



Midwest Wind Finance

Winning with Community Wind



Jeff Wright, Vice President
Midwest Wind Finance

Midwest Wind Finance

We arrange financing for community-scale wind projects throughout North America

- > Permanent financing
- > Construction loans
- > Turbine down payments
- > Development capital

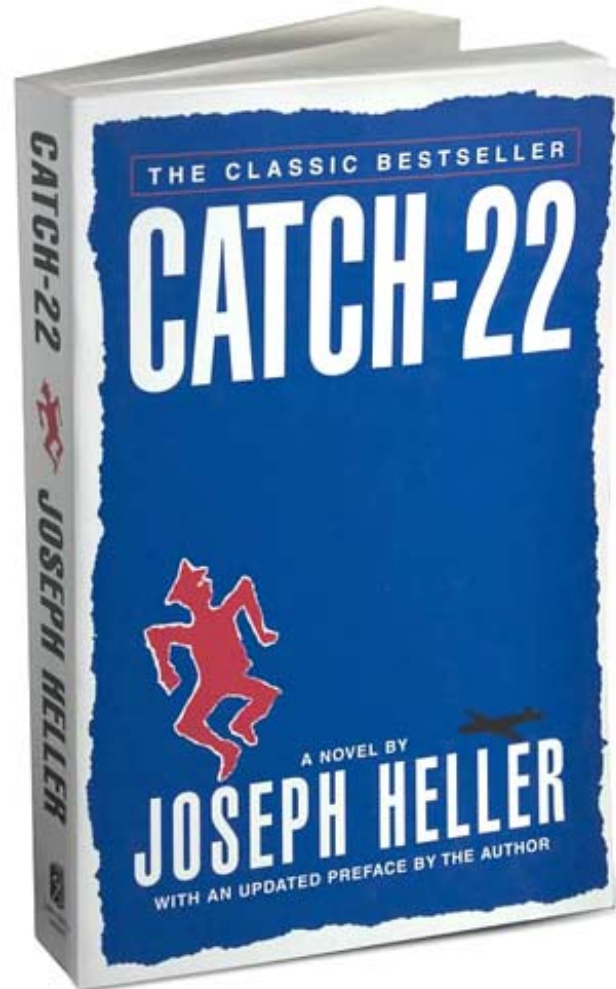
We champion return of ownership to the people who start the projects



Developing Community Wind Projects is NOT for the Faint of Heart



The Wind Developer's Handbook



Our Due Diligence Checklist has Eight Pages and 171 Steps

MIDWEST WIND FINANCE
DETAILED INTERNAL PROJECT CHECKLIST

PROJECT NAME _____ Today's Date: _____

Landowner: _____ Bus. Phone _____
 Cell Phone _____
 Fax _____
 E-mail _____

Developer: _____ Bus. Phone _____
 Cell Phone _____
 Fax _____
 E-mail _____

NOTE:

| | | | |
|--|------------|--------------------------------|---------|
| PPA Rate | | PPA Provider | |
| Confirmed or Estimated Rate? | | Turbine Delivery Date | Q. 200X |
| Anticipated Project Cost? | \$,000,000 | Month/Year of Expected Install | Q. 200X |
| Type of Turbine | | Transmission Service Provider | |
| Turbine Size (MW) | | Needs WRF Money? Amount: | |
| Number of Turbines | | Who owns the Project's RECs? | |
| Project Size (turbine size times number of turbines) | MW | Location of Project: | |
| Net Capacity Factor | | Other: | |
| Annual Production kWh (size x cap x 8766 x 1000) | MWh (M) | | |

