



2000

- July - First meeting with Cousin Georg
 - 12th cousin once remove/Haro v. Oldersum 1485
- October – First meeting in Montana
 - Corky Britton – Livingston
 - Dave Ryan – MP – Butte
 - Paul Cartwright – DEQ & DNRC – Helena
 - Wheatland County
 - Lots of good wind – lots of room
 - No movie stars – no Rocky Mt front
 - Depressed economy (public support)

2001

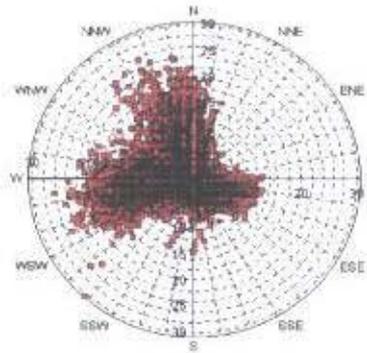
- April –
 - First med tower @ Judith Gap
 - First public meeting in Judith Gap
 - First meeting with Bob Brown – State Lands
 - Introduced to state senate by Jon Tester
 - Paid \$10,000 to MP – interconnection evaluation (all space was already gone/later opened up)
- Summer –
 - \$100,000 for study – (year's study took 2)
 - 1st RFP – 4 mo. data – short list – yes/no - disaster



PROJECT DEVELOPERS:

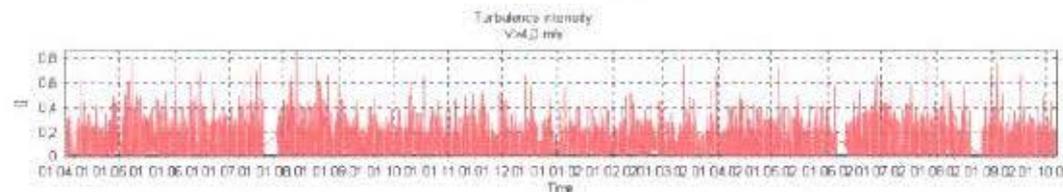
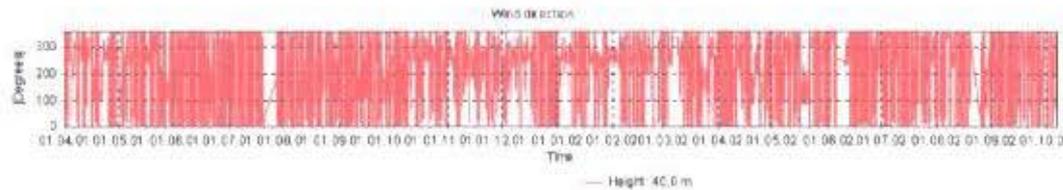
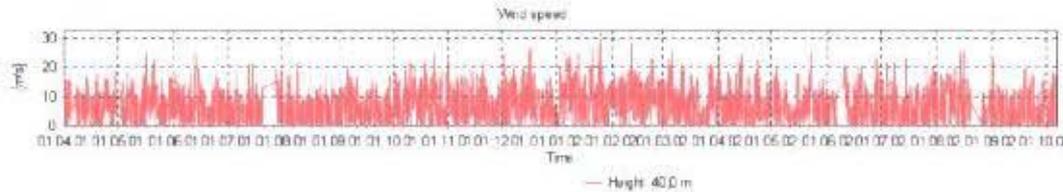
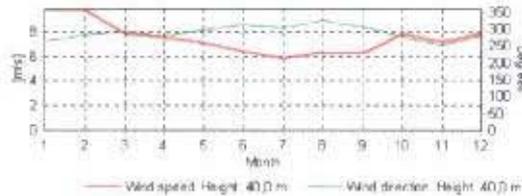
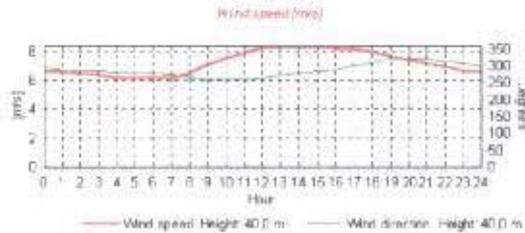
WINDPARK SOLUTIONS AMERICA LLC
333 KAMUT LANE
BIG SANDY
MONTANA - 59520
U.S.A.

(406) 378 3105



Monthly mean values of wind speed in m/s

Month	2001	2002	mean
Jan	8,8	8,8	8,8
Feb	8,8	8,8	8,8
Mar	7,6	7,8	7,6
Apr	7,3	7,5	7,4
Mai	7,5	8,7	7,1
Jun	8,8	8,2	8,4
Jul	5,5	8,1	5,8
Aug	5,8	7,3	6,3
Sep	8,3	8,1	8,2
Oct	8,0	8,6	7,8
Nov	7,2		7,2
Dec	7,8		7,8
mean	8,8	7,6	7,2





