

# REPORT TO CARSON CITY ON PRINCETON DEVELOPMENT CORPORATION ACTIVITIES RELATED TO RENEWABLE ENERGY ECONOMIC DEVELOPMENT

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7/14/03

While we are ramping up to an executed Pre-Development Agreement, the Princeton team has begun recruiting companies for potential investments in the renewable energy industry in northern Nevada. Various recent meetings and outreach activities reinforce our assessment that the Carson City region will be attractive to manufacturers.

This memo reports to you on the major Princeton contacts and conversations related to the Renewable Energy Economic Development project. Princeton has had other but less significant conversations and contacts not listed here.

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## **MANUFACTURER DEVELOPMENT**

### ***Altery Systems***

Eric S. Mettler  
President/COO  
Gold River, CA  
916-853-0322  
www.altergysystems.com

#### **NOTES:**

**6/12/03**

Altery contacted us about year ago looking for capital. We got seriously involved with them recently, in connection with the northern Nevada Renewable Energy Strategy. Altery is a fuel cell developer with a potentially breakthrough technology, but a fairly long way to go to commercialization of power market-scale products, although they have niche market products ready for commercialization. We are discussing with them raising the venture capital they need, plus assisting them with a physical location in northern Nevada. Initiated conversations about CC manufacturing growth.

**7/14/03**

Altery and Princeton are cementing a closer development relationship. Princeton has completed preliminary due diligence on the Altery technology. From discussions with potential investors, we also believe that it will be possible to fund the technology. Negotiations are progressing.

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### ***Bently Nevada***

James R. Rasmussen  
Renewable Energy Resources Initiative Leader  
Issaquah, WA  
(425) 557-3055  
www.bently.com

#### **NOTES:**

**6/12/03**

Energy electronics developer located in the Carson City region. Recently bought by GE. Initiated discussions about joint projects.

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***BluePoint Energy, Inc.***

Guy Archbold  
CEO

Granite Bay, CA  
916 780.6764  
www.bluepointenergy.com

**NOTES:**

**6/12/03**

Exploring growth of CC area manufacturing through PDC projects. Blue Point is loosely affiliated with Princeton through a common director, and Princeton holds a small equity position in the company. BPE has a very clean burning recip engine technology which meets stringent AQ standards, so it is poised for growth in the south coast region and elsewhere.

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***Bonus Energy A/S***

Jan Kjaersgaard  
Sales Director

Brande,  
Denmark  
[45] 20904347  
www.bonus.dk

**NOTES:**

**6/12/03**

Wind manufacturer. Initiated conversations about CC area investments. The Princeton team is one of the world's leading wind turbine buyers, so we enjoy good access to Bonus and the other WT manufacturers listed below. Bonus is one of the top wind turbine mfrs in the world. Jan is seriously interested in cooperating with us in northern Nevada, in part because he wants to crack our turbine order stream.

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***Clipper Windpower, Inc.***

James Brenton Dehlsen  
Executive Vice President

Carpenteria, CA  
805-690-3275  
<http://www.clipperwind.com/>

**NOTES:**

**6/12/03**

Wind manufacturer. Open to locating in CC. Initial conversations. Jim is an old friend and former partner. He is one of the wind industry's visionaries. Clipper has a potentially breakthrough technology for the power train in wind turbines, so landing Clipper for the region will be a major coup. One challenge will be convincing Clipper that northern Nevada has enough industrial infrastructure to support his processes.

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***Cygnus Wind***

Dennis Scullion  
Tracy, CA  
940-569-9999

**NOTES:**

**7/14/03**

Developer of medium size wind turbines. Cygnus is also tied to enXco, mentioned below, who has strong corporate ties to Princeton. Cygnus will be looking to set up manufacturing operations soon. Princeton has progressed in conversations about Northern Nevada opportunities and Cygnus is actively considering.

