

DISTRIBUTED WIND ENERGY ASSOCIATION ACTIVITIES

September 6, 2012

Coordinator: Welcome and thank you for standing by. At this time all participants are in a listen-only mode. During the question-and-answer session please press star 1 on your touchtone phone. Today's conference is being recorded. If you have any objections, you may disconnect at this time.

And now I'll turn the meeting over to Ms. Karin Sinclair. Ms. Sinclair, you may begin.

Karin Sinclair: Thank you. Well a welcome everybody. I want to introduce our speaker today who is Mike Bergey, and I want to thank Mike for being a repeat presenter for us. Last November he gave us a presentation on the DWEA, the Distributed Wind Energy Association activities, and today he is coming back to give us an update on what those activities have been over the last eight or nine months and maybe give us some ideas of what's in the near future.

Mike's bio is actually in the email that I sent out about this Webinar, and it describes, you know, the decades of experience Mike has had in this area and working on small wind turbines. And it also describes many of the other activities he's been involved with and including numerous awards that he's won.

And in addition to the awards that we've described in the email such as - well, in addition to those, I want to just mention that he's also recently been recognized as the Small Wind Advocate of the Year during the Small Wind Conference this year in Wisconsin. So with that, I would like to introduce Mike.

Mike Bergey: Thanks Karin and my appreciation to the - my thanks to the American Solar Energy Society first for having a wind division and second for giving me the opportunity to cover DWEA's activities in this Webinar.

What I'm going to do is really go through the structure of DWEA. We're - largely function through subcommittees, and so we'll go through those subcommittees and talk about what they're - they intend to do and what they've done specifically since we had the last seminar in November of last year. But in the course of going through, I'll also explain what the association is about, give a little bit of history, and then I'll close with some commentary on the state of the industry today.

So first of all, DWEA got started about two years ago. There was first a group of founders and then a group of advisors that morphed into a board of directors. We've just come off our second board elections, and so we're really moving along administratively and organizationally as a association. Our mission is simple to promote and foster the business of the distributed wind industry in America, in particular, but North America in reality. We're active in Canada as well.

We've got a diverse membership, manufacturers, distributors, developers, dealers, installers, vendors. We have approximately 100 members now, and we're growing. Our goals are to provide a positive policy environment at everywhere from the federal, state and local level that'll allow for the expansion of the industry.

We want to reduce and/or eliminate possible unwarranted barriers. We want to provide a unified voice for the industry to - under the belief that as - if we speak with one voice, we're more likely to have our arguments heard. We

want to promote and develop best practices so that our products can be safe and effective, and we want to participate in consumer education.

The bit about the voice of the industry is extremely important. I was active in the American Wind Energy Association for 25 years. I was president twice, and I love that organization, put a lot of time into it. But really in a number of policy areas, it was very difficult for the small and medium wind industry - the distributed wind industry to put forward their own policy agenda.

I'll give two quick examples. In the area of net metering, the advantage for distributed wind is obvious, but in the larger AWEA wind farm context, causing tensions with utility companies was of a concern. So our voice on net metering, for example, was often muted.

In the area of tax policy, production tax credit was such an important element to the growth of the mainstream wind industry that they weren't really able to expend much in the way of political chits to try to get small wind turbine tax credits or investment tax credit. So one of the most refreshing aspects of DWEA is that we can speak with an unalloyed voice for the benefit of our particular industry.

I set out with close to 100 members. We have members from about 30 states. Most of the major manufacturers in the small and medium arena, most of the major players in different aspects of the business are members of DWEA. And I'm happy to say that it's a very dynamic and active membership. People really, really participate.

We have a board of directors, which I'll go through, but first, our most important employee is our executive director. Many of you may know Jennifer Jenkins. She started out in the industry with Southwest Windpower,

has been our director from the very beginning. And this year at the AWEA conference, she was recognized by the Women of Wind Energy as the 2012 Rising Star. And we certainly see her in that vein. We're very lucky to have her, and she works her tail off.

