

Hecate Energy

115 Rosa Parks Blvd.
Nashville, TN 37203
www.HecateEnergy.com



21 October 2013

Marzia Zafar
Director, Policy & Planning Division
California Public Utilities Commission
505 Van Ness Ave, San Francisco, CA 94102

Dear Ms. Zafar:

Please find attached our submission for inclusion in the California Public Utilities Commission's (CPUC) Preferred Resource "Living" Pilot symposium. We believe that once this information has been reviewed, the selection of Hecate Energy—and our partner, the FIAMM Group—as a reliable, professional, and experienced participant will be clear.

The Hecate Energy management team has significant experience successfully developing power plants in New Mexico, Massachusetts, Rhode Island, New Jersey, and elsewhere. In addition, Hecate Energy's management team includes the former President, COO, and Senior Vice President of EPC and Operations from OCI Solar Power that assembled the winning consortium, formulated the strategy, negotiated the PPA and Economic Development Agreement, and secured requisite financing to enter into the 400 MW solar power PPA with CPS Energy in San Antonio on July 23, 2012.

We are grateful for your attention and look forward very much to your response.

Sincerely,

Paul Turner
Vice President, Business Development
Hecate Energy
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Hecate Energy and the Preferred Resource Living Pilot

Please consider this document our submission for participation in the Southern California Edison Company's (SCE) Preferred Resource Living Pilot symposium. We believe that, once the information below has been fully considered, the selection of **Hecate Energy** to take part will be clear. For the purposes of this proposal, we will be able to provide the services described under Attribute Classes A (Firm Load Reduction), D1 (Scheduled Load Reduction [Low Use]), D2 (Scheduled Load Reduction [Moderate Use]), and D3 (Scheduled Load Reduction [High Use]).

A developer of solar power plants, natural gas-fired power plants, wind power plants, and energy storage solutions, Hecate Energy is energized by a mission to develop, own, and operate power-generating facilities in the United States and select international markets. Hecate Energy is uniquely qualified to carry out a wide range of development projects, at any stage, with an unmatched level of energy, dedication, and professionalism.

What Distinguishes Hecate Energy

Founded and led by a team of industry veterans who have worked together successfully for over 15 years, Hecate Energy has developed thousands of MW of solar and natural gas projects. Hecate Energy maintains a large network of financing institutions that actively invest in renewable energy projects. Our network includes commercial banks for debt and tax equity financing; investment banks, including one that advised on the 400 MW CPS Energy transaction; asset-management companies; energy specific investment funds which invest across technologies; and investment funds that invest in energy projects as part of a broader portfolio.

Recently, the Hecate Energy leadership team served as founders, executives (including President, COO, and Senior Vice President of EPC and Operations), and Board Members of OCI Solar Power where they led strategy and negotiations to enter into a 400 MW solar PPA with CPS Energy of San Antonio, Texas. The solar project in San Antonio is currently the largest municipal solar plant development in the United States that combines economic development with clean energy development.

The recent effort in San Antonio culminated a three-year business endeavor beginning in 2009, during which Hecate Energy's management team founded and grew a solar development company into one of the largest in the United States. Building upon years of deep experience in the energy industry, including executive roles with Peoples Energy and DTE Energy, the management team founded CornerStone Power Development in mid-2009. CornerStone quickly grew and in 2011 became OCI Solar Power. In three years, from mid-2009 through July 23, 2012, the leadership team grew CornerStone Power Development/OCI Solar Power from 0 MW to a 700+ MW project company with over 400 MW under PPA and 3 MW in operation. (The first project to reach commercial operations was a 3 MW project on single-axis trackers in Vineland, New Jersey, with a PPA from Vineland Municipal Electric Utility and financing from Korean Export Import Bank.) According to GTM Research's Q3 2012 U.S. Solar Market Report, CornerStone Power Development/OCI Solar Power was the fourth-largest PV solar power plant developer in the United States based on MW under contract.

Founded in 2012, Hecate Energy's management team includes the former President, COO, and Senior Vice President of EPC and Operations from OCI Solar Power that assembled the winning consortium, formulated the strategy, negotiated the PPA and Economic Development

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Agreement, and secured requisite financing to enter into the 400 MW solar power PPA with CPS Energy in San Antonio. Hecate Energy's current development pipeline includes awards for 6% of Georgia Power's 2013 Solar Initiative (2 MW of solar power development), a 45 MW MOU for wind development in Jordan, and a 200 MW LOI for solar development in Pakistan.

Prior to founding CornerStone Power Development and Hecate Energy, the leadership team of Hecate Energy successfully invested in the U.S. transmission grid and also developed, owned, and operated natural gas power plants across the United States.

What Distinguishes FIAMM

Born from the passion of the Dolcetta family and renowned for its integrity, quality, and respect for both people and the environment, the **FIAMM Group** has factories and offices all over the world. Experience, a deep knowledge of the product, and the ability to communicate with the client are the company's undisputed strengths, as are its highly qualified human resources.

Power supplier to the world's leading car manufacturers, FIAMM boasts a solid and competitive industrial base with a global distribution and commercial network and remains a world leader in the market of acoustic signals, with a significant position in all the other sectors in which it operates.

FIAMM maintains a strong presence in 60 countries, with about 70% of its sales overseas. In order to remain close to its clients' needs, FIAMM has 10 production plants (in Italy, the United States, the Czech Republic, Brazil, India, and China) and more than 20 commercial and technical branches (in Germany, the United Kingdom, the Czech Republic, Poland, Slovakia, Austria, France, the United States, Spain, Brazil, Japan, Singapore, Korea, Malaysia, China, and India, among others) and a wide network of importers and distributors. FIAMM's energy storage solutions have been installed to serve several utilities in the United States, including a municipal utility in California.

FIAMM batteries are designed to exceed global standards with regard to a better energy efficiency and economy. For the construction of power stations with photovoltaic panels, FIAMM strives to create systems that integrate traditional cumulation and a new generation of batteries that are lead free, require no maintenance, demonstrate high eco-compatibility, and achieve maximum performance even in environments characterized by extreme temperatures. FIAMM also accepts the challenge of reducing CO2 emissions through the integration of batteries by using the new AGM technology of internal gas recombination, created to support the new Stop & Start systems that reduce gasoline consumption by up to 6%, and atmospheric and acoustic pollution, guaranteeing the efficiency of the automobile's electric system.

FIAMM batteries are proven in numerous applications, including utility scale energy storage and are ideally suited to meet SCE's needs.