



STATE OF NEW JERSEY
Board of Public Utilities
44 South Clinton Avenue, 9th Floor
Post Office Box 350
Trenton, New Jersey 08625-0350
www.nj.gov/bpu/

CLEAN ENERGY

IN THE MATTER OF THE CLEAN ENERGY
MANUFACTURING FUND SOLICITATION – COMPETITIVE
AWARD RECOMMENDATIONS -
ENER-G RUDOX, INC. AND
AND SIEL AMERICA, INC.

) ORDER
)
) Docket Nos. EG10020126,
) QG14101150 &
) QG14101151

Parties of Record:

Sandy Zeglarski, New Jersey Economic Development Authority
Glauco Pensini, Chief Executive Officer, SIEL America, Inc.
Alan Barlow, Chief Executive Officer, ENER-G Rudox, Inc.

BY THE BOARD:

On November 26, 2012, the Board's Office of Clean Energy ("OCE" or "Staff"), in collaboration with the New Jersey Economic Development Authority ("EDA"), as administrator of the Clean Energy Manufacturing Fund ("CEMF"), issued a Solicitation for the CEMF program which offers an open and rolling application process for funds in support of Class I renewable energy or energy efficiency companies entering or expanding within the manufacturing stage of commercial development. SIEL America, Inc., a manufacturer of grid-tied and photovoltaic inverters, and ENER-G, Inc., a cogeneration/energy efficiency company, each applied for funding under the CEMF program and received a favorable technical review by the OCE. The request for funding was then sent to Clean Technology Advisory Committee ("CTAC"), who recommended SIEL America and ENER-G Rudox, Inc. for funding pending full underwriting analysis by EDA.

Board Staff has reviewed the underwriting analysis and recommendations for approval by the EDA. Based on that analysis, Board Staff recommends that the Board approve the CEMF funding awards to SIEL America for a \$500,000 loan to manufacture of photovoltaic inverters and to ENER-G Rudox for \$3,300,000 in total funding, in the form of a \$300,000 grant and a \$3,000,000 loan, for the manufacture of Combined Heat and Power ("CHP") systems.

BACKGROUND

On November 26, 2012, the Board's OCE, in collaboration with the EDA as administrator of the CEMF, issued a Solicitation for the CEMF program. The Solicitation offered financial assistance in the form of grants and 2% interest loans to support Class I renewable energy or energy efficiency companies entering or expanding within the manufacturing stage of commercial development. Eligible applicants are companies that currently, or plan to within 36 months, manufacture Class I renewable energy or energy efficiency systems, products or technologies in New Jersey. Funding is subject to the Board approval of the annual Clean Energy Programs and Budgets and is further subject to State appropriations law. On June 30, 2014, the Board approved the Fiscal Year 2015 Budget which includes CEMF Funding in the amount of \$8,579,024.08 (Docket No. QO14050489). Total funds awarded may include up to 50% of total project's budgeted costs, not to exceed \$3,300,000 per project for each new program solicitation.

SIEL submitted an Intake Form on December 24, 2013, that was approved for technical eligibility by the Board Staff on January 23, 2014. ENER-G Rudox, submitted a CEMF Intake Form on June 5, 2014, and was approved for technical eligibility by the Board Staff on June 11, 2014.

On June 25, 2014, the Clean Technology Advisory Committee ("CTAC") met to review the SIEL America and ENER-G applications. The CTAC reviewed the applications based upon the Program's evaluation criteria set forth in the Solicitation which include criteria for Economic Impact in New Jersey; Technical Merit, Investment Criteria, Management and Team Qualifications, and Market Potential. Upon review and discussion, the CTAC Committee recommended the two applications for underwriting analysis and due diligence review by the EDA. EDA completed its underwriting analysis and due diligence review, and has recommended an award of \$500,000 in CEMF financial assistance to SIEL America and \$3,300,000 in total funding to ENER-G.