Our officers, I'm the president. We decided on two-year terms. So I will go through about - I've been in office about a year and was the acting president before that. I've got another year to go. Kevin Schulte is our president elect or vice president. Heather - and these are the results of the most recent election. Heather Rhoads-Weaver is our secretary and (Dave) Blittersdorf is our treasurer.

Additional board members are (Dan Jewel), (Jenny Hyson), Roger Dixon, (Glen Johnson), Tal Mamo, Brent Pingree, and we have an open seat. We have a board of directors meeting tomorrow, and we - the executive committee has a recommendation for that open seat. It's a name that you're very, very familiar with and probably would not be surprised with.

The association operates, as I said, through its subcommittees. We have six of them: Federal policy, state policy, permitting and zoning, installer, education and mid-size. And I'm going to go through each of those committees, discuss what they - their priorities are, what they're working on and what they've done since the last Webinar.

At the end of each of those, I'm going to open it up for questions. So if you have a question on that, the work of that committee, that would be the time to do it. I just feel that that's better than waiting till the very end.

The first committee is our Federal Policy Committee and our federal policy program. We're very fortunate indeed to be represented in D.C. by Lloyd

Ritter with Green Capitol. Lloyd is a long-time ally of clean energy. He worked for Senator Harkin, and, in fact, was the author - the staff author of the Title 10 and reprograms of the Farm Bill in 2002. So he has a longstanding familiarity with wind energy projects and is an excellent advocate for us. We work closely with AWEA and other allies such as 25x'25, and we try to throw as big a shadow in Washington as a small organization can.

Our top priority right now is the extension of the investment tax credit beyond its expiration at the end of this year, and that would cover our membership that works in the arena of 100 kilowatts and above. We have an investment tax credit for 100 kilowatts and below that runs through 2016, but unless we can get an extension - and we're sort of following in the footsteps of the Production Tax Credit, which also requires an extension - but unless we can get that, that's going to be very difficult on that segment of our industry.

We've been very active in working with U.S. Fish and Wildlife Service on their land-based wind development guidelines. We've been working on USDA reprograms trying to provide both funding, support and streamlining of the process. We've been working with the Department of Energy on greater RD&D support for distributed wind. We've been trying to find ways to provide financing. We've been working on federal markets, and we've been working to try to reduce anti-competitive utility practices.

The way we work, we bring people to Washington. Lloyd goes to many meetings on his own. But we bring people in all the time to Washington. We go up on the Hill. We go to agencies. We're able to get fairly high level meetings. We use - we develop one-pagers on the issue. We have - we provide both background and recommendations, and I would say that we're - we've been fairly successful in bringing together a menu of policies,

recommendations that are supportive of the industry. So we're actually reasonably well tuned in the lobbying advocacy area.

This year we've had a number of successes, probably out of proportion to our manpower and funding. We've been successful in getting the U.S. Fish and Wildlife Service to differentiate between wind farms and distributed wind systems and to allow projects that are done on federal land or with federal funding that would come under the purview of these guidelines to have a way of exiting the - what could be, if you fully implemented the guidelines, a very expensive and time-consuming set of studies and monitoring.

And that is a recognition by the Fish and Wildlife Service that our systems are really going - there's - they're much smaller typically. They're going onto land that's already been developed, and they really have much significantly lower impacts than the wind farms. So we've been successful in getting them to differentiate on that.

We've been successful working with our allies in getting a 30% ITC into the Senate Finance Committee extenders bill, which passed about two months ago, has not gone to the floor of the Senate and has not been - no companion bill like it exists in the House.

In fact it'll be an uphill battle getting such a provision through the House, but as the PTC is in the same bill - the Production Tax Credit, and it is a major coup for us to get the ITC extension in there as well. And I firmly believe that if DWEA and its member companies had not been pushing this so hard, that that would not be in that Senate bill. So that's a great success.

