



**SAVE THE PHILIPPINES  
FROM DIRTY DIESEL AND COAL  
ESTABLISH CLEAN SELF SUFFICIENT  
SOLAR ENERGY**

**YOU CAN HELP MAKE THIS HAPPEN NOW!**

**\$100 EACH FROM 4,000 PEOPLE  
FUNDS THE PROJECT**

# **THE PHILIPPINE OPPORTUNITY**

**Right now the Philippines energy market need for 100s of Megawatts (MW) every 3 years is being met with dirty diesel and coal.**

**5MW of dirty diesel puts 39,946,000 pounds of CO2 (greenhouse gas) and 1,085,000 pounds of Nitrous Oxide (creates ozone) into the air every year.**

To date only one 1MW clean energy solar project is completed for 7,107 islands. 1 MW powers 1,000 houses. ECO has over 6 MW of solar completed and in service in California.

ECO's Philippine partner is developing projects of 5MW of solar to save the Philippines' air.

**\$100 each from 4,000 donors will fund a 5MW solar project to construction ready. Upon payout, the money (\$400,000) received from donations will be reinvested forward into the next project.**

## **PHILIPPINES MARKET VIEW**

**1. Next 12 months are a historic opportunity on Mindanao.**

a. Current power supply shortage. Mindanao needs between 200 and 300 MW of additional power supply every three years.

b. Solar best alternative to expensive dirty diesel or new coal plant (2016-2017) which are both at 30% per kWh more than solar. Hydro opportunities are exhausted.\*

\*National Economic and Development Authority (Neda)

## **2. Demand and renewables on Luzon - largest island**

a. Forecasted strong demand requires continued development of generation **facilities. Solar will be the most cost effective.**

b. Key advantage of Luzon is current infrastructure that supports development of solar construction projects.

c. There are large utilities (Co-ops) with good credit and other large customers capable of using multiple MW installations.

## **3. Customers**

a. Utilities must expand renewables use and meet increasing demand. Embedded solar facilities protect consistent supply and provide known cost of supply for 25 years.

b. Non-profit and other customers want the price stability from long term power purchase agreements.

c. Large customers NOT connected to the national network and using diesel.

## **4. Market incentives**

a. Tax exemptions: Income for 7 years, Value Added Tax, and all import and materials other taxes related to a solar project.

b. Skilled labor available at costs that will substantially reduce construction and ongoing maintenance costs.

## **5. Competition**

a. Power generation: diesel, coal and hydro.

1. Diesel much more expensive than solar.

2. Coal and hydro less expensive to generate, but equal to or more expensive than solar after all other costs included from existing facilities, e.g. transmission, line loss, taxes. Both are much more expensive if from new facilities.

3. Solar facilities can be in place much faster.

b. Solar competitors: no established market leader.

1. Very few projects of any size currently in process.

2. ECO's solar experience is greater than total current operating solar in the country.

## **TIMELINE PER PROJECT**

1. Secure exclusive Letter of Intent (LOI) -- 2-3 months

- a. **One 3-5MW exclusive LOI secured**
- b. Currently in negotiation on two 5MW projects
2. Convert LOI to signed contract – 2-3 months
3. Preparation and review by two regulatory commissions– 9-12 months
  - a. Not required for private business deal if not connected to national network, i.e. customer only using diesel. We are focusing on more than one such 5MW project.
4. Construction – 6 months
5. Payouts to ECO
  - a. After contract signed – least return – least risk
  - b. After construction ready – probable exit
  - c. After construction – greatest return – greatest risk

## **CALCULATED RETURN PER 5 MW PROJECT**

1. Cost to make construction ready approximately \$400,000.
2. Cost to build \$8,000,000 to \$9,000,000.
3. Sales price to final investor (owner) estimated at \$14,000,000 (\$2.80 USD a Watt) yielding profit margin of \$5,000,000 to \$6,000,000.

4. Variables are type of trackers, preparation of land (part of construction cost), cost of financing, construction delays
5. ECO will, acting through SIGMA EFEC SOLAR, cash out after the contract is signed, or shovel ready or constructed.
6. ECO will receive 50% of all net revenue SIGMA EFEC SOLAR receives, estimated at up to \$ 1.4 million to ECO per 5MW project at construction ready. The **\$400,000 received from donations will be recovered first as part of basic cost and rolled forward to the next project.**

## **KEY TEAM**

### **CEO & President, Founder – Alan Gardner**

Successful leadership as CEO, President, COO and Chief Counsel in six US utility industries, and CEO of property management foundation with over \$3.5 billion in assets. Thirty seven years of experience in the development, contracting, building and management of complex electrical systems in the solar, telephone, cable television and water industries. Led ECO's development of the 6MW of solar currently in service.

