

Power Finance & Risk

The weekly issue from **Power Intelligence**

www.powerintelligence.com

Regions Taps Wells Fargo Utility Chief For Expansion

Regions Bank has hired **Brian Tate**, formerly managing director and head of power and utilities at **Wells Fargo**, to lead its role in energy lending, including expansion into power.

Regions, a subsidiary of **Regions Financial Corp.**, has been a lender in the energy space for three decades with most of its exposure to upstream oil, gas and exploration but wants to move further downstream on the energy spectrum. The firm has a \$6.5 billion credit exposure to energy, Tate told *PFR*, noting that \$2 billion of that is in power.

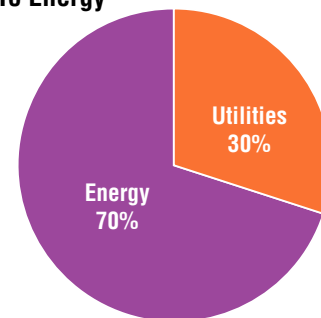
There is no limit on how much the firm can

invest across the debt and equity capital markets and project finance, he says. It will take a look at a variety of deal structures and sizes as it ramps up its project finance participation ranging from leading deals to syndication. The firm prefers contracted renewables and will consider partially contracted gas-fired deals. However, the firm is “trying not to exclude anything. The message is that we’re open for business,” says Tate, explaining that the bank will lend “when we see a profile of a client that fits.”

Tate will oversee this growth in his new role

(continued on page 8)

Regions Bank's Credit Exposure To Energy



Source: Regions Bank

THE BUZZ

The summer is looking bright for **Cape Wind Associates**. The developer has secured a \$150 million conditional loan guarantee for its \$2.5 billion, 468 MW Cape Wind offshore wind project from the U.S. **Department of Energy**. The conditional guarantee is one piece of the puzzle that is shaping up to be the financing package for the country's first offshore wind project. Cape Wind and its parent **Energy Management, Inc.**, are on the hunt to line up about \$1.1 billion more before the fall so the project can proceed with a 2015 start of construction (see story, page 5).

EDP Renewable Energy has cropped up on the tax equity scene securing an agreement with **U.S. Bank** for an investment in two solar projects in California (see story, page 5). The developer could be in the market looking for

(continued on page 2)

PPA Pulse: Solar Developers Rake In Offtake Contracts

Developers are continuing to rack up power purchase agreements for solar projects across the country. The latest installment of the PPA Pulse underscores that solar generation is basking in a golden hour, from North Carolina to California.

First Wind scored the lion's share of PPAs announced in June, signing 11 PPAs with **Rocky Mountain Power** for its Four Brothers and Seven Sisters portfolios of solar projects totaling 340 MW in Utah.

The cost of development is coming down as is solar's cost of capital—a pairing that is enabling some developers to ink offtake agreements with power prices that are nearing \$0.05 per kWh (PI, 6/27). “As the cost of solar energy has come down dramatically in recent years, as it has in wind energy, utilities are seeing the benefit of solar power and locking in prices through long-term

(continued on page 7)

UBS Banker Lands At Babson

Orhan Sarayli, executive director at UBS, has joined **Babson Capital Management**.

See story, page 2

SunEdison Ratchets Down Yieldco Package Pricing

SunEdison has shaved down pricing on its financing backing its proposed yieldco **TerraForm Power**.

See story, page 6

Generation Sale ■ DATABASE

Check out the latest asset trades in *PI*'s weekly calendar, compiled from our exclusive Generation Sale Database.

See calendar, page 3

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THE BUZZ

additional tax equity dollars later this year, says a deal watcher, pointing to several wind projects that are in late stage development.

Quantum Utility Generation has scored a contracted cogeneration facility in Las Vegas from **Chevron** and **Dynegy** (see story, page 5). The acquisition is the shop's first acquisition since it bought three gas-and oil-fired cogeneration facilities totaling 395 MW in Florida from **Atlantic Power Corp.** although QUG did go neck and neck in recent auctions, including for **ArcLight Capital Partners'** Southeast PowerGen (PI, 2/5/13 & 8/1).

Southern California Edison is studying a host of bids it received in its call for 290 MW of small-scale renewable projects under a California initiative to boost generation from community-scale renewables. A shortlist of bidders—likely 10-20% of the projects submitted—is expected to be released in early September (see story, page 6).