***DayStar Technologies***

John R. Tuttle  
President  
Grass Valley, CA  
530.271.5557  
www.daystartech.com

**NOTES:**

**6/12/03**

Solar R&D. Has NV-based research on solar economic development models. Just before the 911 related economic pull-back, DayStar was closing on a major investment for development facilities in the Northern Nevada region. Even though these plans were curtailed, they are being revived with new players. Princeton will now help in these plans.

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***Energy Unlimited Inc.***

David Lamm, ESQ  
President  
West Conshohocken, PA  
(818) 991-5095  
www.eui-windfarm.com

**NOTES:**

**6/12/03**

Wind turbine R&D. Initiated conversations about CC area investments.

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***Evergreen Solar***

Mark Farber  
CEO/President  
Marlboro, MA  
508-457-2221  
www.evergreensolar.com

**NOTES:**

**7/14/03**

A leading publicly traded solar cell and module manufacturer. Evergreen is considering opening facilities in the western region. We have initiated conversations about the Carson City area advantages.

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***Fenway Systems***

Joe Pasquariello  
Oakland, CA  
510-985-0794  
<http://www.fenway.com>

**NOTES:**

**6/12/03**

Wind software house with large share of the turbine controls market. Initiated conversations about CC area investments.

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**Gamesa**

Michael A. Peck  
President

Washington, D.C.  
(202) 463-7877  
<http://iberamerica.com>

**NOTES:**

**6/12/03**

Wind manufacturer. Initiated conversations about CC area investments. Gamesa is one of the world's leading WT mfrs and the only vertically integrated one, so it would be a major addition to the regional industrial base. Gamesa is making a major investment in R&D, in an attempt to become a serious rival to the Danes, Germans, and Americans in WT technology.

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***GE Wind Energy, LLC***

Jeffery S Ghilardi  
Director, Origination  
Tehachapi, CA  
661-823-6813

**NOTES:**

**6/12/03**

Wind manufacturer. Initiated conversations about CC area investments.

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***Hitco Carbon Composites, Inc.***

Julian C. Timmerman  
Process Engineer  
Gardena, CA  
310-970-5507

**NOTES:**

**6/12/03**

Wind components manufacturer that supplies material and full composite structures to the wind industry. They would be attracted to the region to supply turbine blade needs. Initiated conversations about CC area investments.

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**NEG Micon**

Leif Andersen  
Sales Director  
North Palm Springs, CA  
(760) 251-5461

**NOTES:**

**6/12/03**

Wind manufacturer. Initiated conversations about CC area investments. NEGM is our partner in Turkey and is supplying WTs to our Mexican activities.

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**Nordex**

John Fedorko  
President/Director of Operations  
Grand Prairie, TX  
972-660-8888  
www.nordexusa.com

**NOTES:**

**6/12/03**

Wind manufacturer. Initiated conversations about CC area investments. Nordex is one of the top WT mfrs in the world. John expressed serious interest in northern Nevada, in connection with the Princeton Renewable Energy Strategy

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**North American Biorefinery**

Frank Parker  
Atlanta, GA

**NOTES:**

**6/12/03**

Biomass energy company. In talks to learn economic development and energy offerings.

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**Northern Power Systems**

Dan Reicher  
Executive Vice President and VP  
Waitsfield, VT



802-496-2955  
www.northernpower.com

**NOTES:**

**6/12/03**

Wind manufacturer with new products on the horizon for unique niche markets relevant to Northern Nevada. We have worked with them on markets analysis and continue to help them with business strategy consulting. Initiated conversations about CC area investments.

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***PowerLight***

Gary Wayne  
Berkeley, CA  
510-540-0550  
<http://www.powerlight.com/index.html>

**NOTES:**

**6/12/03**

Nation's largest solar PV installer. Solar manufacturer with existing interest in NV. Initiated conversations about CC area investments. The new RPS credits legislation for DG solar significantly raises their interest in the Northern Nevada project.

**7/14/03**

Powerlight developed an economic development proposal for California based on solar PV and energy efficiency manufacturing. The study showed significant job development potential using established modeling techniques. Powerlight and Princeton are in discussions to adapt this proposal to the Northern Nevada case and direct manufacturing activities to the region.

