



Developing a Distributed Fleet (Learning/Incorporating Lessons/Sharing)



EW50 Wind Turbine

Integrates with existing infrastructure



Entegritty Wind Systems Inc.

- US Headquarters in Boulder, CO
- Manufacturing/Engineering in Charlottetown, Prince Edward Island
- Single Product: EW50 Wind Turbine

- Vertically Integrated
 - Design & Manufacture
 - Develop high value projects with compelling economics
 - Provide comprehensive maintenance and operations support
 - Long term customer service



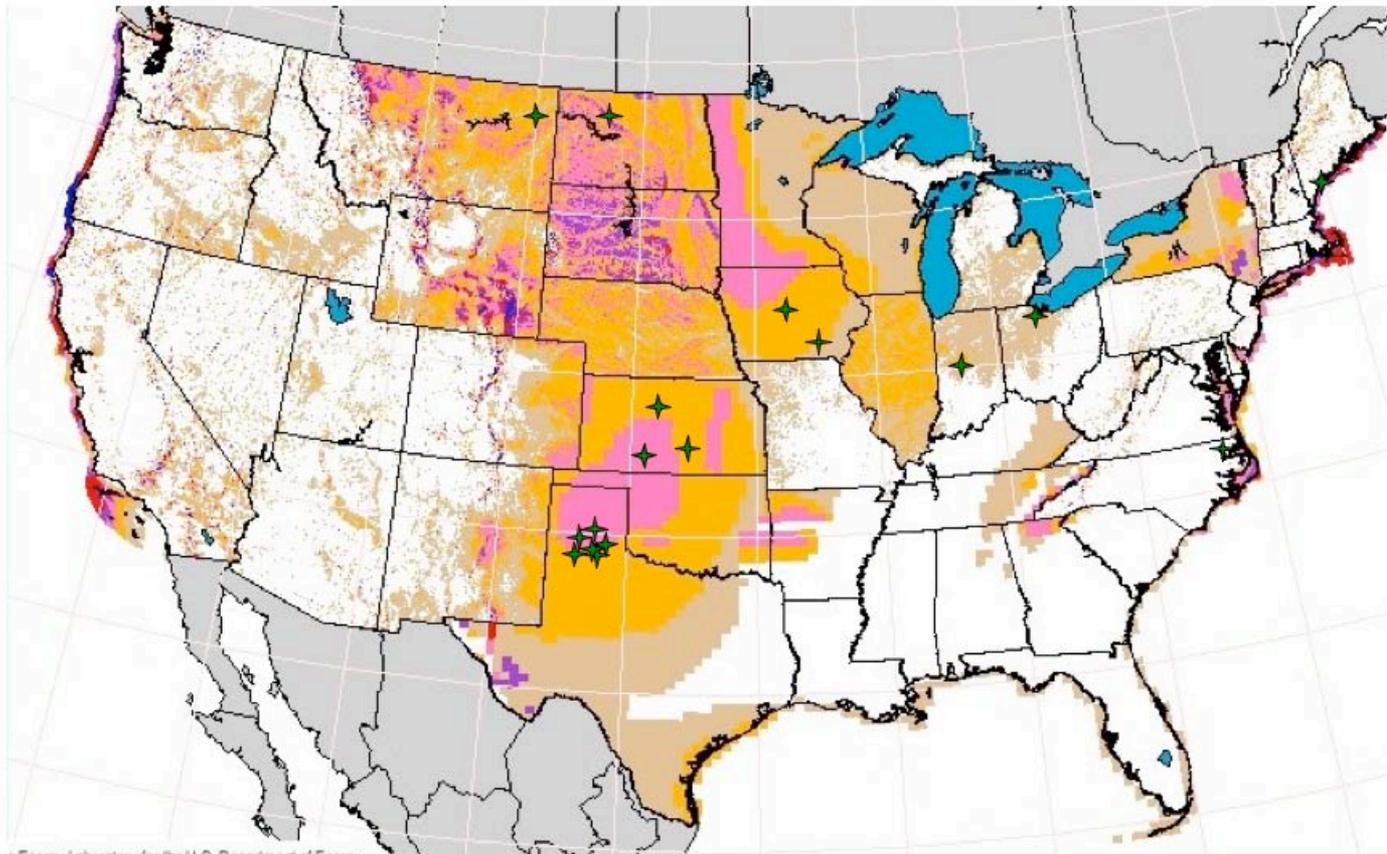
Market Focus: Distributed Wind
Applications to Control Energy Costs

EW50 Wind Turbine

- 15-year history (including legacy AOC)
- Key Specifications
 - 50kW, 100' Tower, 50' rotor
 - 3 Phase Induction motor
 - 9 mph cut-in, 50 mph cut-out
 - Streaming data
- Distributed Energy Applications:
 - Commercial/Industrial sites
 - School and Colleges
 - Municipal Facilities



Building a Distributed Fleet: 16 Pilot Projects



Project Problems (historic):

- Poorly supported projects (poor economics)
 - Lack of local support
- Expensive Builds
 - New customer = New GC = \$\$
- Inconsistent Build Quality
 - Lack of on-site support
- Inconsistent Maintenance
 - Lack of information
 - Lack of local talent

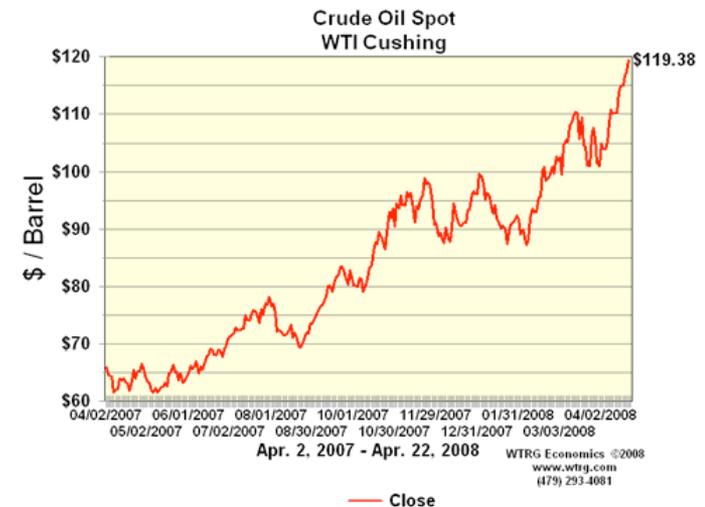
Solutions: Own the Process (do it yourself)

- Manage the Development
 - Project Selection / Valued Projects
- Manage the project costs
 - Education
- Develop regional partnerships (training)
 - Improved build consistency
- Own the O&M
 - Remote monitoring/control is vital
 - Direct feedback loop



AK Specific:

- Must discover value
 - US price for diesel up 24% since January Y-K meeting
 - What's broken?
- Hub projects vital to success
 - Provide critical mass
 - Stable location for trained personnel
- Spoke projects now more feasible
 - Remote monitoring/control
- Crawl - Walk - Run (before it's too late)
 - \$13/gallon?? = \$1.00 kWh (fuel)??



Ingredients for Success

- Critical
 - Wind Resource
 - Moderate to High Cost of Energy
 - Load match
 - Available Financing/Finances
 - Utilities that cooperate
- Helpful
 - Green Energy Markets
 - Corporate, Institutional, Community Values



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