1

2

2

4

5

6

7

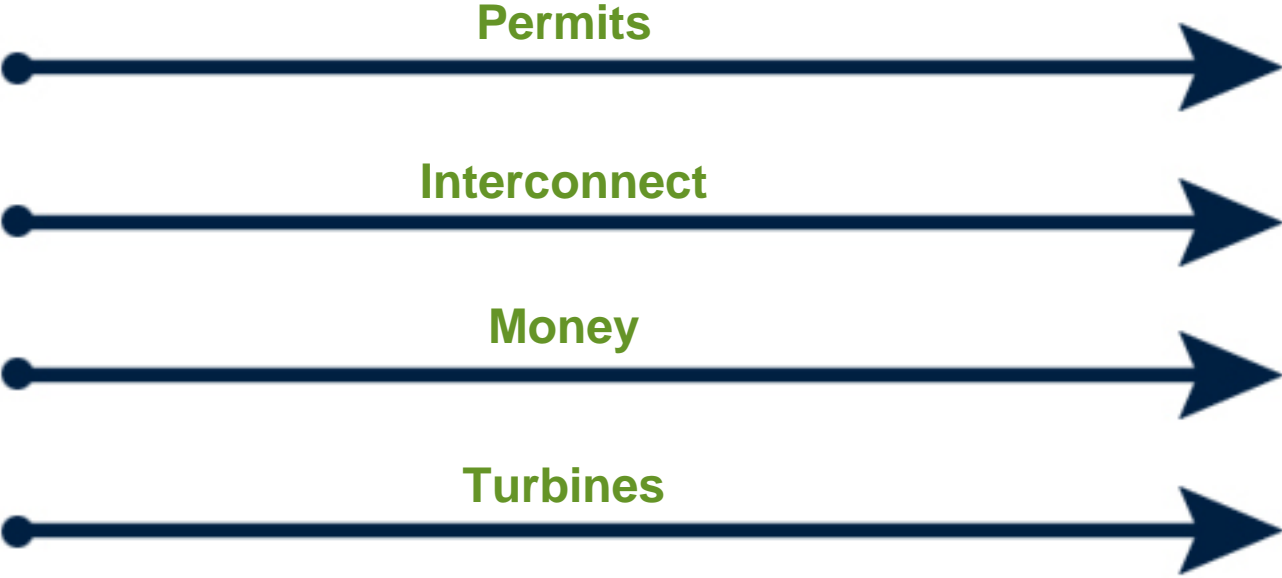
8

Think Parallel Tracks, not Linear

NO



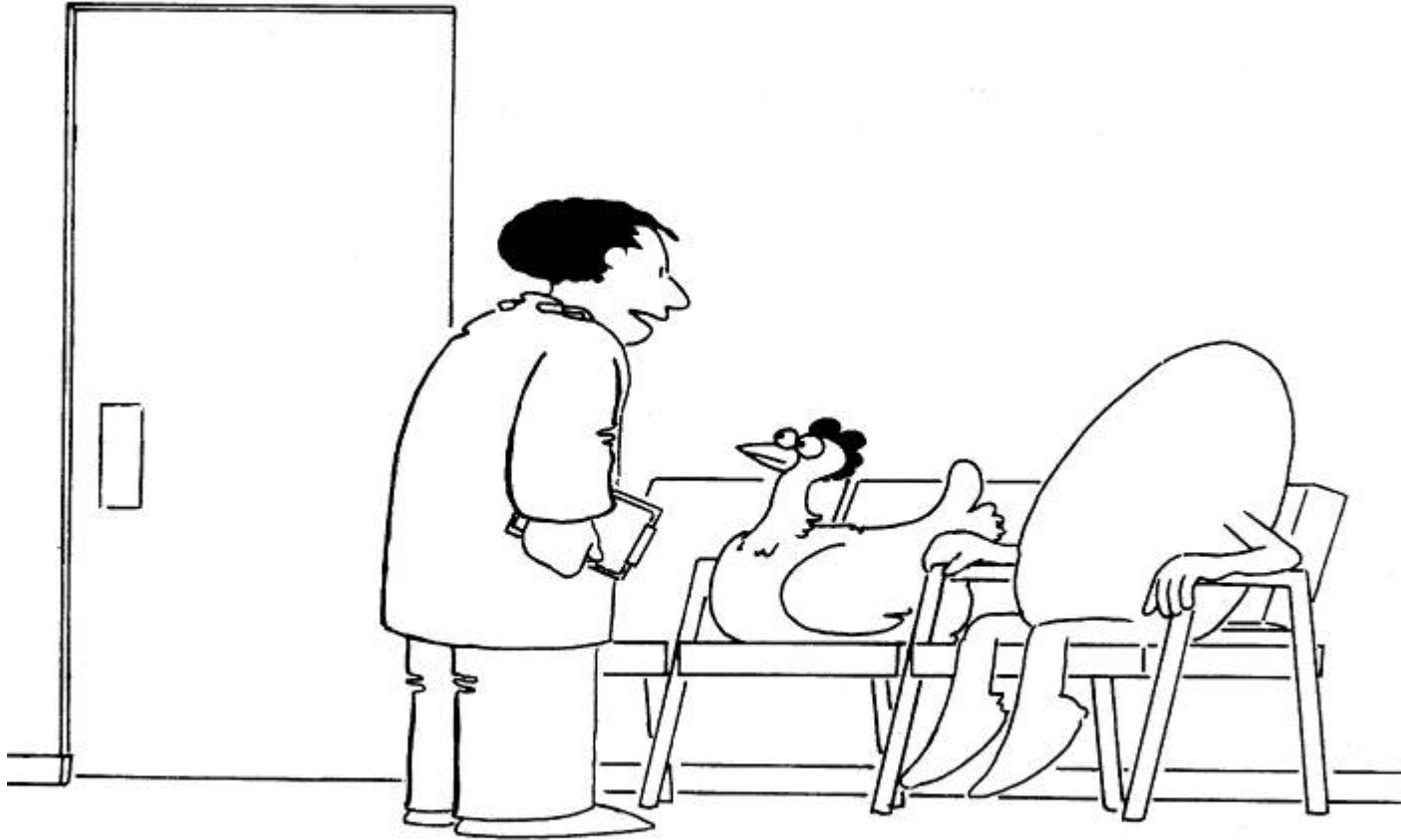
YES



Smart Money after Small Money

- > Do quick feasibility assessment, \$20,000 to \$50,000