PEOPLE & FIRMS

Babson Lands UBS Banker

Orhan Sarayli, executive director at UBS, has left the firm for a position with **Babson Capital Management**.

He has joined Babson as managing director where he will work on a lending team. Sarayli left UBS in late June where he worked on power M&A and leveraged finance deals late. A Babson spokesman confirmed the hire but could not immediately comment further. Sarayli didn't respond to messages.

Brian Daly, managing director and head of Babson's energy finance group in New York, left last month (PI, 6/20). **Brett Macune**, director, and **William VanHerwarde**, managing director, who joined Babson with Daly, are still with the firm.

TELL US WHAT YOU THINK!

Do you have questions, comments or criticisms about a story that appeared in **PFR**? Should we be covering more or less of a given area? The staff of **PFR** is committed as ever to evolving with the markets and we welcome your feedback.

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GENERATION AUCTION & SALE CALENDAR

These are the current live generation asset sales and auctions, according to *Power Intelligence's* database. A full listing of completed sales for the last 10 years is available at www.powerintelligence.com/AuctionSalesData.html

Seller	Assets	Location	Advisor	Status/Comment
AES Corp.	Stakes (DPL Energy Coal, Gas, Oil)	Various	Barclays	Binding bids due after PJM capacity results (PI, 5/26).
Acciona	Portfolio (Wind, Solar)	Various	Lazard	First rounds bids submitted (PI, 3/31).
ArcLight Capital Partners	Juniper Generation (Cogen portfolio)	Various, California	McManus & Miles	Sale relaunched after several PPAs were extended (PI, 3/17).
ArcLight Capital Partners	Peakers (2 GW Gas)	Various, Georgia	TBA	Carved peakers out of Southeast PowerGen to sell (PI, 3/24).
ArcLight Capital Partners	Victoria (330 MW CCGT)	Victoria, Texas	UBS	Sale is near launch (PI, 4/7).
ArcLight Capital Partners	Sun Peak (222 MW Gas)	Las Vegas, Nev.		Nevada Power is buying them (PI, 5/12).
Atlantic Power Corp.	Fleet (2.1 GW)	Various	Goldman Sachs, Greenhill	First round bids are in (PI, 6/30).
BlueWave Capital	Portfolio (30 MW Solar)	Massachusetts		SunEdison is buying the portfolio (PI, 6/30).
▶ Chevron, Dynegy	NCA 2 (85 MW, Cogen)	Las Vegas, Nev.	None	QUG has bought the facility (see story, page 5).
Corona Power	Stake (Sunbury, 900 MW Repowering)	Shamokin Dam, Pa.	Perella Weinberg	First round offers due April 14 (PI, 3/31).
Duke Energy	Portfolio (6.6 GW Coal, Gas, Oil)	Various	Citi, Morgan Stanley	First round bids due around 5/30 (PI, 5/26).
▶ Enerfin Energy Co. of Canada	L'Erable (100 MW Wind)	Quebec, Canada		Financial JV is taking a minority stake (see story, page 5).
Energy Capital Partners	EquiPower (Portfolio)	Various	Goldman, Barclays	On a dual track to IPO or sale (PI, 6/23).
Entegra Power Group	550 MW Stake (2.2 GW Union Station CCGT)	Arkansas	Bank of America	Gearing up to sell the unit that has a tolling agreement (PI, 3/31).
Essar Group	Algoma (85 MW CCGT)	Algoma, Ontario	Barclays	Teasers are on the market (PI, 1/13).
Exelon Corp.	Stake (417 MW Safe Harbor Hydro)	Conestoga, Pa.	None	Brookfield is buying the stake (PI, 5/26).
	Quail Run (488 MW)	Odessa, Texas	Morgan Stanley	Process launched recently (PI, 6/16).
	Fore River (726 MW CCGT)	North Weymouth, Mass.	Citigroup	Process launched recently (PI, 6/16).
FGE Power	FGE Texas (726 MW CCGT)	Westbrook, Texas	Fieldstone	Fieldstone is advising on equity hunt in tandem to debt raise with Goldman.
Invenergy	Parc des Moulins (135.7 MW Wind)	Kinnear's Mills, Quebec		La Caisse has bought a minority stake (PI, 5/5).
MACH Gen	Portfolio	Various		Second lien creditors have taken it over via Ch. 11 deal (PI, 5/19).
Meridian Energy	CalRENEW-1 (5 MW Solar)	Mendota, Calif.		SunEdison bought the asset (PI, 5/26).
NRG Energy	Various (Gas, Solar)	Various	None	Dropdowns to NRG Yield (PI 4/14).
NextEra Energy Resources	Pheasant Run II (75 MW Wind)	Huron County, Mich.	None	DTE Electric is considering buying the farm via a PPA option (PI, 3/3).
Ontario Teachers Pension Plan Board	Stake (Northern Star Generation)	Various	Citigroup	CalPERS, Harbert emerge as frontrunners (PI, 4/28).
Optim Energy	Portfolio (1.4 GW Coal, Gas)	Texas	Barclays	Mulling a sale via bankruptcy filing (PI, 3/10).
PPL Corp.	Portfolio (10 GW Various)	Various	Bank of America, Morgan Stanley	Spinning off PPL Generation into a new company in deal with Riverstone (PI, 6/16).
Power Resources Cooperative	Stake (605 MW Boardman Coal)	Boardman, Ore.		Portland General is upping its stake as retirement, refueling loom (PI, 4/28).
Project Resources Corp.	Rock Aetna (21 MW Wind)	Minnesota	Alyra Renewable Energy Finance	Looking for a buyer with access to turbines to qualify for PTC (PI, 1/13).
Riverstone Holdings	Portfolio (5.3 GW Various)	Various	JPMorgan	Putting generation into a new company in deal with PPL (PI, 6/16).
Southwest Generation	LV Cogen 1, 2 (274 MW Gas)	Las Vegas, Nev.		Nevada Power is buying them (PI, 5/12).
SunShare	Portfolio (9.6 MW Solar)	Colorado	Infrastructure Finance Advisors	Looking for equity investor in community solar portfolio (PI, 6/23).
Terra-Gen Power	Alta (947 MW Wind)	California	Citigroup, Morgan Stanley	NRG Yield is buying the wind assets (PI, 6/13).
Upstate New York Power Producers	Cayuga (306 MW Coal)	Lansing, N.Y.	Blackstone	Teasers recently went out (PI, 6/23).

