

North American Offshore Wind Development Summit 2010

March 24-26, 2010 | Washington, DC

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Summit Agenda March 24-26, 2010

Pre-Summit Next Generation Offshore Wind Technology Showcase
Wednesday, 24 March 2010 (8am – 530pm)

Main Summit – DAY ONE

Thursday, 25 March 2010 (8am – 6pm)

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

8:00 – 8:15 Introductory Remarks by Chair
R. Thomas Amis, Co-Chair, Clean Energy and Technologies
Group, COOLEY GODWARD KRONISH LLP

Session I: Developing the North American Offshore Wind Industry

8:15 – 8:45 **Offshore Wind 2010 and Beyond: Key Challenges and Opportunities**
What is the state of the North American offshore wind industry and how do policy decisions today affect future market share (dollars, jobs, and opportunities) tomorrow? What policies and incentives specific to offshore wind are necessary to ensure significant development of 1) offshore wind energy in North America and 2) the corresponding manufacturing and technological infrastructure necessary to serve this vibrant industry?

Peter Mandelstam, President, BLUEWATER WIND

8:45 – 10:00 **State-Driven Economic Development Strategies Determine Regional Growth of the Offshore Wind Industry**
States have initiated incentive programs to encourage operations and create jobs within their borders. How will these create opportunities

*Invited Speaker

for skilled labor pools, underutilized manufacturing facilities and other constituencies?

Moderator:

Jim Lanard, *Managing Director*, DEEPWATER WIND

Panelists:

Mary Ann Christopher, *Partner*, FOLEY & LARDNER LLP

Leo Gerard, *International President*, UNITED STEEL WORKERS UNION

Fred Hashway, *Director Government Affairs, Policy and Communications*, RHODE ISLAND ECONOMIC DEVELOPMENT CORP

Richard Stuebi, *Fellow*, CLEVELAND FOUNDATION - *Principal*, NORTECH

Greg Watson, *Senior Advisor Clean Energy Technology*, STATE OF MASSACHUSETTES

10:00 – 10:30 *Morning Refreshment and Networking Break*

Session II: Expediting Siting and Permitting in Federal and State Waters

10:30 – 11:15 **Regional Solutions to Siting and Logistical Concerns**

This panel will delve into the unique siting challenges and solutions for the most active regions: East Coast, Great Lakes, and Gulf of Mexico

- Differences in fresh water and salt water environments
- Severe weather conditions such as icing and hurricanes
- Unique environmental impacts on wildlife and ecosystems
- Unique logistical chain issues in each region

Moderator:

Theo de Wolff, *Principal*, SEAWIND RENEWABLE ENERGY CORPORATION

Panelists:

Matt Filippelli, *Senior Engineer*, AWS TRUEWIND LLC

Taylor Geer, *Regional Manager – Energy and Development Services*, GARRAD HASSAN AMERICA INC

11:15 – 12:00 **Permitting and Leasing Issues in Offshore Wind Development**

Obtaining permits and leaseholds are the fundamental building blocks in the offshore wind value chain. Experts discuss the challenges involved and how to successfully navigate the process and how to package the permit application to obtain a lease

- Updates on applications already filed and lessons learned to date
- New guidance documents intended to streamline the approval process
- Update on Federal-State Task Forces in place

Presenters:

Renu Gupta, *Senior Counsel*, COOLEY GODWARD KRONISH LLP

Steven Textoris, *Chief, Renewable Energy Projects & Coordination Branch*, MINERALS MANAGEMENT SERVICE

12:00 – 12:15 **Luncheon Address:**

North American Offshore Wind Project Update: Cape Wind
Mark Rodgers, *Communications Director*, CAPE WIND

12:15 – 1:30 *Lunch and Networking Break*

Session II: Expediting Siting and Permitting in Federal and State Waters continued

1:30 – 2:15 **Working with Local Communities and Stakeholders**

These presenters will discuss preemptive strategies used to overcome the most frequently encountered environmental, commercial, and visual concerns raised by local communities and stakeholders and increase public acceptance.