- > Get to a NO or STRONG MAYBE

You'll be Faced with Many "Chicken and Egg" Situations

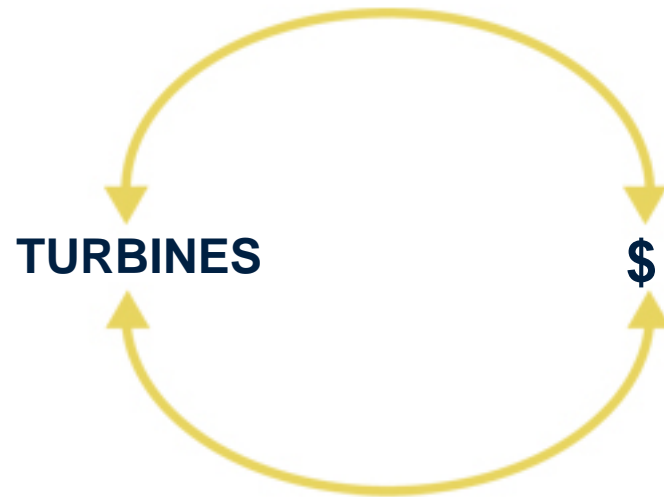
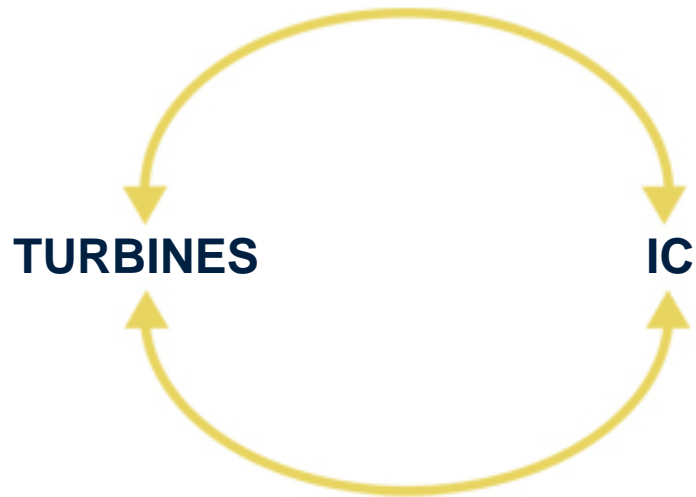


"Who was first?"

