



The Hay Canyon Wind Power Project in Oregon features 48 turbines to produce 101 MW of clean, renewable energy.

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Iberdrola Renewables Enters Next Phase of Avian and Bat Protection Plan

If you see a technician walking in a circle around a local wind turbine and looking at the ground, don't be alarmed. They didn't lose the keys to the control box.

As the wind industry leader in wildlife protection, Iberdrola Renewables rolled out the latest phase of its Avian and Bat Protection Plan (ABPP) at the beginning of 2011 with new policies and procedures for improving monitoring processes. Now, onsite technicians are conducting ongoing bird and bat walking inspections around turbines to collect data and analyze how wildlife interacts with wind farms.

"Since 2008, when we introduced the ABPP program, we have been refining our process and evaluating how our policies impact day-to-day operations," said Jerry Roppe, wind operations wildlife permitting compliance manager. "What makes us different from other wind companies is that we provide training and ongoing avian monitoring so we can tell how well we are doing. We don't just do one or two years of research and then walk away."



The new phase of the ABPP identifies and trains one wind technician or admin at each site as an environmental coordinator. On a regular schedule, the coordinators visually examine the immediate area around selected wind turbines. Then they use mobile technology devices to photograph, document and report any casualties they may find.

"The training we went through taught me a lot about the process of monitoring and documenting information on birds and bats," said Kody Koster, the environmental coordinator at the Top of Iowa II wind facility. "It's a lot trickier than people think. However, the technology is easy to use and gives me the tools I need to do the job correctly and efficiently."

Tessa Dennis, wind plant administrator at Hay Canyon, recently joined the company and moved to the Columbia Gorge region specifically for the chance to work on this type of forward-thinking campaign.

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Using a mobile technology device allows Iberdrola Renewables' technicians to quickly photograph, document and report any avian and bat casualties they may find during regular inspections.

(Avian and Bat Protection...continued)

"I'm very excited to get going and use my biology background to contribute to this program when it kicks off in March at Hay Canyon," she said. "Iberdrola Renewables is committed to protecting wildlife and never does just the minimum. That's exciting and good for business at the same time."

Using the bird and bat casualty data submitted by each environmental coordinator, Iberdrola Renewables will measure statistics against those found during pre-construction research, compare sites to each other to determine overall trends, investigate the need for adaptive management and statistically research the overall impact of wind developments.

"Our ongoing goal is to minimize the contact of wind turbines on bird migration patterns, so this latest phase of our avian monitoring program is vital to the success of keeping wildlife safe." ❧

Utilities Still Buying Clean Power From Iberdrola Renewables, Even in Challenging Energy Market

Tough times in the energy market or not, Iberdrola Renewables still scored a record year in 2010 for Power Purchase Agreements (PPA) with local utilities.

Thanks to the largest PPA in company history—a 300 megawatt (MW) agreement with the Tennessee Valley Authority to purchase energy generated from the new Streator Cayuga Ridge South wind farm—Iberdrola Renewables booked 762 MW of PPAs in 2010. That number includes PPAs for projects that reached commercial operation in 2010, as well as future projects under construction and in development.

"2010 was a pretty good year and 2011 will be a tougher year because demand is down due to the economy and lower natural gas prices," said Barrett Stambler, vice president, renewable origination. "Still, utilities in the U.S. are committed to purchasing renewable energy due to customer demand, the desire for a long-term hedge against fuel prices and state policies in place that mandate a mix of power sources. Our utility customers need to meet those growing requirements and entering into wind and solar power purchasing agreements is a way to do that."



The Streator Cayuga Ridge South wind farm

Already in 2011 we have sold 100 MW to repeat customer FirstEnergy. In addition, Stambler said the company has 81 additional MW of wind energy PPAs already signed and ready to announce in the near future that would count toward 2010 totals.

The 2010 PPAs include energy from both wind power and solar power projects.

"We have good projects in good locations so people will continue to buy," said Stambler. "It bodes well for the future. When you look at the numbers, we continue to make progress. Not only were we able to put in place long-term PPAs for projects coming online in 2010, we had success securing customers for pipeline expected to come online in 2011 and 2012." ❧

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Five Questions With Kevin Helmich



Generation is only one piece of the puzzle when it comes to wind power. The energy that is created from turbines needs to be sold to utility companies so it can make it onto the grid and provide alternative sources of power that give life to local homes and businesses. Kevin Helmich is managing director for Midwest and Eastern origination at Iberdrola Renewables and recently sat down with *Landowner News* to give us some insight into the world of wind power buying and selling.

