

FRESHWATER WIND 2010

Offshore Wind in the Great Lakes Region

July 19-21, 2010 | Cleveland, OH

Freshwater Wind 2010

Building the Successful Business Case for
Offshore Wind Development in the Great Lakes

Summit Agenda

DAY 1: Monday, July 19, 2010

7:00 – 8:00am Networking Breakfast & Registration

8:00 – 8:05am Welcoming Remarks by Chair
Mary Ann Christopher, *Partner*, Foley & Lardner LLP

8:05 – 8:15am Opening Remarks



Governor Ted Strickland, State of Ohio

8:15 – 8:35am

Keynote Address

Offshore Wind Industry Update: Implications Related to the Gulf Oil Spill

The offshore wind industry is maturing rapidly and will require focused advocacy on its behalf. In addition, the Gulf oil disaster has demonstrated the need for greater scrutiny and oversight concerning the use of federal waters for extractive energy resources. The Department of the Interior's Minerals Management Service (MMS), which regulated oil and gas activities as well as offshore wind development on the Outer Continental Shelf, has been disbanded. Accordingly, oversight of offshore wind development will now be overseen by a new bureau within the Department, and both houses of the U.S. Congress and the Secretary of the Interior are considering the structure of this new bureau. This talk will

address how to support necessary regulatory outcomes for the development of offshore wind farms and how the Gulf oil disaster is likely to affect legislative, regulatory and administrative actions related to offshore wind projects.

Jim Lanard, *President*, Offshore Wind Development Coalition (OffshoreWindDC)

Session I: Developing the Offshore Wind Industry in the Great Lakes Region

8:35 – 9:35am

Panel Discussion: Economic Development in the Region

State and provincial Economic Advisors discuss their plans to develop the emerging offshore wind industry in the Great Lakes region.

Moderator:

David P. Karpinski, *Vice President and Director*, NorTech Energy Enterprise, NorTech

Panelists:

Steve Dever, *Executive Director*, Great Lakes Energy Development Task Force

David Griggs, *Director of Business Development*, Buffalo Niagara Enterprise (BNE)

Michael Klepinger, *Staff Director*, Michigan Great Lakes Wind Council

Mark R. Shanahan, *Governor's Energy Advisor and Executive Director*, Ohio Air Quality Development Authority

9:35 – 10:00am

Networking Break

Session II: Business Intelligence 101: Optimizing Revenue Streams

10:00 – 10:30am

First Things First: Revenue Incentives

This presentation will discuss various incentives required to increase revenue streams and improve investor/lender confidence.

- Power contract incentives
- State driven wind-specific FITs as seen in Ontario, Maine and Vermont
- Revenue sharing with aboriginal participation in Canada

John Dalton, *President*, Power Advisory LLC

Session III: Business Intelligence 101: Evaluating the Cost Drivers of Siting, Permitting and Project Design

10:30 – 11:45am

Panel Discussion: Dealing with Multi-Jurisdictional Regulatory Regimes

This panel will discuss the unique cost drivers of maneuvering through non-aligned siting, permitting & leasing frameworks across multiple jurisdictional entities throughout the Great Lakes region.

- What is the permitting process?
- Regional siting standards: Should there be? Can there be? What would they be?
- Common permitting methodologies and other cost-cutting, time-saving ideas

Moderator:

Thomas Mullooly, *Partner*, Foley & Lardner LLP

Panelists:

Suzanne Chubb, *Regional Regulatory Program Manager*, US Army Corps of Engineers

Michael Ernst, *Director, Regulatory Affairs*, Tetra Tech EC, Inc.

Renu Gupta, *Senior Counsel*, Cooley Godward Kronish LLP

Michael Klepinger, *Staff Director*, Michigan Great Lakes Wind Council

11:45 - 1:15pm

Group Luncheon / Keynote Address:

Great Lakes Offshore Wind: Key Challenges and Opportunities



US Senator Sherrod Brown, *Senator (D-OH)*, Ohio

1:15 – 3:00pm

Panel Discussion: The X-Factor: Dealing with Ice and Other Extreme Environmental Challenges

This panel will discuss the ramifications of constructing and maintaining commercial scale offshore wind farms in harsh environments not seen in other marine locales.