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***Ridge Energy Storage & Grid Services L.P.***

David J. Pemberton  
Partner  
Houston, TX  
(713) 552-9300

**NOTES:**

**6/12/03**

Energy storage technology. Discussions about projects.

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***Royal Danish Embassy***

Soren Munk Skydsgaard  
First Secretary (Economic)  
Washington, DC  
(202) 797-5326

**NOTES:**

**6/12/03**

Embassy representative looking for opportunities for small-medium size Danish companies. We will jointly be looking for ways to facilitate a tour by the Danish Ambassador to explore company siting opportunities. Ongoing discussions.

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***Siemens US/ Sylvania Lighting Systems***

Peter Alpert  
San Diego, CA  
805-695-8882  
[http://www.sylvania.com/home\\_us.htm](http://www.sylvania.com/home_us.htm)

**NOTES:**

**7/14/03**

Siemens and Sylvania manufacture a fast array of products for all industries including power production and energy efficiency. Princeton has close relationships with senior Sylvania people who are aware of pending manufacturing facility plans. Princeton and Sylvania are discussing promising opportunities for the Carson City region.

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***Suzlon Wind Energy Corp.***

Girish Tanti  
Vice Chairman  
San Diego, CA  
(858) 847-0574  
[www.suzlon-usa.com](http://www.suzlon-usa.com)

**NOTES:**

**6/12/03**

Wind manufacturer. Initiated conversations about CC area investments.

***United Steelworkers of America***

Danny Thompson  
Executive Secretary Treasurer, NV  
Reno, NV  
775-882-7490

**NOTES:**

**6/12/03**

Union heavily involved in promoting renewable energy. Initiated conversations.

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***Vestas - American Wind Technology, Inc.***

Johannes Poulsen  
Johannes Poulsen, Managing Dir, of Vestas Wind A/S  
Portland, OR  
<http://www.vestas.dk/>

**NOTES:**

**6/12/03**

Wind manufacturer. Initiated conversations about CC area investments. Vestas is an unlikely prospect, because of their prior commitments to Oregon and South Korea.

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***Wind Turbine Company***

Larry Miles  
President  
Bellevue, WA  
425-637-1470  
[www.windturbinecompany.com](http://www.windturbinecompany.com)

**NOTES:**

**6/12/03**

Wind R&D. Initiated conversations about CC area investments. WTC has an interesting technology which may potentially improve the economic efficiency and performance of wind turbines, so they represent a substantial upside for an investment in the region. WTC is also thinly capitalized, so we will work with them on this aspect of their activities as well as their manufacturing location.

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## **OUTREACH ACTIVITIES**

### ***Renewable Energy Summit Conference***

San Francisco, CA

Sponsored by IQPC Knowledge Bank

<http://www.iqpc-knowledgebank.com/events/909/topic/8>

#### **NOTES:**

**6/24/03**

Princeton participated in this high-level meeting of 30 renewable energy leaders in government and investment. Princeton is laying the groundwork for wider industry participation in the Northern Nevada Renewable Energy Economic Plan. The conference enables us to deepen contacts with important industry players such as:

- New Energy Capital
- Prospect Street Capital Partners
- Dan Reicher former Secretary for Renewable Energy under Clinton.
- NGEN Partners
- Sempra Energy Technology Investments
- Palo Alto Research Center

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### ***American Council for Renewable Energy (ACRE) Conference***

Washington, DC

Sponsored by ACRE

[www.americanrenewables.org](http://www.americanrenewables.org)

#### **NOTES:**

**6/30/03**

Princeton is a member of American Council for Renewable Energy (ACRE). The emphasis of this year's conference was Public – Private Partnerships for Renewable Energy. By participating in this meeting of 400 important national renewable energy players, Princeton spread the word about the Carson City public/private renewable energy partnership and increased industry participation. Important contacts include:

- Braemer Power and Communications Partners LP