We've helped secure 241 million over five years for the REAP Program, providing grants to farmers and rural businesses for renewable energy and

energy efficient equipment in the Senate Farm Bill. Again, there's no - we'll have an uphill slog in the House, but getting a foothold mandatory funding in the Senate side is a real coup, particularly in this budget situation.

We're busy - this is a work in process, but we're asking the IRS to require certification for turbines and to prohibit used and remanufactured wind systems for qualification to the Investment Tax Credit. An example of the problem we're facing is the - is a wave of rebuilt 25- and 30-year-old U.S. wind power 100 kilowatt wind turbines that are coming on the market as some of the California wind farms are being repowered.

We've asked - been asking the Department of Energy to increase its funding for distributed wind development activities, and I'm pleased, just on Tuesday, we received notice - the industry did - of the first small wind R&D solicitation since 2005. It's not a lot of money, but they did exactly what we asked them to do. It's sort of a quick competitiveness improvement program, and we think it's an excellent start. And we'll be letting our friends up on Capitol Hill and over on Forrestal Building know that we're pleased with that action.

And we had - finally, we had last March a - our first Lobby Day with 90 attendees, 55 Hill visits, White House meetings, and we had - we were honored with speeches from Senator Ron Wyden, Representative Earl Blumenauer and Representative McNerney. So a very good start on that.

I believe - yes, that's my last slide on the federal program. I wonder if there are any questions on DWEA's federal program?

Coordinator: Thank you. If you would like to ask a question at this time, please press star 1 on your touchtone phone. Please unmute your phone and record your name when prompted. One moment please.

Karin Sinclair: Well, while we're waiting for any questions, this is Karin Sinclair. I guess I have a question. With so many little issues that need to be addressed, how does DWEA prioritize them and decide which ones to put their resources towards?

Mike Bergey: That's a good - very good question. We really - it's sort of a running argument as to what's the most important. I think given the expiration of the Investment Tax Credit for over 100 kilowatt turbines and the devastation that that would result in in a major segment of our membership, we've given - it's pretty easy call to make that one the top priority right now.

The other ones, you know, it's Washington. You never get immediate results. So it's kind of - it's not unreasonable to keep a number of balls in the air and sort of push them down the road, the issues, as you have opportunities. So, you know, it takes - I think that the Department of Energy program is a classic example. We didn't get much reaction early on, but the - but we're starting to see the fruits of those efforts now. And we hope to see the fruits in other arenas in the coming months.

Coordinator: We do have a question on the phone lines. (Bjorgen Kevinall), your line is open.

(Bjorgen Kevinall): I was wondering, are there any online resources to become more involved with DWEA or are there educational entities that would help legitimize like a smaller company to become an active member or any resources of that nature?

Mike Bergey: Well, there - DWEA does have a Web site, and it has a number of materials on it. We'll actually cover a few of those here in a few moments. The committees work - the way they work, and I'm glad you asked the question,

because I didn't mention this. The committees meet by teleconference either every two weeks or every three weeks, depending upon the committee. Those calls typically run about an hour. Their minutes are taken. They are open to any members, and the minutes are available to anyone.

And so it's pretty easy to plug into the activities of the association, and, of course, we depend upon those volunteers to do the work. We only have one full-time employee and one full-time consultant or we buy part of his time. So yes, I think just you'll see at the very end of the presentation the URL for DWEA. It's distributedwind.org, and I invite you to visit the site or (unintelligible)...

(Bjorgen Kevinall): Thank you.

Mike Bergey: ...to give Jennifer a call.

Coordinator: Thank you, and I am showing nothing further at this time.

Mike Bergey: All right, let me go on to the state policy program. The - a lot of the markets are really throttled by the state incentive programs, and so those states that have robust incentive programs are typically the most - have the largest markets and those with the weakest programs, the smallest markets. So it's an important aspect of the industry.

This year we had to throttle back a little bit, because these are paid-to-play efforts who if you want to hire lobbyists or fund trips to the state capitols, that requires funding. And so we work out where - what arenas we want to work in, and then we raise funds specifically for those initiatives from our members. This year due to a weaker business environment, which I'll get into a little

later, we weren't able to raise as much money, and we sort of dialed back some of our efforts.