▶ New or updated listing

The accuracy of the information, which is derived from many sources, is deemed reliable but cannot be guaranteed. To report updates or provide additional information on the status of financings, please call Managing editor **Holly Fletcher** at (212) 224-3293 or e-mail hffletcher@iintelligence.com.

PROJECT FINANCE DEAL BOOK

Deal Book is a matrix of energy project finance deals that Power Intelligence is tracking in the energy sector. A full listing of deals for the last several years is available at <http://www.powerintelligence.com/projectfinancedeal.html>

Live Deals: Americas

Sponsor	Project	Location	Lead(s)	Loan	Loan Amount	Tenor	Notes
8minutenergy Renewables	Redwood Solar Farm Project	Kern County, Calif.	Macquarie	TBA	\$30M	TBA	Proceeds to fund construction (PI, 6/30).
Alterra, Fierro Axiom	Jimmie Creek (62 MW Hydro)	British Columbia, Canada	TBA	TBA	TBA	TBA	Sponsor will likely tap LifeCos for the debt (PI, 5/5).
Cameron LNG	LNG Export Facility	Hackberry, La.	TBA	TBA	~\$4B	TBA	Sponsor is shooting for pricing of L+175 bps (PI, 3/10).
▶ Cape Wind Associates	Cape Wind (468 MW Wind)	Cape Cod, Mass.	BTMU, Natixis, Rabobank	Conditional Loan Guarantee	\$150 M	TBA	Conditional loan guarantee came from the Department of Energy (see story, page 5).
Cheniere Energy	Sabine Pass Trains 3 & 4 (LNG Export Facilities)	Sabine Pass, La.	TBA	TBA	\$4.4B	TBA	Company issues \$2B in notes to refi debt and fund construction (PI, 5/19).
Competitive Power Ventures	St. Charles	Charles County, Md.	GE EFS	TBA	~\$600M	TBA	Sponsor is aiming for L+350 bps (PI, 6/2).
Dalkia/Fengate	Merrit (40 MW Biomass)	Merrit, B.C.	BTMU	TBA	\$168M	TBA	Sponsor aims to wrap the financing early next year (PI, 12/2).
▶ EDP Renewables North America	Lone Valley I, II (30 MW Solar)	Lucerne Valley, Calif.	US Bank	Tax Equity	TBA	TBA	US Bank is taking a tax equity stake (see story, page 5).
Energy Investors Funds	Newark Energy Center (705 MW)	Newark, N.J.	Credit Ag, GE EFS, MUFJ	TBA	\$590M	TBA	Deal closed on strong interest (PI, 6/30).
Exmar NV	Floating Liquefaction Project	Colombia	TBA	B Loan	\$170M	TBA	Sponsor looking to land a B loan for the debt on the project (PI, 5/5).
FGE Power	FGE Texas (726 MW Gas)	Westbrook, Texas	Goldman Sachs	TBA	TBA	TBA	The sponsor is close to lining up equity and will tap Goldman Sachs to launch a B loan (PI, 1/27).
Freeport LNG	Freeport (LNG Export Terminal)	Freeport, Texas	Credit Suisse, Macquarie	TBA	~\$4B	TBA	More than 20 lenders are eyeing the deal, with some offering tickets of \$600M (PI, 2/10).
Invenergy	Marsh Hill (16 MW Wind)	Jasper, N.Y.	Rabo	TBA	TBA	TBA	Rabo is the only arranger on the loan (PI, 6/2).
KSPC, Samsung	Kelar (517 MW Gas)	Chile	Natixis	TBA	TBA	TBA	The JV appoints Natixis as lead on the deal (PI, 1/13).
LS Power	Portfolio (Gas)	Various	BNP Paribas, Union Bank		TBA		Will finance via a series of three transactions (PI, 6/16).