Nancy Carig, *Deputy Director, Delaware*, BLUEWATER WIND

Barbara Hill, *Executive Director*, CLEAN POWER NOW

Session III: Nuts and Bolts of Developing an Offshore Wind Project, Part I: The Project Team

2:15 – 3:30 **Forming a Project Team that Can Overcome Development Obstacles**

Why are some offshore wind projects gaining approval through all stages of development while others are struggling to overcome the hurdles? This panel will discuss how to form a project team and a package that will be acceptable with utilities, lenders, manufacturers, and regulatory agencies.

Moderator:

Jim Lanard, *Managing Director*, DEEPWATER WIND

Panelists:

Steve Jones, *Business Development Leader*, DNV ENERGY
Soren Petersen, *Director Business Development, Offshore Wind*,
RAMBOLL
Herman Schellstede, *President & Chief Executive Officer*, WIND
ENERGY SYSTEMS TECHNOLOGY (W.E.S.T.)
Pat Stumbras, *Senior Vice President*, GCUBE INSURANCE
SERVICES

3:30– 4:00 *Afternoon Refreshment and Networking Break*

Session IV: Nuts and Bolts of Developing an Offshore Wind Project, Part II: The Supply Chain

4:00 – 5:30 **Dealing with Supply Chain Logistics**

Offshore wind presents an entirely different logistical challenge than land-based projects. This panel will delineate what is needed and the current status of the North American market for:

- Ports, harbors, vessels
- Inter-coastal Shipping
- Human capital

Moderator:

Hank Giffin, *Vice President*, SCIENCE APPLICATION
INTERNATIONAL CORPORATION (SAIC)

Panelists:

Joel Constantino, *Vice President and Director of Operations*,
NEW ENGLAND STEAMSHIP AGENTS, INC

Bjarne Jacobsen, *Manager, Port Locations & Equipments*, SIEMENS

Andy Kinsella, *Chief Executive Officer, Offshore*,
MAINSTREAM RENEWABLE POWER

Allan MacAskill, *Business Development Director*, SEAENERGY
RENEWABLES LTD

Brian Hvolbøl Mikkelsen, *Senior Project Manager, Construction
Team 4, Sprogø*, VESTAS OFFSHORE A/S

Josh Prueher, *President*, EARL ENERGY LLC

5:30 – 6:30 **Managing Turbine Supply and Balance of Plant Contracting**

This panel will discuss key contract components and planning for lead times and specs, turbine supply and maintenance issues

Moderator:

R. Thomas Amis, *Co-Chair, Clean Energy and Technologies
Group*, COOLEY GODWARD KRONISH LLP

Panelists:

Steve Dayney, *Chief Executive Officer*, REPOWER USA

Jaap Olthoff, *President*, OLTHOFF WIND CONSULTANCY
Dan Shreve, *Director*, MAKE CONSULTING

6:30 – 7:30 *Networking Reception*

MAIN SUMMIT – DAY TWO

Friday, 26 March 2010 (8am – 430pm)

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

Session V: Nuts and Bolts of Developing an Offshore Wind Project, Part III: The Offtake and Financing Equations

8:00 – 9:00 **Utility Perspectives on Offshore Wind Projects**

Public policies are trending towards increasing renewable portfolio standards and stricter carbon regulations putting more pressure on utilities to seek out clean energy resources.

- What effect do these trends have on the developing offshore wind industry?
- What effect does an emerging role as an investor have on the industry?

Moderator:

Bernie McNamee, *Partner*, MCGUIREWOODS LLP

Panelists:

Guy Chapman, *Director, Renewable Energy, Research & Program Development, Alternative Energy Solutions*, DOMINION RESOURCES SERVICES, INC.

Perry Cecchini, *Manager*, ONTARIO POWER AUTHORITY

Mark Finrock, *Chief Risk Officer*, PEPCO HOLDINGS

Sharon Laudisi, *Business Development Manager, Offshore Wind*, NEW YORK POWER AUTHORITY (NYPA)

9:00 – 10:00 **Lessons Learned from North America's First Offshore Wind Power Purchase Agreements**

The panel will explore the challenges and hurdles faced by offshore developers and their offtakers in negotiating the power purchase agreements (PPAs) that will provide projects with revenue and discuss critical elements of successful PPAs.

