



Agenda

July 17, 2012

BIOMASS TRADE AND TRANSPORT SUMMIT

7:30 - 8:30 *Registration and Continental Breakfast*

8:30 – 8:45 **Welcome and Introduction by Summit Chairman**
Dr. William Strauss, President, FUTUREMETRICS, LLC

8:45 – 10:00 **Industry Building: Transitioning from an Emerging Industry to a Major Commodity Market**

- What is the path to make pellets/biomass a true internationally traded commodity
- What challenges need to be overcome and building blocks put in place to make this happen?
- What is needed to bring economies of scale to the industry and what type of players are required to bring this about?
- What business models will lead to success?
- What role will buyers and sellers need to play in this transition?

Moderator:

Stephanie Smith, Associate, COOLEY LLP

Panelists:

Jay Brinson, Sales Manager, REPREVE RENEWABLES

Tracy Leslie, Sales Director, ENVIVA LP

Forcus Martinez, Sales Engineer, PRODESA NORTH AMERICA

David Perlman, Managing Director, FIELDSTONE PRIVATE CAPITAL GROUP

10:00 – 10:30 *Networking Break*

10:30 – 12:00 **Utilities/Buyers' Perspectives on the International Biomass Market**

- What are the characteristics of international trade in biomass that buyers would like to see develop?
- What are buyers' expectations for product parameters and product quality?
- What steps can sellers take to assure their products will meet future sustainability standards?
- What is the current agenda of the Industrial Wood Pellet Buyers group (IWPB)?
- What risks in the supply chain worry buyers?
- How do they conduct their risk assessments and due diligence before signing offtake agreements?
- What are the key economic factors that drive buyers' decision making?
- What investment opportunities in the supply chain are buyers evaluating?
- What do sellers need to accomplish to be successful in the market?

Moderator:

Mieke Vandewal, *Account Manager Sustainability*, PETERSON CONTROL UNION

Panelists:

Sean Ebnet, *Director Biomass Origination*, DRAX POWER LTD.

Johan Mertens, *Biomass Procurement Officer, Central Portfolio Management Europe*, GDF SUEZ GROUP

Peter-Paul (P.J.W.G.) Schouwenberg, *Senior Officer Regulatory Affairs-Programme Manager Bio-based Economy*, ESSENT NV

12:00 – 1:30 *Group Luncheon Hosted by:*



1:30 – 2:30 **Biomass Contracting Discussion**

The panel will provide a great opportunity for buyers and sellers to sit down and exchange perspectives on the development of bilateral supply contracts. The roundtable will feature a sharing of ideas, concerns and expectations from both buyers and sellers. The roundtable members will discuss such items as:

- Setting price and delivery terms
- Product specifications
- Allocating risks
- Nonperformance and remedies

Moderator:

Stephanie Smith, *Associate*, COOLEY LLP

Panelists:

Tracy Leslie, *Sales Director*, ENVIVA LP

David Perlman, *Managing Director*, FIELDSTONE PRIVATE CAPITAL GROUP

2:30 – 3:00

Building the Business Case for Biomass Exports

This session will provide an analysis of the economics driving the business case for biomass exports.

- What is the revenue potential
 - What are the price forecast for biomass exports
 - What volume is need to make a project work
- What are the economics for:
 - Feedstock supply
 - Plant operations
 - Transportation
 - Financing
 - Insurance

Presentation:

Karl Heinz Schulz, *Bio Energy Group*, SEEGER ENGINEERING AG

3:00 - 3:30

Networking Break

3:30 – 4:30

Meeting Sustainability/Standardization/Certification Requirements to Play in International Biomass Market:

- Status of European standard setting
- Update on certification and auditing standards and processes
- Sustainability—what is it and what do suppliers need to do to make sure they are meeting requirements?
- Best practices for sellers in sourcing, tracking and certifying pellet fuel
- What work still needs to be done?

Moderator:

Mieke Vandewal, *Account Manager Sustainability*, PETERSON CONTROL UNION

Panelists:

Peter-Paul (P.J.W.G.) Schouwenberg, *Senior Officer Regulatory Affairs-Programme Manager Bio-based Economy*, ESSENT NV

Seth Walker, *Associate Economist, International Timber and Bioenergy*, RISI

Chris Wiberg, *Manager, Biomass Energy Services*, TIMBER PRODUCTS INSPECTION/BIOMASS ENERGY LABORATORY (BEL)

4:30 – 5:15

The Development of Ports Infrastructure for Biomass Exports

- How does current port capacity for biomass exports stack up against expected future trade volumes?
- What are ports and stevedoring companies' strategies and plans for meeting an exploding biomass trade?

- What criteria will they use in their investment decisions?
- What are the major concerns or obstacles that must be overcome to unleash needed investment for port infrastructure build out.

John Henshaw, *Executive Director*, MAINE PORT AUTHORITY

5:15 – 6:15 *Summit Reception*

July 18, 2012

7:45 - 8:45 *Registration and Continental Breakfast*

8:45 - 9:00 **Welcome and Introduction by Summit Chairman**
Dr. William Strauss, *President*, FUTUREMETRICS, LLC

9:00 – 10:00 **Shipping: Capacity, Pricing and Terms**

- What is the current shipping capacity supporting the trade in biomass? How does it compare with expected future trade volumes?
- What are shippers' plans for meeting these future volumes?
- What is the forecast for future shipping costs?
- What are the risks that current shipping capacity can be redeployed to other trade routes?

Join Presentation:

Finn Host, *Executive Vice President*, T. PARKER HOST INC.

Daniel Uzcategui, *Commercial Manager*, TBS SHIPPING SERVICES INC.

10:00 – 10:30 *Networking Break*

10:30 – 11:45 **Regional Transportation: Rail, Barge, Truck and Transshipping**

- What new regional transport infrastructure needs to be developed to support future biomass trade development?
- What role will rail, barge and trucking play in this mix and why?
- How do rail, barge and trucking companies view the opportunities to support biomass trade?
- What challenges must be overcome to get their full support of industry growth?
- What criteria will they use in their decision-making?
- How will their fuel cost and pricing drive their decisions?

Joint Presentation:

Brent Mahana, *General Manager of Sales*, COOPER/CONSOLIDATED

John Murray, *Business Manager for Biomass*, CSX

11:45 – 1:15 *Group Luncheon*

1:15 – 2:15 **Trade Finance for Biomass Exports**

- What are bankers' perspectives on the emerging biomass trade industry?
- In what ways are they able to support the financing of transactions?
- What terms are available?
- What programs do the Department of Commerce and Ex-Im Bank offer? How do they work? How do you qualify for the programs?

Moderator:

Dr. William Strauss, *President*, FUTUREMETRICS, LLC

Panelists:

Ken Hines, *Managing Director and President*, HANCOCK RENEWABLE ENERGY GROUP

Donald Nelder, *Principal*, STRONG COMMERCIAL GROUP

Kelvin Nelder, *Principal*, STRONG COMMERCIAL GROUP

2:15 – 3:30 **Torrefaction: Potential Impacts on the Market**

- Torrefaction Process and Technology
- Product Attributes
- Denisification
- Utility Requirements and Markets
- Project Development and Financing Considerations

Moderator:

Carl Vercollone, *Managing Member*, FORESTECH ENERGY

Panelists:

Sean Ebnet, *Director Biomass Origination*, DRAX POWER LTD.

Joseph James, *President*, AGRI-TECH PRODUCERS, LLC

Andrew Johnson, *Vice President, Sales*, TSI, INC.

Martin C. Johnson, *President*, AMANDUS KAHL USA CORPORATION