Our top priorities this year and how we - how they turned out, I'll run through. Ontario, Canada has a huge FIT program. They pay 82 cents a kilowatt hour or it did for solar - small-scale solar and only 13 cents for a kilowatt hour for wind, where they didn't differentiate between large wind and small wind.

So we got involved there working with the Ministry of Energy as they did a FIT review. We made some good points, made some good contacts, but the political climate was such that when they finally did put their recommendations out, they did not include a microFIT category for distributed wind.

So we struck out completely there, but the great thing about politics is it's never over. And they'll be doing another review in about another six months, and we'll be back in the game trying again. It's just too big of a potential market. And with such a strong solar subsidy, there is no market for small and medium wind unless we can get the playing field leveled out.

In New York we were more successful working on rebates. The NYSERDA program was restructured somewhat, put on a stronger funding foundation. There was money added partway through the year, and so for the next three years or so, we seem to be in pretty good shape. There was also a group net metering bill that we helped promote, and that looks like it'll allow meter aggregation for a number of customers.

In California we just have a sad story. We had a program, as you may know, was shut down last year due to the DyoCore rebate scam. And then when it got started in November, the - it was just bad timing in the year - didn't get

much momentum going. And then in the budget reconciliation effort this summer, the - a Senate committee put in language that just shut it down, just ended the Emerging Renewables Program.

So right now we're trying to move it from the California Energy Commission. We think the legislature was mad at the handling of the DyoCore scam by the CEC, and we have legislative language that allows the program to be moved over to the California Public Utilities Commission.

I guess the good news is that the money was not taken away, but the money is in one agency, looks like the program, if we can get it started again, will be implemented in another agency. So there's all kinds of issues to be dealt with. And so right now there's no rebate program in California at all, but we're working to resurrect it.

In Iowa we worked on an RPS carve-out in tax credits. We struck out there. We'll be back again next year. In Kansas we worked on the extension of a tax credit. We struck out on that, and we'll probably be back again next year on that. So not a great year for state policy, but as I said, with politics tomorrow is always a brighter day.

One of the things that we do in the state policy arena is to promote turbine certification requirements. It's an easy call for turbines up to about 50 kilowatts that come under the purview of the AWEA standard, and so we're supporting the efforts of ITAC, of a number of states in promoting and requiring certification. And we're working with our Medium-Size Committee, and I'll - we'll talk about this more in a minute - to provide qualification requirements for the turbines that are larger than that covered by the AWEA standard.

So we've been able to work out - they've been able to work out a combination of existing international standards, aspects from the AWEA standard that provide for consumer-friendly reporting, and then a minimum fleet operational experience requirement. So we've come together. We've got a plan, and we're - policy recommendation we're promoting that in a number of arenas, as you'll see as we go through.

(Unintelligible) 2011 was on saving or resurrecting state programs in states like Wisconsin and Ohio and New Jersey, and we'd hoped to be able to work on permitting in 2012, but that hasn't happened. Hopefully 2013 we can get some toeholds on that. But we'll also be working unfortunately on resurrecting or saving rebate programs. So if you have an interest in state policy, I encourage you to get active with the State Policy Committee, of course, by joining DWEA.

So are there any questions on the state programs?

Coordinator: Thank you and once again, please press star 1 on your touchtone phone to ask a question, remembering to unmute your phone and record your name when prompted. One moment. We do have a couple coming in. One moment please.

And (Chris Earth), your line is open.

(Chris Earth): Thank you. Mike, I just wanted to mention you neglected one of the good news stories that you can talk about, which is Oregon. We have strengthened our incentive policies significantly and Energy Trust is starting to see a lot more activity in Oregon. So I'd urge you to mention that to people. We're seeing a lot more interest by a number of companies that haven't done much business here and a lot more turbines starting to go up.

