



## PROGRAM AGENDA

### WIND POWER FINANCE & INVESTMENT WORKSHOP 2004

Investing in Wind Power:

An In-Depth Look at Today's Market Challenges and Tomorrow's Opportunities

New York City, New York

September 28-29, 2004

#### Monday, September 27

5:00 p.m. – 7:00 p.m.

##### **Registration**

*Location: Grand Ballroom Lobby*

#### Tuesday, September 28

7:30 a.m. – 8:30 a.m.

##### **Registration & Continental Breakfast**

*Location: Grand Ballroom Lobby*

8:30 a.m. – 12:00 p.m.

##### **Concurrent Sessions**

*Location: Grand Ballroom*

8:30 a.m. – 10:30 a.m. <b>WIND 101</b>	8:30 a.m. – 10:30 a.m. <b>Transmission Policies &amp; Regulations</b>
10:30 a.m. – 10:45 a.m. <b>Break</b>	
10:45 a.m. – 12:00 p.m. <b>Bringing Environmental &amp; Other Issues into Perspective</b>	10:45 a.m. – 12:00 p.m. <b>Transmission Policies &amp; Regulations (continued)</b>

8:30 a.m. – 10:30 a.m.

## **WIND 101**

*Location: Grand Ballroom*

*This workshop is designed for those that are new to the Wind Energy Sector. This session will provide a comprehensive introduction to the fundamentals of utility-scale wind energy. It is highly suggested that those not familiar with wind financing attend this session as a primer for the topics to be covered during the remainder of the workshop. The following subjects will be addressed:*

- *Industry/Market*
- *Technology*
- *Development Issues*
- *Wind Resource/Energy Production*
- *Economics*

Moderator: **Robert Poore**, Global Energy Concepts, LLC

**Stephen Jones**, Global Energy Concepts, LLC

**Frank Gaffney**, R.W. Beck, Inc.

**Michael Davies**, FreeStream Capital Partners Limited

10:30 a.m. – 10:45 a.m.

## **Break**

*Location: Grand Ballroom Lobby*

10:45 a.m. – 12:00 p.m.

## **Bringing Environmental & Other Issues into Perspective**

*Location: Grand Ballroom*

### ***Bringing Environmental Issues into Perspective***

- *Western US experience – California, Texas, Wyoming, and the Pacific area*
- *Altamont compared to other western wind resource areas*
- *Risk management approaches*

**Michael Azeka**, SeaWest WindPower, Inc.

### ***Wind Power Siting Issues in the Eastern United States***

- *Eastern US site characteristics*
- *Eastern US environmental considerations*
- *Eastern US permitting processes*

**Samuel Enfield**, Atlantic Renewable Energy Corporation

### ***Regulatory Framework for Environmental Permitting***

- *Federal, state and local requirements*
- *Permitting process strategies*
- *Local involvement*

**Joseph Forti**, Ecology & Environment, Inc.

8:30 a.m. – 10:30 p.m.

## **Transmission Policies & Regulations**

*Location: Grand Ballroom*

*This session will provide an overview of evolving electric market rules and how they influence development of the market for wind, transmission access and how it is secured for wind projects and a look at the changes in Federal Energy Regulatory Commission (FERC) policies and guidelines. This session is designed for those that want to gain a better understanding of the wholesale markets for electricity and the important role that FERC and regional independent system operators play in the development of the U.S. wind industry.*

Moderator: **Christopher Ellison**, Ellison, Schneider and Harris

### ***Evolution of Electricity Policy: What Does Wind Need?***

- *Evolution of competitive electricity markets*
- *Competitive markets and reliability*
- *Wind-friendly transmission policies*

**Robert Fleishman**, Covington & Burling

### ***Integrating Wind Into Wholesale Power Markets***

- *Grid interconnection*
- *Wind access to markets*
- *Transmission service*
- *Transmission planning*

**Robert Gramlich**, Federal Energy Regulatory Commission

### ***Regulatory Considerations for Wind Energy Projects***

- *Major regulatory statutes applicable to wind projects*
- *Advantages and disadvantages to qualifying facility status*
- *Advantages and disadvantages to EWG status*

**Michael Hornstein**, Orrick Global Finance Group

10:30 a.m. – 10:45 a.m.

## **Break**

*Location: Grand Ballroom Lobby*

10:45 a.m. – 12:00 p.m.

## **Transmission Policies & Regulations (continued)**

*Location: Grand Ballroom*

### ***Interconnection Issues and Load Capabilities***

- *Interconnection issues for wind – FERC Order 2003A-App.G*
- *Forecasting/scheduling issues for wind – physical delivery*
- *Imbalance penalties/financial settlement issues for wind – financial delivery*
- *Capacity value and load carrying capability*

**James Caldwell**, PPM Energy

### ***FERC Policy and the Transmission of Wind Power***

- *FERC policy and state renewables programs*
- *State RPS programs*
- *State procurement programs*
- *Impediments to California*

**Christopher Ellison**, Ellison, Schneider and Harris

## **Panel Discussion**

12:00 p.m. – 1:15 p.m.

**Lunch**

**Sponsored by Mitsubishi Power Systems, Inc**

*Location: Financial Center Ballroom*

1:15 p.m. – 1:45 p.m.

*Location: Grand Ballroom*

**Introduction by Program Chairs:**

**Edward Zaelke**, Morgan, Lewis & Bockius LLP

**Michelle Vensel**, Protean Energy Advisors LLC

**Welcome:**

**Randy Swisher**, Executive Director, American Wind Energy Association

**Keynote Speaker:**

**Robert Callender**, Vice President for Programs

New York State Energy Research and Development Authority (NYSERDA)

1:45 p.m. – 3:15 p.m.

