



EUCI Presents a Web Conference on:

BUILDING A BANKABLE BIOMASS SUPPLY CHAIN

August 23, 2010 • 12:00 – 1:30 p.m. Eastern Time



EUCI is authorized by IACET to offer 0.1 CEU for this webinar.

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OVERVIEW

Establishing a bankable supply chain is more complex than it initially appears. It is imperative that various items link a long-term, reliable supply chain contract with a conversion facility, be it a cellulosic ethanol facility, a biorefinery, or a power generation facility.

There is a dearth of accurate information about feedstock supply chains in the market today. Most developers are focused on the technology, but not on the feedstock itself. The importance of a supply chain is recognized but poorly understood. This webinar clarifies the various components of the supply chain to improve the likelihood of these projects being funded. Specifically, this webinar addresses:

- Site selection for conversion facility (pellet mill, biorefinery, bioenergy generation, etc.)
- Available material in immediate vicinity (20 to 40 mile radius)
- Hard costs involved in aggregating material
- “Bankability” of supply chain (Is there a balance sheet backing it up?)

WHO SHOULD ATTEND

- Agri-business professionals
- Attorneys representing utility clients and suppliers to power plants
- Biomass interests
- Coal producers
- Finance and investment professionals
- Forestry professionals
- Governmental agencies involved in resource management and land use permitting
- Individuals involved in the biofuels supply chain
- Power generation managers
- Procurement managers and analysts
- Public utilities and regulatory staffers
- Renewable and clean-tech project developers
- Sales professionals who must understand biomass systems and be able to answer why biomass power is renewable energy
- Siting and permitting attorneys
- Suppliers supporting power plant operations
- Sustainable fuel and feedstock interests
- Utility executives with renewable energy responsibilities
- Utility fuel purchasing and fuel mix specialists

LEARNING OUTCOMES

- Distinguish the steps and the greatest barriers in determining site supply
- Identify and assess the specification, availability, and the time to aggregate and store the supply
- Calculate the true supply cost
- Classify your competition both now and in the future
- Examine, contrast, and diminish the risks of “acts of God”
- Tie the elements together to construct and compose the critical aspects of a bankable agreement

IACET



EUCI has been approved as an Authorized Provider by

the International Association for Continuing Education and Training (IACET), 1760 Old Meadow Road, Suite 500, McLean, VA 22102. In obtaining this approval, EUCI has demonstrated that it complies with the ANSI/IACET Standards, which are widely recognized as standards of good practice internationally.

As a result of their Authorized Provider membership status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standards.

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Requirements for Successful Completion of Program

Participants must be logged in to the Web conference for its entirety to receive continuing education credit.

Instructional Methods

Web-based PowerPoint presentation and online interactive question/answer session.

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PROGRAM AGENDA

- Project planning – who needs to be involved?
- Feedstock types – both agricultural and woody biomass materials
- Site location
 - Do you choose a site first or the feedstock first? (This is easily the most common mistake)
- Feedstock characteristics and logistical issues
 - What do you need, how much do you need, and what is the acceptable range of your specification?
 - When is it available? (Year-round, after the harvest, etc.)
 - How much time do you have to aggregate it? (Harvest time vs. onset of winter, etc.)
- Storage issues (How big of a facility do you need?)
- Costs involved in getting the material?
- Who else is currently using (and will be using) the material
 - Both current and future competitors for your supply
- Acts of God
 - How to back up your supply if you get wiped out by hail, flooding, drought, tornadoes, etc.
 - Who's going to provide the balance sheet to ensure delivery?
- Bankability – can you get the material under contract for a term that meets with investor approval?
 - Clearly the biggest issue and challenge to a deal with debt providers
 - Specific critical financial considerations

INSTRUCTOR

Michael Keller, Nobel Capital

Mike Keller has worked in the biofuels and biomass sector since 2001 and has overseen development of an ethanol facility in California, dedicated fuel crops in Central America and the Caribbean, and currently serves as a biomass feedstock consultant. He works closely with attorneys to create the project financing document, farmers to get the crop material, and logistics experts to transport the material.

Mike also advised the state of California on various oilseed crop economic models that would enable the state to produce its own biodiesel.

