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# Hoosac Wind Farm PILOT Negotiation Experience

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# PILOT (Payment In Lieu Of Taxes) of Negotiation Experience – Hoosac Wind Farm

- **Significance: Tax Burden Wind vs Conventional Generation**



The screenshot shows the ISO New England website interface. At the top left is the ISO New England logo. To the right is a search bar with "Google™ Search" and a search button. Below the search bar are links for "Site Index" and "Site Map". A navigation menu on the left lists various market data options, with "Hourly Data" selected. The main content area shows the breadcrumb "Home > Markets > Hourly Data" and a photograph of a city at night. The title "Current Hourly Marginal Price Data" is displayed, followed by a disclaimer: "Disclaimer: The following real-time LMPs are provisional and subject to verification." Below this, the "Hourly System Demand: 15343 MW" is noted for "2011-06-26, hour ending 13". A table follows with columns for Location, LMP, and Component. The table data is as follows:

Location			LMP	Component		
ID	Name	Type	LMP	Energy	Congestion	Marginal Loss
6352	HC.AYER 115	HUB NODE	40.97	41.61	0.00	-0.64
6353	HC.CARPTRHL115	HUB NODE	41.11	41.61	0.00	-0.50

# PILOT Negotiations - Process

## Education – Tax Jurisdictions (TJ's)

- PILOT Process
- Wind Generation

## Third Party Consultants

- Provide Comfort/Confidence to TJ's
- No Exact "Right" Answer – Wind and Capex +/- 10% best.

## Negotiation

- Skepticism by TJ's
- Lengthy with consultants

## Drafting

- Some examples
- DOR requirements/Review

Timing – Can be lengthy process



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