DISCUSSION AND FINDING

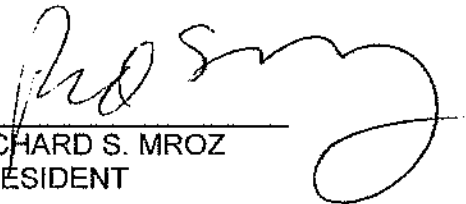
The Board **FINDS** that the CEMF grant and loan agreements will further the State's and the Board's policy of incentivizing renewable energy and energy efficiency. Both companies have a New Jersey presence and will use the funding to expand their operations in support of New Jersey jobs. The technology produced and manufactured by SIEL American and ENER-G will ultimately have a positive impact on many of the objectives of the NJDEP Global Warming Response Act ("GWRA") as well as the Governor's Energy Master Plan ("EMP").

Upon consideration of the facts set forth above, the Board **FINDS** that the CEMF funding award recommendations are reasonable and consistent with the criteria set forth in the CEMF Solicitation, and therefore the Board **HEREBY APPROVES** designating SIEL America, Inc. as an award recipient in the amount of \$500,000. The Board also **FINDS** that the CEMF funding award recommendations are reasonable and consistent with the criteria set forth in the CEMF Solicitation, and therefore the Board **HEREBY APPROVES** designating ENER-G Inc. as an award recipient in the amount of \$3,300,000. The Board **ORDERS** that commitment letters, consistent with the terms of this Order be issued to SIEL America, Inc. and ENER-G, Inc. by the Board's OCE Director, in coordination with appropriate EDA staff. The Board also **AUTHORIZES** President Mroz to sign the Grant and Loan Funding Agreements, the form of

which was previously approved by the Board on March 12, 2009 in Docket No. EO08070470, consistent with the terms of this Order and the Department of Treasury requirements. The Board also **AUTHORIZES** President Mroz to review and approve matters within the scope of Section VII(B) of the Memorandum of Understanding between the BPU and the EDA dated March 24, 2011, consistent with the terms of this Order, subject to Board review as necessary.

DATED: 10/22/14

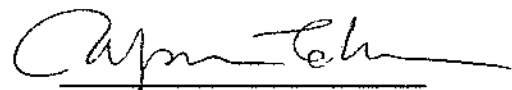
BOARD OF PUBLIC UTILITIES
BY:


RICHARD S. MROZ
PRESIDENT


JOSEPH L. FIORDALISO
COMMISSIONER


MARY-ANNA HOLDEN
COMMISSIONER


DIANNE SOLOMON
COMMISSIONER


UPENDRA J. CHIVUKULA
COMMISSIONER

ATTEST: 
KRISTI IZZO
SECRETARY

I HEREBY CERTIFY that the within document is a true copy of the original in the files of the Board of Public Utilities.



IN THE MATTER OF THE CLEAN ENERGY MANUFACTURING FUND SOLICITATION –
COMPETITIVE AWARD RECOMMENDATIONS –
ENER-G RUDOX, INC. AND SIEL AMERICA, INC.

DOCKET NO. EG10020126, QG14101150 & QG14101151

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Glauco Pensini, CEO,
SIEL America, Inc.
2 Cranberry Road, Unit A3
Parsippany, NJ 07054

Alan Barlow, CEO
ENER-G Rudox, Inc.
180 E. Union Avenue,
East Rutherford, NJ 08302

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - CLEAN ENERGY MANUFACTURING FUND 2.0 PROGRAM**

APPLICANT: SIEL America Inc

P39571

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 2 Cranberry Lane

Parsippany-Troy Hills Townships Morris

GOVERNOR'S INITIATIVES: () Urban (X) Edison () Core () Clean Energy

APPLICANT BACKGROUND:

SIEL America, Inc. is a manufacturer of grid-tied and photovoltaic inverters. The inverters are used for commercial and residential distributed generation applications. SIEL America, Inc. is a C corporation formed in Delaware in August 2012. The Company is a subsidiary of FINSIEL, srl, which is a manufacturer of UPS systems and solar inverters. The group is currently based in Milan, Italy and is comprised of several subsidiaries that serve the European market. The European operations were founded in 1983 by Enrico Pensini as a designer and manufacturer of UPS systems that expanded to manufacturing PV inverters in 1999. FINSIEL, srl has installed over 200 MW of PV inverters across Europe. Its subsidiaries have over 100 employees, and 82,000 square feet of manufacturing space in Europe. FINSIEL, srl is looking to expand operations in the United States through SIEL America, Inc. due to a reduction of demand for solar inverters in Europe. The reduction in European demand was largely caused by a reduction of government subsidies for renewable energy products. FINSIEL, srl has invested approximately \$1.5 million dollars in SIEL America, Inc including the purchase of a 1,000 amp testing station for its 27,000 square foot Headquarters in Parsippany, NJ.

