

## CONSIDERING WIND

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### COMMON QUESTIONS FROM COMPANY ROLES

At One Energy, we look for every opportunity to educate on cost-effective power solutions, the savings attainable through self-generated wind power, and the nuances of the wind industry in general. Use this document to navigate the videos on [oneenergywind.com/considering-wind](http://oneenergywind.com/considering-wind). Each question is labeled and numbered to match the title of the related video under the appropriate role in an industrial facility; click the roles to be taken to the respective videos on the website.

#### CEO

- Q1. What do the financials look like?
- Q2. What are the risks?
- Q3. What are the rewards?
- Q4. What is the real value proposition?
- Q5. What are the intangibles?
- Q6. What is the strategic value?
- Q7. How will investors view this?
- Q8. Do you prepare terms shorter than 20 years?

#### CFO

- Q1. What is our capital investment?
- Q2. What are the short-term and long-term OPEX savings?
- Q3. What is the present value of the future savings?
- Q4. Does this get lease treatment?
- Q5. How do you analyze our current power bill?
- Q6. What has rate inflation been historically?
- Q7. How much does One Energy make off this project?
- Q8. Why shouldn't we just do this as our own capital project?
- Q9. How are you financed?
- Q10. Who pays the taxes?
- Q11. What tax credits am I eligible for?



## **PLANT MANAGER**

- Q1. How big are the turbines?
- Q2. Will we need a plant shut-down?
- Q3. How will this affect our neighbors?
- Q4. What due diligence have you done to assess the effect on the neighbors?
- Q5. How will the community respond and how do you educate the community?
- Q6. How do we roll this out to our team members?
- Q7. What is this going to cost me?
- Q8. What is this going to save me?
- Q9. What is the return on this?
- Q10. Who else is doing this?
- Q11. What if the turbines stop running?
- Q12. Do the turbines run all the time?
- Q13. Will this power my plant during an outage?
- Q14. Does this go on our land or are you buying land?
- Q15. What if the plant expands?
- Q16. What if the price of power goes down?
- Q17. Does this make my plant more valuable?
- Q18. What if they sell this plant?
- Q19. What exactly are you expecting from my team?
- Q20. How well have your predictions worked out in the past?
- Q21. Are there guarantees the turbines will produce power?
- Q22. How often do we get update reports on the turbines?
- Q23. What is mywindproject.com?

## **GENERAL COUNSEL**

- Q1. Who wrote the Renewable Energy Agreement (REA)?
- Q2. Why do you call it a Renewable Energy Agreement?
- Q3. Do we have to use this form of lease or easement?
- Q4. What insurance do you have?
- Q5. How am I protected from liability for your work?
- Q6. What will our responsibility and liability be?
- Q7. What liquidated damages are in the REA?



- Q8. Can we terminate the REA?
- Q9. Can we assign the project to someone else?
- Q10. Which jurisdiction do you use and why?
- Q11. What if we have a dispute?
- Q12. Is this a standard form agreement?
- Q13. How are you financed?
- Q14. Who owns/controls the land?
- Q15. What happens if we default?

### **ENGINEERING MANAGER**

- Q1. Will a wind turbine affect power quality?
- Q2. How do you control voltage?
- Q3. Where will you tie into my plant?
- Q4. What protective equipment do you have in place?
- Q5. Will you cause harmonic problems?
- Q6. Will you cause power factor problems?
- Q7. What do the turbines do in a fault or grid outage?
- Q8. If the grid is down, will the turbines still be powering my plant?
- Q9. What is the interconnection process with the utility?
- Q10. Why don't you put your cable in conduit?
- Q11. What voltage do the turbines produce power at?
- Q12. What voltage does the collection system operate at?
- Q13. Can we access the meter ourselves?
- Q14. Do the turbines produce AC or DC power?
- Q15. Do the turbines get hit by lightning?
- Q16. How often are the turbines serviced?
- Q17. Where are the spare parts?

### **ENERGY MANAGER**

- Q1. What is the difference between demand and consumption on my bill?
- Q2. What is my marginal cost of energy?
- Q3. What is a CRES?
- Q4. What is net metering and when is net metering available?
- Q5. What portion of my bill will you offset?



- Q6. Do utilities have to allow net metering?
- Q7. How is the current electric market affecting generation prices?
- Q8. Can you match my billing cycle?
- Q9. How do retail rates differ from wholesale rates?
- Q10. Will you negotiate the price of power?

### **SAFETY MANAGER**

- Q1. What is your safety record?
- Q2. What training do your field managers have?
- Q3. What is tower-rescue training and what level are you trained to?
- Q4. What first aid and CPR training do you have?
- Q5. What OSHA training do you have?
- Q6. Who does your crane and rigging work?
- Q7. Do you do JSAs?
- Q8. Can we see your safety plan?

### **ACCOUNTING RESEARCH DEPARTMENT**

- Q1. Is this a lease?
- Q2. Which version of the FASB rules are you basing your decision on?
- Q3. If we take all the power, how is this not a lease?
- Q4. Do the Big 4 agree with you?
- Q5. Do you have literature to support your statements?
- Q6. Are companies typically writing a white paper on this?
- Q7. What about non-FASB standards like IFRS?
- Q8. Is this a lease under the UCC and do I need to consider that?

### **ACCOUNTING DEPARTMENT**

- Q1. How do you bill?
- Q2. Who do you bill?
- Q3. How long do you keep your records?
- Q4. Can we audit your billing?
- Q5. Do we still get a bill from our power company?

### **SUSTAINABILITY MANAGER**

- Q1. What carbon emissions are avoided by using these turbines?



- Q2. Can I market this within my sustainability program?
- Q3. Are there truth-in-advertising laws I need to know about?
- Q4. What is a Renewable Energy Credit (REC) and why do I care about it?
- Q5. What are the different REC markets?
- Q6. How does this affect my Scope 1 and Scope 2 emissions?
- Q7. What about environmental concerns, like birds?

## **COUNSEL**

- Q1. What is the regulatory framework and my obligation under it?
- Q2. What is the net metering?
- Q3. What is PURPA?
- Q4. Why Ohio?

## **MARKETING MANAGER**

- Q1. How will the community rollout process go?
- Q2. When will you start talking to public officials?
- Q3. What terms can we use while marketing this?
- Q4. Can we put our logo on the turbine?
- Q5. What kind of press does a project typically receive?
- Q6. Will you help us prepare a press packet?
- Q7. Can you help us with videos and graphics?
- Q8. What is a Megawatt Scholarship and who administers it?
- Q9. What is the groundbreaking and ribbon-cutting process like?

## **PLANT EMPLOYEES**

- Q1. What does this mean for my plant?
- Q2. Is this about being green or saving money?
- Q3. How much money is my company saving with this?
- Q4. Is this like those big wind projects?
- Q5. How big are the turbines?
- Q6. Are the turbines safe?
- Q7. Are the turbines dangerous to work around?
- Q8. Why should I care about this?



## **CONSTRUCTION MANAGER**

- Q1. How long will the construction process take?
- Q2. Who are your subcontractors?
- Q3. Can we veto your subcontractors?
- Q4. Who controls the design?
- Q5. Can we review or modify the design?
- Q6. Do we get weekly updates?
- Q7. How much work do you self-perform?
- Q8. Can we review your quality documentation throughout the project?
- Q9. Who's in charge of the project?
- Q10. What is the organizational chart for this project?
- Q11. What security do you have?
- Q12. What do we need to do to support the project?
- Q13. Do you need a plant shut-down?