Oregon’s Solar Advantage

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Clean Technology Recruitment Officer
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Valley of Death
US Incentive Averages
State & Local -- Cash

• Very High—Over 25% of initial CapX

• High---15% to 20% of initial CapX

• Average—Good Project—Below 15%
## Oregon's Solar Industry Incentives

<table>
<thead>
<tr>
<th>Company</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>SolarWorld</td>
<td>Ingots to Modules</td>
</tr>
<tr>
<td>Solexant</td>
<td>Thin Film</td>
</tr>
<tr>
<td>Solaicx/MEMC</td>
<td>Ingots/Wafers</td>
</tr>
<tr>
<td>Sanyo Solar Oregon</td>
<td>Ingots/Wafers</td>
</tr>
<tr>
<td>Peak Sun</td>
<td>Polysilicon</td>
</tr>
<tr>
<td>SoloPower</td>
<td>Thin Film CIGs</td>
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</tbody>
</table>
## Solar Supply Chain Incentives

<table>
<thead>
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<th>Company</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>PV Powered/Advanced Energy</td>
<td>Inverters</td>
</tr>
<tr>
<td>FT Solutions (Ferrotec)</td>
<td>Crucibles</td>
</tr>
<tr>
<td>Oregon Crystal</td>
<td>Crystal growing</td>
</tr>
<tr>
<td>SiC Processing</td>
<td>Silicon Recycling</td>
</tr>
<tr>
<td>PV Trackers</td>
<td>Solar Trackers</td>
</tr>
<tr>
<td>Solar Bus Wire</td>
<td>Pending</td>
</tr>
</tbody>
</table>
**BETC**

**Business Energy Tax Credit**

- $200 Million budgeted every 2 years State tax credits or around $134 million cash value
- Approved projects yield around 33.5% of the first $40 million in capital investment or $13.4 million cash.
- Pay at completion of each project phase
- Actual Example: Project investment $85 million yielded $26.8 million in cash (31.7% yield)
Direct Loans to Qualified Companies

- State Energy Loan Program (SELP)
  - Up to $25 million fixed asset
  - Secured – Collateralized financing.
  - Can be used with state BETC and federal incentives.
Secured Loans Tools

- TIF or Tax Increment Guaranty/Incentive
  - Pull forward or leverage tax increment value

- Community Loan Guaranty
  - Direct Guaranty of any deficient loan balance

- USDA Business & Industry Loan Guaranty

- VC/Private Equity Bridge
For more information on why Oregon makes solar sense

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The Hydrocarbon Age

“... a thin flame in a long, dark night”