- Lake specific challenges and the effects on project design
- Climatic and bathymetric challenges, compared to the US Northeast and European North Sea
- Lessons learned from Confederation Bridge, the world's longest bridge over ice-covered water

Moderator:

Ron Heffron, P.E., *Vice President*, Moffatt & Nichol

Panelists:

Matthew V. Filippelli, *Senior Engineer – Offshore Technical Lead*, AWS Truewind, LLC

Taylor Geer, *Energy Group – U.S. Team Leader*, GL Garrad Hassan

Dale Karr, *Associate Professor - Naval Architecture and Marine Engineering*, College of Engineering, University of Michigan

David H. Matthiesen, Ph.D., *Director, Wind Energy Section*, Great Lakes Energy Institute and *Associate Professor, Department of Materials Science and Engineering*, Case School of Engineering, Case Western Reserve University

Walt Musial, *Principal Engineer, National Wind Technology Center*, National Renewable Energy Laboratory

Michael Woods, PE, SE, LEED AP, *Project Manager / Senior Engineer*, Ben C. Gerwick, Inc.

3:00 – 3:30pm

Networking Break

3:30 – 4:45pm

Panel Discussion: Mother Nature: Assessing the Environmental Impact of Offshore Wind Development in the Great Lakes

This panel will discuss the site assessment studies regarding fish, coastal habitats, birds, bats, and endangered migratory species. It will review current studies underway and differences in provincial and state guidelines throughout the region.

Moderator:

John Kourtoff, *President and CEO*, Trillium Power Wind Corporation

Panelists:

Anthony Ciccone, *Principal, Power Sector*, Golder Associates Ltd

Caleb E. Gordon, Ph.D., *Senior Avian Ecologist*, Pandion Systems, Inc.

Joelle Gehring, Ph.D., *Senior Conservation Scientist*, Michigan Natural Features Inventory, Michigan State University Extension

Emily Green, *Director, Great Lakes Program*, Sierra Club

Frank Szollosi, *RE-AMP Federal Policy Associate*, National Wildlife Federation

Session IV: Business Intelligence 101: Evaluating the Unique Cost Drivers Derived from Logistical Challenges of Freshwater Development

4:45 – 5:30pm

Presentation: Gearing Up: Determining the Costs to Refurbish Ports, Harbors, and Other Staging Areas

This discussion will delve into the expenditures required to refurbish and retool existing staging areas to meet the demands of freshwater wind development.

- What will it require to bring ancillary construction and O&M services into readiness at nearby ports?

- Will adopting a regional approach prove to be a successful cost reduction strategy?
- Is there adequate lakeside real estate and manufacturing capacity large enough and available for offshore wind endeavors?
- The European experience

Co-Presenters:

Joe Marrone, *Project Manager*, Ocean and Coastal Consultants, a COWI Company

Asger Pedersen, *Technical Director, Performance*, Vestas Offshore

5:30 – 6:30pm

Panel Discussion: Transport: Examining the Costs of New Vessel Design & Construction

Vessels used in oil & gas construction and maintenance are not interchangeable for use in the Great Lakes. This panel will discuss the transportation and design requirements and subsequent incremental costs associated with new construction and O&M vessels needed to successfully navigate the restrictive locks and shallow waters found in this region.

Moderator:

Ellen Wolchek, *Senior Counsel*, Foley & Lardner LLP

Panelists:

Joel Constantino, *Vice President, Director of Operations*, New England Steamship Agents, Inc.

Tim Downey, *International Trade Specialist*, Saint Lawrence Seaway Development Corporation

Charles J. Nordstrom, PE, *Senior Naval Architect*, The Glostén Associates

Robert Zadkovich, *Assistant Vice President, Finance and Business Analysis*, Great Lakes Towing

DAY 2: Tuesday, July 20, 2010

7:00 – 8:00am Networking Breakfast

8:00 – 8:05am Welcoming Remarks by Chair

Session V: Business Intelligence 101: Stakeholder Perspectives

8:05 – 9:00am **Local Stakeholders' Perspectives**

This panel will discuss preemptive strategies used to address the most frequently encountered concerns raised by local communities and stakeholders and to increase public acceptance.

Moderator:

Mary Ann Christopher, *Partner*, Foley & Lardner LLP

Panelists:

Sharon Laudisi, *Business Development Manager, Offshore Wind*, New York Power Authority (NYPA)

Lorry Wagner Ph.D., *President*, Lake Erie Energy Development Corporation (LEEDCo)

9:00 – 10:15am

Panel Discussion: Developers' Perspectives

This panel will discuss the economic benefits of sharing the burden of moving through R&D, demonstration and deployment of offshore wind farms alongside public entities.

