

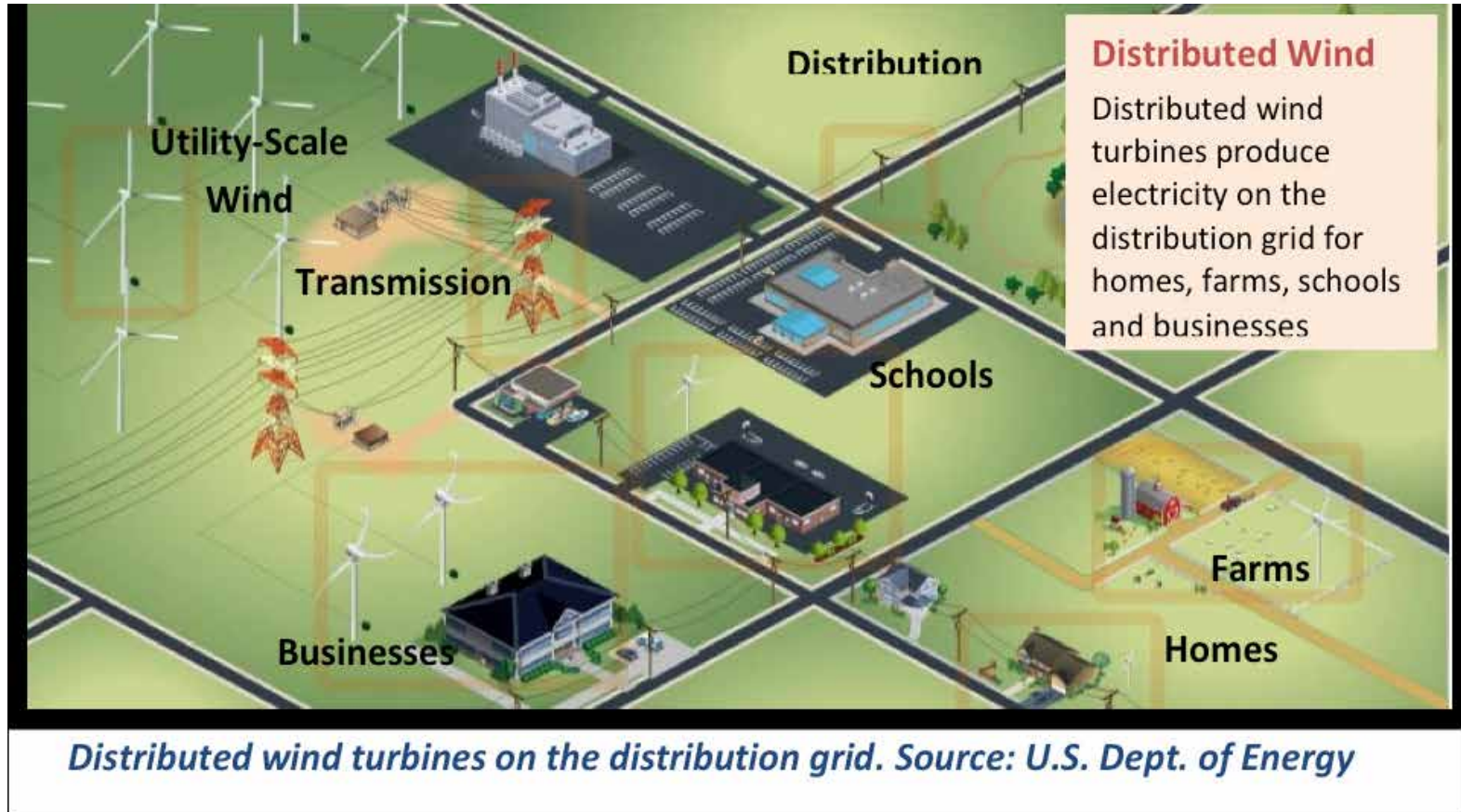


Distributed Wind in Kansas

Kansas Rural Center

November 19, 2016

What is Distributed Wind?



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

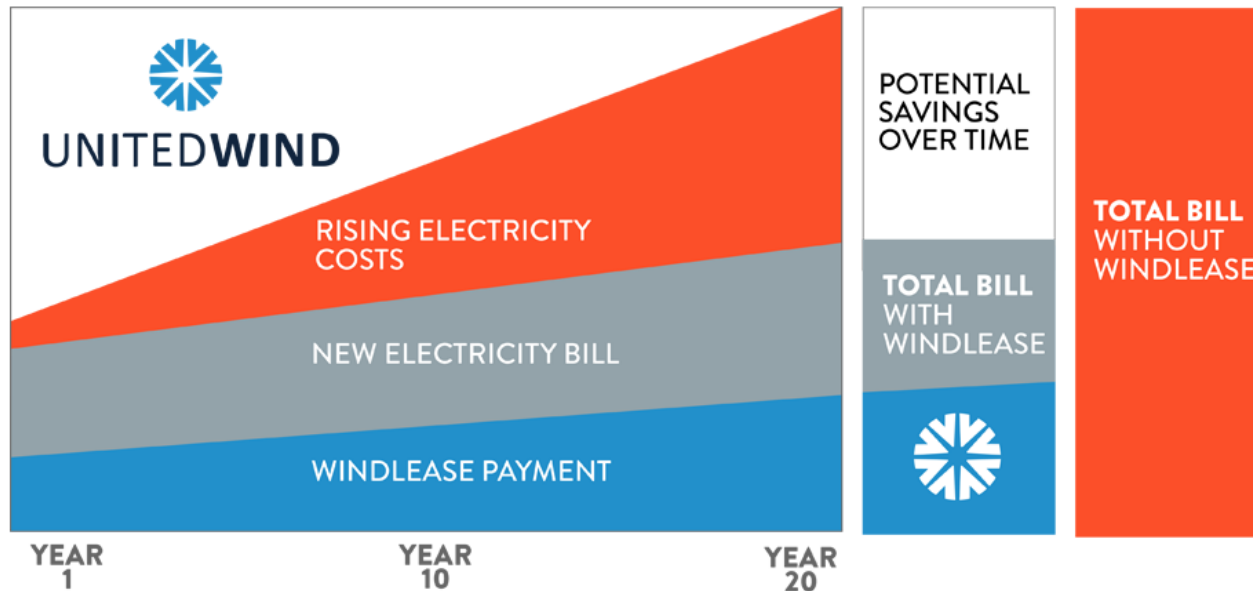
WindLease™ - First to market distributed wind energy lease offering