APPROVAL REQUEST:

Approval is recommended for a \$500,000 loan under the Clean Energy Manufacturing Fund.

FINANCING SUMMARY:

LENDER: BPU

AMOUNT OF LOAN: \$500,000

TERMS OF LOAN: Interest rate fixed at 2%. 24-month payment moratorium with interest to be accrued and capitalized followed by an 8-year term and amortization. 33% of the amount disbursed may be converted to a performance grant if milestones are met during the first three years as agreed prior to closing.

PROJECT COSTS:

| | |
|--------------------|---------------------------|
| Working capital | \$1,000,000 |
| TOTAL COSTS | <u><u>\$1,000,000</u></u> |

JOBS: At Application 4 Within 2 years 4 Maintained 0 Construction 0

DEVELOPMENT OFFICER: K. Hashmi

APPROVAL OFFICER: M. Boyle

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
EDISON INNOVATION CLEAN ENERGY MANUFACTURING**

October 22, 2014

Re: SIEL America, Inc.
2 Cranberry Road
Unit A3, Parsippany, NJ 07054

PROGRAM and STRUCTURE

New Jersey Board of Public Utilities (BPU) Office of Clean Energy and the New Jersey Economic Development Authority (EDA) as administrator of the Edison Innovation Clean Energy Manufacturing Fund ("CEMF") is proposing the following assistance to SIEL America, Inc. ("SIEL" or the "Company") for growth capital and inventory purchasing needs associated with developing and marketing its Solar Inverter technology in the United States.

| | |
|-------------------------|--|
| Borrower: | SIEL America, Inc. |
| Amount Requested: | \$500,000 |
| Interest Rate and Term: | Interest rate fixed at 2%. 24-month payment moratorium with interest to be accrued and capitalized followed by an 8-year term and amortization. 33% of the amount disbursed may be converted to a performance grant if milestones are met during the first three years as agreed prior to closing. |
| Collateral: | Second lien on all business assets. SIEL America has a \$1.3 million line of credit with INTESA SANPAOLO Bank who is in 1 st lien position on all business assets. |
| Guarantor: | FINSIEL, srl |
| Purpose: | Proceeds will be used for working capital and to purchase inventory. |

SIEL America's Inverter products will assist the state in achieving its goals established in the Governor's Energy Master Plan. SIEL America anticipates that many of its customers will be commercial businesses. When commercial businesses utilize solar power the cost of energy is significantly reduced especially when the solar energy is used during peak periods. SIEL's products will reduce GHG emissions and peak energy demand. SIEL America would like to add up to 25 full time positions, assisting the state in driving the creation of "green jobs".

DESCRIPTION OF COMPANY AND TECHNOLOGY

SIEL America, Inc. is a manufacturer of grid-tied and photovoltaic inverters. The inverters are used for commercial and residential distributed generation applications. SIEL America, Inc. is a C corporation formed in Delaware in August of 2012. The Company is a subsidiary of FINSIEL, srl which is a manufacturer of UPS systems and solar inverters. The group is currently based in Milan, Italy and is comprised of several subsidiaries that serve the European market. The European operations were founded in 1983 by Enrico Pensini as a design and manufacturer of UPS systems and expanded to manufacturing PV inverters in 1999. FINSIEL, srl has installed over 200 MW of PV inverters across Europe. Its subsidiaries have over 100 employees, and 82,000 square feet of manufacturing space in Europe. FINSIEL, srl is looking to expand operations in the United States through SIEL America, Inc. due to a reduction of demand for solar inverters in Europe. The reduction in European demand was largely caused by a reduction of government subsidies for

renewable energy products. FINSIEL, srl has invested approximately \$1.5 million dollars in SIEL America, Inc., including the purchase of a 1,000 amp testing station for its 27,000 square foot Headquarters in Parsippany, NJ.