LN: What keeps you busy on a daily basis?

Helmich: Origination is the energy sales organization within Iberdrola Renewables. We believe in face-to-face meetings as the primary way to understand what our customers are looking for in renewable energy. So, I log a lot of hours in airports; when I can't be in the office of a customer, I try to be on the phone with them.

LN: Who are the company's primary customers?

Helmich: We have three primary types of customers: traditional large investor-owned utilities, member-owned power cooperatives and municipal utilities. We concentrate on states which have enacted renewable portfolio standards that slowly increase the ratio of renewable to conventional power sources in the customers' power supply portfolio.

LN: Are there advantages to buying wind vs. other types of fuels for your potential customers?

Helmich: Regardless of your view on the politics of carbon legislation and global warming, wind offers the advantage of being able to provide a fixed price for as long as 20 years of operation. Most of the costs

are known at the time of project investment, and, of course, there is no fuel cost because wind power uses no fuel other than the wind, which is free. These factors combine to make wind a sensible part of a diversified portfolio for a utility.

LN: What did you do before you joined Iberdrola Renewables to prepare for your current role?

Helmich: I have worked in the power industry for 20 years, and virtually all of that time in energy trading and marketing. I worked at a utility in Chicago when the power trading markets were developing, and in Houston for a marketing and trading firm (NOT Enron!). The customer relationships I developed along the way, as well as an understanding for the volatility of energy commodity markets, are the experiences that I bring to work every day for Iberdrola Renewables.

LN: What should landowners know about the sales capabilities Iberdrola Renewables has compared to other developers?

Helmich: Iberdrola Renewables, in its earliest stages, was committed to customer relationships and earning repeat business as a core differentiator with our competitors. Our vice president of origination was the first employee in our U.S. business focused on renewable energy. We have a team that believes that strong customer relationships pay dividends when times are tough, as they are today.

LN: Bonus question: What do you do when you're not selling wind energy?

Helmich: When I'm not on the road visiting customers, I work from a remote office in my home, and get to enjoy time with my wife and two children, ages 9, and 11. We live in a Big Ten Conference college town, and enjoy the diverse cultures and energy that make it seem like a much larger place than its population suggests. The fact that it's close to a major airport doesn't hurt, either. 🌱

Ohio Scholarships to Power Green Careers

A few lucky Ohio students now have the chance to learn more about renewable energy and possibly make wind power their career, thanks to Iberdrola Renewables.

In an exciting partnership, the company donated \$30,000 to the Van Wert County Foundation, which has established the Iberdrola Renewables Scholarship Fund. The scholarships are designed to support local students who choose to study renewable energy and attend a school within the University System of Ohio.



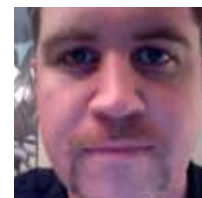
Residents of every Ohio township where Iberdrola Renewables is currently building (Blue Creek) or developing (Dog Creek and Prairie Creek) are eligible. Students interested in the Iberdrola Renewables Scholarship Fund should contact the Van Wert County Foundation for more information. 🌱

Community Giving Campaign Raises \$300,000 for Local Charities

From building ball fields to sponsoring community picnics, Iberdrola Renewables employees showed their spirit in 2010 by raising more than \$200,000 for the company's Community Giving Campaign. The Campaign engaged more than 225 employees—a four percent increase from last year—who contributed to more than 165 charities. Including the company match, Iberdrola Renewables donated roughly \$300,000 to local charities in communities across the U.S. and Canada.

"We are excited and encouraged that employee participation, overall contributions and the number of charities helped increased this year," said Staci Schwartz, director of human resources. "I'm so proud to work with colleagues and a company that cares deeply in giving back to the communities where we live and work."