Lake Charles Exports	Lake Charles (LNG Export Facility)	Lake Charles, La.	TBA	TBA	TBA	TBA	Sponsor begins preliminary financing search for the potentially \$11B project (PI, 8/26).
Magnolia LNG	Magnolia LNG (LNG Export Facility)	Lake Charles, La.	BNP, Macquarie	TBA	\$1.54B	TBA	Sponsor issues shares to bridge to closing of the debt (PI, 5/12).
NextEra Energy Resources	Bluewater (60 MW Wind)	Lake Huron, Ontario	TBA	TBA	TBA	TBA	Sponsor is talking to lenders in the U.S. to finance the project (PI, 5/19).
New Generation Power	NGP Texas (400 MW Wind)	Haskell County, Texas	TBA	Construction/Term/Tax Equity	~\$700M	TBA	This is the sponsor's largest deal to date (PI, 4/14).
NTE Energy	Multiple (Gas)	U.S.	Whitehall	TBA	TBA	TBA	Sponsor is looking to line up equity investors and then debt backing three projects in the U.S. (PI, 3/10).
OCI Solar Power	Alamo 4 (39.6 MW Solar)	Kinney County, Texas	North America Development Bank	Construction	\$40M	TBA	This finances the fourth phase of a 400 MW project (PI, 6/16).
Pattern Energy	Armow (180 MW Wind)	Kincardine, Ontario	TBA	TBA	TBA	TBA	Sponsor is looking for tighter pricing than its K2 financing (PI, 5/26).
Radback Energy	Oakley (586 MW Gas)	Contra Costa County, Calif.	BTMU	Term	\$990M	4-yr	Deal is temporarily put on hold following an appellate court decision (PI, 11/11).
Sempra U.S. Gas & Power	Energía Sierra Juárez (156 MW Wind)	Baja California, Mexico	BTMU	TBA	~\$250M	TBA	On track to close within two weeks (PI, 6/2).
Transmission Developers	Champlain Hudson Transmission Line	New York	RBC	TBA	~\$1.6B	TBA	Sponsor is aiming to line up the debt by year-end (PI, 3/3).

▶ New or updated listing

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PROJECT FINANCE

Cape Wind Snags DOE Loan Guarantee

Cape Wind Associates has received a \$150 million conditional loan guarantee from the U.S. **Department of Energy** for the \$2.5 billion offshore wind project off the coast of Cape Cod, Mass.

The conditional guarantee brings the total financing arranged for the 468 MW project to \$1.45 billion, or roughly 58% of the cost of the project although the developer Cape Wind Associates and its parent **Energy Management, Inc.**, need to arrange additional financing for the project before the DOE will finalize the guarantee. "We believe that the participation of the U.S. Government as part of the financing will encourage more commercial sector investment," a spokesman for Cape Wind told PFR in a statement.

Bank of Tokyo-Mitsubishi UFJ, **Natixis** and **Rabobank** are lead arrangers on a commercial bank deal backing the project (PI, 3/26). Danish export credit agency **EKF** is arranging a \$600 million loan while **PensionDanmark** is lending \$200 million in mezzanine debt. Siemens has committed \$100 million equity. The financing is on track to be closed this fall, says the spokesman.

