

Financing Wind Power: The Future of Energy

July 25-27, 2007
Eldorado Hotel and Spa • Santa Fe, NM

Agenda

WEDNESDAY, JULY 25, 2007

2:00 PM- 5:00 PM **Registration**

3:00 PM- 6:00 PM **Optional Pre-Conference Session: Wind Basics**

For those without a strong background in the wind industry, this session will provide a succinct introduction to how wind fits into the energy situation in the United States. It will also provide a basic overview of the process of developing and financing a wind energy project, including the principal obstacles and structuring issues. Sessions on Thursday and Friday will reference this basic knowledge.

- *Energy in the United States - Why wind?*
- *Siting a wind project*
- *Environmental concerns*
- *The Production Tax Credit (PTC)*
- *Renewable Portfolio Standards (RPS)*
- *Equity, debt and turbine finance*

Anntonette Z. Alberti, JD, Vice President, Commercial Program Development, Tetra Tech EC, Inc., Saratoga Springs, NY

Richard M. Cogen, Esq., Partner, Nixon Peabody LLP, Albany, NY

James F. Duffy, Esq., Partner, Nixon Peabody LLP, Boston, MA

John P. Harper, Principal and Founder, Birch Tree Capital, LLC, Framingham, MA

Forrest David Milder, Esq., Partner, Nixon Peabody LLP, Boston, MA

Daniel J. Smith, CPA, Partner, Novogradac & Company LLP, Dover, OH

6:00 PM- 8:00 PM **Opening Reception for All Participants, Speakers and Sponsors**

THURSDAY, JULY 26, 2007

7:30 AM - 8:30 AM Registration and Complimentary Continental Breakfast

8:30 AM - 8:45 AM Welcome and Introductions

8:45 AM - 9:30 AM Legislative Update and Policy Panel

Washington, DC, insiders will provide an up-to-the-minute status report on pending legislation, including the Production Tax Credit (PTC) extension prospects and other hot federal issues.

- *Legislative changes in Congress in 2007*
- *Prospects for long-term extension of the PTC*
- *Federal and state renewable portfolio standards*

Richard M. Cogen, Esq., Partner, Nixon Peabody LLP, Albany, NY

Dennis J. Duffy, Vice President Regulatory Affairs, Cape Wind Associates LLC/EMI, Boston, MA

Carolyn S. Kaplan, Esq., Counsel, Nixon Peabody LLP, Boston, MA

Comment [mjg1]: This job description differs from that included in the 10:45am panel

9:30 AM - 10:30 AM **Siting, Real Estate, Environmental and Regulatory Issues for Wind Projects: Wind Resource Evaluation, Zoning, Real Estate, and Environmental Permitting**

- *Wind resource evaluations*
- *Local zoning and planning approval process, including Not In My Backyard (NIMBY) objections*
- *Easements, ground leases and other title issues*
- *Environmental impact review*
- *Environmental approvals*

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Robert W. Burgdorff, Esq., Partner, Nixon Peabody LLP, Rochester, NY

Richard M. Cogen, Esq., Partner, Nixon Peabody LLP, Albany, NY

Carolyn S. Kaplan, Esq., Counsel, Nixon Peabody LLP, Boston, MA

Eric White, Director of Engineering, AWS Truewind, LLC, Albany, NY

10:30 AM -10:45 AM Coffee Break

10:45 AM - 12:00 PM **Siting, Real Estate, Environmental and Regulatory Issues for Wind Projects: Wildlife, Energy Regulatory and Other Issues**

- *Birds, bats and other wildlife issues*
- *FAA and radar concerns*
- *Grid interconnection agreements*
- *Federal Energy Regulatory Commission (FERC) and state equivalent reviews*
- *Transmission issues*
- *Power purchase agreements versus merchant plants*
- *Special issues for off-shore projects*

Richard M. Cogen, Esq., Partner, Nixon Peabody LLP, Albany, NY

Daniel E. DuBois, Director, Business Development, Acciona Energy North America Corporation, Wynantskill, NY

Dennis J. Duffy, Vice President Regulatory Affairs, Cape Wind Associates LLC/EMI, Boston, MA

Penny Jennings Eckert, Ph.D., Senior Project Manager, Tetra Tech EC, Inc., Bothell, WA

Elizabeth W. Whittle, Esq., Partner, Nixon Peabody LLP, Washington, DC

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Comment [mjg2]: For the last panel, his name is spelled DuBois – please confirm which is correct

12:00 PM- 1:30 PM **Complimentary Networking Lunch**

1:30 PM -2:30 PM **Debt Panel**

A panel of seasoned experts explains what is happening in today's ever-changing debt marketplace.