SIEL America, Inc will manufacture three main products SunSIEL, Soleil DSPX, and the IDROSOLEIL. The SunSIEL is a grid-tied solar inverter available in four versions, 125kW and 250Kw, with a galvanic isolation transformer, and 450kW and 600kW product versions, for MV application outdoor. SIEL markets that SunSIEL performs up to 97.3% conversion efficiency with a transformer and over 98% conversion efficiency without a transformer. Soleil DSPX is a grid-tie transformer less PV inverter for Utility scale indoor application and direct connection with a medium voltage feeder. The Idrosoleil is a photovoltaic inverter designed to be used in conjunction with motor driven pumps. It is designed to be suitable for outdoor installations and is resistant to environmental conditions.

MANAGEMENT TEAM

Glauco Pensini – Chief Executive Officer. Mr. Pensini has held the title of CEO since 2012. Mr. Pensini was the export sales director at SIEL SPA from the years 2000 to 2012. He is the head of operations for SIEL America, Inc.

Alessandro Mori- Chief Operating Officer. Mr. Mori has over 10 years of sales and operational experience in the solar and UPS markets. He joined SIEL America, Inc. in October of 2013 and worked as a Sales Manager for Elettrotek Kabel selling Solar inverters and various other energy components from September 2001 until December 2010.

Jeffery Szczepanski- Domestic Sales Manager. Mr. Szczepanski has 25 years experience in all aspects of photovoltaics including operations, manufacturing, business development, and sales. He has been involved in over 200MW of PV installations. He joined SIEL in 2013 and previously was a partner at Applied Photovoltaics, LLC and a Sales Manager at Wholesale Energy.

Rodrigo Bertoletti- Sales Manager/Business Consultant. Prior to joining SIEL in 2013 Mr. Bertoletti was the owner of ISIENERGY from 2007 to 2013.

CONDITIONS:

1] Closing will be subject to an execution of an intercreditor agreement between the NJ Board of Public utilities and INTESA SANPAOLO Bank.

RECOMMENDATION

Approval is recommended for \$500,000 in Edison Innovation Clean Energy Manufacturing Fund assistance.

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - CLEAN ENERGY MANUFACTURING FUND GRANT**

APPLICANT: ENER-G Rudox, Inc.

P39922

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 180 East Union Avenue

East Rutherford Borough (N) Bergen

GOVERNOR'S INITIATIVES: () Urban () Edison () Core (X) Clean Energy

APPLICANT BACKGROUND:

ENER-G Rudox, Inc. ("EGR") seeks to purchase a 28,885 square foot facility and create an advanced manufacturing facility for cogeneration and energy efficient systems, as well as a state-of-the-art network operations center for managing all North American systems. Renovations, equipment and development costs make up the remainder of the project costs. ENER-G plc ("Eplc"), a sustainable energy solution provider based in the United Kingdom since 1984, acquired a 75% stake in EGR in 2013. Eplc has and will continue to support EGR financially as well as provide knowledge transfer, training and technology development to tailor their existing products for the US market. The project's total cost of \$6.9 million will be funded with several credit facilities aggregating \$3.6 million from Eplc and the proposed \$3.3 million of CEMF funding.

APPROVAL REQUEST:

\$300,000 grant from the Clean Energy Manufacturing Fund is recommended. This project is related to P 39921 being simultaneously presented for approval for a \$3 million loan under the same funding source.

FINANCING SUMMARY:

GRANTOR: BPU - Tranche I

AMOUNT OF GRANT: \$300,000

TERMS OF GRANT: Grant, no repayment required

PROJECT COSTS:

TOTAL COSTS

\$0 *

* - Indicates that there are project costs reported on a related application.

| | | | | | |
|-----------------------------|----------------|------------|----------|--------------|-----------|
| JOBS: At Application | Within 2 years | Maintained | <u>0</u> | Construction | <u>0</u> |
| Jobs on Related P039921 | <u>30</u> | <u>8</u> | <u>0</u> | | <u>21</u> |

DEVELOPMENT OFFICER: C. Smith

APPROVAL OFFICER: M. Conte

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - CLEAN ENERGY MANUFACTURING FUND PROGRAM**

APPLICANT: ENER-G Rudox, Inc.

