



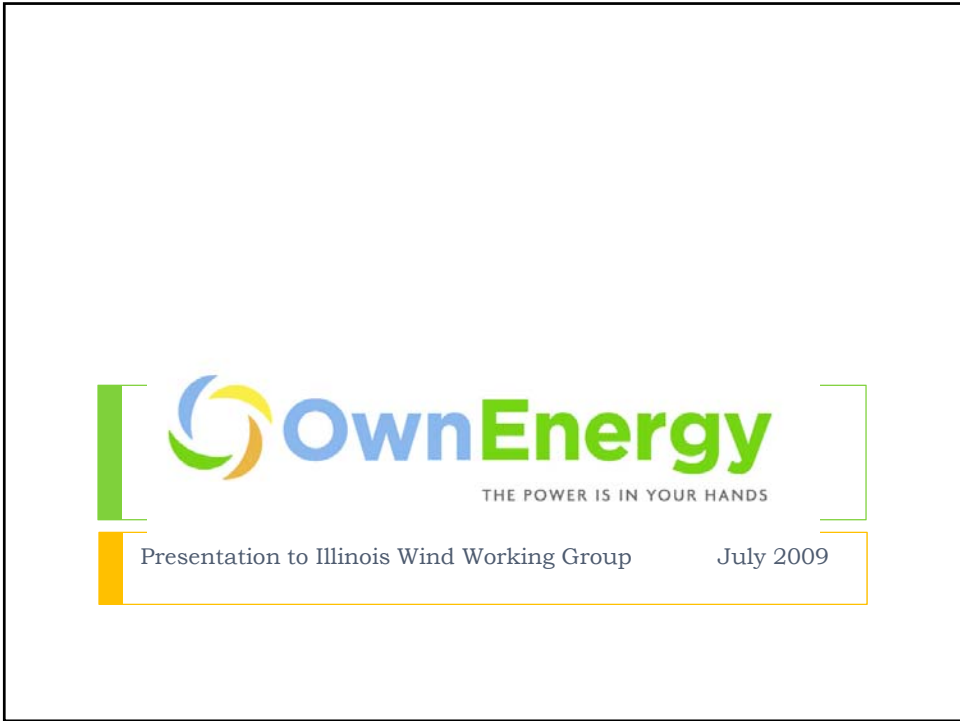
Advancing Wind Power in Illinois Conference 2009

# **Cindy Crooks**

OwnEnergy, Inc.

Do-It-Yourself Wind Farm Breakout Seminar

July 16, 2009, 11:30 AM



## Company Overview

### Who We Are

- A leading developer of Community Wind farms focused on small to mid-size projects (10 – 80 MW)
- Poised to capitalize on trends towards Community Wind and distributed renewable energy generation
- Industry leading team (60+ combined years) from:
  - Goldman Sachs, FPLE (NextEra), Noble, Credit Suisse, GE, AES

### Differentiated Business Model

- Connects individuals with renewable power and creates leading brand
- Accelerates and simplifies development process
- Capitalizes on existing transmission capacity
- Innovative process that emphasizes standardization
- Lower development risk via disciplined project and partner screening

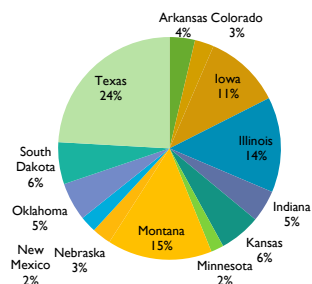
### Core Values

- Entrepreneurship
- Teamwork
- Passion
- Integrity
- Sustainability

### Our Development Pipeline

- Strict partner and project screening process avoids 'Brag-a-Watts' and focuses on only the highest quality
- Current pipeline of 21 projects across 13 US states
- Includes four mid-stage projects in IA, IL, OK and KS, six more with met towers erected and a construction-ready 51 MW wind farm in Texas and

### Projects by State:



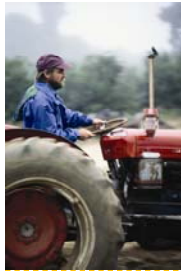
## Community Wind

### Characteristics of Community Wind Projects:

- Economic benefits for community > land lease payments
- Community has significant decision-making rights
- Members of community have direct financial stake
- Project sizes vary from 5 – 80 MW, although they can range both higher and lower
- Genuine sense of community involvement

