Distributed Wind in Kansas

Kansas Rural Center

November 19, 2016
What is Distributed Wind?

_Distributed Wind_
Distributed wind turbines produce electricity on the distribution grid for homes, farms, schools and businesses.

_Distributed wind turbines on the distribution grid. Source: U.S. Dept. of Energy_
United Wind Overview

History & About Us

- Formed in 2013 through the merger of Talco, a turbine installer & distributor and Wind Analytics, a distributed wind analysis consultancy
- United Wind is a developer & asset manager of small wind systems
  - 10kW – 900kW machines operating behind the meter
- Responsible for development, installation, finance, operations & maintenance, and asset management
- WindLease™ program allows customers to lease a wind turbine for as little as zero money down
- UW guarantees production & insures turbines for the full lease term

Strategic Corporate Investors

Project Investors
Customer Value Proposition

WindLease™ - First to market distributed wind energy lease offering

An Easy Switch to Wind
- Zero upfront costs
- Installation & maintenance included
- Monthly payments less than current utility bill
- 20 year warranty + performance guarantee

Meaningful Customer Savings
- 10% immediate discount on electricity
- Payments locked in below historical utility escalation rates
- 25% savings typical over life of lease
- Typically powers 75% - 100% of on-site energy needs
Long Term Customer Relationship

The One-Stop-Shop for Affordable Distributed Wind Energy

United Wind involved through entire project lifecycle

- Sales
- Wind Analysis
- Finance
- Installation
- Maintenance
Customer Dashboard

Wind System Production

[Image of the UnitedWind Customer Dashboard]

- Current Generation
  - Instantaneous Power: 0 kW
  - Generated to Date: 581.74 kWh

- Historical Generation
  - Day, Week, Month, Year, Life

- Your System

- PV System
  - SIZE: 10.0 kW

- Environmental Benefits Since Installation
  - Money Saved: 110.42 dollars
  - Coal Offset: 172.66 lbs
  - Trees Saved: 0.39 trees
Wind and Farming in Kansas

What makes Kansas great for distributed wind:

- Open swaths of land
- Membership includes many large agricultural and dairy operations
- Average wind speeds: 6.5+ m/s
- Drives prosperity in rural and agricultural KS communities

Source: National Renewable Energy Laboratory (NREL)
Farmers Reap Economic Benefits

Benefits not just for the customer, but also for the community

Snap Shot of Economic Benefits for Rural Customers in KS:

- **3,272**: Estimated number of agricultural and rural properties in KS that are suitable for a Windlease.
- **$200,000**: Average estimated amount to be saved by United Wind customers over 20 year Windlease
- **$654,400,000**: Estimated amount of dollars to be reinvested in Kansas rural communities

Added Benefits:

- Hedge against volatile commodity and energy prices
- Reinvest savings back in to farming operations
- Harvesting the natural wind resource at your property
Example: McCarty Family Farms, Scott City, KS

Two United 100 Turbines Guaranteed to Produce 520,718 kWh/year

Average 20-Year Utility Energy Price 13.61 cents/kWh

Estimated Savings over 20 Years $458,600

=5 miles
Experienced Leadership Team

Award winning renewable energy and project finance experts with venture stage experience

**Russell Tencer**
Founder & CEO
- Founder & CEO Wind Analytics
- Founder & CEO Parker Boston
- Manager, Family Office Fund

**Philip Futernik**
CTO
- Software Engineer, Vidyo
- Lead Software Engineer, Creston Electronics

**Joseph Yurcisin**
VP, Business Development
- Senior VP Sales, NRG Home Solar
- National Sales Director, Roof Diagnostics

**Jodi Tarr**
Director, Finance & Admin
- Accounting, OwnEnergy
- Financial Controller, Pulsepoint
- Group Controller, Castor

**Dan Svejnar**
COO & CFO
- MD, Central Plant Partners
- Assistant VP, Fortis Capital
- FMP, GE Capital

**Jason Kaplan**
General Counsel
- Associate, Sahn, Ward & Baker
- Law Clerk, General Electric

**Ryan Storke**
VP, Projects
- Division Manager, CEC Energy

**Kyle Andrucyk**
VP, Project Finance
- Head Analyst, United Wind
- Head Analyst, Wind Analytics

Leadership Awards from:

![U.S. Department of Energy](image1.png)
![AWEA](image2.png)
![DWEA](image3.png)
![Harvard Business School](image4.png)
United Wind in the News

National Press Coverage

Wind Power Spreads Through Turbines for Lease

The New York Times

December 18, 2015: Although rooftop solar systems have spread rapidly throughout the country over the last eight years [...] wind energy has generally remained the province of industrial-scale operations providing power to utilities and big businesses. But now, a start-up called United Wind is applying the rooftop solar model to wind, installing and maintaining systems at little to upfront cost to the customer.

Wind Power Startup Nabs $200 Million for Projects on Homes, Farms

Reuters

January 5, 2016: “To have a leasing model like what United Wind is coming up with is huge,” said Jennifer Jenkins, executive director of DWEA [Distributed Wind Energy Association]. “You see where solar is now and they are there because of this model.”

United Wind Introduces Third-Party Leasing to Wind Energy Market

The Topeka Capital-Journal

March 12, 2016: “United Wind’s WindLease program, which as just been launched in Kansas by a company consultant located in Topeka, eliminates the substantial initial investment farmers and property owners would have to make to purchase a wind turbine,” said CEO and co-founder Russell Tencer.
How to Reach United Wind

Brian Hoyt
303-917-1182
bhoyt@unitedwind.com

Jason Kaplan
212-292-3144
jkaplan@unitedwind.com

UNITED WIND
20 Jay Street | Suite 936
Brooklyn, NY 11201