

CASE STUDY: SYNERGICS ENERGY SERVICES HYDROELECTRIC ASSETS

Sanabe completed the sale of an 8 MW portfolio of hydroelectric assets for Synergics Energy Services (“Synergics”) less than five months after our initial buyer contacts. We maximized value for Synergics by executing the sale through two separate transactions.

Synergics is a developer of hydroelectric and wind power projects with over 25 years of experience.

Synergics retained Sanabe to solicit proposals for its portfolio of 8 MW of hydroelectric capacity in Maine. The portfolio consisted of:

- One FERC project, Messalonskee Stream Hydro, with 6.2 MW of capacity at three generating stations (plus a headpond gatehouse)
- Three other FERC projects with 1.8 MW of capacity at four generating stations

Synergics had developed one site in 1985 and acquired the remaining facilities from FPL Energy in 2003. In 2007, Synergics completed the restoration of a 1.8 MW station at one of the Messalonskee Stream Hydro facilities. That facility had been out of service since a dam breach in 2001, prior to Synergics acquiring the site.

After conducting a broad auction, Sanabe identified the opportunity to maximize value through separate sales of Messalonskee Stream Hydro and the remaining projects.

- The buyer of the smaller projects had a targeted interest in this size of asset as an initial investment in the U.S. hydroelectric power market
- Most other parties allocated value primarily to the larger Messalonskee project

Both transactions were completed expeditiously, with less than five months total time from our initial buyer contacts to closing.