### Why is Community Wind Important?

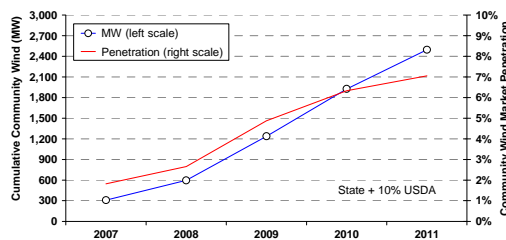
- For the US to reach 20% wind, we need projects of all sizes
- More participants = more stakeholders involved
- Maximize value of wind for local communities



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## Community and Mid-Sized Wind Projects

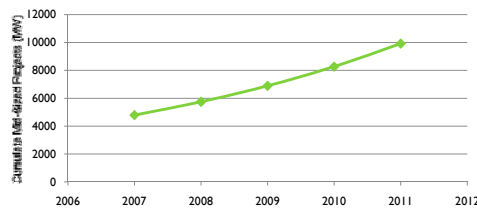
Niche sectors will account for an increasing proportion of the US market as large-market growth moderates



### Community Wind

2,187 MW of new capacity 2008-2011 (2,495 MW total in 2011)

Projection taken from updated forecast by Mark Bolinger, Lawrence Berkely National Labs



### Mid-Sized (10-80 MW) Wind Projects

4,177 MW of new capacity 2008-2011 (9,915 MW total in 2011)

2007 market size according to AWEA. The mid-sized market has grown 20% on average over the last five years. Projections based on OwnEnergy estimates

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## Benefits of Community Wind

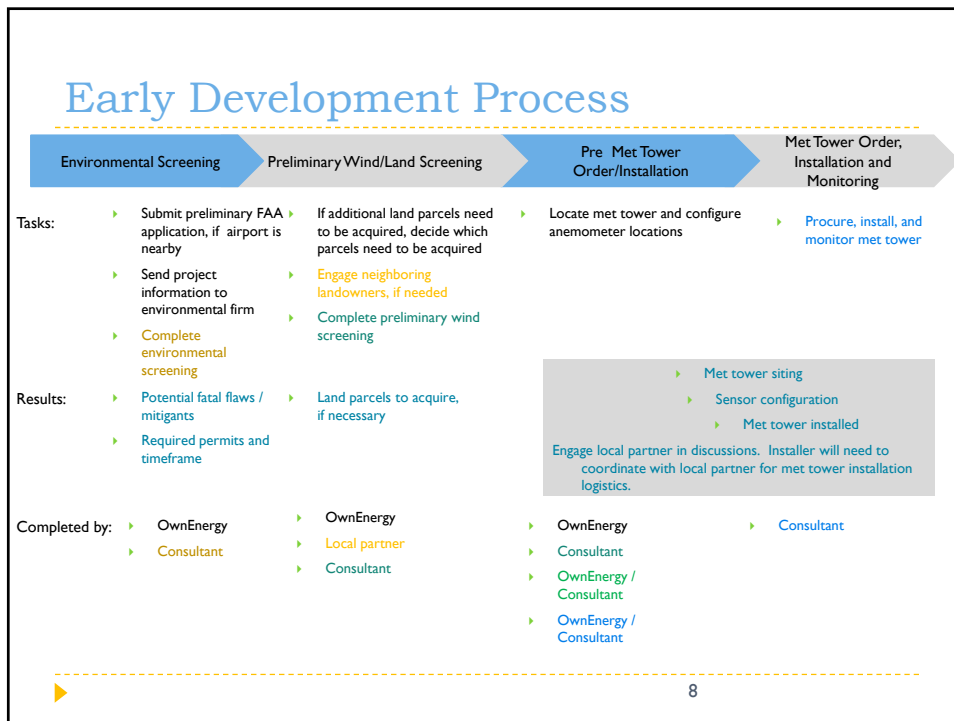
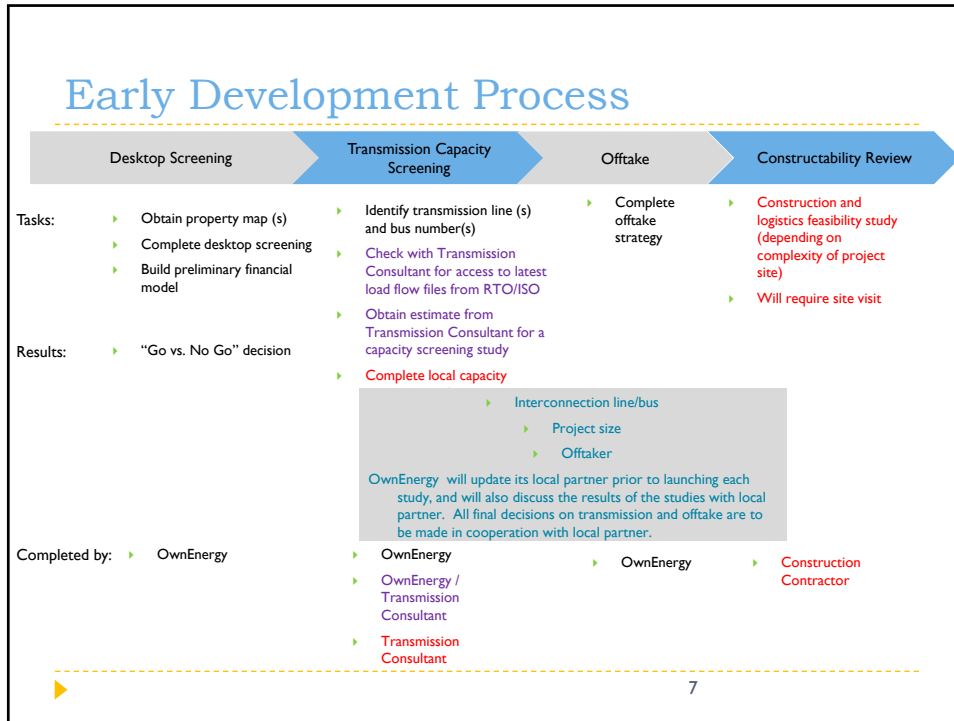
- ▶ Ownership is retained in the community and profits are recycled, creating incremental jobs, wages, business income and tax revenue over “absentee” projects
  - ▶ Owners of community wind farms are local to the community and their financial partners are typically U.S. based, ensuring profits from these projects are put back into the U.S. economy, not shipped overseas
  - ▶ 5.0x economic impact on the local region, relative to an absentee project<sup>1</sup>
  - ▶ 1.1 to 1.3x (construction) & 1.1 to 2.8x (operations) employment impacts, relative to absentee projects<sup>2</sup>
- ▶ Smaller, community wind projects:
  - ▶ Can use existing grid infrastructure and do not rely on new transmission lines to be built
  - ▶ Maximize local wind pockets not large enough to accommodate an absentee-sized wind farm
  - ▶ Represent a form of distributed generation, which allows greater aggregate production certainty and provides transmission system benefits
- ▶ Increased “success rate” for community projects due to:
  - ▶ Local support owing to the involvement of community members as owners of the project
  - ▶ Increased knowledge, perception and acceptance of wind power and reduced public opposition
  - ▶ Greater motivation from local utilities to participate in project as grid operator, offtaker or equity partner

