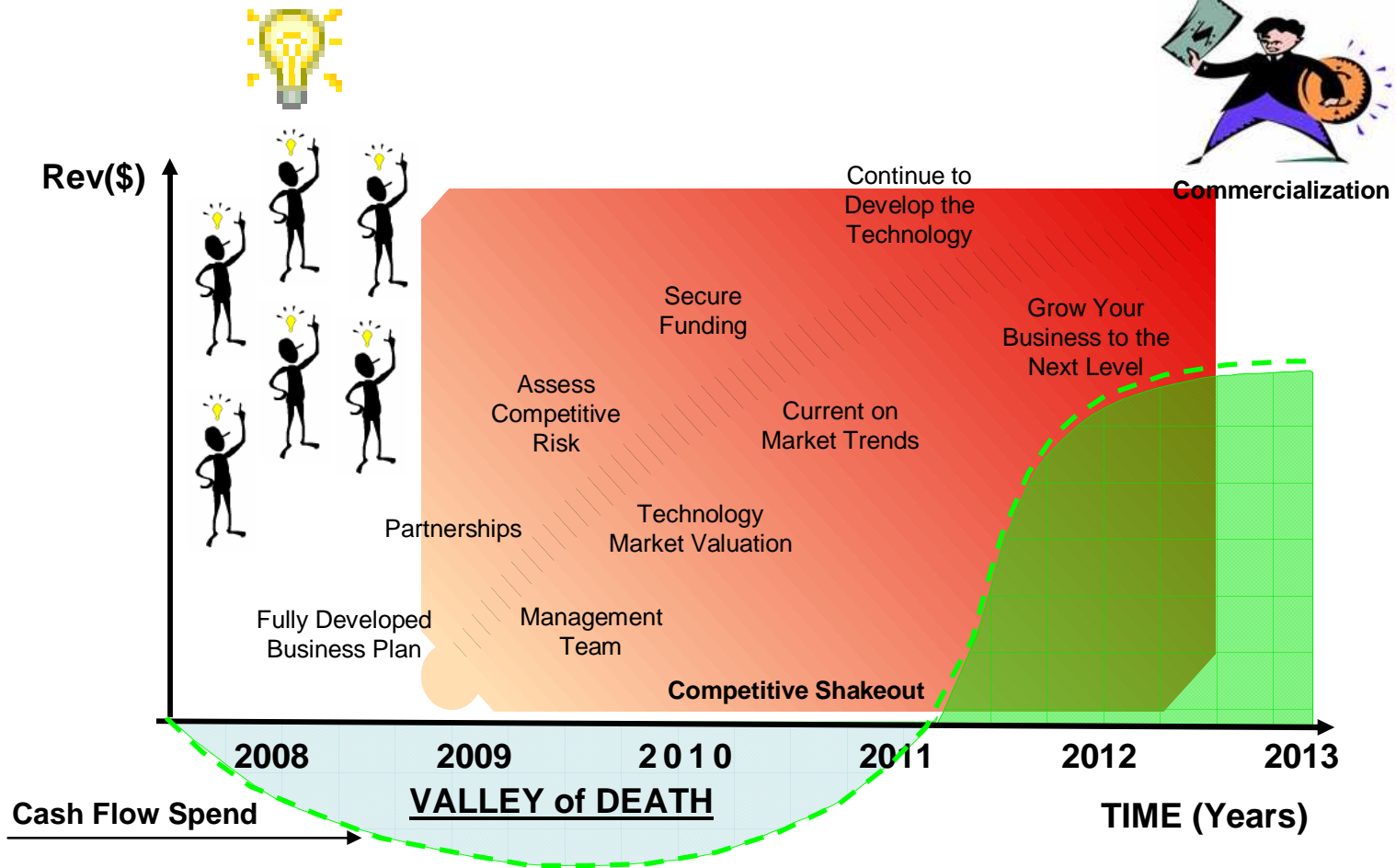


• Ensure 10 percent of our electricity comes from renewable sources by 2012, and 25 percent by 2025.

• Implement an economy-wide cap-and-trade program to reduce greenhouse gas emissions 80 percent by 2050.



