



Geothermal Finance & Investment Summit

The
Pre-Summit
Workshop

November 17 - 19, 2008 | Palm Springs, CA

The need for new investment in sustainable energy has led to a growing interest in developing geothermal energy projects. Innovative financing techniques and new business strategies are all part of successful projects. At this in-depth workshop, attendees will learn proven methods for structuring and launching geothermal projects from experts who deal with the realities of the sector in their daily activities.

Developers, power purchasers, investors and financiers will also benefit by preparing for the risks in geothermal power development and learning how mitigate those risks.

Geothermal Project Development Strategies

November 17, 2008 • 8:30 AM – 5:00 PM

8:45 – 9:45

Techniques for Geothermal Asset Valuation

- * Available research and site history
- * Preliminary Geological Site Assessment (subsurface data)
- * Surface manifestations, site access and transmission infrastructure
- * Energy market and PPA opportunities

Presenter: Craig Dunn, *Education & Membership Director*,
CANADIAN GEOTHERMAL ENERGY ASSOCIATION

9:45 – 10:15

Morning Networking Break

10:15 – 11:15

Land Use and Permitting Issues

- * Environmental laws
- * Deadlines
- * New regulations and their impact
- * Government land

Presenter: Tom Darin, *Staff Attorney, Energy Transmission*,
WESTERN RESOURCE ADVOCATES

11:15 – 12:15

Understanding and Mitigating Project Risk

- * Risk versus investment profile for geothermal
- * Comparing geothermal to other renewables
- * Competitive utility solicitations
- * The renewable energy supply curve

**Presenter: Brian Walshe, *Managing Partner*, ION
CONSULTING**

12:15 – 1:45 *Group Luncheon*

1:45 – 2:45 **Pricing Strategies and Negotiating Power Purchase Agreements**

- * Principal risk items in power purchase agreements
- How certain points can obstruct financing
- Pre and Post-completion termination events
- Liquidated damages

Presenter: Morten Lund, *Partner*, FOLEY & LARDNER LLP

2:45 - 3:15 *Afternoon Networking Break*

3:15 – 4:15 **Transmission Access and Interconnection Issues**

- Infrastructure needs
- Investment criteria
- * Developer versus utility requirements

Presenter: Erik Swenson, *Partner*, FULBRIGHT & JAWORSKI

4:15 – 5:00 **Financing Geothermal Projects**

- * Power off-take structures
- * PTCs, CREBs and other incentives
- * RECs and carbon credits

Presenter: Noam Ayali, *Partner*, CHADBOURNE & PARKE LLP