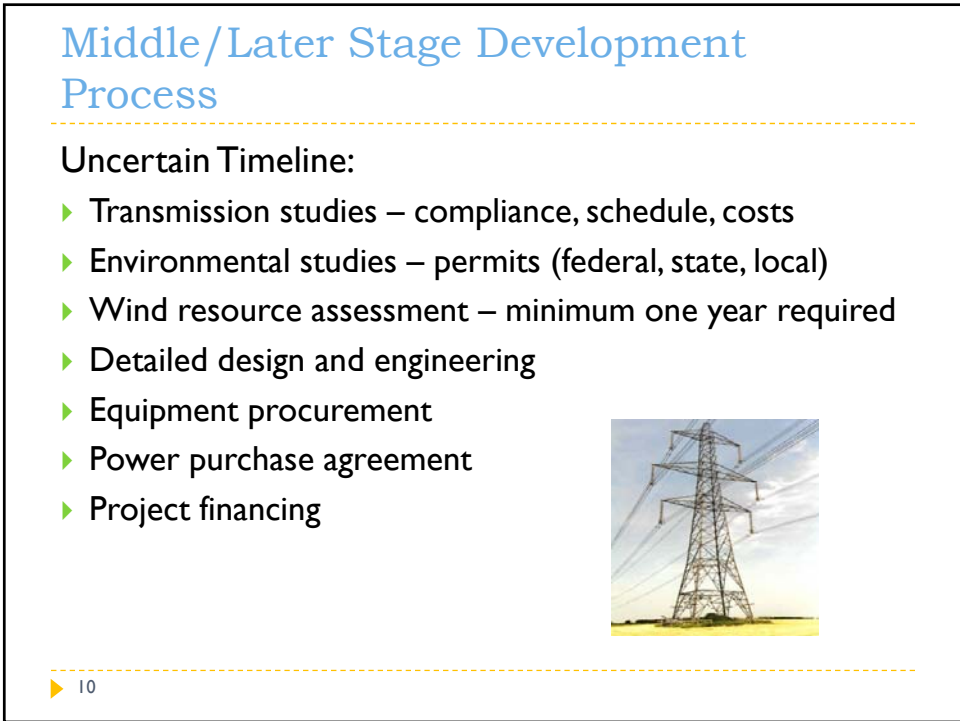
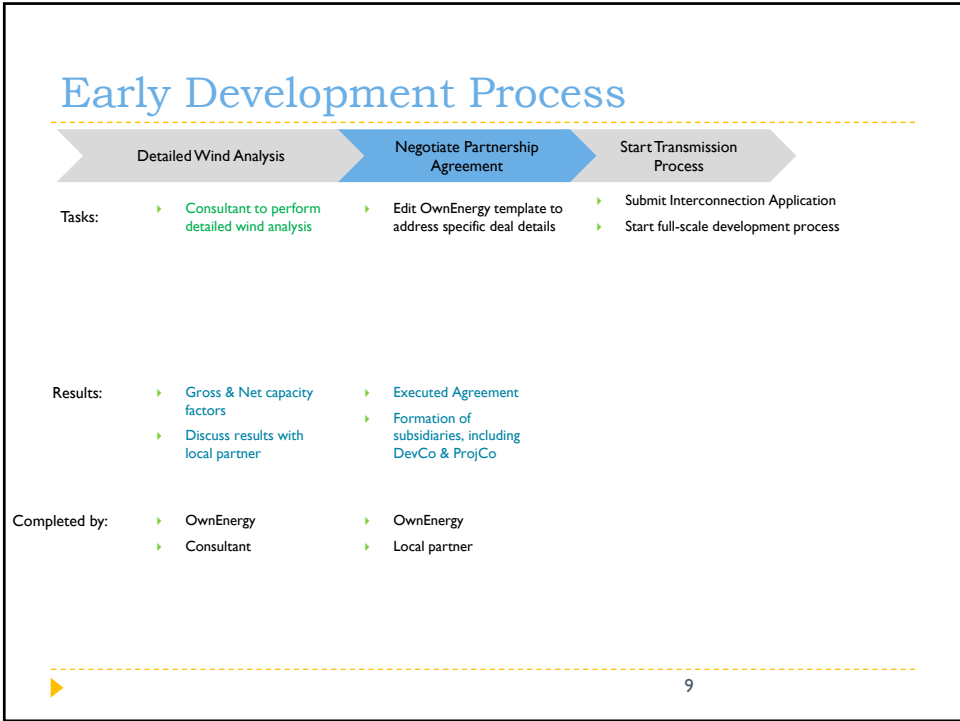
▶ 1. Kildegaard, A and Myers-Kuykindall, J. University of Minnesota, Morris  
2. Economic Development Impacts of Community Wind Projects: A Review and Empirical Evaluation, NREL, May 2009