Renewable Energy Projects



•Greatest Risk Factor: Inability to Secure Financing

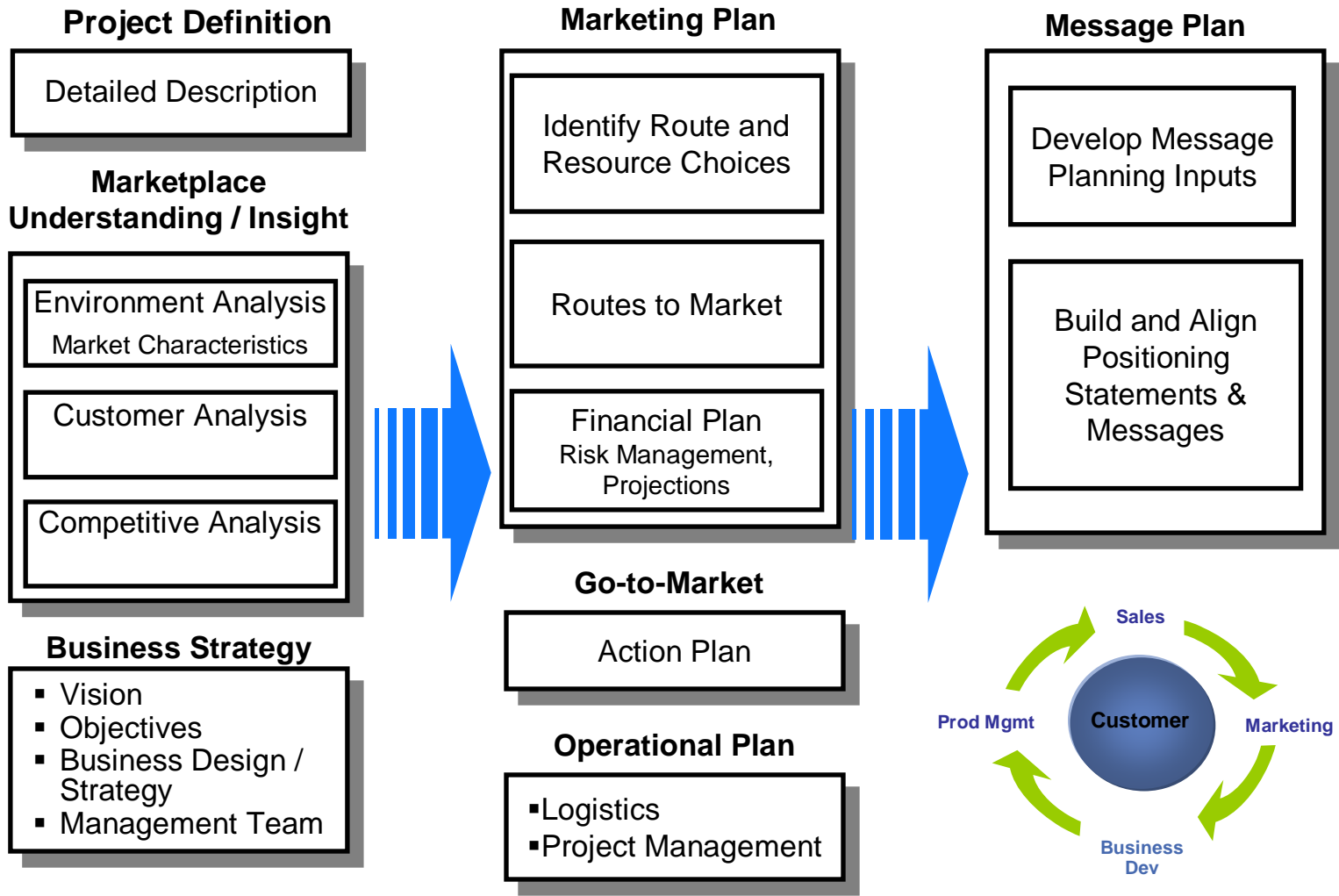
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Business Plan – Built Around IP



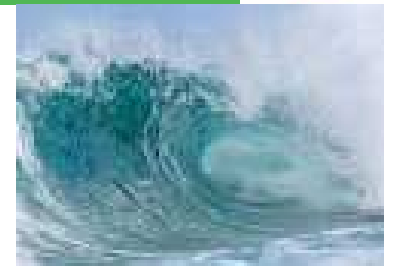


Secure Management Team

“At this stage of the game, only three things count... expertise, contacts, and money. Everything else will just get in the way.”

– Chris Von Zwehl, President E-Renewables, LLC

- Who are your experts?
- Who on your team is connected to key decision makers in industry, academia, and government?
- Who has the money?