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



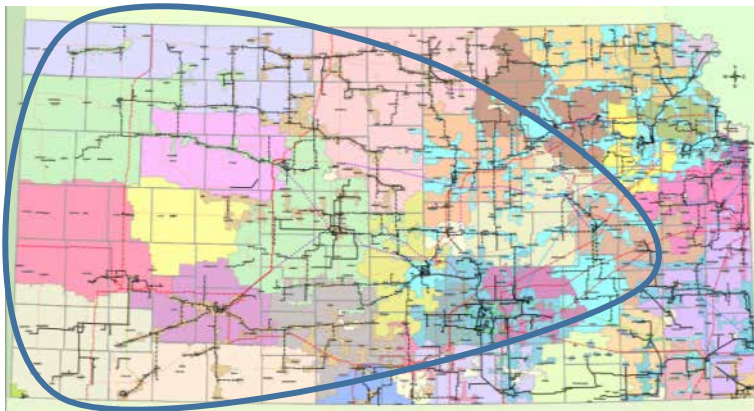
Wind and Farming in Kansas

Wind Resource

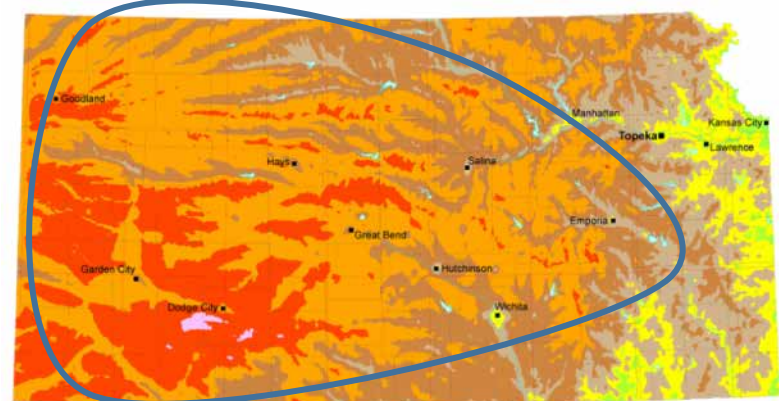
What makes Kansas great for distributed wind:

- 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

KS Electric Coop Territories



Annual Average Wind Speed at 30m



Source: National Renewable Energy Laboratory (NREL)

Key KS Electric Coops:

Wind Speed m/s	
10.0	6.5
9.5	6.0
9.0	5.5
8.5	5.0
8.0	4.5
7.5	4.0
7.0	< 4.0

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

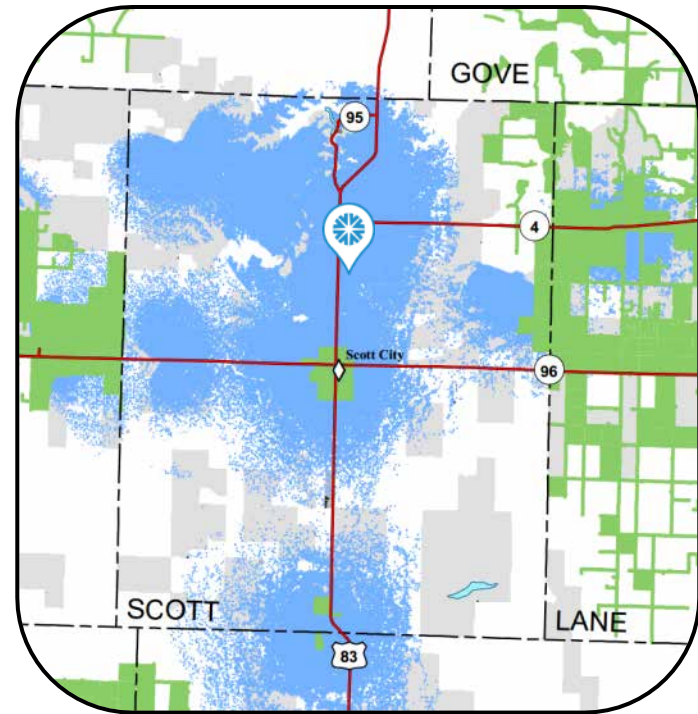


Example: McCarty Family Farms, Scott City, KS

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



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:



United Wind in the News

National Press Coverage

The New York Times

Wind Power Spreads Through Turbines for Lease

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.

 **REUTERS**

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

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.”

 **THE TOPEKA
CAPITAL-JOURNAL**

United Wind Introduces Third-Party Leasing to Wind Energy Market

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



UNITEDWIND
20 Jay Street | Suite 936
Brooklyn, NY 11201

