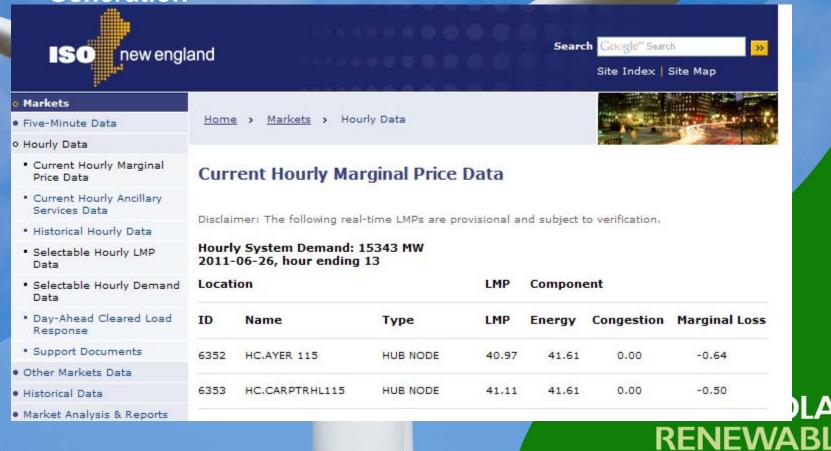


Hoosac Wind Farm PILOT Negotiation Experience

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

 Significance: Tax Burden Wind vs Conventional Generation



PILOT Negotiations - Process

Education – Tax Jurisdictions (TJ's)

- PILOT Process
- -Wind Generation

Third Party Consultants

- -Provide Comfort/Confidence to Ty'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