GUSTY
CROSSWINDS

2002

- Browning wind farm out – the race is on
- \$60,000 grant from Bear Paw Development
- Started land lease – they had the best wind
 - thank you DNRC – Jeanine Holmgrin/Helena & Clive Rooney/Lewistown
 - EA – 4 bird studies - C of Eng/wet lands – USAF
 - Hired secretary – opened office in Big Sandy
 - MPC went to NEW – 2nd RFP coming
 - Strong US financial component – US builder/operator

2003

- Winter/Spring
 - joined with Arcadia Wind in NY (financial partner)
 - Joined with FPL (builder/operator)
 - 2nd RFP – size of suitcase
 - Public meetings in the county/petition - legislature
- Summer
 - Short list – interviews – negotiations
 - \$80,000 is returned – bankruptcy in fall
 - Bird studies completed

2004

- FPL gets cold feet –
- Invenergy (Chicago) become new partner
- 3rd RFP – short list – project won
- Negotiations finished

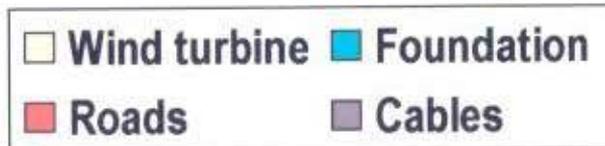
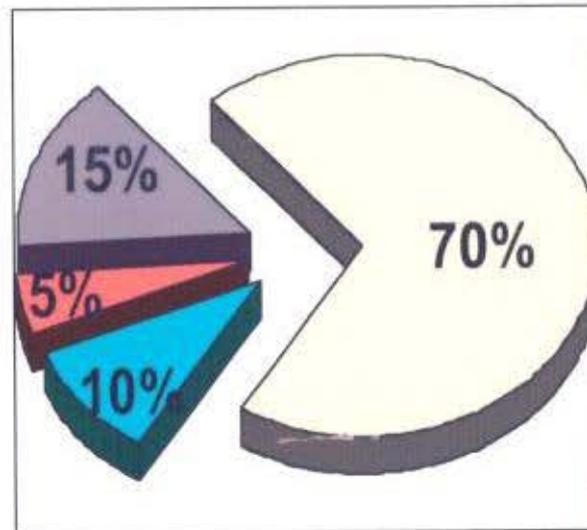
2005

- January – project sold to Invenergy –
- Spring – constructions starts
- October - dedication



Benefits to Montana

- ✦ Construction budget to equal 30% of total cost of the project – to be done by local contractors
- ✦ Royalties paid to land owners for each machine
- ✦ Property tax income to the local counties
- ✦ Income tax income to the state
- ✦ Long term maintenance personnel employees
- ✦ Potential local development of industry seeking a stable price for energy



WHAT ATTRACTS DEVELOPERS

1. GOOD WIND

(Start with a map – does the wind really blow)

2. EASY ACCESS TO TRANSMISSION

(@ a \$1,000,000/mile to build new lines you need to be close)

3. LOW ENVIRONMENTAL IMPACT

(Any resorts, secluded retreats, bird refuges, prairie dog towns or cranky neighbors nearby?)

4. UNENCUMBERED LAND

(Get the court case with cousin Charley resolved, as well as your tax liens taken care of)

5. HONEST, HELPFUL, AND COOPERATIVE

WHAT LANDOWNERS NEED TO KNOW WHEN APPROACHED

1. WHO ARE THESE GUYS ANYWAY?
(ask for references)







WHAT LANDOWNERS NEED TO KNOW WHEN APPROACHED

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2. HOW MUCH IS THIS REALLY WORTH?
 - a. Guaranteed Floor - \$2000 - \$3000/MW
(not per turbine)
 - b. % of the Gross sales (if higher than the floor)
2% – 3%

Can vary with –
how good you negotiate
how good the wind is
how easy it is to build
how cooperative you are

Remember – price is not everything – it will be multiplied by the number of turbines you have - number of turbines will be determined by how good the wind is and how much trouble or expense it is to put them on your land

3. GET IT IN WRITING

4. HAVE ALL CONTRACTS REVIEWED – GET A LEGAL OPINION

(Personal relationships can come & go but contracts last forever – at least 20 years)

5. OPTIONS & LEASES – DECIDE WHAT YOU WANT NOW!

Options say what you will get before building – can have a cash bonus for signing, a yearly rent to hold the land until development starts – don't expect too much – don't let it go too long (prospecting)

Leases say what you will get once building & production starts – long term (20 years) – high value (mother lode)

6. LET'S NEGOTIATE

- DON'T RUSH – DON'T DALLY
- DON'T BE AFRAID TO ASK
 - Need a little help with your lawyer bill?
 - What else do you have of value – gravel? – machinery? – a good shop?
- DON'T BE TOO DEMANDING
 - If you demand twice as much as your neighbor, you may end up with an empty field

7. WONDER IF I HAVE A CHOICE

- Review the steps above & ask questions
- Do you have other land signed up?
- Do you have any wind data?
- Do you have any environmental studies?
- Do you have an interconnection agreement?
- Do you have a power purchase agreement?

In Conclusion:

- DO YOUR HOMEWORK
- HONESTY IS STILL THE BEST POLICY
- THE GOAL: EVERYBODY WINS