- The economics of demonstration projects
 - Alpha Ventas demonstration project in North Sea
 - Fino Wind Research Station
 - Social acceptance
- Dealing with O&M and site access year-round
- Dealing with construction and logistical issues when building your project
- Joint submarine transmission lines & Supergrid

Moderator:

John J. Marciano, III, *Associate*, Chadbourne & Parke, LLP

Panelists:

Leslie Garrison, *Great Lakes Regional Manager*, Bluewater Wind

Mark Hutter, *Vice President, Business Development & Marketing*, Michels Corporation

John Kourtoff, *President and CEO*, Trillium Power Wind Corporation

Timothy M. Ryan, *President*, Apex Offshore Wind, LLC

Chris Wissemann, *Great Lakes Wind Energy*

10:15 – 10:45am

Networking Break

10:45 – 11:45am

Panel Discussion: Skilled Labor Supply

This panel will discuss how to tap into the highly skilled labor pool already abundant in the Great Lakes Region. What will it take to prepare for and support them in the unique challenges faced in the initial construction of offshore wind farms and the subsequent operations and maintenance?

Moderator:

John Kourtoff, *President and CEO*, Trillium Power Wind Corporation

Panelists:

Cynthia Buckley, *Executive Director of Training*, Kalamazoo Valley Community College Wind Turbine Technician Academy

Derek Sagima, *President and CEO*, First Nations Technical Institute (FNTI)

Rob Witherell, *Organizer*, United Steelworkers

Mike Yorke, *President*, Carpenters Local 27, CDCO-Carpenters District Council of Ontario

11:45 – 1:15pm Group Luncheon / Keynote Address

Rep. John Hornaman (D-Erie), Pennsylvania House of Representatives

1:15 – 2:30 pm **Panel Discussion: Utility Perspectives**

This panel will analyze the existing transmission constraints and subsequent costs for the integration of renewable energy.

- What are the reliability issues?
- Which party should bear the burden of interconnection costs?
- Should FIT/PPA costs be carved out as in the EU?
- 20 year REC Commitment, state support, and REC Multiplier

Moderator:

John J. Marciano, III, *Associate*, Chadbourne & Parke, LLP

Panelists:

Grady Nance, *Manager, Renewable Energy Development & Technology*, DTE Energy

Jameson (J.T.) Smith, *Project Manager, Regional Generation Outlet Study*, Midwest ISO

Kerry Stroup, *Manager, Regulatory/Legislative Affairs*, PJM Interconnection

2:30 – 3:00pm Networking Break

3:00 – 4:00pm **Panel Discussion: Equipment Manufacturers' Perspectives**

This panel of turbine, foundation, and vessel manufacturers will discuss technology solutions that fit the unique environmental conditions of the Great Lakes region. Business opportunities for manufacturers will be reviewed.

Moderator:

Benjamin Bell, *President and CEO*, Garrad Hassan America, Inc.

Panelists:

Des FitzGerald, *Vice President, Business Development*, Principle Power

Scott Keating, *General Manager Offshore Sales*, Vestas Offshore A/S

Rich Reno, *General Manager - Offshore Wind*, GE
Dr. Larry Viterna, *President and CEO*, Nautica Windpower LLC

Session VI: Business Intelligence 101: Project Financing

4:00 – 5:15pm

Panel Discussion: Financing: What are the Options?

The bankability of freshwater wind farms is said to be more favorable than marine-based endeavors. This panel will discuss why this may be true and offer various financing structures available for freshwater wind projects.

- Cost considerations in obtaining financing: offshore wind vs. land-based wind vs. other renewables
- Finance and funding entities' thresholds for onsite data collection and creative site assessment programs
- Lenders perspective and bankability
- Insurance cost considerations
- Government funding through loans, grants, and tax incentives

Moderator:

Todd Wynn, *Project Manager*, GL Garrad Hassan

Panelists:

Niels Jongste, *Managing Director*, Green Giraffe Capital Partners

Jeff Kehne, *Partner*, Hill & Kehne, LLC

Andy Redinger, *Managing Director, Group Head, Utility & Alternative Energy*, KeyBanc Capital Markets

Pat Stumbras, *Senior Vice President*, GCube Insurance Services

Summit Adjourns