

**Commercial-Scale Renewable Energy Project Development and Finance Workshop  
September 1-3, 2015  
Tuesday to Thursday**

National Renewable Energy Laboratory (NREL)  
Research Support Facility (RSF), Room 320 Beaver Creek  
15013 Denver West Parkway  
Golden, CO, 80401

**AGENDA**

**Learning Objective:** Understand the process for and potential pitfalls of developing commercial-scale renewable energy projects. Determine how the development of a commercial-scale renewable energy project could further a Tribe's goals.

**Anticipated Results:** Attendees will be comfortable discussing renewable energy project development possibilities with project developers and project financing options with potential investors. Potential tribal roles will be clear and participants will better understand the five-step project development and financing process.

**Tuesday, September 1, 2015**

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| <b>8:00 and 8:15 a.m.</b> | <b>2 Shuttle Services from Denver West Marriott</b>  |
| <b>8:00-9:00 a.m.</b>     | <b>Registration and Breakfast</b>  |
| <b>9:00-9:30 a.m.</b>     | <b>Welcome</b><br>U.S. Department of Energy (DOE) Office of Indian Energy Program Manager – Sarai Geary<br><b>Context: Project Scale—Commercial vs. Community vs. Facility</b> |
| <b>9:30-10:00 a.m.</b>    | <b>Introductions and Logistics – Sherry Stout, NREL</b>  |
| <b>10:00-10:15 a.m.</b>   | <b>Summary of Tribal Leadership Forum – Sarai Geary, DOE Office of Indian Energy</b>   |
| <b>10:15-10:30 a.m.</b>   | <b>Break and Networking</b>  |
| <b>10:30-11:00 a.m.</b>   | <b>Renewable Energy Project Development and Finance Framework: The Five-Step Process – Jason Coughlin, NREL</b>  |
| <b>11:00-11:30 am</b>     | <b>Guest Speaker: Jana Ganion –Blue Lake Rancheria</b><br>Jana will discuss the Tribe's goal to achieve 100% self-sustainability, their successes, and their latest projects.  |



- 11:30 a.m.–12:30 p.m. Lunch (Provided)**
- 12:30–1:15 p.m. Step 1: Identifying Project Potential: Markets and Initial Site Considerations – Sherry Stout and Megan Day, NREL**
- 1:15–1:45 p.m. Siting Exercise: Learn about items to consider when identifying an appropriate site for a commercial-scale renewable energy project.**
- 1:45 –2:00 p.m. System Advisor Model (SAM) Tool Demonstration – Nicholas DiOrio, NREL**
- 2:00–2:15 p.m. Break and Networking**
- 2:15–2:45 p.m. Guest Speaker: Fawn Wasin Zi – Standing Rock Sioux**  
Fawn leads the Tribe’s Renewable Energy and Energy Development Organization in South Dakota. To determine the Tribe’s market for a commercial-scale project, she conducted a wind feasibility study for a 50- to 150-megawatt wind energy project. Fawn will discuss the process, lessons learned, and findings.
- 2:45–3:00 p.m. Technical Assistance Overview – Sherry Stout and Colton Heaps, NREL**
- 3:00–4:00 p.m. Step 2: Project Options**  
**Final Site Selection, Tribal Role Options, Business Structures and Intro to Finance and Procurement – Colton Heaps, NREL**  
**Permitting/Interconnection – Dave Narang, NREL**
- 4:00–4:15 p.m. Day 1 Wrap-Up, Review Tomorrow, and Evaluations**
- 4:15–4:30 p.m. Shuttle Service to Denver West Marriott**



