

# 2nd Annual WASTE TO ENERGY FINANCE & INVESTMENT SUMMIT

Converting Municipal Solid Waste to Power, Steam and Fuels

July 19-21, 2010 | Hilton Del Mar | San Diego, CA

## SUMMIT AGENDA

### July 20, 2010

7:30 – 8:30

Registration and Continental Breakfast

8:30 – 8:45

**WELCOME & INTRODUCTION BY SUMMIT CHAIR**  
**John M. Eustermann, *Partner*, STOEL RIVES LLP**

8:45 – 9:30

*Presentation:*

### **MARKET OVERVIEW PRESENTATION**

**Harvey W. Gershman, *President*, GERSHMAN, BRICKNER,  
& BRATTON, INC.**

9:30 – 10:00

*Morning Break*

10:00 – 11:00

### **PROJECT DEVELOPER PERSPECTIVES ON THE MARKET PANEL**

- What types of partnerships are developers seeking?
- What are the most important factors in making development decisions?
- What are their staffing strategies in addressing potential project weaknesses?
- What steps are being taken to reduce technology risk?
- What concerns them most regarding potential market disruptions?
- Will projects be financed with the use of equity or debt? What investment structures will be offered?

Moderator:

**David Quinby, *Partner*, STOEL RIVES LLP**

Panelists:

**Jim Barlow, *CEO*, NOVO ENERGY, LLC**

**Timothy J. Cesarek, *Managing Director – Organic Growth*,  
WASTE MANAGEMENT, INC.**

**Scott Christiansen, *Director of Business Development*, ENERKEM**

**Lynde Coit, *Executive Vice President, Corporate  
Development*, PLASCO ENERGY GROUP INC.**

**Christopher Maloney, *CEO*, ALLIANCE FEDERATED ENERGY, LLC**

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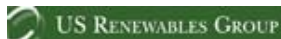


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11:00 – 12:00     **MUNICIPAL PERSPECTIVES ON WASTE TO ENERGY PANEL**

- What objectives are they looking to satisfy with a WTE project?
- What criteria are used to evaluate potential projects and partners?
- What concerns will need to be satisfied prior to commencing a deal?
- What financial support or incentives can they offer developers?
- Which technologies do they view most favorably?

Moderator:

**Kelly Sarber**, *Regional Vice President*,  
MAXWEST ENVIRONMENTAL SYSTEMS, INC.

Panelists:

**George Fitch**, *Mayor*, WARRENTON, VIRGINIA

**Mirka Januszkiewicz**, *Director of Waste Management Services*,  
REGION OF DURHAM

**David Luthman**, *Deputy Director*, CAMDEN COUNTY POLLUTION CONTROL  
FINANCING AUTHORITY

**Coby Skye**, *Environmental Programs*, LOS ANGELES COUNTY DEPARTMENT  
OF PUBLIC WORKS

**Kathleen Woods-Richardson**, *Director*, DEPARTMENT OF SOLID WASTE  
MANAGEMENT MIAMI-DADE

12:00 – 1:30     *Luncheon*

1:30 – 2:30     *Presentation:*

**ENVIRONMENTAL PROTECTION AGENCY PERSPECTIVES**

The waste-to-energy industry faces potential impacts by federal standards and regulations. Many projects will be put on hold and the industry risks stagnation absent clearly defined government positions. The EPA will provide an update on recent regulatory legislation during this presentation and insight into issues affecting the industry.

**Jesse Miller**, *Chemical Engineer, Office of Solid Waste & Emergency Response*, U.S. ENVIRONMENTAL PROTECTION AGENCY

2:30 – 3:00     *Networking Break*

3:00 – 3:30     *Presentation:*

**BIOMASS FROM CONSTRUCTION & DEMOLITION WASTE**

Biomass projects, while not strictly municipal waste-to-energy, plays an important role in the industry. This presentation will provide an update on the state of the market for biomass projects, the scope of the market, how biomass can meet the needs of local municipalities and how biomass projects may impact the waste-to-energy market for developers.

