



New Orleans, LA
January 11-13, 2010

PROJECTS & MONEY

Pre-Summit Briefing

Project Finance Deal Landscape

What You Need to Know to Make Your Deal Happen in 2010

January 11, 2010 * 9:00 am – 4:45pm

About the Event

From credit crisis to tax equity market contraction, from passage of the ARRA to its implementation, the project finance market has experienced an extraordinary period of transition, accompanied by a heavy dose of uncertainty. As 2010 gets underway, Project Finance Deal Landscape will provide market participants with an up-to-the-minute status report on the key features of successful deal making. The program will review the deals closed in 2009 and examine why these deals got over the finish line. It will then examine what types of deals and structures to look for 2010 and how these deals and structures are being designed to maximize the benefits of the ARRA tax credits, tax-subsidy grants, loan guarantees and other ARRA provisions. The program offers an excellent opportunity for participants to receive the latest market intelligence on how to successfully finance projects.

- 9:00 – 9:15 Welcome and Introduction by the Chair
Edward Zaelke, *Partner*, CHADBOURNE & PARKE LLP
- 9:15 – 10:00 **2009 Deals in Review**
This presentation will be a review of the major project financings of 2009. The presentation will examine and discuss the trends, investors, and structures implemented during this turbulent credit cycle, including lessons learned.

Ralph Cho, *Director*, WESTLB SECURITIES INC.
Francois Coussot, *Managing Director*, CALYON
- 10:00 – 10:45 **Deal of the Year - Astoria Energy II**

Charles McCall, *CEO*, ASTORIA ENERGY LLC
- 10:45 – 11:15 *Networking and Private Meetings*
- 11:15 – 12:00 **Status Report - The Loan Guarantee Program**
- Current status of §1703 and §1705 for DOE Loan Guarantee Programs
 - Solicitations
 - Application issues

- Evaluation process
- The way forward for successful applications
- Outlook for additional funding for the loan guarantee program

Kenneth Hansen, *Partner*, CHADBOURNE & PARKE LLP

12:00 – 1:30 *Group Luncheon sponsored by:* 

1:30 – 2:45 **Panel: Using Loan Guarantees in Renewable Energy Finance**

- Working with lenders on loan guarantees
- The due diligence process for loan guarantees
- Lessons learned from the loan guarantee program
- What issues need more clarification from the markets?
- What issues need more clarification from the government?
- How are loan guarantees driving new project structures?
- How are loan guarantees likely to evolve in the near term?
- What are the prospects for “delegated authority” loan guarantees?

Moderator

Edward Zaelke, *Partner*, CHADBOURNE & PARKE LLP

Panelists:

Mark Dennes, *Group Head Energy – Power & Utilities*, BNP PARIBAS FORTIS

Robert Mudge, *Principal*, THE BRATTLE GROUP

Michael Panteloganis, *Executive Director, Global Energy*, WESTLB CAPITAL MARKETS

2:45 – 3:15 *Networking and Private Meetings*

3:15 – 4:45 **Panel: The Impact of ARRA on Deal Structures in 2010**

ARRA has introduced historic new innovations into the renewable financing landscape. The panelists will report on how the ARRA will impact deal structures in 2010. They will discuss the type of deals and structures that are being designed to maximize the benefits of the new tax credits, tax-subsidy grants, loan guarantees and other stimulus bill provisions.

Moderator

Edward Zaelke, *Partner*, CHADBOURNE & PARKE LLP

Panelists:

John Clapp, *Managing Director*, CITI INVESTMENT BANKING

Thomas Emmons, *Managing Director*, RABOBANK

Daniel Mallo, *Managing Director, Project and Structured Finance – Energy*, SOCIETE GENERALE – NEW YORK

4:45 Briefing adjourns