Chicken and Egg Frustrations

Need Turbines to Get Interconnect – Need Interconnect to Get Turbines

Need Money to Get Turbines – Need Turbines to Get Money



Get Used to Backtracking



Power Purchase Agreement

- > Can wait until near the end
- > Rates generally going up
- > Brokers can be helpful
- > Merchant might be an option

Met Towers

Get up right away



Interconnect

- > The KEY development step
- > Project becomes legitimate at this point



Development Capital

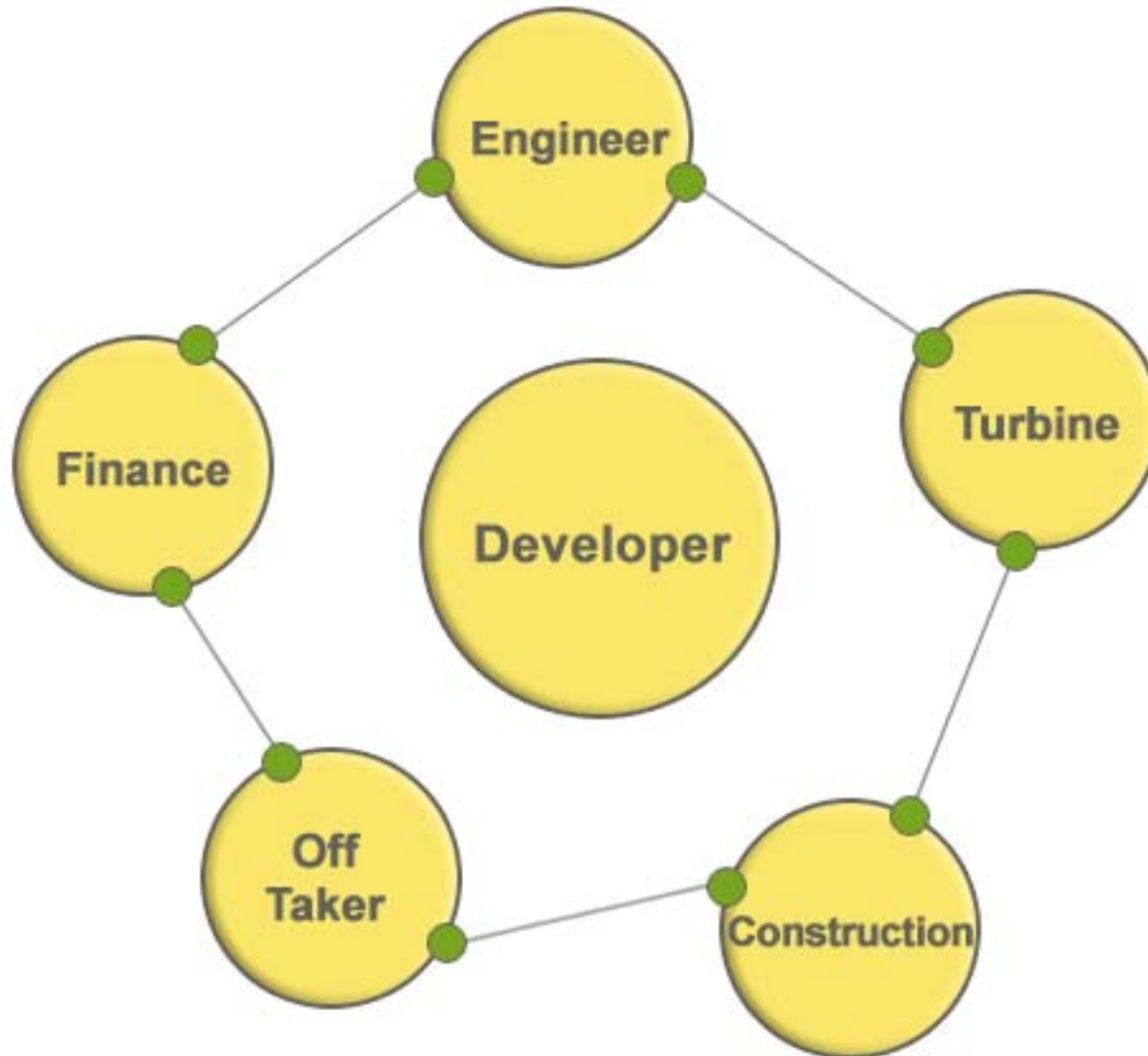
- > Have this lined up
- > Easily \$200,000 to \$300,000 or more