Barclays is Cape Winds' financial advisor (PI, 3/26). Cape Wind and the DOE worked on the guarantee for two years.

Construction is on track to begin in 2015 with operations starting in 2017. **NStar** has a 15-year power purchase agreement for 27.5% of the generation from Cape Wind, while **National Grid** has a 15-year PPA for 50%.

The conditional guarantee could also be contingent upon finalizing legal and contractual obligations, according to a DOE

spokeswoman, who declined further comment on what criteria Cape Wind needs to meet.

EDP Snaps Up U.S. Bank Tax equity

EDP Renewables North America has lined up a tax equity investment from U.S. Bank for a pair of solar projects in California.

Firststar Development, a subsidiary of U.S. Bank, is on tap to buy all of the investment tax credits from the 10 MW Lone Valley I and 20 MW Lone Valley II, according to a filing with the U.S. **Federal Energy Regulatory Commission**.

FAST FACT

EDP Renewables North America will regain the passive ownership of the Lone Valley I and II solar projects—or hit the "cash flip point"—on the fifth anniversary of the in-service date.

EDP Renewables will regain the passive ownership of the projects—or hit the "cash flip point," according to the filing—on the fifth anniversary of the in-service date. Both projects are slated to be online in September.

Both the Lone Valley I and Lone Valley II are in Lucerne Valley, Calif., and are less than a mile apart. **Southern California Edison** has a power purchase agreement with both projects.

Details on the transaction such as the amount of U.S. Bank's investment could not be immediately learned.

Bernardo Goarmon, cfo and executive v.p. of finance at EDP Renewables in Houston, a spokeswoman for parent **EDP Renováveis** in Madrid and U.S. Bank officials did not immediately respond to messages.

MERGERS & ACQUISITIONS

Fiera JV Takes Quebec Wind Stake

Eolectric Club, a joint venture including **Eolectric** and **Fiera Axium Infrastructure**, has bought a minority stake in a C\$400 million (\$375 million) wind farm in Quebec that is owned by **Enerfin Energy Co. of Canada**.

Fiera Axium Infrastructure is acquiring the stake in the 100 MW L'Érable wind farm alongside developer Eolectric and **Industrial Alliance Insurance and Financial Services**. The deal is contingent up on approval by **National Bank Financial**, **Sun Life Financial**, the underwriters on the financing, as well as regulatory approval and that of offtaker **Hydro-Québec Distribution**.

L'Érable is within the municipalities of Saint-Ferdinand, Sainte-Sophie-d'Halifax and Saint-Pierre-Baptiste and has a 20-year power purchase agreement. It was financed with a C\$250 million (\$243.1 million) unrated private placement (PI, 5/24/12).

Eolectric Club invests in wind projects throughout Canada and recently bought the 101 MW **Vents du Kempt** wind project in the Regional County Municipality of La Matapédia in Québec.

Enerfin, which will remain the majority stakeholder and operator of the farm, is a wholly owned subsidiary of Spain's **Elecnor Group**. It operates more than 1,200 MW in Spain, Canada and Brazil.

QUG Ropes Dynegy, Chevron Plant

Quantum Utility Generation has bought a cogeneration facility in Nevada from **Chevron** and **Dynegy**.

The Houston-based shop closed on the deal to buy the 85 MW Nevada Cogeneration Associates 2 facility this week, says a deal watcher. The NCA-2 facility is in Las Vegas and contracted to **Nevada Power**.

None of the parties used financial advisors.

A Dynegy spokeswoman confirmed that the company sold its 50% stake in the facility. Officials or spokespeople for Chevron and Quantum either declined to comment or could not immediately comment.

STRATEGIES

Black Hills Subs Tap Bonds For Gas-Fired Financing

Two **Black Hills Corp.** subsidiaries are issuing \$160 million of privately placed first mortgage bonds to finance a gas-fired project in Wyoming.

Black Hills subsidiaries **Cheyenne Light Fuel & Power Co.** and **Black Hills Power** are each issuing private placements to finance the \$222 million, 132 MW Cheyenne Prairie Generating Station in Cheyenne.

Black Hills Power is issuing \$85 million of first mortgage bonds with a 4.43% coupon while Cheyenne Light's tranche is \$75 million with a 4.53% coupon. The utilities opted for private placements as a way to secure attractive pricing, says **Jerome Nichols**, director of investor relations at Black Hills in Rapid City, S.D. Both tranches will mature in October 2044.