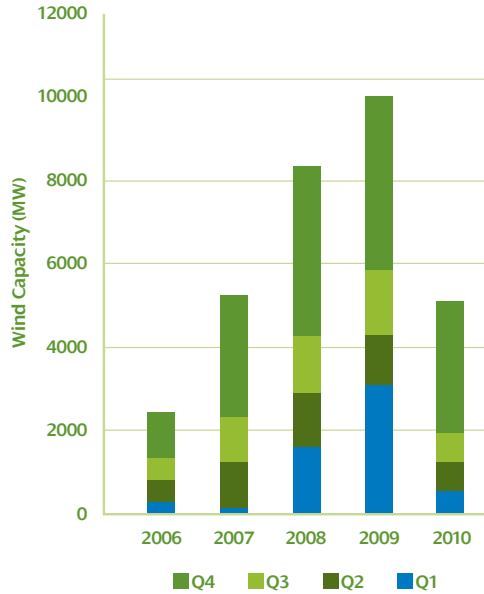
One employee found a unique way to motivate his team. During the month of November, Jon Olsen posted the evolution and growth of his moustache as part of a worldwide effort to raise awareness of men's health and prostate cancer. This effort became a rallying point for Olsen and his team of 14, who together raised about \$3,000. Olsen undertook this campaign "to give my support to those individuals and their families fighting this disease, while giving others the opportunity to laugh at my hideous moustache."



The evolution of Jon Olsen's moustache .

In the same spirit of the Community Giving Campaign, the company sponsors many organizations in the communities where it does business. In 2010, Iberdrola Renewables made charitable contributions to more than 75 organizations throughout the U.S. and Canada, such as The Ross Ragland Theatre, The American Cancer Society's Relay for Life, San Diego EarthFair 2010, Tarkio Rotary Club and the Jack County Little League.

If you have a charitable idea or request, contact your project developer. 🌱

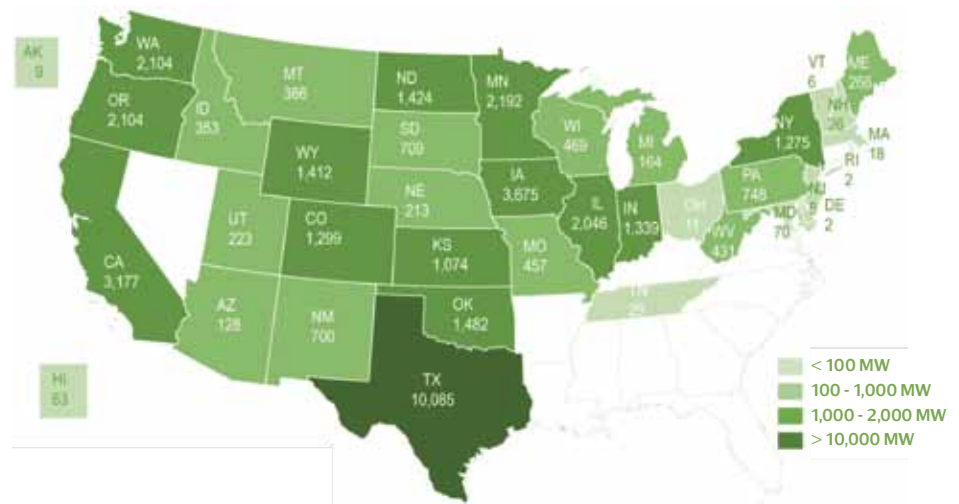


Wind Power Production Dips and Turns into 2011

During an up-and-down year, the American wind industry built 5,115 MW of wind power in 2010, barely half of 2009's record pace, according to the American Wind Power Association (AWEA). At the same time, the industry entered 2011 with more than 5,600 MW under construction, well above the same time a year earlier.

Total U.S. wind capacity now stands at 40,180 MW, an increase in capacity of 15 percent over the start of 2010, AWEA reported. For the first time, U.S. capacity fell second to China's; China now has 41,800 MW in operation, an increase of 62 percent in capacity over a year ago, according to a Jan. 13 report from the Chinese Renewable Energy Industries Association.

Installed Capacity by State



Cumulative Utility-Scale Wind Power Through 2010 for U.S.: 40,180 MW

Source (for map and graph): American Wind Energy Association Year-End 2010 Market Report

Questions? Have a story to tell?

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