Turbines

- > Still very short supply
- > Find a partner
- > Available?
- > Financeable?
- > Fit wind regime?
- > Fit land?

Facilitate Coordination Between all Players

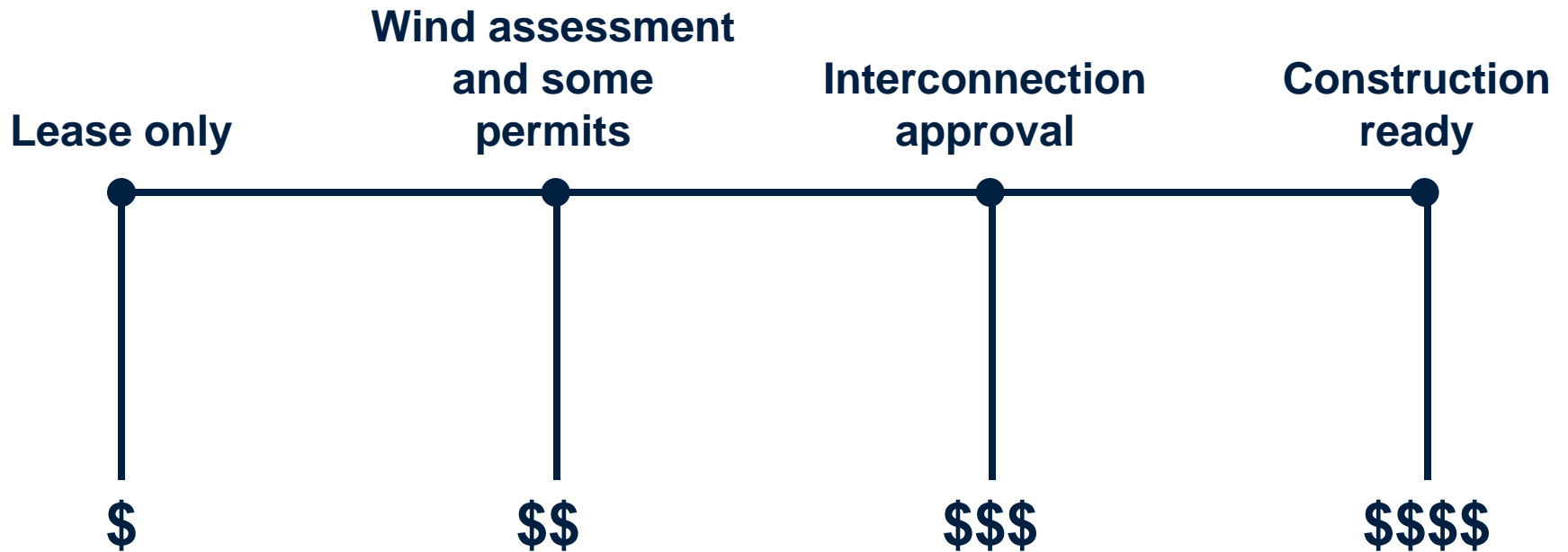


“Never, never, never give up” – Winston Churchill



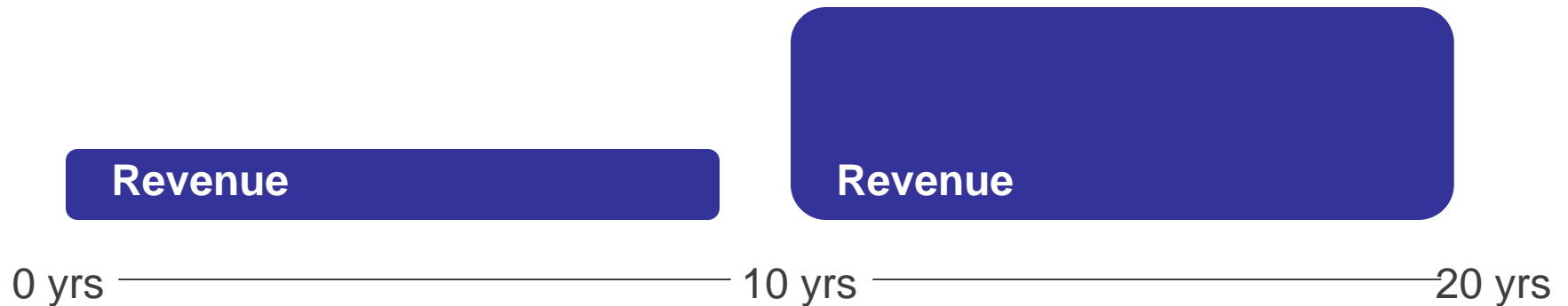
...Well, maybe sometimes

When to Sell Out



Project Finance

- > Flip Structures
- > Revenue Participation Models



Some Benefit to Lining up Financing Early in the Process

- > USDA grant/loan application
- > Interconnect and PPA negotiation
- > Development help
- > Peace of mind

For Beginners – This Will Take WAY Longer Than You Think

The image displays four overlapping calendar grids for the month of January, arranged from bottom-left to top-right, representing the years 2008, 2009, 2010, and 2011. Each calendar shows the days of the week (Sunday through Saturday) and the corresponding dates. The overlapping nature of the calendars highlights the complexity of scheduling, as the days of the week for a given date shift from year to year.

| JANUARY 2008 | | | | | | |
|--------------|--------|---------|-----------|----------|--------|----------|
| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
| Dec 30 | Jan 31 | 1 | 2 | 3 | 4 | 5 |
| 6 | 7 | 8 | 9 | 10 | 11 | 12 |