The bond issuances are targeted to close on Oct. 1—the same day that the project is expected to be operational, Nichols says, who declined to comment on the banks involved or the investors until the issuances close.

Cheyenne Prairie is already in-construction and was 67% complete at the end of March. Nichols notes that the companies have already spent \$183 million on the project. The project includes a simple cycle unit and a combined cycle unit.

Black Hills Power, a utility serving parts of Montana, South Dakota and Wyoming, will co-own the facility alongside Cheyenne Light, which serves parts of Wyoming, although final ownership structure has not been finalized.

SunEdison Tightens TerraForm Pricing

SunEdison has shaved 75 basis points off of the \$425 million financing package for its proposed yield company, **TerraForm Power**. The package was pitched at LIBOR plus 450 bps but investor demand tightened the deal to L+375 bps.

The package includes a five-year, \$300 million term loan B and a \$125 million credit facility. It was met with deep investor interest, say deal watchers, with one noting that it was already two-and-a-half times oversubscribed around June 27. The book was substantially oversubscribed by the time commitments were due June 30, says another.

The original issue discount moved from 99 to 99.5. The 1% LIBOR floor has remained the same. The package is rated Ba3 by **Moody's Investors Service** and BB by **Standard & Poor's**.

Goldman Sachs is lead left on the deal alongside **Barclays**, **Citigroup** and **JPMorgan**. The leads are also the underwriters on the proposed initial public offering of TerraForm. The ability to draw down on the loan is contingent upon a successful IPO. TerraForm has filed its S-1 and two amendments

with the U.S. **Securities and Exchange Commission**. The IPO is expected shortly, says a deal watcher.

The debt will sit at **TerraForm Power Operating LLC**. TerraForm's initial portfolio of 808 MW will be 83% utility-scale assets and 17% distributed generation in the U.S., Canada, Chile and the U.K (PI, 5/29). The proceeds will primarily be used for acquisitions as the cash flows from offtake agreements will be used for debt service and dividends, according to a Moody's report.

Spokespeople for the underwriters either declined to comment or could not immediately comment.

SoCalEd Sizes Up Small-Scale Renewable PPA Prospects

Southern California Edison is in the market to buy 290 MW from small-scale renewable projects that range from 3-20 MW. SoCalEd has received strong interest from developers in its latest request for proposals that is geared to small, or community scale, biomass, geothermal, solar and wind projects.

The utility expects that 10-20% of the proposals that were submitted in the RFP on June 27 deadline will make it on the shortlist, says **George Wiltsee**, contract originator at SoCalEd, noting that the average proposal was 15 MW. The utility will notify shortlisted bidders on Sept. 5 with the intent on having contracts in place by the end of that month, Wiltsee says.

FAST FACT

➤ The utility expects that 10-20% of the proposals that were submitted in the request for proposals on June 27 deadline will make it on the shortlist. The average bid is for 15 MW.

Projects will be evaluated on criteria including location within California, whether the interconnection is completed, price of power and the cost of the project to ratepayers, says Wiltsee. The RFP is open to peaking, non-peaking and baseload fuel types as well as existing assets.

Development projects must have a commercial operation date on or before Dec. 1, 2016.

The **California Public Utilities Commission** has instituted a program, called the renewable auction mechanism, to facilitate bringing small-scale projects online as a way for utilities to meet the state's renewable portfolio standard target of 33% renewables by 2020.

Small-scale projects, which can also be called community-scale projects, are gaining traction with utilities because they interconnect to the grid more easily than large projects. **NorthWestern Energy** recently launched a call for up to 45 MW of community-scale renewable energy from projects less than 25 MW in Montana (PI, 6/25).

Wiltsee declined to comment further on the make-up of the submitted proposals, citing confidentiality.

PPA PULSE

PPA Pulse: Solar Developers Rake In Offtake Contracts

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contracts,” a First Wind spokesman says.

The momentum is likely to sustain into the late part of the year as utilities such as **Duke Energy**, **Xcel Energy** and **Southern California Edison** evaluate request for proposal bids. The Georgia **Public Service Commission**, too, is out with a 495 MW solar RFP (PI, 4/15).

