

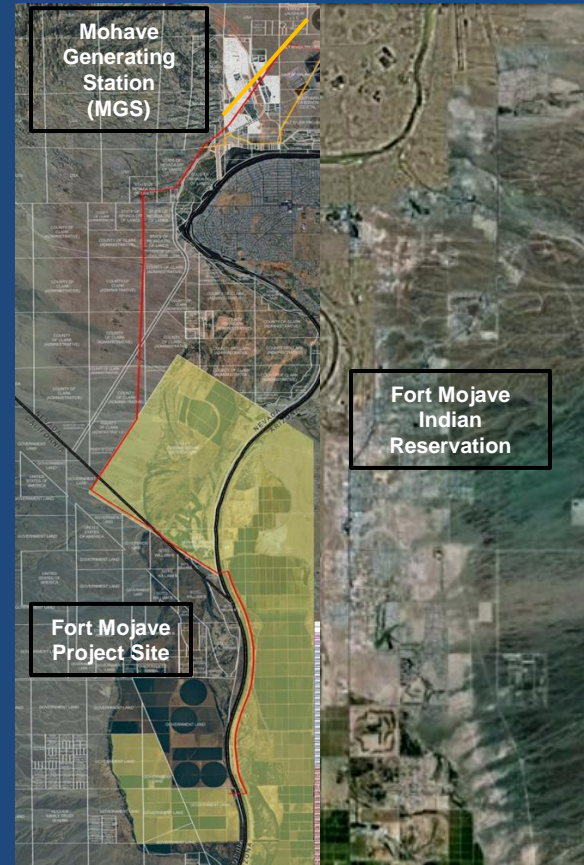
TRIBAL SOLAR ENERGY PARTNERSHIPS



Chairman Timothy Williams – Fort Mojave Indian Tribe

Perry Fontana – First Solar

Fort Mojave Solar Project



RESERVATION FARM LAND



HISTORY

- DOE funded renewable energy Feasibility Study found wind resource on Fort Mojave reservation marginal, but solar resource significant
- Project was to be developed on 640 acres of Fort Mojave land in Arizona
- Other parties included Tax and Equity financing entities, and solar developers (NEXT Light)
- Group bid the project into the 2007 AZ and CA Utility PPA Request for Offers
- Project was not shortlisted by any of the AZ or CA utility companies.
- Fort Mojave made more land available in CA and partnered with NextLight to bid a larger project from its CA lands in the next round of CA utility RFO's
- Project was shortlisted by one CA utility in 2009 but negotiations did not lead to PPA
- NextLight was purchased by First Solar
- First Solar and Fort Mojave continue to work together to secure a PPA for the project

PROJECT SUMMARY

- 310 MW project to be located on Fort Mojave Indian Reservation in California
- Highest solar resource area in the country
- Interconnect to former coal-fired Mojave Generation
- Station Environmentally preferred site; disturbed agricultural land
- Option and Lease submitted to BIA
- Draft Large Generator Interconnection Agreement received
- Transmission route alternatives identified
- Site and route surveys conducted by URS Corporation

TRIBAL LEADERSHIP

- Tribal Council
 - Business
 - Terms and Evaluation
 - Environmental
 - Community
 - Responsibility
- Relationship Criteria
 - Standards “How does the Tribe want to be treated”
 - Heavily involved / Limited Resources
 - Many companies have never dealt with Tribes “Sensitivity”
- Understand the Industry
 - Terminology
 - Timeframe
 - Membership Hope

PROCESS

1. Determine whether a project is feasible
 - a) Feasibility Studies
2. Due Diligence Choosing Partner
 - a) Experience with developing project
 - b) Financially stable
 - c) Experience winning PPA's
 - d) Knowledge of transmission and interconnection
3. Developed Agreements
 - a) Cooperation agreement established with developer to identify ideal site based on land requirement and transmission route
 - b) Developed Term Sheet to negotiate the major terms of a lease agreement once site was identified
 - c) Negotiated Option and Lease Agreement based on Term Sheet
4. Gain Community Support
 - a) Community meetings

TRUE PARTNERSHIP

Meetings

Congressional Meetings

- Senators
- Congressmen
- Department of Interior
- Bureau of Indian Affairs
- Department of Energy
- California Public Utilities Commission



STATE UPDATE

CALIFORNIA

Desert Renewable Energy Conservation Plan

Establishing the Map

BLM/DOI

Economic Development for your Tribe

Protecting Ancestral and Cultural Lands

Meeting January 17, 2011

ARIZONA

Tribal Leaders Roundtable with the Governor

Governor Brewer – Support for Renewable Energy

OPINION

Renewable Energy Standard

Reservation Development

Limited Environmental Concerns

QUESTIONS