**Policy Impacts on Wind Financing**

*Location: Grand Ballroom*

***Federal policy***

**Shirley Neff**, Goldwyn International Strategies, LLC

***Federal Tax Considerations for Investments in Wind Projects***

- *Depreciation incentive*
- *Production credit incentive*
- *Issues in utilizing the tax incentives*

**Edwin Ing**, Law Office of Edwin T.C. Ing

***State Policy Impacts on Wind Financing***

- *The impact of state clean energy funds and renewables portfolio standards (RPS) on wind power financing and development*

**Mark Bolinger**, Lawrence Berkeley National Laboratory

3:15 p.m. – 3:30 p.m.

**Break**

3:30 p.m. – 4:45 p.m.

## **Technical/Wind Issues**

*Location: Grand Ballroom*

### ***A Review of the Wind Risk Associated with Financing Wind Farms***

- *Overview of energy assessment uncertainties*
- *Analysis of wind risk and mitigation*
- *Validation of uncertainty analysis*

**Adam Schwarz**, Garrad Hassan America, Inc.

### ***Scheduling and Other Meteorological Challenges***

- *Scheduling (forecasting) of wind plant production*
- *Advantages of meso-scale wind flow models*
- *Availability of advanced wind measurement techniques*

**Bruce Bailey**, AWS Truewind LLC

**William Windle**, Swiss Re

4:45 p.m. – 6:00 p.m.

## **Monetizing Green Attributes (Sales of Green Tags)**

*Location: Grand Ballroom*

### ***Using REC Sales To Finance New Wind Energy Facilities***

**Brent Alderfer**, Community Energy, Inc.

### ***Trading Renewable Energy Credits***

- *Hot off the press – the New York Renewable Portfolio Standard*
- *Focus on other major renewable portfolio standards*
- *Structures for creating additional revenue streams*
- *Case study – 10 year forward trade of RECs*

**Jeffrey Chester**, Kaye Scholer LLP

**Edward Holt**, Ed Holt & Associates, Inc.

6:15 p.m. – 7:15 p.m.

## **Networking Reception**

**Sponsored by Morgan, Lewis & Bockius LLP**

*Location: Financial Center Ballroom*

## **Wednesday, September 29**

8:00 a.m. – 8:30 a.m.

### **Continental Breakfast**

*Location: Grand Ballroom Lobby*

8:30 a.m. – 9:45 a.m.

### **Contractual Issues**

*Location: Grand Ballroom*

#### **Offtaker Agreements**

**Barrett Stambler**, PPM Energy

#### ***AWEA's Proposed EEI Master Wind Power Purchase Agreement: Developing Flexibility and Financeability***

- *AWEA is working with EEI to develop a form of wind power purchase agreement*
- *Scheduling issues with utilities*
- *Credit assurances for both the power buyer and seller*

**Edward Zaelke**, Morgan, Lewis & Bockius LLP

#### **Wind Energy Warranties**

- *Wind turbine warranties are a QC catch net and an economic risk reward trade off*
- *The risk reward trade off can be adjusted to better align with the inclination of a turbine owner*
- *There is no fixed "right answer"*

**Robert Gates**, GE Energy

9:45 a.m. – 10:00 a.m.

### **Break**

*Location: Grand Ballroom Lobby*

10:00 a.m. – 12:00 p.m.

### **Debt Issues**

*Location: Grand Ballroom*

**Shane Bush**, ANZ Investment Bank

**Terry Pratt**, Standard & Poor's

#### ***Project Debt - Sources and Structures***

- *Sources of project finance debt*
- *Project finance debt structures currently in use within the U.S. and Canadian markets*

**William Sutherland**, Manulife Financial Corporation

#### ***Financing Wind Energy Projects***

- *Financing structures and diligence*

**Chris McCall**, Fortis Capital Corporation

12:00 p.m. - 1:15 p.m.

## **Lunch**

**Sponsored by Milbank, Tweed, Hadley & McCloy LLP**

*Location: Financial Center Ballroom*

1:15 p.m. - 1:45 p.m.

## **Keynote Speaker:**

**William M. Flynn, Esq.**, Chairman

New York State Public Service Commission

*Location: Grand Ballroom*

1:45 p.m. - 3:45 p.m.

## **Equity Issues**

*Location: Grand Ballroom*

**Andrew Ratts**, Winston & Strawn LLP

**Edwin Feo**, Milbank, Tweed, Hadley & McCloy LLP

### ***Today's Equity Markets***

- *Capital needs for wind generation in the US*
- *Economics of US wind industry*
- *Meeting the equity requirements*

**Hunter Armistead**, Babcock & Brown

### ***Passive Institutional Equity for Wind Power Projects***

- *The Institutional tax equity market*
- *Benefits to project sponsors from passive institutional equity*
- *Tax equity requirements and assumed tax risks*

**John Eber**, Banc One Capital Corporation

### ***Private Equity Considerations for Wind Investments***

- *Key investment characteristics*
- *Partnering with private equity investors*
- *Transaction structuring considerations*
- *Investment challenges and lessons learned*

**Matthew LeBlanc**, ArcLight Capital Partners, LLC

3:45 p.m. - 4:00 p.m.

## **Break**

4:00 p.m. - 5:00 p.m.

## **Equity Structuring & Modeling Panel Discussion**

*Location: Grand Ballroom*

*This session will use a case approach to explore the various tax driven structures currently being used in wind transactions today. This session is designed for those that want to gain a better understanding of how to balance the inherent risks and benefits to meet the sometimes conflicting needs of the project's equity and debt participants.*

5:00 p.m.

## **Adjournment**