

Tribal Energy Webinar

Energy Opportunities

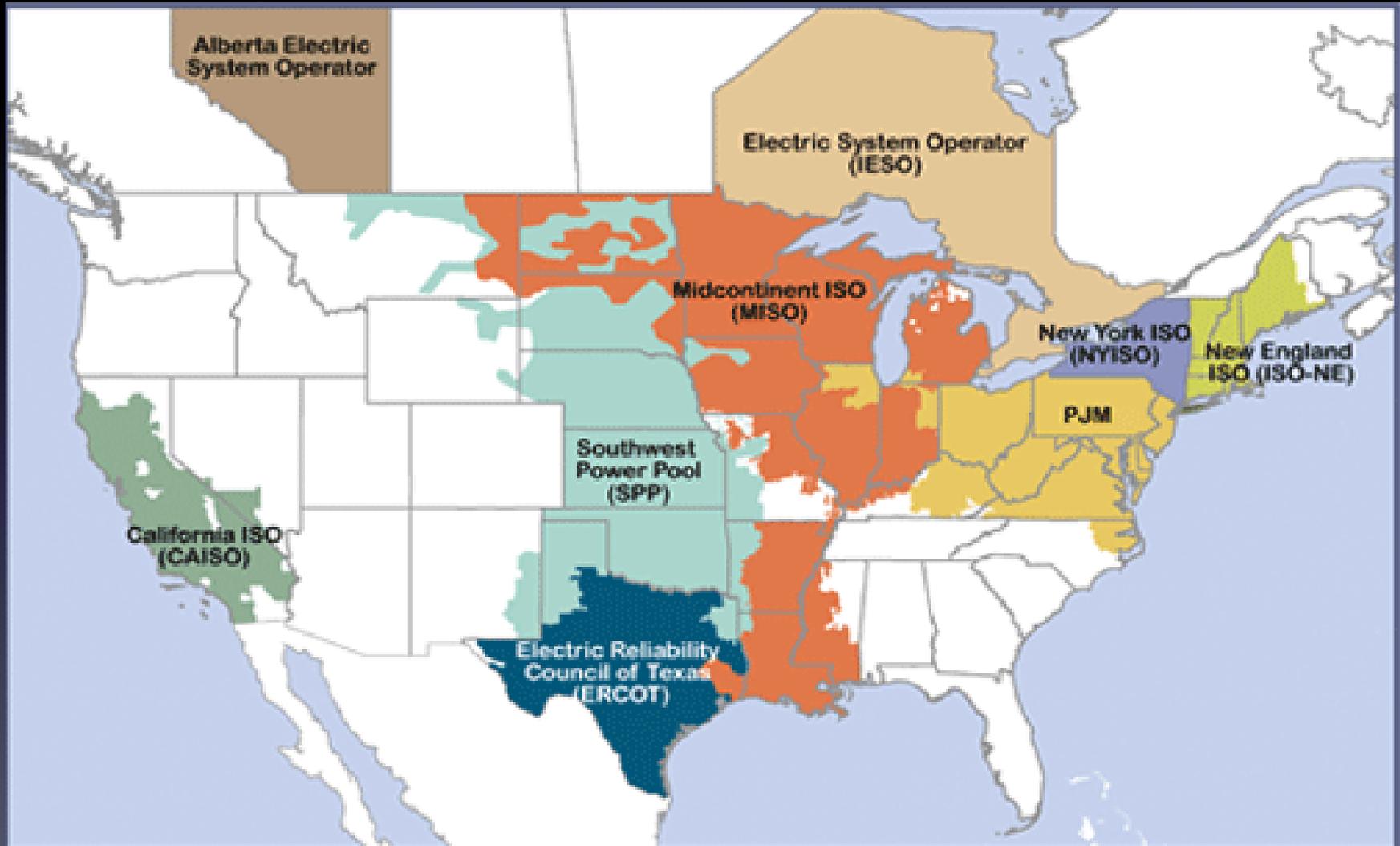
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Energy Opportunities

