



SOLAR PROJECT DEVELOPMENT WORKSHOP

March 17, 2010

With utilities getting more comfortable adding solar energy to their generation portfolios and the financial markets slowly rebounding, many of the major challenges to getting solar projects up and running are on the development front. Project development is difficult work under any conditions, but the new issues that solar development raises makes it especially difficult. Moreover, misjudgments in the development process can cause delays or extra costs—or worse yet, completely shut down a project. The workshop is designed to provide the industry real world examples and insight into the challenges that must be anticipated and addressed to successfully push solar projects over the finish line.

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

8:00 – 8:15 Welcome & Introduction by the Workshop Leader
Brian Harms, Partner, TROUTMAN SANDERS

8:15 – 10:00 The process of negotiating project documents can be more productive and efficient when the parties have a deep appreciation of what provisions will be financeable. To provide a better understanding between developers and the financial community on what is and what isn't financeable, the first two sessions will take an in-depth look at the PPA agreement, the equipment supply agreement, and the EPC agreement. Representatives from the financial community will be on hand to provide clarification on what they are looking for in these agreements.

8:15 – 9:05 PPA Agreements: Keys to Financeability

Moderator:

Tom Amis, Partner, Co-Chair Clean Energy and Technology Group,
COOLEY GODWARD KRONISH

Panelists:

Brian Adam, VP Structured Finance, SUNTRUST

Vinod K. Mukani, Senior Director, Structured Finance Americas – Origination, NORD/LB
NEW YORK BRANCH

Ric O'Connell, VP Structured Finance, BLACK & VEATCH

Matthew Ptak, Vice President, BAYERNLB

9:10 – 10:00 Equipment Supply and EPC Agreements: Keys to Financeability

Moderator:

Les Sherman, Partner, ORRICK, HERRINGTON & SUTCLIFFE, LLP

Panelists:

Brian Adam, VP Structured Finance, SUNTRUST

Vinod K. Mukani, Senior Director, Structured Finance Americas – Origination, NORD/LB
NEW YORK BRANCH

Ric O'Connell, VP Structured Finance, BLACK & VEATCH

Matthew Ptak, Vice President, BAYERNLB

10:00 – 10:30 *Networking Break and Private Meetings*

10:30 – 12:00 **Siting, Land Use and Permitting on Public Land**

Perhaps the greatest challenge in the development of solar projects is successfully handling the many issues involved in siting projects and obtaining the appropriate permits. This session will provide valuable guidance on how to meet this challenge on public lands. You will hear representatives from key regulatory bodies share updates on their plans and processes, plus the lessons learned from developers who are on the frontline.

Moderator:

Dirk Mueller, *Partner*, WINSTON & STRAWN LLP

Panelists:

Rainer Aringhoff, *President*, SOLAR MILLENNIUM LLC

Bill Chilson, *Director of Siting and Permitting*, NEXTLIGHT

Kevin Hunting, *Acting Chief Deputy Director*, DEPARTMENT OF FISH AND GAME

Greg Miller, *Program Manager, Renewable Energy Coordinating Office, California Desert District*, BUREAU OF LAND MANAGEMENT

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

Natron Resources

1:30 – 2:30 **Siting, Land Use and Permitting on Private Land**

Siting projects and obtaining permits on private land have their own unique set of challenges. This session will provide insight into how to handle the development process on private land. Because the permitting process on private land in California lies with the county, this session will feature the viewpoints of the Kern County Planning Department. Also, developers with experience in developing projects on private land will share what they have learned.

Moderator:

Peter Mostow, *Partner*, WILSON SONSINI GOODRICH & ROSATI

Panelists:

Robert Morgan, *President & COO*, AGILE ENERGY, INC.

Mark Tholke, *Director, Southwest Region*, ENXCO

2:30 – 3:15 **Understanding and Avoiding Potential Environmental Pitfalls**

There may be a host of unforeseen or unexpected environmental difficulties awaiting a solar project. This session will provide an update on what needs to be anticipated on the environmental front when developing a project, including archeological and cultural issues, wildlife habitat and the shifting landscape of environmentalist and federal agency perspectives on solar development.

Presenter:

Kristen Castaños, *Partner*, STOEL RIVES LLP

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

3:45 – 4:30 **Perspectives on Citing Solar Sustainability**

Marshalling the support of stakeholders is obviously an important step in any successful solar project. Doing so requires a well-developed understanding of their perspectives. This session will feature representatives from the environmental community and a range of other stakeholders who will share their community's viewpoints on solar project development and discuss the issues that are of chief interest to them.

Moderator:

Timothy F. Kemper, *Managing Principal, Atlanta Office*, REZNICK GROUP

Panelists:

Lisa Belenky, *Senior Attorney*, CENTER FOR BIOLOGICAL DIVERSITY

Barbara Boyle, *Senior Western Representative*, SIERRA CLUB

Helen O'Shea, *Policy Associate*, NRDC

4:30 – 5:15 **Interconnection**

Gaining access to transmission has been a crucial trial for renewable project developers from the get-go. Yet, now, new rules are being developed concerning reserving and maintaining a project's queue slot, the imposition of intermittency charges, deposits and other matters. This session will provide an update on the evolving environment for solar project interconnection.

Moderator:

Brian Harms, *Partner*, TROUTMAN SANDERS

Presenters:

Mike Edwards, *Director*, PNM (INVITED)

John Jones, *COO*, LINCOLN RENEWABLE ENERGY LLC

John R. Lucas, *Manager of Planning and Interconnection Development*, ARIZONA PUBLIC SERVICE

5:15 Workshop Adjourns