**Tim Mobley**, *President*, HONUA POWER, LLC

3:30 – 4:00

*Presentation:*

**WASHINGTON AND TRANSACTION UPDATE**

The latest news on Treasury cash grants and issues peculiar to biomass, efforts in Congress to extend the grants and to deal with the problem that projects backed by private equity funds do not qualify for cash grants, the outlook for the BCAP program, how developers trying to negotiate federal loan guarantees from the US Department of Energy are faring, the outlook for carbon controls and a national renewable energy standard and current issues and yields in the tax equity and debt markets.

**Keith Martin**, *Partner*, CHADBOURNE & PARKE LLP

4:00 – 5:00

**UTILITY PERSPECTIVES ON ACQUIRING ENERGY FROM WTE PANEL**

- Will waste-to-energy be considered part of their renewable energy portfolio?
- What PPA terms and conditions are they willing to consider?
- What project characteristics are being demanded?
- In what ways are utilities able to act as project partners?
- What is their view on the state of waste-to-energy technology?

Moderator:

**Graham Noyes**, *Partner*, STOEL RIVES LLP

Panelists:

**Gary Bautista**, *Project Manager, Biofuels Market Development*, SEMPRA ENERGY UTILITIES

**Kevin R. Cini**, *Vice President, Energy Supply and Management*  
*Power Procurement Business Unit*, SOUTHERN CALIFORNIA EDISON

**John Ragone**, *Director of Business Development*, DOMINION GENERATION

**David M. Sims**, *Director, Project Development*, NV ENERGY

**July 21, 2010**

8:30 – 8:45

WELCOME & INTRODUCTION BY THE SUMMIT CHAIR

8:45 – 9:15

*Presentation:*

**MSW TO ENERGY TECHNOLOGY OVERVIEW**

The market growth of the waste-to-energy market is being led by emerging technologies. However, this is also where much of the risk is found. This presentation will provide a detailed update on available technologies, what is considered commercialized and what isn't, and the amount of upfront investment costs various technology types require.

**Chris Hartshorn**, *Research Director*, LUX RESEARCH

9:15 – 9:45

*Presentation:*

**PERMITTING WASTE-TO-ENERGY PROJECTS**

Getting a waste-to-energy project over the permit hurdle is essential. Failure may cause project delays and costs to escalate. Successful permitting requires a deep understanding of government rules and positions in order to avoid potential hazards and roadblocks. This presentation will provide details of the permitting process and the steps that need to be taken to meet strict government standards.

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

9:45 – 10:15

*Networking Break*

10:15 – 11:15

**FINANCING EMERGING TECHNOLOGIES PANEL**

- Which technologies are of greatest interest?
- What is their appetite for risk when making an investment?
- What investment life cycle do they prefer?
- What criteria do they use when evaluating a potential project?
- What expectations and demands do they make of management?

Moderator:

**John Pierce**, *Partner*, WILSON SONSINI GOODRICH & ROSATI

Panelists:

**Scott A. Gardner**, *Managing Director*, US RENEWABLES GROUP

**PJ Lee**, *Managing Director*, BLACK RIVER ASSET MANAGEMENT, LLC

**George Longo**, *Managing Director*, *Structured Finance Group*,  
RAYMOND JAMES & ASSOCIATES, INC.

**Timothy F. Vincent**, *Partner*, GREENTECH CAPITAL ADVISORS

11:15 – 12:15

**FINANCING PROVEN TECHNOLOGIES PANEL**

- What criteria are used to determine if a project is deemed risk worthy?
- What expectations do they have of management teams?
- What major concerns do they have of the industry in general?
- What leverage terms are available in the current market?
- How do they evaluate technology risk?
- What expectations do they have regarding feed stocks and PPA agreements?

Moderator:

**Todd E. Alexander**, *Partner*, CHADBOURNE & PARKE LLP

Panelists:

**Mark Dennes**, *Director*, Power & Energy Project Finance - North America,  
BNP Paribas

**John M. Eber**, *Managing Director Energy Investments*,  
JP MORGAN CAPITAL CORPORATION

**Christopher J. Lord**, *Senior Vice President, Business Development*,  
HANNON ARMSTRONG CAPITAL

**John M. May**, *Managing Director*, STERN BROTHERS & CO.

*Summit Adjourns*