Mike Bergey: (Chris), no problem convincing me to sing your praises. I think you guys have done a phenomenal job. I didn't mention Oregon, because DWEA didn't really have a hand in that. That was something I think, you know, I think perhaps Heather Rhoads-Weaver - various people would have provided comments. But we didn't actually provide lobbying work there. So that's why I didn't mention it. But it's an excellent program.

(Chris Earth): Thanks.

Coordinator: Thank you. (Bjorgen Kevinall), your line is open.

(Bjorgen Kevinall): Do you have any direct contacts with the State of Illinois that could possibly kind of fast forward the process of becoming more involved on a statewide level?

Mike Bergey: I'm not - no, I don't think we do. We haven't been active in Illinois. They had - as you may know, they've had sort of here-again gone-again incentive programs. But no, we haven't been active there. Now I'm sure we have members who have some familiarity. So if you would join a State Policy Committee call and pose that question, I'm sure you'd get a better answer than I can provide.

(Bjorgen Kevinall): Thank you.

Coordinator: Thank you, and I am showing nothing further at this time.

Mike Bergey: All right, thanks. Our next committee is the permitting and zoning. This is one of our larger committees and more active. They work on what has been our biggest barrier, and that's the difficulty in getting permits to put up the high towers that we need for the turbines to be effective. We've focused on

reference materials. There's a lot of stuff on the Web site, one-pagers, frequently asked questions, now a model ordinance. We have installation mapping.

We decided mid-year to put it in a members-only section, because we're having trouble getting enough installations to populate the list. And there was a concern (unintelligible) that didn't look like there were the thousands and thousands of small wind systems and medium-sized wind systems installed around the country. There are. We just don't have them on our maps.

So for now (unintelligible) the Web and as we get more and more sites added to that map and it begins to be a better reflection of the true population, then we'll put it back in the more public area. And then we're continuing to work on our zoning hotline of assistance and training.

The one-pagers have been particularly popular. They're quite often downloaded. We're starting to see some of the things that we recommend show up in zoning hearings and in articles. There are thematics. We've got things on tower height, setback, property values and a number of other - a number of other hot button issues. And I recommend that you visit the Web site and take a look at those.

For 2012 we were able to finalize and publish our model zoning ordinance. This is an ordinance that covers small wind turbines, and we're developing a second ordinance - model ordinance that covers medium-size. And an example of the differentiation between the two is in the medium-size, there's a section on shadow flicker, but in the small turbine, we don't really feel that that's a significant issue. And so that's not in there. Medium-size covers from 100 kilowatts up to several megawatts. So there are some different siting issues in that.

We have an ordinance - model ordinance reference guide in development that explains why we make certain recommendations. I think that is fairly far along in development and hopefully should be out within a month or two. We've helped NACo, the National Association of Counties, rewrite their wind handbook. The small wind section has been done, and I believe the mid-size and large system section is still in the works.

But NACo has been a very good partner and very receptive to putting forward the - you know, the real impacts of these distributed wind systems in their reference guides. We participated in the NACo National Conference. (Lisa DeFrancisco) attended and spoke there and attended some of the meetings. So we have a good back-and-forth dialog with them.

We've added a distributed wind miss fact sheet to our fact sheet section this year. We are working on another one that differentiates - I'll call it real wind, but that's not the proper term - an architectural wind where, you know, for example, the wind turbines that are being put on athletic stadiums now are not being put there primarily for energy production. They're being put there to evoke green stewardship, so - or a theme of green stewardship. So we're trying to differentiate - provide reference materials to differentiate those applications.

And we're developing a program, call it truth squad to proactively respond to NIMBY and anti-wind misinformation. And the membership is fairly fired up about this issue. We're tired of being beaten back by idiots, and so we're going to try to respond more aggressively to that.

That's the last slide on the installer or on the - I'm sorry the Permitting and Zoning Subcommittee. Are there any questions?

Coordinator: Thank you and again, please press star 1 for any questions. And I am showing no questions at this time.

