

KID, YOU'LL SHOOT YOUR EYE OUT!!!

- There's a reason there aren't any community wind projects, but they aren't what the big wind developers would tell you.
- Timing is everything! You must have your ducks in line and be prepared to spring at the crucial moment.
- It comes down to landowner resolve
- What are your objectives – just money – or do you have philosophical and emotional incentives?? Whatever floats your boat is viable!

I'm too damned busy & what do I know about building and running a wind farm??

- Landowner as a “project coordinator” NOT project manager...
- Who could serve this function? Where's that red-headed step child?
- Don't get intimidated by things you don't understand – it's a learning process with big rewards for those who stay the course.

What is Community Wind?

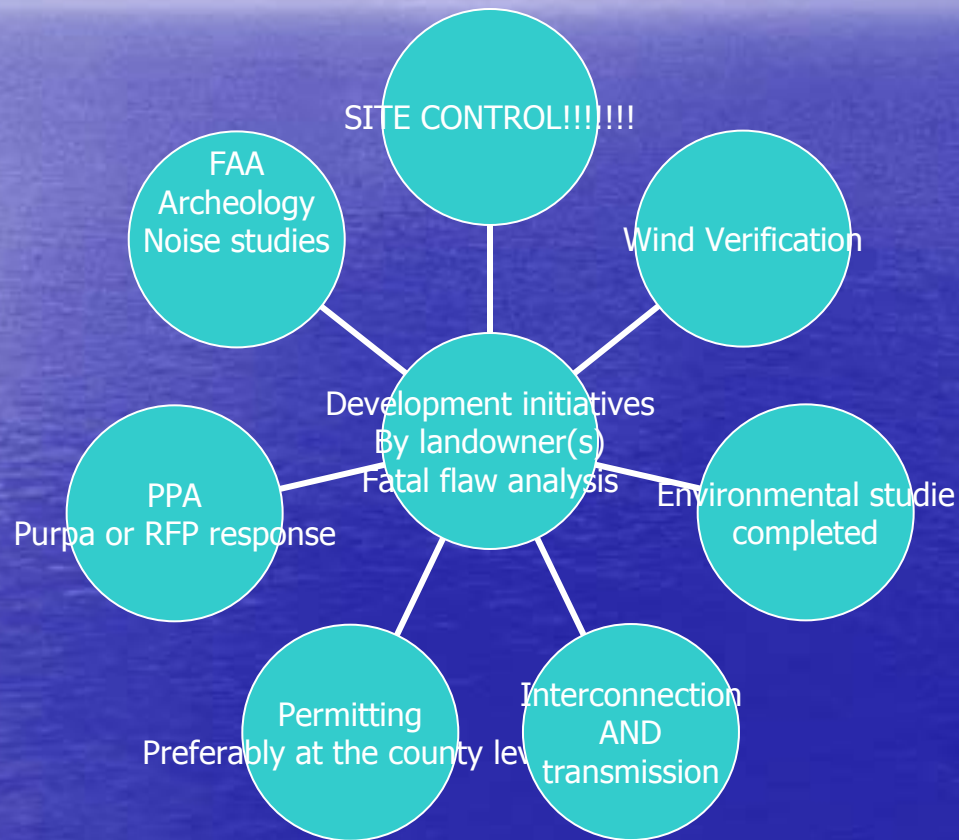
- Size is not necessarily the litmus test
- It is the business model and ownership model to consider
- Community Wind is evolving – DON'T LET THE BIG BOYS TYPE CAST YOU!!!!

It's all about transmission stupid!

There's nothing new in this world
Cattle, Oil, Electricity & Everything Else in history