- 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



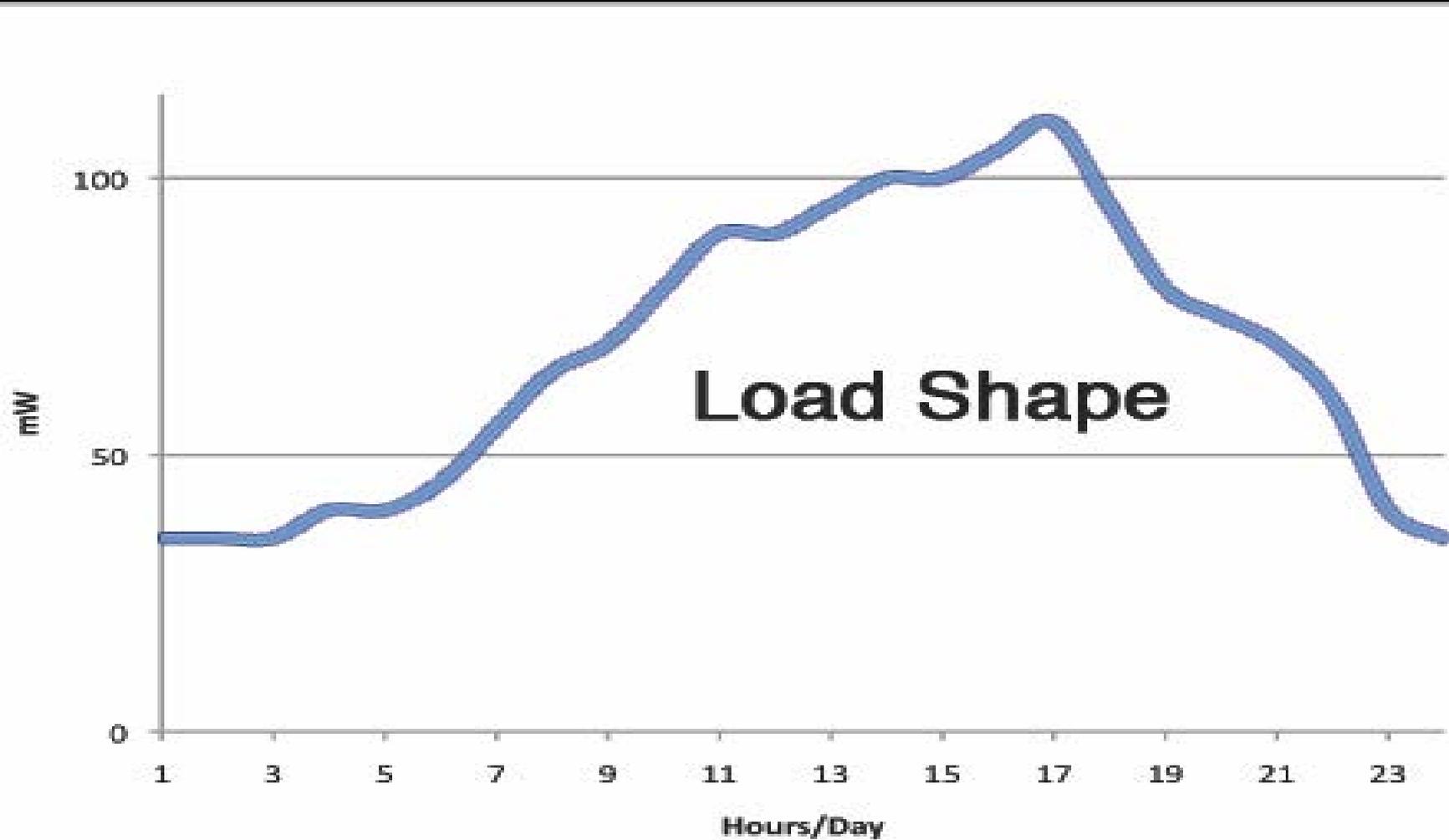
Energy Pricing

- 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



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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