Mike Bergey: Okay, thank you. The next committee is the Installer Committee, and it's really just getting its sea legs at this point. It's identifying needs and solutions, doing some Webinars. It's helping to coordinate Installer Month for the association. It works directly with the P&Z Committee on the zoning Resource Center. It's working on mentorship, and it's working towards an online installer forum, which we hope to launch in about October.

What we've been able to do this year in that committee is to put on a few Webinars, two on safety, two on the upcoming 2013 or 2014 NEC Article 694 electrical safety code for wind and then one on group insurance.

On group insurance, we're trying to put together a program where we can buy insurance at lower rates through the same agent and the same program. We need to get up to about 100 dealers before we can get enough business to start that. So we're continuing to do outreach to let the dealership networks know, both within DWEA and outside of DWEA, that we're working on this and we hope someday to meet the threshold and launch that program.

We are out right now with a installer questionnaire, an online questionnaire. I promoted it with - to our dealers just last week in a newsletter. But DWEA is trying to gain some insight as to the priorities and programs that would be most beneficial to the installer community. And we - June was Installer Month at DWEA, and we were able to highlight two installers then. And we hope to have a more robust program for installers in the coming year.

Any questions on the Installer Committee?

Coordinator: Please press star 1 for any questions.

Karin Sinclair: So while we're waiting for some questions, this is Karin Sinclair again. I'm wondering with respect to the installers, we've got the NABCEP installer certification, which doesn't seem to be really well subscribed at this time. And what - how does your program - DWEA's program differentiate between that - the NABCEP program?

Mike Bergey: Well, Karin, we don't really do any certifications. We're more information exchange, mentoring, providing visibility to good case studies or model installers. So they're complementary really. I think we're more pursuing, you know, the business environment for the installers, and then NABCEP is providing the professional certifications that, you know, differentiate the skills.

Karin Sinclair: Well given that the NABCEP program testing program has been suspended as of their test this month, do you see a role for DWEA to, you know, kind of fill in in some way, not to provide certification, but to provide some more stability for installers?

Mike Bergey: I really can't answer that. I think we'll just have to look for feedback from the installers as to what their priorities are. You know, hopefully there will be enough of them interested, if they have more publicity or there's more requirements for it, to enroll in the programs. And NABCEP would then be able to afford to offer them again. I really don't know where that's headed, Karin.

Karin Sinclair: Okay, thanks.

Mike Bergey: You're welcome. The next committee is our Education Committee, and this is one that's largely worked themselves out of a job. They've done a lot to help the other committees put together their materials. They've set up a social media program for DWEA. They've had oversight on our newsletters and our Web site, the Webinars, and they pretty much set up the templates for a lot of the activities that we do on a daily basis.

So they set up the newsletters. They accomplish setting up the media, Webinars and all of that. So working - Jennifer working with the Education Committee has hired a new Web developer. We expect to revamp our Web site and have a new and better site within a couple of months. So that work is underway now, and we have hired a PR firm. So our press releases and our issues get much broader distribution. So the Education Committee has done an excellent job, and we're thankful. A lot of those people are spread out now amongst the other committees.

Let me just go ahead. I'm cognizant of the time. Let me just launch into the Mid-Size Committee. If you had a question on the Education Committee, we'll - just hold it for a minute please.

Mid-Size Committee is for those turbines, both the manufacturers and the vendors and the developers that use turbines that are beyond the scope of the AWEA standard, so that's 200 meter square rotor. And they serve to provide the policy support for our federal and state lobbying initiatives for our ordinances, for our fact sheets, and to help us set priorities.

This year they're most - they've been most active in working with the ITC extension, the second item on the bullet. That's been their top priority. That's been a top priority for DWEA in Washington, and I really have to hand it to the members of the committee who have shown up in Washington on

numerous occasions. They've made calls within their state. They've really worked the issue hard, and it's really their hard work that has given us the limited success that we've had in getting into the Senate finance program.

