

## Large Wind: How to buy it. Where to find it.

### 8:00 am Registration & Continental Breakfast

#### 8:30 am Wind 101

This session will be an introduction to land-based wind. *Richard Lawrence, Education Director, Cape and Islands Self Reliance*

#### 9:00 am Welcome, Strategic Planning Update & Project Status Reports

*Joan Muller, Education Coordinator, Waquoit Bay NERR, Megan Amsler, Executive Director, Cape and Islands Self Reliance, Chris Powicki, President, Cape and Islands Renewable Energy Collaborative (CIREC)*

#### Making A Strong Case for Building Wind Locally

9:45-10:30 am

This session will focus on putting together a financing package for small utility-scale wind projects in an area where electricity costs are high and the wind is strong. Midwest Wind Energy Finance (MWEF) is a specialty finance firm for wind energy projects, arranging PTC equity and financing for community wind energy projects. MWEF has also undertaken steps to finance the initial down payments for turbines for community based wind projects.

*Ken Valley, Midwest Wind Energy Finance, LLC*

#### 10:30 - 10:45 am Break

#### Financing Municipal and Private Wind Projects: What Works Today.

10:45 am - 11:30 am

This session will be an overview of various funding options available for land-based community wind projects. Birch Tree Capital is an independent financial advisory firm dedicated to assisting investors, developers, and other entities in financing clean power generation projects.

*John Harper, Birch Tree Capital, LLC*

#### Local Support

11:30 am - 11:45 am

*Maggie Downey, Administrator, Cape Light Compact* will discuss the results of their Cooperative Study and how their cooperative model supports local wind projects.

#### Local Incentives

11:45 am - 12:00 pm

*Diedre Matthews, Clean Energy Program Director with the Massachusetts Technology Collaborative,* will discuss MTC incentives for community-scale and large wind projects, including MTC's new Standard Financial Offer for wind projects on municipal land.

#### Local Legislation

12:00 pm - 12:15 pm

This session will provide an overview of the proposed Net Metering Bill.

#### 12:15 - 1:00 pm Lunch (provided)

#### Who's Got the Goods? Product Availability

1:00 pm - 2:00 pm

A panel discussion on the availability of several turbine models including DEWind, EWT750/900 kW, Fuhrlander and Northern Power 100 kW machines.

*Ken Valley, Midwest Wind Energy Finance, LLC, Tom Wineman, Clean Energy Design, Andy Stern, Hull Wind, Henry Dupont, Lorax Energy, Brett Pingree, Northern Power*

#### What's next? Planning Session

2:00 pm - 3:00 pm



Massachusetts Maritime Academy

Friday, November 17, 2006

8:30 am - 3:00 pm

Cape & Islands Realtors Assoc. Conference Center  
22 Mid Tech Drive, W. Yarmouth

Name \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_

E-Mail \_\_\_\_\_

### Register Today!

Tel. Laurie Tompkins at (508) 457-0495 ext.108

FAX (617) 727-5537

E-Mail: [laurie.tompkins@state.ma.us](mailto:laurie.tompkins@state.ma.us)

Mail: Waquoit Bay NERR  
P.O. Box 3092, Waquoit, MA 02536

**There is no charge for the workshop.**

Pre-registration is preferred,  
but walk-ins are welcome.

For additional information or questions please call  
Joan Muller at (508) 457-0495 ext. 107 or Megan  
Amsler/Self Reliance at (508) 457-7679.

## MEET THE SPEAKERS

**Richard Lawrence** is the Director of Special Projects & Education for Cape & Islands Self-Reliance. He teaches renewable energy courses at Cape Cod Community College and is a co-chair for the MA Wind Working Group's Education & Outreach Committee.

**Ken Valley** is President and founder of Midwest Wind Energy Finance, LLC (MWEF) and Midwest Leasing and Finance (MWLF). Mr. Valley founded MWLF in 1989, assisting in financing approximately \$200,000,000 in transactions. Ken has spent over four years researching and diligently working on a renewable energy program that will help rural communities grow their economies. He understands fully what it takes to make wind projects financially feasible and secure for equity investors, as well as how to structure financing to help landowners get the most financial benefit from their projects.

**John Harper** is founder of Birch Tree Capital, LLC, an independent financial advisory firm assisting investors, developers and other entities financing clean power generation projects. Birch Tree Capital has sourced and structured equity and other financing for wind and other renewable power projects nationwide. The firm has assisted in financing multiple utility and community-scale power projects.

**Maggie Downey** is the Assistant County Administrator for Barnstable County and the Administrator for the Cape Light Compact. Ms. Downey has been working on energy related issues for Barnstable County for over 10 years, and coordinates the electric power supply aggregation program and the energy efficiency program on behalf of the Cape Light Compact.

**Diedre Matthews** is the Clean Energy Program Director for the Massachusetts Technology Collaborative.

## DIRECTIONS

The Cape and Islands Association of REALTORS  
Conference Center  
22 Mid Tech Drive, West Yarmouth

### FROM THE WEST:

Route 6 East to Exit 7 Willow Street. Turn Left onto Willow Street. Left onto Higgins Crowell Road. Through round-a-bout then left onto Mid-Tech Drive. The Conference Center is the first Right.

### FROM THE EAST:

Route 6 West to Exit 7 Willow Street. Turn Left onto Willow Street. Left onto Higgins Crowell Road. Through round-a-bout then left onto Mid-Tech Drive. The Conference Center is the first Right.

### Coastal Training Program Partners



### Land-based Wind Workshop Series

## Large Wind:

How to buy it. Where to find it.

### A Workshop for:

- Municipal Officials
- Conservation Commissioners
- DPW Representatives
- Federal & State Agency Staff
- Energy Committee Members
- Town Planners
- Consultants
- Farmers/Cranberry Growers

**Friday, November 17, 2006**

**8:30 AM - 3:00 PM**

Cape Cod and Islands Association of REALTORS  
Conference Center  
22 Mid Tech Drive, West Yarmouth

*Co-Sponsored by*

Cape and Islands Self Reliance

Cape and Islands Renewable Energy Collaborative

Wauquoit Bay  
National Estuarine Research Reserve