| 13 | 14 | 15 | 16 | 17 | 18 | 19 |
| 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 27 | 28 | 29 | 30 | 31 | Feb 1 | 2 |

| JANUARY 2009 | | | | | | |
|--------------|--------|---------|-----------|----------|--------|----------|
| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
| Dec 28 | 29 | 30 | 31 | Jan 1 | 2 | 3 |
| | | | | | 9 | 10 |
| | | | | | 16 | 17 |
| | | | | | 23 | 24 |
| | | | | | 30 | 31 |

| JANUARY 2010 | | | | | | |
|--------------|--------|---------|-----------|----------|--------|----------|
| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
| Dec 27 | 28 | 29 | 30 | 31 | Jan 1 | 2 |
| | | | | | 8 | 9 |
| | | | | | 15 | 16 |
| | | | | | 22 | 23 |
| | | | | | 29 | 30 |

| JANUARY 2011 | | | | | | |
|--------------|--------|---------|-----------|----------|--------|----------|
| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
| Dec 26 | 27 | 28 | 29 | 30 | 31 | Jan 1 |
| | | | | | 7 | 8 |
| | | | | | 14 | 15 |
| | | | | | 21 | 22 |
| | | | | | 28 | 29 |

Benefits of Small

- > Community support
- > Simpler permitting
- > Easier interconnect
- > Turbine drop out orders

Spinning!



Thank You

**Jeff Wright-Vice President
Midwest Wind Finance
12 South Sixth Street, Ste 211
Minneapolis, MN 55402**

**Phone: 612-332-0607
Email: jeff@mwwind.com**