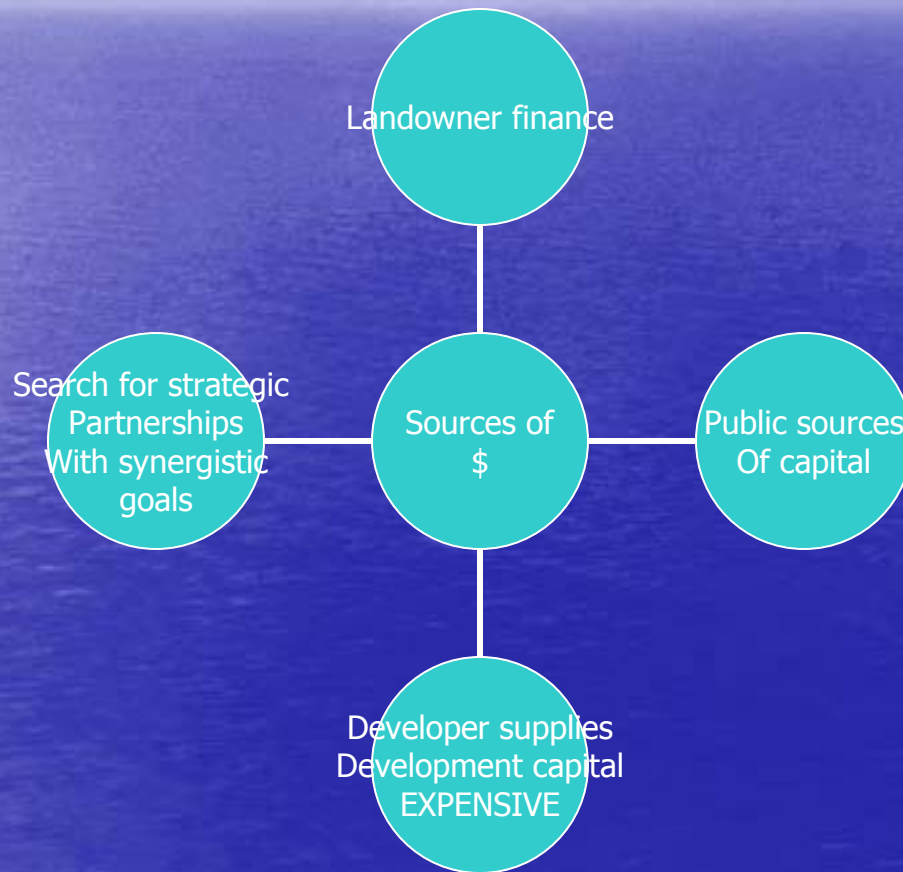
Why did a wind proponent support an anti-wind group?
Or
Greenies looking for a cause

Why do you guys deserve equity?



Development \$\$\$\$

Small \$ that is the BIGGEST hurdle



Is there any money that is interested in community wind??

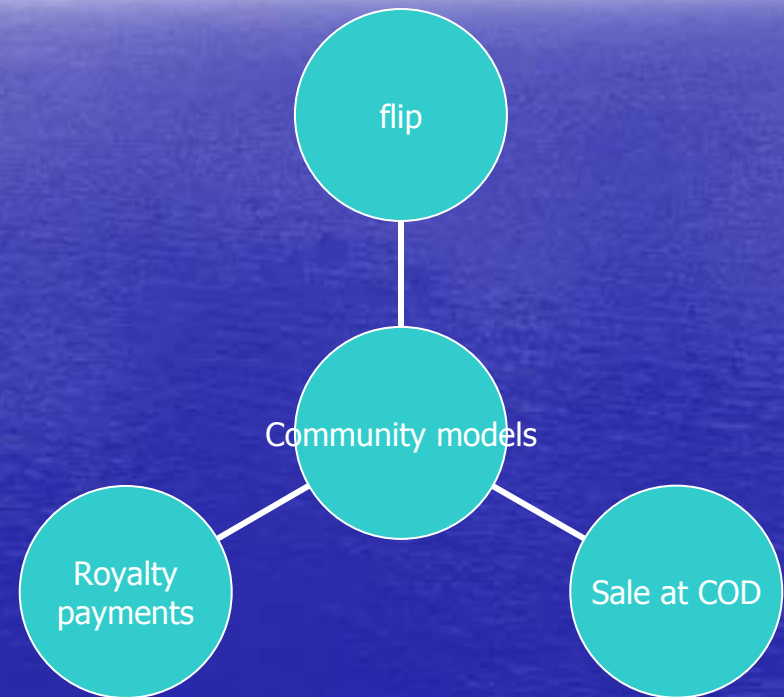
- There is more money looking to park than there are parking spaces
- Money is looking for multiple community projects in order to create their own economy of scale
- It's easier to raise \$250MM than it is \$25MM

Why would the investment community care about community wind?

- - Vert believes that a vibrant community wind sector is vital to long term development of clean, renewable energy in America.
 - Vert has established considerable expertise in Oregon wind, including specialized knowledge of the ODOE and how BETC structures.
 - Vert believes that a series of smaller projects can quickly add up to the equivalent size of larger, utility scale projects

Economy of scale in community wind

- The ownership models are evolving
- Two income streams to the landowner



Hurry up and WAIT!!!

Constantly balancing variables

- ROE – return on equity
- PPA price – market fluctuation and Purpa prices
- Availability of turbines – depends upon the state of the economy

Hurry up and DON'T wait

- Interconnection and transmission queues a SERIOUS ISSUE!!!!!!!!!!!!
- BETC????? Get that application in as soon as fatal flaws are passed on.
- Federal incentives???? Well, they're going to be around.... Don't let developers panic you!!!!