- *Turbine financing*
- *Construction financing*
- *Permanent financing*
- *Current market pricing and terms*
- *What the future holds*
- *Clean Renewable Energy Bonds (CREBs)*

James F. Duffy, Esq., Partner, Nixon Peabody LLP, Boston, MA

Paul J. Gaynor, President and CEO, UPC Wind Management, LLC, Newton, MA

John P. Harper, Principal and Founder, Birch Tree Capital, LLC, Framingham, MA

Peter V. Murphy, Director, Standard & Poor's, New York, NY

2:30 PM- 3:30 PM **Equity Finance**

This panel of institutional investors and professionals will share their knowledge of what is happening in today's equity markets for wind projects, including the latest trends in deal structuring.

- *How investors evaluate project risks*
- *Risk sharing between developers, investors and lenders*

Ric E. Abel, Managing Director, Prudential Capital Group, Chicago, IL

John M. Eber, Managing Director, Energy Investments, JPMorgan Capital Corporation, Chicago, IL

Jessica A. Graf, Esq., Associate, Nixon Peabody LLP, Boston, MA

3:30 PM - 3:45 PM **Coffee Break**

3:45 PM - 4:45 PM **Tax and Accounting Issues**

This panel of expert tax and accounting professionals will delve into the tax structuring issues currently affecting the markets for equity investments, as well as the latest in Internal Revenue Service hot buttons.

- *Partnership allocations and flip structures*
- *Tax investor exit strategies*
- *The profit motive question*

Forrest David Milder, Esq., Partner, Nixon Peabody LLP, Boston, MA

Matt Ferguson, Principal and Renewable Energy Practice Leaders, Reznick Group, P.C., Vienna, VA

Daniel J. Smith, CPA, Partner, Novogradac & Company LLP, Dover, OH

4:45 PM - 5:45 PM **Community Wind**

This panel will address those issues of particular concern to developers of and investors in smaller community-scale wind projects, as well as creative ways to surmount barriers to community-scale wind development.

- *Why community wind?*
- *Public policy to promote community wind*
- *The Small Turbine Investment Tax Credit*
- *Real world success stories for community wind*

Lisa M. Daniels, Executive Director and Founder, Windustry, Minneapolis, MN

James F. Duffy, Esq., Partner, Nixon Peabody LLP, Boston, MA

Clifford M. Kenwood, President, Rebirth Capital, LLC, New Orleans, LA

Andrew Stern, President, New England Windpower, LLC, Cambridge MA

5:45 PM - 7:30 PM **Networking Cocktail Reception for All Participants, Speakers and Sponsors**

FRIDAY, JULY 27, 2007

8:00 AM - 8:30 AM Registration and Complimentary Continental Breakfast

8:30 AM - 8:45 AM Opening Remarks

8:45 AM - 9:30 AM Financing Wind Energy Companies

A panel of knowledgeable industry leaders will share methods for raising funds to fuel wind energy companies in both the private equity and public capital markets.

- *Overcoming obstacles to financing wind energy development companies*
- *Convincing investors that green investing is good investing*
- *Cleantech Funds*

Paul J. Gaynor, President and CEO, UPC Wind Management, LLC, Newton, MA

Ted Brandt, CEO, Marathon Capital, LLC, Brannockburn, IL

Gregory J. Blasi, Esq., Partner, Nixon Peabody LLP, New York, NY

9:30 AM - 10:30 AM New Markets Tax Credits and State Tax Credits for Wind

This panel will discuss innovative strategies for combining Production Tax Credits (PTCs) with New Markets Tax Credits (NMTCs) and/or State Tax Credits (STCs) to build and revitalize communities.

- *NMTC Basics*
- *Using NMTCs for Wind*
- *STCs for Wind*
- *The interplay between NMTCs and PTCs and/or STCs*

James F. Duffy, Esq., Partner, Nixon Peabody LLP, Boston, MA

Michael J. Goldman, Esq., Associate, Nixon Peabody LLP, Washington, DC

Matt Ferguson, Principal and Renewable Energy Practice Leaders, Reznick Group, P.C., Vienna, VA

Daniel J. Smith, CPA, Partner, Novogradac & Company LLP, Dover, OH

10:30 AM - 10:45 AM Coffee Break

10:45 AM - 12:00 PM Putting It All Together: Case Studies and Practical Lessons Learned from Successful Wind Energy Transactions

This final panel of successful wind developers and investors will share lessons learned from successful wind projects and how they can be applied to today's wind developments.

Richard M. Cogen, Esq., Partner, Nixon Peabody LLP, Albany, NY

Daniel E. DuBois, Director, Business Development, Acciona Energy North America Corporation, Wyantskill, NY

Maura L. Schoenfeld, President, Meridian Clean Fuels, Meridian Group, Quincy, MA

12:00 PM Conclusion of the Formal Program / Optional Q & A