

# Developer Challenges in Rural Alaska 4/27/16

## CapStone at a Glance

- Based in Redmond, WA
- Serving the wireless industry since 2003
- Providing alternative energy solutions since 2008
- Full turnkey solar/storage, co-generation solutions
- Exempt from RCA regulation when selling wholesale to economically unregulated utilities





## Scale

- High/fixed transaction costs
- Component pricing
- Difficult to hit minimum investment requirement through traditional methods

## Increased risk

- Remote logistics
- Local maintenance expertise
- Storage component different risk profile than solar
- Difficult to hit minimum investment requirement through traditional methods

## utility credit – single greatest hurdle

- Audited financials generally unavailable
- Typical customer base of ~ 100 residents
- Collateral generally unavailable
- Project margins don't match risk

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