His current client list includes numerous Fortune 500 companies, major electric utilities, and renewable fuel manufacturers, and he will soon launch a biomass blog called The Green Rabbi.

LOGGING IN TO THE WEB CONFERENCE

After registration, each registrant will receive a confirmation of payment or an invoice, depending on method of payment. Each registrant will also receive an e-mail with appropriate login information and more information regarding the event 24 hours prior to the start of the event. To log on, you will need a Windows PC with a broadband connection and audio system.

WHAT IS A SINGLE SITE CONNECTION?

A site connection allows a single connection to the Web conference. That connection is open to any number of users in a collaborative setting. Because there are no travel expenses and only a single registration fee is required, each additional participant lowers the cost per participant significantly.

By purchasing a site connection, you can invite as many people as you would like to view and participate in the session from a single location. Set up the session in a conference room and project the presentation and chat on a large screen. You also have rights to distribute copies of the presentation materials to everyone involved. Please note that audio is received via the computer sound system and must be broadcast to your group.

If for any reason a relevant stakeholder cannot co-locate for the session, we encourage you to include that person by purchasing an additional connection at the reduced fee of \$195 per session. This will ensure that every member of a team receives the same relevant, timely information in the most efficient way.

If you have any technical or purchasing questions, please contact us at (201) 871-0474.

Start Time: 12:00 p.m. Eastern Time

United States Regional Start Times:

9:00 a.m. Pacific :: 10:00 a.m. Mountain :: 11:00 a.m. Central :: 12:00 p.m. Eastern

Use the time zone converter at (<http://www.timezoneconverter.com/cgi-bin/tzc.tzc>) to find your correct start time.

Register Today! Call (201) 871-0474

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REGISTRATION INFORMATION

Mail or fax this form along with payment. You will receive a confirmation and/or invoice within 48 hours. Make checks payable to "PMA".

MAIL DIRECTLY TO:

The Power Marketing Association (PMA)
P.O. Box 2303
Falls Church, VA 22042

FAX TO:

(253) 663-7224

PHONE:

(201) 871-0474

ONLINE:

www.pmaconference.com

REFUND/CANCELLATION POLICY

All cancellations received prior to August 6, 2010 will be subject to a US \$50 processing fee per Web conference per registrant. Written cancellations received after this date will create a partial credit of the tuition good toward any other EUCI conference, publication, or Web conference. This credit will be valid for six months. No refunds will be given after August 6, 2010 in any case. In case of Web conference cancellation, EUCIs' liability is limited to refund of the Web conference registration fee only.

PLEASE REGISTER THE FOLLOWING

- Building a Bankable Biomass Supply Chain
August 23, 2010, Single Site Connection: US \$345
Early Bird on or Before August 20, 2010: US \$295

- Additional Connection: US \$245
Early Bird on or Before August 20, 2010: US \$195 each
Number of additional connections: _____

- Web Conference Presentations Available on CD:**
CDs are available 48 hours after the web conference is complete. The cost per CD is US \$295 (add US \$50 for international shipments). Upon receipt of order and payment, the CD will be shipped to you.
NOTE: All Web conference CD sales are final and are non-refundable.

ENERGIZE WEEKLY

When you sign up for "Energize Weekly," you will receive a new conference presentation each week via e-mail on a relevant industry topic. The presentations are selected from a massive library of more than 1,000 current presentations that EUCI has gathered during its 23 years organizing conferences.

Sign me up for "Energize Weekly"

How did you hear about this event?
(direct e-mail, colleague, speaker(s), etc.)

Name _____ Job Title _____

Company _____

E-Mail _____ Telephone _____

Address _____ City _____ State _____ Zip _____

PAYMENT METHOD

Please make checks payable to "PMA"

Please charge my credit card: Visa MC AMEX _____ Security Code _____

Visa and MC cards have a 3 digit code on the signature panel on the back of the card, following the account number. American Express cards have a 4 digit code on the front of the card, above the card number.

Name on Card _____ Signature _____

Account Number _____ Exp. Date _____

Card Holder Phone Number _____

Billing Address _____ Billing Zip Code _____

OR enclosed is a check for \$ _____ to cover _____ connections.

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