



Biomass Summit

Feedstock • Co-Firing • Finance & Investment

October 19-21, 2009 | Almas Temple Club | Washington, DC

BIOMASS FEEDSTOCK FORUM

October 19, 2009

Agenda

9:00 – 9:05 Welcome & Introduction by the Forum Leader
Sumesh Arora, *Director*, STRATEGIC BIOMASS SOLUTIONS

Landfill Gas Feedstock

9:05 – 9:30 **LANDFILL GAS (LFG) MARKET OVERVIEW**

- LFG sites available for development
- Site characteristics for economic viability
- Ownership structures of these sites
- Trends in the structure and terms of LFG agreements

Presenter:

Rachel Goldstein, *Team Leader*, EPA LANDFILL METHANE
OUTREACH PROGRAM

9:30 – 10:30 **LANDFILL GAS SITE OWNERS' PERSPECTIVES**

- What kind of relationships are site owners looking to establish with project developers?
- What criteria do they use to evaluate these relationships?
- What is the best way for developers to engage with site owners?
- What type of LFG agreements best meet site owners needs?
- What pricing and agreement term are they looking for?
- What are the keys to a successful relationship?

Moderator: **Rachel Goldstein**, *Team Leader*, EPA LANDFILL METHANE
OUTREACH PROGRAM

Panelists:

Sharon Gauthier, *Director*, ANDROSCOGGIN VALLEY REGIONAL
REFUSE DISPOSAL DISTRICT

Jerry Leone, *Regional Engineer*, CASELLA WASTE SYSTEMS, INC.

Amarjit S. Riat P.E., *Chief*, I-95 Landfill Project, FAIRFAX COUNTY, VA

Woody Feedstock

10:30 – 11:00 **WOOD FEEDSTOCK SUPPLIER OVERVIEW**

- The wood feedstock supply market and its drivers
- The range of woody biomass and matching the type of wood supply with users needs
- The supply chain and infrastructure requirements
- Supplier cost structure
- Contractual trends

Presenter:

Eric Kingsley, *Vice President*,
INNOVATIVE NATURAL RESOURCE SOLUTIONS

11:00 – 11:30 *Networking Break*

11:30 – 12:30 **WOOD SUPPLIERS' PERSPECTIVES**

- How important is the biomass energy market to your business model? Why?
- What issues must be overcome to offer a long-term supply contract?
- What price levels do you need to form a relationship and make a commitment to a project?
- What goes into the decision on the term of the agreement?
- What supply contracting arrangements do you favor? How important are premiums, fuel adjustments, inflation adjustments, up-front payments, market guarantees?
- How important is the financing of biomass production/processing equipment?
- What do you see as the most promising solutions for biomass suppliers and developers to reach common ground?
- What can be done to move things forward?

Moderator:

Eric Kingsley, *Vice President*,
INNOVATIVE NATURAL RESOURCE SOLUTIONS

Panelists:

Keith Argow, Ph.D., CF, *President*,

NATIONAL WOODLAND OWNERS ASSOCIATION

George J. Motta, *Head, US Forest Operations*, GMO RR LLC

Richard Roy, *Procurement Forester*, PUBLIC SERVICE NEW HAMPSHIRE

12:30 – 1:30 *Group Luncheon*

Solid Waste Feedstock

1:30 – 2:00 **SOLID WASTE FEEDSTOCK SUPPLIER OVERVIEW**

- Solid waste sites available for development
- Site characteristics for economic viability
- Ownership structures of these sites
- Establishing relationships with site owners
- Trends in the structure and terms of supply agreements

Presenter:

Harvey Gershman, *President*, GERSHMAN BRICKNER & BRATTON

2:00 – 2:30 **SOLID WASTE LANDFILL OWNERS' PERSPECTIVES**

- What kind of relationships are site owners looking to establish with project developers?
- What criteria do they use to evaluate these relationships?
- What is the best way for developers to engage with site owners?
- What type of LFG agreements best meet site owners needs?
- What pricing and agreement term are they looking for?
- What are the keys to a successful relationship?

Moderator: **Harvey Gershman**, *President*,
GERSHMAN BRICKNER & BRATTON

Panelists:

Johnny S. Poore, *Executive Director*, LAMAR COUNTY (GA) REGIONAL
SOLID WASTE AUTHORITY

Ed Repa, Ph.D., *Director*, Environmental Programs, NATIONAL SOLID
WASTES MANAGEMENT ASSOCIATION

Animal Waste Feedstock

2:30 – 3:00 **ANIMAL WASTE FEEDSTOCK OVERVIEW**

- The animal waste feedstock supply market and its drivers
- The supply chain and infrastructure requirements
- Supplier cost structure
- Contractual trends

Presenter:

Sumesh Arora, *Director*, STRATEGIC BIOMASS SOLUTIONS

3:00 – 3:30 *Networking Break*

3:30 – 4:00 **ANIMAL WASTE SUPPLIERS' PERSPECTIVES**

- How important is the biomass energy market to your business model?
Why?
- What issues must be overcome to offer a long-term supply contract?

- What price levels do you need to make this worthwhile?
- What goes into the decision on the term of the agreement?
- What supply contracting arrangements do you favor?
- What do you see as the most promising solutions for biomass suppliers and developers to reach common ground?
- What can be done to move things forward?

Moderator: **Sumesh Arora**, *Director*, STRATEGIC BIOMASS SOLUTIONS

Panelists:

Jerry Jennissen, CEO & Co-Founder, JER-LINDY FARMS

Daniel L. Scruton, *Senior Agricultural Development Coordinator*,
VERMONT AGENCY OF AGRICULTURE, FOOD & MARKETS

Novel Feedstocks

4:00 - 4:30 **NOVEL FEEDSTOCKS**

“Everything old is new again.” That truism applies to some established feedstocks which are proving that a potent combination of trait development, better genetics and improved energy crop management can produce a substantial increase in yields. This final session will illustrate how dedicated energy crops can be an optimum source for biomass to become a reliable, viable and scalable form of renewable energy.

Saritha Peruri, *Manager of Business Development*, CERES, INC.

4:30 *Forum Adjourns*