### **Director of Government and Schools Operations –**

**Terry McAvoy** Extensive project management in schools and city governments as Deputy Public Works Director, Director Schools Facilities, Maintenance & Operations.

Major project management and coordination in the United States and overseas for projects of up to \$350 million.

**General Counsel – Orestes Cross** Extensive experience with the solar industry and purchase power agreements \$18 million to \$35 million. Business development and management experience, with an emphasis on protecting corporate assets and ensuring returns.

## **ADVISORY BOARD**

**Dr. Meyya Meyyapan, PH.D., Chairman**

Chief Scientist from NASA Ames

**24 years leading United States solar research.**

**14 years leading United States nanotechnology.**

**Dr. Richard Bilas, PH.D.**

Prior President of the California Public Utility Commission and two term California Energy Commissioner.

**Sunne Wright McPeak**

Prior Cabinet Secretary of the California Business, Transportation and Housing Agency, and current President & CEO of CA Emerging Technology Fund.

**Dr. Philip Romero, PH.D.**

Prior Chief Economist for the State of California, White House Fellow, Dean of Business School at U of Oregon, Dean of Business School at Cal State Los Angeles, Professor U of Oregon.

## **ORGANIZATION**

SIGMA EFEC SOLAR, (SES), the Philippines operating entity being established.

Philippine partner owns 60% and ECO owns 40% of the joint enterprise (SES), but ECO receives 50% of all net revenue, and if sold 50% of the value.

ECO will hold 3 of 7 Board seats, Vice Chairman, Vice President and Treasurer positions.

Over time SES will provide Operations & Maintenance services and build and retain smaller projects to establish 25 year rolling forward monthly revenue flow and asset base.

ECO has now operated for over 5 years and has no current debt, with 6 MW completed and currently in service.

## **ACTIONS ACCOMPLISHED**

1. Established team in US and now on the ground in the Philippines actively marketing solar.
2. One signed exclusive LOI for 3-5 MW. Two 5MW LOIs currently in discussions with customers.
3. Established Philippine contacts with high government and province officials. Met with Department of Energy and Energy Regulatory Commission. Determined market interest and government support for solar to be high.
4. Determined legal and practical requirements for solar projects with utility and non-utility customers and whether



or not customer is connected to the national electrical network.

5. Our key contacts can move projects through the regulatory process faster due to established contacts.
6. Discussions with potential project final investors (owners).

## **NEXT ACTIONS**

1. Secure two letters of intent by end of October 2013.
  - a. Currently in negotiations on two 5MW projects
  - b. Have one LOI now and estimate one in October.
2. Continue to have Philippines' team solicit additional letters of intent to establish continuous pipeline.
3. Post LOI achieve executed Power Supply Agreements in 60-90 days for each customer.
4. Complete the regulatory sign off and approval process.
5. Begin construction. Estimated at 6 months per project.
6. Get Paid: Roll forward \$400,000+ US to next project.

## **DONATIONS & RECOGNITION**

### **EACH LEVEL INCLUDES PRIOR LEVELS**

\$100 Email reports on project, quarterly until contract then monthly

**\$100 donation from 4,000 people funds 5MW to construction ready**

\$200 Beautiful ECO Warrior recognition certificate

\$300 Beautiful framed ECO Warrior recognition certificate

\$500 Photo of finished project and ECO Warrior Certificate  
Plaque

\$1,000 Framed photo of finished project

\$2,500 Dinner for two at Morton's or equivalent (\$300 gift certificate)

\$5,000 Two nights (Sun – Thur) four star hotel name on permanent project brass plaque

\$10,000 Weekend at four star hotel name on permanent brass plaque

\$25,000 One week for one in Philippines, tour project, name on permanent brass plaque

\$40,000 One week for two in Philippines, tour project, name on permanent brass plaque

**PLEASE DONATE NOW**

**USE PayPal BUTTON ON HOME PAGE**

**OR Wire Your Funds to Gazillionfund**  
**(NOTE: Gazillionfund is a crowd funding site)**

**Acct# 8072878787, Routing: 322070381, Swift  
Code: EWBKUS66XXX, Bank: East West Bank,  
135 N. Los Robles Ave., #600, Pasadena, CA  
91101, Name of Project: Save the Philippines  
from Dirty Diesel & Coal.**

**Questions: contact Betty Liaw, East West Bank,  
San Jose, CA, USA Branch Manager, 408-392-0092  
or 408-464-2765**

## **KEY CONTACT**

**Alan Gardner, CEO & President**

Eco Friendly Energy Company

735 Montgomery Street, Suite 250

San Francisco, CA 94111

Direct: 925 899 5527

Office: 925 943 6282

Email: [ag@ecofriendlyenergyco.com](mailto:ag@ecofriendlyenergyco.com)