



**Pre-Summit Workshop - October 13, 2010**

**THE KEYS TO MAKING SURE YOUR BIOMASS PROJECT  
WILL BE FINANCEABLE**

In the current market, select biomass deals are getting financed. Yet the market is selective in the projects it is willing to finance. Accordingly, it is important that new biomass projects anticipate and address the key financial market requirements needed to make a project financeable. To this end, the workshop will review the major stumbling blocks in developing a financeable project: the PPA agreement, the feedstock agreement and viable feedstock risk management strategies and the EPC agreement. The workshop will provide guidance and real world insight into how to address these elements so that projects will successfully achieve financing in the current market environment.

9:00 – 9:15 **WELCOME & INTRODUCTION BY THE WORKSHOP CHAIR**  
**John M. Eustermann, Partner, STOEL RIVES LLP**

9:15 – 10:30 **GETTING AND NEGOTIATING FINANCEABLE PPA  
AGREEMENTS IN TODAY’S MARKET**

The process of negotiating a PPA agreement can be more productive and efficient when the parties have a deep appreciation of what provisions will be financeable. To provide a better understanding between developers and the financial community on what is and what isn’t financeable, this session will take an in-depth look at the PPA agreement. First, the session will report on the current trends and key negotiating issues in getting a biomass PPA agreement. Then, representatives from the financial community will provide clarification on what they are looking for in these agreements.

Moderator: **Sumesh Arora, Ph.D., Director of Strategic Biomass Solutions, MISSISSIPPI TECHNOLOGY ALLIANCE**

Panelists:

**Mary Bacon, Managing Director, EWING BEMISS & CO.**

**Nathalie Hoffman, CEO & Managing Member,  
CALIFORNIA RENEWABLE ENERGIES, LLC**

**J. Garth Klimchuk, Managing Partner, NORTHWINDS RENEWABLES**

**Jerry Peters, Managing Partner, ENERGY POWER PARTNERS**

10:30 – 10:45 *Networking Break*

10:45 – 12:00 **GETTING AND NEGOTIATING FINANCEABLE FEEDSTOCK AGREEMENTS**

Like the PPA agreement, it is important that all parties understand what provisions in a feedstock supply agreement will be financeable. This session will explore what provisions will meet both the needs of feedstock suppliers and the financial community. It will examine the key trends in the market and the key negotiating issues.

Moderator: **R. Thomas Amis**, *Partner*,  
COOLEY, GODWARD KRONISH, LLP

Panelists:

**Mary Bacon**, *Managing Director*, EWING BEMISS & CO.

**Michael Keller**, *President*, KELLER CONSULTING

**J. Garth Klimchuk**, *Managing Partner*,  
NORTHWINDS RENEWABLES

**J.D. Lindberg, P.E., LEED**, *Vice President*, RESOURCE RECYCLING

**Jerry Peters**, *Managing Partner*, ENERGY POWER PARTNERS

12:00 – 1:00 *Group Luncheon*

1:00 – 1:30 *Presentation:*

**FEEDSTOCK RISK MANAGEMENT SOLUTIONS: FEEDSTOCK SUPPLY WRAPS**

This session will look at the risk management tool of a feedstock supply wrap and how it can be utilized to an optimum benefit.

**Jordan Solomon**, *Managing Director & CEO*, ECOSTRAT, INC. &  
GENERAL BIOFUEL, INC.

1:30 – 2:00 *Presentation:*

**FEEDSTOCK RISK MANAGEMENT SOLUTIONS: HEDGING**

This presentation will evaluate ways to combine a number of existing financial hedges to manage price risk in biomass fuel procurement. Using historic data as a guide, price fluctuations in biomass fuel can be significantly mitigated, allowing much of the security of a long-term contract while minimizing counter-party risk.

**Eric W. Kingsley**, *Vice President*,  
INNOVATIVE NATURAL RESOURCE SOLUTIONS, LLC

2:00 – 2:15 *Networking Break*

2:15 – 3:30 **EPC CONTRACTING**

This session will explore the chief issues involved in putting a financeable EPC contract in place. It will explore the market trends in EPC agreements and discuss the important elements that the financial community is looking for, such as wraps and guarantees and the experience and creditworthiness of the EPC firms.

Moderator: **John M. Eustermann**, *Partner*, STOEL RIVES, LLP

Panelists:

**Mary Bacon**, *Managing Director*, EWING BEMISS & CO.

**Larry Jellison**, *Founder*, LD JELLISON, INC.

**J. Garth Klimchuk**, *Managing Partner*,  
NORTHWINDS RENEWABLES

**Jerry Peters**, *Managing Partner*, ENERGY POWER PARTNERS

**Jay Winkelhake**, *Manager*, LUMINATE, LLC

3:30

*The Workshop Adjourns*