P39921

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 180 East Union Avenue Elmwood Park Borough (N) Bergen

GOVERNOR'S INITIATIVES: () Urban () Edison () Core (X) Clean Energy

APPLICANT BACKGROUND:

ENER-G Rudox, Inc. ("EGR") seeks to purchase a 28,885 square foot facility and create an advanced manufacturing facility for cogeneration and energy efficient systems, as well as a state-of-the-art network operations center for managing all North American systems. Renovations, equipment and development costs make up the remainder of the project costs. ENER-G plc ("Eplc"), a sustainable energy solution provider based in the United Kingdom since 1984, acquired a 75% stake in EGR in 2013. Eplc has and will continue to support EGR financially as well as provide knowledge transfer, training and technology development to tailor their existing products for the US market. The project's total cost of \$6.9 million will be funded with several credit facilities aggregating \$3.6 million from Eplc and the proposed \$3.3 million of CEMF funding.

APPROVAL REQUEST:

Approval is recommended for a \$3,000,000 loan under the Clean Energy Manufacturing Fund.

FINANCING SUMMARY:

LENDER: BPU - Tranche II

AMOUNT OF LOAN: \$3,000,000

TERMS OF LOAN: Loan with 2% interest, up to 33% of the amount disbursed may be converted to a performance grant if business and technology based milestones are met during the first three years as agreed prior to closing. Equal monthly payments to commence 37 months from closing for a period of seven years (fully amortizing by maturity).

PROJECT COSTS:

| | |
|-----------------------------------|---------------------------|
| Acquisition of existing building | \$2,750,000 |
| Renovation of existing building | \$2,415,000 |
| Purchase of equipment & machinery | \$1,000,000 |
| Planning-Tranche I | \$655,000 |
| Finance fees | \$80,000 |
| TOTAL COSTS | <u><u>\$6,900,000</u></u> |

JOBS: At Application 30 Within 2 years 8 Maintained 0 Construction 21

DEVELOPMENT OFFICER: C. Smith

APPROVAL OFFICER: M. Conte

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
EDISON INNOVATION CLEAN ENERGY MANUFACTURING**

October 22, 2014

Re: ENER-G Rudox, Inc.
180 E. Union Avenue,
East Rutherford, New Jersey 08302
P 39921 and P 39922

PROGRAM and STRUCTURE

New Jersey Board of Public Utilities (BPU) Office of Clean Energy and the New Jersey Economic Development Authority (EDA) as administrator of the Edison Innovation Clean Energy Manufacturing Fund ("CEMF") is proposing the following assistance to ENER-G Rudox, Inc. ("EGR") for the purchase and creation of an advanced manufacturing facility for cogeneration and energy efficient systems, as well as a state-of-the-art network operations center for managing all North American systems. The majority of development work will be knowledge transfer, training and technology development to tailor the United Kingdom domiciled ENER-G plc's ("Eplc") products for the US market.

The technology produced and manufactured by EGR has a direct and positive impact to many of the objectives of the NJDEP Global Warming Response Act ("GWRA") as well as the Governor's Energy Master Plan ("EMP"). The technology helps decrease cost, decrease emissions, increase the reliability of the electrical grid, and adds much needed renewable energy capacity to the New Jersey grid. The GWRA and EMP both seek to decrease greenhouse gases. Every system installed by EGR decreases the customer's carbon footprint between 10% and 30% on average. This will help the State to meet its reduction targets. The EMP is also trying to reduce energy costs and increase NJ's energy capacity using cleaner technologies. EGR's technology on average reduces utility costs by 10% to 30%, a benefit that can be seen by any user who installs the system. Every installation also adds capacity to the NJ grid, and is categorized as a renewable power source and hence will bring the State closer to the 22.5% target for renewable power. The intent of the new production facility is also to have an assembly line product, which will help drive down production costs and therefore make CHP technology applicable to more people. This, in turn, will reduce the threshold for new rate payers to adopt the technology which will decrease the requirement for State incentives to motivate further adoption of this clean technology.