However, the pace could slow if the investment tax credit stays on course to expire—echoing the peaks and valleys that wind developers have seen as a result of volatility around the production tax credit. “The expiration of the PTC/ITC on the wind side has traditionally led to a boom and bust cycle for the development and construction of wind projects,” according to the First Wind

statement.

The wind industry is in a valley as it awaits whether the next era of its development cycle will be structured around the PTC. **NextEra Energy Resources** brought on **Xcel Energy** as a buyer for a 250 MW wind project in Colorado that could be operational by the end of 2015, qualifying for the PTC.

*The PPA Pulse is a guide to which sponsors and projects have recently garnered power purchase agreements in the Americas. To report updates or additional information please contact Data Associate **Stuart Wise** at swise@iintelligence.com.*

- **George Washington University**, **American University** and the **George Washington University Hospital** have entered into a 20-year power purchase agreement with **Duke Energy Renewables’ Capital Partners** solar project, which will consist of three solar projects located near Elizabeth City, N.C. The projects are expected to be fully operational in 2015.
- **First Wind** has finalized four 20-year power purchase agreements with **PacifiCorp’s Rocky Mountain Power** unit for each of four 80 MW solar projects in Utah known as the Four Brothers, three of which are located in Beaver County with one in Iron County. Construction is scheduled to begin in 2015.
- **First Wind** has finalized seven 20-year power purchase agreements with **PacifiCorp’s Rocky Mountain Power** for the total 20 MW output from the solar projects collectively known as the Seven Sisters, to be built by July 2015 in Beaver and Iron Counties, Utah.
- **Cirque Energy** has announced that it has signed a development agreement for a project to develop the 2.5 MW Midland Biomass Energy Station, a biomass gasification project in Midland, Texas, that will sell power into ERCOT under a multi-year power purchase agreement.
- **Imperial Irrigation District** has signed a 25-year power purchase agreement for the energy produced by the 6 MW NRG Community 1 solar facility in San Diego, Calif., which was developed jointly by **NRG**

Energy and Boeing Co.

- Georgia electric cooperative **EMC** has signed a 25-year PPA with Green Power EMC’s 20 MW Hazelhurst solar project near Jeff Davis County, Ga. Construction is expected to begin this year.
- The City of Palo Alto (Calif.) Utilities has signed a 27-year PPA with **8minute Renewables’** 25 MW Hayworth solar project in Kern County, Calif.
- The **Jamaica Public Service Co.** has signed a 20-year PPA with **Blue Mountain Renewables Wind Jamaica** for the output of the 34 MW BMR Jamaica wind project, which is expected to begin construction in August.
- **Geronimo Energy** is negotiating a PPA with **Minnesota Power** for the output of the 10 MW Morrison County solar project, which is expected to begin construction in either 2015 or 2016.
- Springfield, Mass.-based engine developer **Scuderi Group** has signed a PPA with **AHIS**, the Mexico City-based developer and gaming company, to power 13 AHIS casinos with compressed air energy storage facilities.
- St. Thomas, Virgin Islands-based **Tibbar Energy** has signed a PPA with **V.I. Water and Power Authority** the 7 MW anaerobic digester biogas facility on St. Croix.
- **International Flavors & Fragrances** has entered into a PPA with **GeoPeak Energy** for a 4 MW solar project at a Flavors & Fragrance facility in Hazlet, N.J.
- **Salt River Project** is buying another 37 MW of geothermal power from **CalEnergy**,

bringing its PPA with facilities near Salton Sea in southern California to 87 MW by 2020.

- **Sonoma (Calif.) Clean Power** has signed a 20-year PPA with **Recurrent Energy** for a 30 MW solar project in Central Valley, Calif., that is slated to be online in late 2016.
- The Logansport (Ind.) City Council has voted in favor of a PPA between **Logansport Municipal Utilities** and an \$800 million gas-fired project being developed by **Total Concept Solutions Logansport Energy Group** that could include a biomass-fired component.
- **Pacific Gas & Electric** has signed a 20-year PPA with **Dominion** for the 20 MW CID solar project in Kings County, Calif.
- The City of Lodi, Calif., is has agreed to a 20-year PPA with **Recurrent Energy** for the 75 MW Astoria 2 solar project in Kern County, Calif., that is expected to be online by 2017.
- **DC Water** has launched a solicitation for offers to build a solar project on its Blue Plains Advanced Water Treatment Plant in Washington, D.C., so it can buy the power.
- **Nellis Air Force Base** in Nevada agreed to a PPA with **SunPower Corp.** for a 19 MW solar project on the base.
- **NextEra Energy Resources** has signed a 25-year PPA with **Xcel Energy** for the 250 MW wind project near Calhan, Colo., which could be online in 2015.
- **Duke Energy** has signed a 15-year PPA for 38 MW from portfolio of eight solar projects being developed by **FLS Energy** in North Carolina.

