

# **POST-TUTORIAL WORKSHOP**

Wednesday, April 28, 2010

NEW YORK, NY

## **Renewable Power Project Finance**

8:00—8:30 Post-Tutorial Registration & Continental Breakfast

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8:30-9:30 **Renewable Project Business Models: Economics and Overview of Renewable Energy Project Financing**

As renewable energy developments see exponential growth, project financing races to keep pace. This presentation will explore a range of issues that can impact the viability of a project's financing, including general costs and economics, debt vs. equity financing, capitalizing upon governmental incentives and creating a sound legal structure of contracts for your financing.

The presentation will also introduce attendees to how renewable projects work as businesses and produce cash. It will provide sample project *pro formas* for wind and solar projects, with the goal of illustrating the key revenues and costs of each type of project. It will also spell out the chief renewable project risk factors and how they can be mitigated.

Presenters:

**Mohammed Alam**, *President*, Alyra Renewable Energy  
**Stephen Krebs**, *Partner*, Baker Botts LLP

9:30-10:30 **Structuring Renewable Energy Projects—Incorporating ARRA Loan Guarantees, Grants and Monetizing Tax Benefits**

This presentation will examine the impacts of the ARRA stimulus bill on financing renewable energy and other projects. It will identify new financing and funding sources being tapped, and discuss applications for federal loans and project loan guarantees. It will then explore their impact on project structures, and compare to those being used for projects that eschew government funding sources, and which will work best for what types of projects.

It will also present guidelines for properly measuring the economic benefits of renewables. Two structures to monetize wind power project tax benefits will be compared, as well as two structures to monetize biomass power project tax benefits. The presentation will also evaluate

other factors besides economics that affect decisions in the real world to finance renewable projects.

Presenter:

**Eli M. Katz**, *Counsel*, Chadbourne & Parke LLP

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10:30-11:00 Break

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11:00-12:30 **Panel Presentation: Assessing Technical, Construction and Operational Risk Factors for Renewable Energy Projects**

Independent engineers for wind, solar and biomass projects will identify the corresponding risk factors for each type of project, and address strategies and guidelines for minimizing these risks.

Presenters:

*Wind:* **Eric White**, *Vice President, Consulting Services*, AWS Truewind, LLC

*Solar:* **Jeffrey Perlman**, *President*, Bright Power Inc.

*Biomass:* **Thomas Suffield**, *Principal*, Cedars Capital, LLC

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12:30-2:00 Group Luncheon

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### ***Enhancing Revenue Streams for Renewable Energy Projects***

2:00-2:30 **Monetizing Environmental Attributes to Improve Clean/Renewable Energy Project Viability**

This presentation will discuss what environmental attributes are, how they differ state-by-state, and their important role in renewable project finance. It will also discuss the strategies that are available to monetize them as part of a project's income stream.

Presenter:

**Fredrick Wass**, *Director of Business Development*, NRG Energy

### ***Risk Identification and Allocation in Renewable Energy***

2:30-3:30 **Special Issues in Renewable Project Non-Financial Contracts**

This presentation will explore similarities and differences from a conventional project financing, illustrating the special concerns with structuring a renewable energy project.

- Construction and warranty issues—getting the project built, operating and guaranteed
- Technology advancements—issues in scale up and technology advances
- Operation—where have the problems been?
- Transmission interconnection issues for renewable projects

Presenter:

**Morten Lund**, *Member*, Stoel Rives LLP

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3:30-3:45      Break

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3:45 – 4:30      **Back in Business – Financing Wind "After the Storm"**

This presentation will discuss ways to mitigate equipment supply and logistics risks, including:

- The New Supply Landscape
  - Macro and local frameworks for wind
- The Weather Forecast
  - Windy and Dry days ahead
- New Set of Drivers
  - Cost of energy, the grid, and business certainty
- Getting up to speed again
  - Market readiness markers
- Selling and buying in the new wind economy
  - Who is Buying and what are they Buying?
- Wind Technology Financing Framework
  - New Financing Keys
- Wind in 2010 and Beyond
  - Short and long term outlooks

Presenter:

**Derek Stillwell**, *Business Development Manager*, Vestas-American Wind Technology, Inc.

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4:45 p.m.      Tutorial Adjourns

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