The project has a total cost of \$6.9 million, which will be funded with several credit facilities aggregating \$3.6 million from Eplc and the proposed \$3.3 million of CEMF funding. It is anticipated that once EGR has successfully operated the new facility and generates sufficient cash flow, the funding from Eplc will be replaced with traditional bank financing which would necessitate formal approval by BPU in advance of such proposed transaction.

| | | |
|-------------------------|---|------------------------|
| Borrower: | ENER-G Rudox, Inc. | |
| Amount Requested: | Tranche 1: \$300,000 | Tranche 2: \$3,000,000 |
| Term and Interest Rate: | Tranche 1: Grant with no repayment or interest. Tranche 2: Loan with 2% interest, up to 33% of the amount disbursed may be converted to a performance grant if business and technology based milestones are met during the first three years as agreed prior to closing. Equal monthly payments to commence 37 months from closing for a period of seven years (fully amortizing by maturity). | |
| Collateral: | First blanket lien on all business assets, including a first lien mortgage on the proposed property. Consent to future additional senior indebtedness of up to 25% of the \$3,300,000 CEMF funding commitment (this would result in BPU being in a subordinated position on the applicant's assets). | |
| Guarantors: | None. | |
| Purpose: | Tranche 1 is the planning phase, which will consist of design, project management costs and modification of the facility being utilized for the project. Tranche 2 is the full implementation of production facility which includes the purchase of land and building, renovations, an addition, sitework, purchase of capital equipment, hiring and training personnel and soft costs. | |

Tranche 1 - 20% advanced at closing with remainder paid after work completed and invoices presented in accordance with milestones and closing documents.

Tranche 2 - A maximum of 50% the proceeds may be advanced prior to commercial production.

Each Tranche has up to 36 months to draw the funds from closing.

DESCRIPTION OF COMPANY AND TECHNOLOGY

EGR, as part of the ENER-G plc umbrella, develops, delivers and finances sustainable energy solutions and technologies for the North American market. Originally founded in 1949, EGR is a "one-stop-shop" for all commercial and industrial energy requirements, including combined heat and power ("CHP"), tri-generation, standby power, emergency rental power, and many other energy efficient technologies and power systems. This includes designing, manufacturing, operating, and maintaining systems from 80kW up to 10MW, offered both via capital sales and long term Energy Service Agreements.

EGR is the product of merging two separate and independently successful companies that became effective on February 5, 2013. First is ENER-G plc, a European cogeneration/energy efficiency company which was founded in 1984 and is expanding rapidly across the globe with a presence in 17 countries. Second is Rudox Engine & Equipment Company, a 3rd generation company located in NJ (for over 60 years) that was originally focused primarily on backup power generation, but has been providing portions of cogeneration projects for the last 30 years. The two companies saw the same growth opportunity for CHP and clean tech / renewable technologies in the US market, and decided to go after the North American market together. EGR is a subsidiary of ENER-G Rudox Holdings, LLC (in turn owned 25% by Goodman Rudlinger Family Holdings, LLC and 75% by ENER-G Group, Inc).

ENER-G Group, Inc., serves as the North American business unit to provide cogeneration and energy efficient technologies to the market. This entity is owned by ENER-G Holdings, plc.

The CHP market has been growing quickly in the US, and EGR is looking at some significant growth targets over the next few years. As a result, EGR seeks to acquire and develop a new facility to meet future needs. This facility will serve as EGR's North American Headquarters, incorporating advanced manufacturing processes, and including a state of the art IT / remote monitoring center for their fleet of equipment located across North America. EGR spent time evaluating different states and locations, and was approved by the NJEDA on April 8, 2014 for a Grow NJ tax credit for \$975,000 predicated on the purchase of a 28,885 square foot facility in East Rutherford, New Jersey. An investment of \$6.9 million is required to acquire, renovate and acquire equipment for the facility which forms the basis for the \$3.3 million CEMF request. This is a key strategic and financial component of EGR's ability to stay in NJ, and will help support the significant renovations and "clean tech image" of the new facility.