The other activity this year has been in the area of program qualifications, certifications, if you will. There is no clear-cut standard for the larger or mid-scale turbines like there is for the small scale, and so it's been a balancing act to patch together pieces of what could be onerous large wind turbine standards if you did the full gamut and then some of the consumer-friendly reporting requirements that we like in the AWEA standards. So they've done a good job on that and provided input to DWEA, ITAC, NYSERDA and others.

They were very active in the February Lobbying Day and they showed up again in July for a series of meetings up on the Hill that I think were very timely and really helped us in the Senate. They've drafted a zoning ordinance for mid-size turbines, and they're working with NACo on the mid-size components to the wind handbook.

So are there any questions on either the Education Committee or the Mid-Size?

Coordinator: Please press star 1 again to ask any questions. One moment. And (Trudy), your line is open.

(Trudy Forsyth): Thank you. Mike, this is (Trudy Forsyth), and my question really doesn't fall so much in the committees but is more I would call it a big picture question. So here it goes. Do you think that there are opportunities for different distributed renewable technologies to work together to implement some state and/or federal policies?

Mike Bergey: Well that would be a great thing. You know, we should be doing that. What did President Clinton say last night? Cooperation.

(Trudy Forsyth): That's right.

Mike Bergey: I'd like to see more of it, but, you know, we have had some difficulty in working with other renewable technologies organizations, and it's sort of hope springs eternal. We have an outreach effort right now to the Solar Energy Industries Association on some policy work. We're hoping that that will provide a good start, and we can quit sort of working as stovepipe organizations. I believe we'd be much more effective if we could do that, and I know you feel that way and have worked hard to see that happen. But I can - you also know that it's a difficult hill to climb.

(Trudy Forsyth): There is no doubt it is a difficult hill to climb, but the imperative to me is more and more urgent all the time. So good luck in working with SEIA or any other distributed renewable organization, maybe hybrid vehicles, electric vehicles that really link well with wind technology, and as always, Mike, let me know how I can help.

Mike Bergey: (Trudy), much appreciated.

Coordinator: Thank you. I am showing nothing further, sir.

Mike Bergey: Thank you. So there's some current activities I wanted to cover that don't really fall into the previous list or that are right at the top of our agenda. I mentioned the focus on the ITC extension. We are pursuing that, but we're also trying not to let the other policy arenas in Washington, the DOE funding, the REAP funding, the stuff at FERC, the stuff at the IRS - we're trying not to

let those balls fall by the wayside either. So we're continuing to work on all those issues.

We're busy organizing our second annual Washington Lobbying Day. People were very enthusiastic about the first one. So we're having that February 12 and 13 of next year. We're going to have a business meeting where we're going to work much more closely this year with different federal agencies. So I think we'll have a good turnout for that.

We're also working with AWEA on a joint conference next year, the Small and Community Wind Conference in Rochester, New York, June 11 and 12. And that will be - have exhibit space, a full 2-1/2 day technical program, a lot of outreach to farmers and local markets. I think it'll be a very good event for the industry.

And that occurs a week before the Wisconsin Small Wind Installers Conference, and we're sort of looking that as - the Rochester event is the East Coast version, and the Wisconsin event is the Mid-West version. And we're going to be actually having trucks that will haul exhibits from New York to Wisconsin over the weekend to make sure that our members can participate in both events. And we're promoting both events.

We are now working with U.S. Green Building Council to add - to encourage them to add qualification criteria to onsite wind lead points, so we can perhaps cut down on the number of roof-mounted Chinese vertical access machines that last two weeks. And we've - I just had a conference call with them last Friday. They're receptive. We're catching them during the development of Version 3 of their rules, and so - Version 4, I'm sorry. And so I'm optimistic that we'll be able to get some good criteria in there.

And then finally, we've been participating in regional farm shows in New York and in Iowa with DWEA pavilions providing a place where a number of manufacturers can bring their hardware and we provide presentations during the course of the day. And those have been very, very well received. Lots of business opportunities, lots of enthusiasm, and that's something we're going to continue to do in the future.

