Energy Opportunities

• Saving Money
  – Restructure current power supplies
  – Add Renewable energy
  – Build your own generation
  – Utilize new FERC ruling on Qualified Facilities

• Making Money
  – Form a utility
  – Build your own generation
  – Develop your own renewable generation
  – Develop your natural gas resources
  – Build pipeline
Independent System Operators
Energy Pricing

• Cost of Service prices are increasing

• Market electric pricing are flat or falling

• For the same service provided by a generating utility, a customer can purchase from the market for 10% - 30% less
Saving Examples

• Wisconsin
  – 10 Municipals – Projected Saving > $80 Million
  – 3 Cooperatives – Projected Savings > $60 Million

• Nebraska
  – 1 Public Power District > $12 Million
  – 3 Municipals – Projected Savings > $20 Million

• Minnesota
  – 1 Municipal – Projected Savings > $12 Million
  – 14 other Municipal – Actual Savings > $12 Million
The Energy Product

Load Shape

Hours/Day

mW
Making Money

• Develop your own energy opportunity
  – Conventional generation
    • Sell capacity, energy, options, ancillary services
  – Wind and solar can be used on vacant land
  – Develop oil and gas resources
  – Use for your needs or sell excess into the markets
Requirements To Develop Project

- Off–Take Agreements
- Credit Quality
- Financing
- Interconnections
- Natural Resources
- Land
Summary

• Reduce the cost of your power supplies
  – Restructure your power supply agreement
  – Form a Tribal Utility to access markets

• Create additional revenue
  – Building generation
    • Wind, Solar, Conventional Generation
  – Develop natural resources and right-of-ways
Questions?

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