The expanding technology is CHP or co-generation which allows EGR to hit efficiencies north of 90%, which compares to the 35% efficiency that the average utility operates at, hence giving significant benefits to end users.

This project has benefits to NJ including keeping jobs in NJ as EGR is retaining their existing full time base of 30 jobs in NJ by building this new facility along with their plan to add an additional eight new employees over the next few years. These are also high end W-2 positions, and because of the technical nature of the work, compensation will be above the median wage rates. The project will strengthen the clean tech cluster in NJ and the northeast corridor, which has the network effect of attracting other future clean tech companies. Finally, this is a great success story because it is a continued evolution of one of NJ's own innovative companies. Legacy Rudox encompasses over sixty years of product development and stability in the face of all types of changing economic times, and this current project represents the next big push for growth of the business. EGR has a new business model, a new headquarters, experience, new product solutions, and seeks to replicate something that Eple has already mastered in Europe.

MANAGEMENT TEAM

Staff believes that EGR, combined with the executives at their majority owner, EGR, possess a strong management team. The members of the US based team with the available support from the management at the UK business, have a great deal of relevant industry experience and technical expertise.

Alan Barlow, Managing Director of ENER-G Group in the UK and CEO of EGR in the US. Mr. Barlow has been with ENER-G Group for 17 years and has been the head of the UK Cogeneration sector. Mr. Barlow is an engineer by profession and was instrumental with others in both building the UK's production facility in Salford and the group's comprehensive European product range. By simultaneously maintaining the position of the Managing Director of the UK business, Mr. Barlow will help ensure the further transfer of knowledge to the US to facilitate the manufacture of the growing US product range in New Jersey.

Ryan Goodman, President of EGR possesses an MBA from, Harvard Business School, BS Electrical Engineering, Bucknell University. Mr. Goodman has been in the energy space for 10 years and has a strong background in leading businesses and developing strategies to elevate businesses to the next level. Prior to joining EGR, Mr. Goodman worked for the Boston Consulting Group, where he

provided strategic and operational advice to Fortune 500 companies. Mr. Goodman also previously worked for GE Energy, holding various manufacturing, engineering, and sourcing roles, resulting in a unique balance of business and engineering skills needed to lead EGR's expansion across the country.

Howard Goodman, VP Engineering of EGR, MBA in Finance from The Wharton School, University of PA, BS Mechanical Engineering from Syracuse University. Mr. Goodman was President of the legacy Rudox Engine & Equipment Company, and when this company merged with the ENER-G Group in 2013, Mr. Goodman took on the role of VP of Engineering to run the Engineering Design/Development. Mr. Goodman brings to the table 34+ years of power generation experience, and is a widely respected name in the emergency standby and power generation space.

Andre Davis, President of Commercial Operations of EGR, MBA, Kellogg School, Masters in Engineering Management, Northwestern University, JD from NYU Law School, BS Mechanical Engineering, Georgia Institute of Technology. Mr. Davis is a strategic minded professional with experience in designing and driving strategies to create long-term value for global companies. Mr. Davis's prior role at Johnson Controls strengthened his skills developing complex financial structures and leveraging a legal background to get energy efficiency solutions developed and financed.

David Suarez, Controller of EGR, BS Accounting from St. Peter's College, Worked at Rudox Engine and Equipment Company as Accountant, Comptroller, General Manager, Contracts Administrator, Banking Liaison and VP. Mr. Suarez has been with the company for 30+ years, and has a strong understanding of the operations of the business.

Erik Barnhart, Operations Manager, worked at PSE&G as a Generation Supervisor and brought practical and service experience to EGR as a result of his many years in the US Air Force. Mr. Barnhart has overseen the overhaul of the service department over the past year, and is emphasizing how technology can be used to continue to optimize the operations of the service team.

RECOMMENDATION

Approval is recommended for \$3,300,000 in total financing from the Edison Innovation Clean Energy Manufacturing Fund as proposed.