Let me close out with a few comments on the state of the industry. I mentioned earlier that we had to trim back our state lobbying program, because we weren't collecting as much participation. Overall we've really seen an industry that's in stress this year. We have lost some state programs, California, New Jersey, Ohio. I left off Wisconsin, Nevada, although it's still going. It's been opened up to used equipment, so that that's really just recycle wind farm machines are what's being installed there now.

We're seeing a tail end of the stimulus program funded projects at schools and other places. So that part of the market is diminishing. PV prices have come down. There have been dumping. Now have sanctions that are being put in place because of those dumping of Chinese modules in particular. And then there's also been the advent of the nothing down solar leasing programs. All of those have had impacts on the markets for distributed wind.

As a result, 2012 sales are down across the board here in the U.S., and we've seen some bankruptcies: Windspire, Helix, (ROM), ReDriven, Intertek and Nordic. Now a number of those won't be missed by the mainstream industry, but, you know, companies like Intertek and Nordic put forth, you know, good products, and it's a shame to see them going under.

We've also seen management shakeups, Southwest Windpower and Northern Power and some others. And so there is stress. There will probably be some

consolidation and, you know, it's something we're just going to have to work through. The energy business is cyclical, and we're on a - got sort of the short straw right now.

On the bright side, for those manufacturers that are exporting into the U.K. market, that is going gangbusters. And so, you know, there are a number of manufacturers that will sell more wind turbines in the U.K. this year than all the rest of their markets combined. So that is a part of it.

But fear not, we're not giving up. There's still a tremendous desire for onsite wind generation. The public wants to produce its own electricity. We're getting more products. The products are getting more cost effective. The warranties are getting longer. Solar is here to stay, but there will always be a place for wind systems.

And we do see - we've already seen that the second half of the year is likely to be much, much better than the first half here in the U.S. and then other places are starting to blossom. So we're seeing increased exports to the U.K., starting to see some exports to Japan. It's a number of places where the markets are strong and U.S. products are very competitive.

So DWEA, I think is an important instrument for the development of our industry, and it's something that I think we can all be proud, those of us who've been active in DWEA in playing a role and shaping the future of our industry.

With that, let me give you some contact information for DWEA. Jennifer Jenkins, our executive director, invites you to call her at any time on any issue. There's her email address as well, and the Web site for the association. And if there's anything that I can help you with, I'd be more than happy to

talk with you. I don't know if I put my email on the presentation, but it's easy to remember mbergey@bergey.com. With that, thank you for the opportunity, and I'll just open the floor again for any final questions.

Coordinator: Certainly, thank you, sir. And once again, please press star 1 to ask a question. One moment.

(Bjorgen Kevinall), your line is open.

(Bjorgen Kevinall): Yes, I've had a couple of technical difficulties throughout the Webinar with seeing some of the slides. I was wondering is there going to be like an online copy of the slideshow so I could like look into anything I may have missed as far as contact information, organizations to possibly be a part of or at least look into and things of that nature?

Mike Bergey: Karin, do you want to take that one?

Karin Sinclair: Yes, so the Webinar is going to be - is recorded. It's going to be transcribed, and the whole package including the presentation - the PowerPoint presentation will be posted to the Wind Powering America Web site as well as we can make it available to you individually if you would like. So I - if you want to send me your email address, I'll make sure that you get the copy directly, and then you can also go to the link that we will circulate later once it's all posted.

(Bjorgen Kevinall): Okay, great, thank you.

Coordinator: Thank you. There are no further questions.

Karin Sinclair: Well, okay, so this is Karin again. I just want to thank Mike for a really great presentation. There's definitely a lot of work going on that we'll be supportive of the distributed wind industry. And I guess I would echo his request, anybody that's out there that would like to join DWEA and contribute to the success moving forward, I'm sure there are seats available on many of these committees or others that haven't yet been started.

So I think with that, unless there is any other comments, we'll draw this to a conclusion. And I once again thank everybody for participating, and so that concludes our Webinar for today. And we can stop recording at this point. And for those...

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