- Negotiating a PPA that facilitates financing and supplier contracts
- Potential contract variations and key considerations for project owners and offtakers

Moderator:

R. Thomas Amis, *Co-Chair, Clean Energy and Technologies Group*, COOLEY GODWARD KRONISH LLP

Panelists:

David Davis, *Vice President Development*, NRG ENERGY INC

Mark Rodgers, *Communications Director*, CAPE WIND

Paul Zarnowiecki, *Partner*, ORRICK, HERRINGTON & SUTCLIFFE LLP

10:00 – 10:30 Morning Refreshment and Networking Break

10:30 – 11:30 **Financing Options for Offshore Wind Projects**

This panel will discuss the due diligence of creating a viable lender package as well as how to develop contingency plans with insurance and risk management strategies

- DOE/FIPP Lender Programs and Project Financing
- Tax Equity Structures

Moderator:

Christopher Moore, *Partner*, ORRICK, HERRINGTON & SUTCLIFFE LLP

Panelists:

John Bodt, *Manager, Finance*, PATTERN ENERGY GROUP

Andrew “Chip” Carstensen, *Managing Director*, NORD/LB NEW YORK

Thomas Emmons, *Managing Director, Head of Renewable Energy, the Americas*, RABOBANK

Angel Fiero, *Vice President, Global Energy Group*, CREDIT SUISSE

Jerome Guillet, *Head of Energy*, formerly with DEXIA CREDIT LOCAL

11:30 – 11:45 **Luncheon Address:**

North American Offshore Wind Project Update: Deepwater Wind

Jim Lanard *Managing Director*, DEEPWATER WIND

11:45 - 1:00 *Lunch and Networking Break*

Session VI: Nuts and Bolts of Developing an Offshore Wind Project, Part IV: Overcoming Transmission and Interconnection Issues

1:00 – 2:00 **The Grid and Offshore Wind Power**

The existing RTO and ISO regulatory structure currently poses some challenges to offshore wind development. This panel will discuss these challenges and the path forward for transmission development and interconnection for offshore wind.

- Transmission policies, capacity planning, storage, transfer, and spill
- Evolving from static, constant energy streams to more dynamic, variable ones
- Design considerations to increase renewable supply certainty
- Interconnection challenges and solutions

Moderator:

Kenneth Jaffe, *Partner and Head of Energy Practice Group*,
ALSTON + BIRD LLP

Panelists:

Mark Lauby, *Director, Reliability Assessments and Performance Analysis*, NORTH AMERICAN ELECTRIC RELIABILITY CORPORATION (NERC)

John Norden, *Manager of Renewable Resource Integration*, ISO NEW ENGLAND

Richard Rapp, *Senior Vice President for Energy Portfolio Management*, NATIONAL GRID US

Rick Gonzales, *Vice President of Operations*, NYISO

2:00 – 3:00

Lessons Learned Regarding Offshore Wind Cabling

It is widely understood that 80% of all disruptions in the transfer of offshore wind power is due to cabling issues. This panel will discuss lessons learned (both in Europe and North America) in offshore wind cabling techniques and mitigation strategies to avoid loss of power generation and, in turn, loss of revenue generated.

- Technical Differences in Shallow Versus Deep Water
- Routing, siting, operations and maintenance issues
- Concept of Europe's proposed "Seafloor Supergrid" and shared transmission spine to North American regional centers

Moderator:

Michael Ernst, *Director of Regulatory Affairs*, TETRA TECH

Panelists:

Roger Rosenqvist, *Executive Consultant*, ABB

Christopher Sherman, *Senior Vice President for Transmission Development*, ANBARIC HOLDINGS LLC

John Sinclair, *Managing Director*, SUBOCEAN GROUP LTD

Joel Whitman, *Vice President, Strategy & Marketing*, GLOBAL MARINE SYSTEMS

3:00 – 3:30 *Afternoon Refreshment and Networking Break*

Session VIII: North American Offshore Wind Project Case Studies

- 3:30 – 3:45 **Daniel Cohen**, *President*, FISHERMAN’S ENERGY OF NEW JERSEY
- 3:45 – 4:00 **Steve Eckert**, *Senior Vice President*, NAIKUN WIND ENERGY GROUP
- 4:00 – 4:15 **John Kourtoff**, *Chief Executive Officer*, TRILLIUM POWER WIND CORPORATION*
- 4:15 – 4:30 **Peter Mandelstam**, *President*, BLUEWATER WIND

Summit Adjourns