## Wednesday, September 2, 2015

- 8:30–8:45 a.m.                    2 Shuttle Services from Denver West Marriott
- 8:30–9:00 a.m.                    Registration and Breakfast
- 9:00–9:15 a.m.                    Review of Day 1/Agenda Review – Sarai Geary, DOE Office of Indian Energy
- 9:15–10:45 a.m.                    **NREL Panel Presentation on Commercial-Scale Renewable Technologies**  
 Subject matter experts (SMEs) from NREL will provide a brief market update on various technologies.
- Next, SMEs will be available for “Table Topics,” where workshop attendees can “ask an expert” anything about renewables.
- Wind – Tony Jimenez**  
**Solar – Dan Olis**  
**Biomass, Combined Heat and Power, and Waste-to-Energy – Randy Hunsberger and Anelia Milbrandt**  
**Grid Integration – Dave Narang**
- 10:45–11:00 a.m.                    Break
- 11:00 a.m. –12:00 p.m.            **Guest Speakers: Moapa Band of Paiutes**  
 Moapa will speak on their 200 megawatt solar commercial project, created on tribal trust land utilizing an LLC business structure, with Los Angeles as the offtaker.
- Terry Bohl, Administrator of Business Enterprises for the Moapa Band of Paiutes
  - Steve Maize, American Nation’s Resources, GIA Power Management EERE Developer
- 12:00–1:00 p.m.                    Lunch (Provided)
- 1:00–2:00 p.m.                    **Guest Speaker: Christopher Cole - U.S. General Services Administration (GSA) Purchasing**  
 Learn about tribal eligibility for deep discounts on equipment and services.
- 2:00–3:00 p.m.                    **Guest Panel: Mesa Grande Band and their Tekamuk Energy Services Power Purchase Agreement**  
 “The Anatomy of a Successful Tribal PPA”  
**Learn how joint venture partners Tekamuk Energy Services and Geronimo Energy landed a 140 Megawatt wind Power Purchase Agreement (PPA) from the U.S. GSA.**
- Curtis La Chusa – Treasurer, Mesa Grande Band and Tekamuk Energy Services Board Member
  - Virgil Oyos, Vice Chairman of the Mesa Grande Band, Director of MG2 Tribal Energy Joint Venture, and President of Tekamuk Energy
  - Drew Terwilliger, Director of Business Development at Geronimo Energy



– a Minnesota based wind and solar developer

- Marsha Kelly – Board Member Mesa Grande Economic Development Authority

3:00 – 3:15 p.m.

**Break and Networking**

3:15–4:00 p.m.

**Step 3: Project Refinement: Project Financing Structures**

**Travis Lowder and Jason Coughlin, NREL**

4:00–4:30 p.m.

**Tribal Sustainability to Commercial Solar – Nelson Cody, Navajo Leupp Chapter**

Nelson will discuss how the Leupp Tribe has incorporated sustainable system designs into a Strategic Regional Energy Plan that includes plans for a commercial solar project.

4:30–4:45 p.m.

**Day 2 Wrap-Up and Evaluations**

4:45 p.m.

**Shuttle Service to Denver West Marriott**



## Thursday, September 3, 2015

- 8:30 and 8:45 a.m.      2 Shuttle Services from Denver West Marriott
- 8:30–9:00 a.m.      Registration and Breakfast
- 9:00–9:15 a.m.      Review of Day 2/Agenda Review – Sarai Geary, DOE Office of Indian Energy
- 9:15–9:45 a.m.      **Guest Speaker: Margaret (Margie) Schaff, Attorney at Margaret Schaff and Associates, LLC**  
Margie will speak about off-taker agreements — what you need to know to set the stage for a successful energy user relationship.
- 9:45–10:15 a.m.      **Step 4: Project Implementation – Sherry Stout, NREL**
- 10:15–10:30 a.m.      Break and Networking
- 10:30–11:30 a.m.      **Step 5: Project Operations & Maintenance (O&M)**  
Introduction to O&M – Sherry Stout, NREL  
Solar O&M Tool – Andy Walker, NREL  
Biomass O&M – Chris Gaul, NREL  
Wind – Tony Jimenez, NREL
- 11:30 a.m.–12:30 p.m.      Lunch (Provided)
- 12:30–1:00 p.m.      **Guest Speaker: Division of Energy and Mineral Development**  
**Tribal Energy Development and Available Grants**
- 1:00–1:30 p.m.      Jeopardy!  
Training Wrap-up and Evaluations
- 1:30–1:45 p.m.      Break and Networking
- 1:45– 3:00 p.m.      NREL Campus Tour – Rachel Romero, NREL
- 3:00–3:15 p.m.      NREL Shuttle Service to Denver West Marriott