Regions Taps Wells Fargo Utility Chief For Expansion *(Continued from page 1)*

as executive v.p. and group head of energy and natural resources and executive managing director of **Regions Securities** in Charlotte, N.C. He reports to **John Barton**, executive v.p. and head of specialized industries.



Brian Tate

The firm will be working with power utilities and cooperatives as well as gas and water utilities, liquefied natural gas firms and coal companies. On the power side, it wants to work with renewable owners and independent power producers, he says, adding that infrastructure companies including master limited partnerships and real estate investment trusts will also be in his remit.

The firm has been on a hiring streak. It recently brought on board four senior relationship managers, bulking out the client coverage team to 11 people. The team numbers around 30 and is spread across offices in Charlotte, Houston and Mississippi.

Tate wants to see the firm expand across the entire energy spectrum with an emphasis on midstream and power, noting that power infrastructure is critical to the U.S. economy and security. The opportunity that exists is ripe for additional lenders, he says, expecting that "we will be drinking from a fire hose of opportunity."

—Holly Fletcher

ONE YEAR AGO

"The message is that we're open for business."

— **Brian Tate**, executive v.p. and group head of energy and natural resources at **Regions Bank**, on the firm's plans to expand its energy and power lending platform.

ALTERNATING CURRENT

PG&E: Saving Hoot Owls One Line At A Time



Owls and power lines are a bad combination.

One of the birds knocked out power for more than 4,700 **Pacific Gas & Electric** customers and sparked a two-acre brush fire last month when it made contact with a power line

in Antioch, Calif.

A great horned specimen caused a power outage in Santa Barbara earlier this year when it went out kamikaze-style, electrocuting itself upon landing on a line.

Birds account for about 4% of outages for PG&E each year, according to **Michael Best**, PG&E's avian protection program manager. But this order of birds, strigiformes, seems particularly prone to doing a deadly tango



istock/thinkstock

with transmission as they hunt in low light, when visibility and power lines and poles are tough to see.

Instead of persecuting these winged creatures, which range from absolutely adorable (see Saw owl) to stunningly majestic (see Snowy owl), PG&E is working to make its 70,000 square mile service area 'bird safe.' The utility is collaborating with the **Lodi Woodbridge Wine Grape Commission** in San Joaquin County to provide owl boxes and educate vintners on how to prevent owls from perching and nesting on poles.

PG&E is also looking to retrofit 2,000 poles each year by increasing clearance between lines, installing protective covers over equipment and bird flight diverters, devices that hang from lines and glow in low light. PG&E has retrofitted 28,000 poles so far.

POWER TWEETS

The #Power Tweets feature tracks trends in power project finance and M&A in the Americas on **Twitter**. For more news and coverage, follow @power_intel on Twitter, as well as Managing Editor @HollyFletcher, Editor @SaraReports and Associate reporter @na_asiamah.

@Siemens_SFS: With #offshore #wind, the #trend is toward scalability, says @Siemens' Wolfgang Bischoff. But what about #financing? <http://sie.ag/1mq5y2R>

@PrimedMover: In 1990 Britain got 0% of its electricity from gas power plants. By 2000 it was up to 40%. A good benchmark for renewables "revolutions."

@timalborg: Solar companies fight back to stop property taxes on leased rooftop panels <http://azc.cc/1IL6hvA> via @azcentral

@utilityreporter: Tesla could get 50% discount on electricity from @CPSEnergy if it builds #gigafactory near San Antonio. <http://bit.ly/UW6SjZ>

@VanderHoeven_M: In 2013 the world's 14 billion online electronic devices wasted around \$80 billion due to inefficient technology <http://bit.ly/TOc1cO>



@Silvio_Marcacci: Are yieldcos the safest way to invest in renewable energy? Value for fossil fuel divestment efforts. <http://ow.ly/yBOFc>

@SaraReports: A lot of #rps around the US are full, so there's not a massive demand on the #policy side- #reffws #RenewableEnergy

@UCSDEnergy: Kauai Utility Coop now prefers pumped hydro over 45 submitted bids 4 new storage technology for permanent load shifting & hi PV penetration.