Develop Prospectus

- Hire Legal Firm
- Technology in Application
 - Case Studies
 - Reference Customers
- Develop Financials
 - Balance Sheet
 - Income Statement
 - Statement of Cash Flow
- Project Strength
 - Profitability: Generate earnings/savings
 - Liquidity: Measures short-term cash flow (Burn Rate)
 - Solvency: Long-term financial health and stability (IRR)
 - Efficiency/Coverage: How well project is developing (ROI)

| ASSETS | LIABILITIES | | EQUITY |
|-------------------------------|--------------------------|---|-----------------------------------|
| <i>Current Assets</i> | Accounts Payable | | Stockholders' Equity |
| Cash | Notes Payable | | Retained Earnings |
| Cash Equivalents or Near Cash | Accrued Interest Payable | | <i>(for corporations)</i> |
| Short Term Investments | Due to government | | Owners' Capital |
| Accounts Receivable | Loans Payable | | <i>(for sole proprietorships)</i> |
| Allowance for Bad Debts | | + | Partners' Capital |
| Notes Receivable | | | <i>(for partnerships)</i> |
| Interest Receivable | | | Drawings |
| Inventories | | = | |
| Prepaid Expenses or Supplies | | | |
| <i>Non Current Assets</i> | | | |
| Long Term Investments | | | |
| Land | | | |
| Building | | | |
| Furniture & Fixtures | | | |
| Equipment | | | |
| Accumulated Depreciation | | | |
| Intangible Assets | | | |





Funding Resources



Venture Capital

Private equity capital provided to high potential, growth companies in the interest in generating a return through an IPO or trade sale of the company.

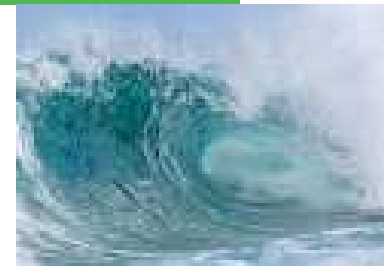
Government Grants, Loans, SBIRS

Government Grants and Loans

Award of financial assistance from a federal agency to a recipient to carry out a public purpose. Project Grants fund research, and general grants are awarded by 26 different federal agencies.

Private Equity

Private Equity Partners, managing members, or angel investors who invest in a company with the expectation of a return and profit of investment.





Investors & Partners: Vetting Process

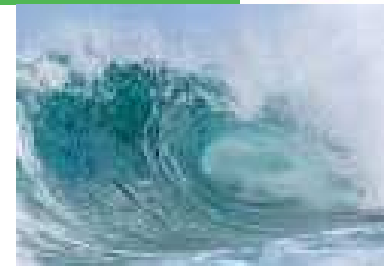
Project Development



Project Financing



Tools & Resources



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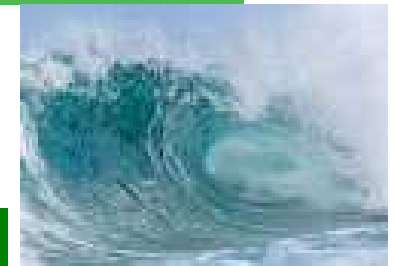
Investment Process





Form Partnerships

“Within the SBIR community is much of the technology, talent, and capabilities needed in this space. Most of them need collaborations to get to the objective of use-conditioned and needs driven, market pull approach which defines the ASSET System, an important component in getting them there.” – Ann Eskesen, Innovation Development Institute



Apply for a Renewable Energy Incubation Program



Stony Brook University AERTC Building

Join Industry Associations

Partner with Industry Leaders





Lessons from Leaders

Leadership

“Management is doing things right, leadership is doing the right things.” – Peter Drucker

Team

“Never doubt that a small group of thoughtful, committed people can change the world. Indeed, it is the only thing that ever has.” – Margaret Mead

Business Plan

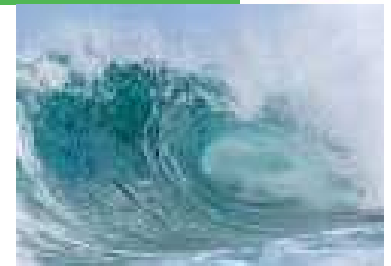
“Unless a commitment is made, there are only promises and hopes...but no plans.” – Peter Drucker

Risk Management

“The first step in risk management is to acknowledge the reality of risk. Denial is a common tactic that substitutes deliberate ignorance for thoughtful planning.” – Charles Tremper

Trust

“Whoever is careless with the truth in small matters can not be trusted with the important matters.”
– Albert Einstein





Thank you!



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