## Development of Community Wind Projects

- ▶ Key areas:
  - ▶ Wind resource assessment
  - ▶ Land control
  - ▶ Transmission capacity and proximity
  - ▶ Offtake
  - ▶ Environmental permitting







## OwnEnergy Team and Core Values

- ▶ Aggressive, smart team with 50+ years combined experience in renewables, power generation, project development & finance
  - Four MBA's
  - Two Engineers
  - One PhD
- ▶ Team has been involved in:
  - > 2,000 MW of wind turbine generator procurement contracts
  - Hundreds of millions of dollars of power purchase and financing agreements
- ▶ Jacob Susman, Founder and CEO
  - Former Goldman Sachs investor in renewables; Former AES developer
- ▶ Cindy Crooks, Development Director
  - 20+ years prior experience in power generation with FPL Energy, 7 of these years in wind
- ▶ Ray Henger, Finance Director
  - 14 years prior experience in energy investment banking most recently at DLJ and Credit Suisse
- ▶ Core Values:
 

▪ Entrepreneurship	▪ Teamwork
▪ Passion	▪ Integrity
▪ Sustainability	

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## Contact Details

### Cynthia Crooks

Development Director

OwnEnergy, Inc.

45 Main Street, Suite 538

Brooklyn, NY 11201

Office: (646) 898 – 3693

Mobile: (561) 301-9424

[Cynthia.crooks@OwnEnergy.net](mailto:Cynthia.crooks@OwnEnergy.net)

### Sakis Decossard

Project Manager

OwnEnergy, Inc.

45 Main Street, Suite 538

Brooklyn, NY 11201

Office: (646) 898 – 3695

Mobile: (917) 370 – 1909

[Sakis.decossard@OwnEnergy.net](mailto:Sakis.decossard@OwnEnergy.net)

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