

## **COMMUNITY ACCEPTANCE OF WIND WEBCAST**

**July 2, 2009**

Coordinator: At this time all participants are in a listen only mode. During the question and answer session, please press star 1 to ask a question and feel free to use the question and answer button on the net slide portion.

At this time this conference is being recorded. If you do have any objections, you may disconnect at this time. I would now like to turn the call over to Larry Flowers. You may begin.

Larry Flowers: Thank you and welcome to the Wind Powering America Webinar that deals with social acceptance of wind power. As I mentioned in my email inviting you to this conference, I met (Marion) at Wind Power. We were on a panel together on the social acceptance of wind.

And I found her experience and her approach something that's very interesting and something that I believe our Wind Powering America network would find value in listening to her presentation and then querying her on her various perceptions of how to communicate effectively to local groups about the benefits and issues associated with wind energy and other environmental aspects of energy.

So with that, I'm going to introduce you to (Marion). What we're going to do is she's going to go through a slide presentation. We're going to hold questions until the end and then we'll address everyone's questions. So (Marion), welcome to the Wind Powering America network.

(Marion): Oh, thank you very much Larry and thank you everyone for participating and hearing my story and hopefully we can all benefit from all these wonderful slides I've put together here.

It's kind of interesting. Bear with me. I'm usually, you know, speaking to real people, bodies, so, you know, I'm new at this Webcasting so I hope I can clearly make sense of what I'm trying to, you know, get across to everyone on this call.

Basically I want to just explain to you firstly who I am and what I do. My personal background comes from well over 20 years of working on the ground. I started off my business with - may actual career with the non-profit environmental groups and I was with Sierra Club for about 10 years working on basically all the national environmental protection type issues we worked on there.

And I did a lot of work right before I left the club on Superfund and the reauthorization of Superfund and the program and what it entailed. And the reason why I'm telling you this is because that's where I think I really earned my stripes in how environmental organizing and grassroots organizing can be very effective and can help move big programs if we develop a better mechanism of communicating on the group with those most impacted by our issues whether they be cleaning up a site or putting up a wind farm.

And, you know, you have the Federal Government and, you know, God love our representatives there but a lot of times there's a huge disconnect with communities and what they're looking for and what they're asking for and just because the communications aren't as strong as they need to be there's been a lot of misconceptions and also with the state Governments as well.

So there's a whole lot going on with process and how we get typical folks out there in our communities to understand how issues are impacting. I'm seeing this in the windows myth big time.

So I started a - actually after my work with the non-profit groups, I started my business in '98, 1998 to consult for anyone out there that needs to - a helping hand with educating the local communities on environmental issues.

And my business has evolved to basically now I started working with Superfund, you know, continuing form my work with the non-profits. And one of my big projects was the Hudson River PCB cleanup, which was the largest Superfund site in the nation, 200 miles of cleanup that was being proposed by EPA.

So I did that for a number of years and we organized the local communities up river to understand the process of what's going to take place there in cleanup and we've got a whole bunch of folks in the environmental community and labor and, you know, coalition building to help get this public understanding of the cleanup. So that's actually under way starting last month.

But the reason why I'm telling you this is because I left that thinking as a business woman, you know, that, you know, wow I'd love to work on something much more positive and in comes wind. So I started working on wind power, you know, organizing to educate people in New York about all these opportunities to work with building more and more wind power facilities.

And found that lo and behold, we have huge opposition to this wonderful clean renewable energy and I was just amazed at the work I had in front of me

just trying to convince people of the benefits. And so here I am, our business is in Saratoga Springs.

I formed this company, Green Energy Outreach Services with a professional, an energy person who's name is Steve Sullivan. So we took my grassroots organizing skills and we combined them with Steven's energy expertise and now we help our clients in the national and international wind business to promote these types of projects all over the northeast. So that's what we do.

And I'll get into more of how we operate in the field. And basically I try to convince just to get the message out to developers that you really need to consider in all of your studies and before you even begin to, you know, put some serious resources in the ground when you're developing wind is you got to consider the public as part of your fatal floor analysis because you can have the best resources of wind and the connections and the roads and everything is three perfectly aligned.

But then here comes, you know, how close are you from a Starbucks or, you know, where are you locating based on, you know, populations, you know, scenic, you know, areas that are within somewhere of the, you know, eyeshot of these proposed sites.

I mean you really have to consider the public. And so, you know, we'll have state programs. I'm sure lots of people on this call have RPSes in place. In New York we have a very well, you know, known, renewable portfolio standard to reach 25% by the year 2013.

But, you know, it's not enough. I mean we've got to get people engaged. They have to understand what's going to get us there. We can Barack Obama, we can have all of our politicians talking about using more renewable energy but

when you start putting these, you know, turbines, large turbines in people's view sheds, it's a totally different story.

So we really have to invest in the public. And so we say to our wind farm developers is that you're only going to increase your odds of success if you're investing in our host communities. So that's key.

And the one thing that we have here in New York and I'm - it's a good example to use anywhere because it's really all about politics, local politics. And here we have - it's a home real state. So every little locality, every little town has their own ability to make or break a wind farm by creating an ordinance, wind power - wind development ordinance that's going to allow wind farm in or say no.

It's just like we don't want it so we're going to create a really horrible, you know, or critical issues that cannot be met whether it be sound measurements or, you know, just height allowances. So we really need to get our local politics, our public opinion leaders educated on this. What makes sense and what it is that's really to their advantage in their community? And the best way to do this is again through constituents.

They're the ones who are going to reelect them. So, you know, that's the thing that we try to work with is again the general public that's going to either, you know, let their - let their elected officials know they want a wind farm and let me tell you, the opposition has worked very well in letting their elected officials know they don't want a wind farm.

And I just put this slide up here just to give an example of - this is actually my favorite group in the world. They're located in the St. Lawrence up in the northern part of New York where actually there's four large wind farms being

proposed there. One ironically is now up and running on Wolf Island, which is across in Canada.

So the Americans get to look over at the Canadian turbines. And a lot of these people on the ground - there's about three anti-wind groups in this area. And this group here decided to call themselves (voter) for wind to let it be known they actually established themselves two years ago. And I worked with them with a BP win power project here. BP was - is the developer that I'm - I've been working with here.

These people are probably about 70 active people right now that meet monthly and they - I'll talk to you more about how we get to this but it's a really awesome group of folks. I'm the second one from the left in the beginning. I mean in the first row there just so you can see a little bit about who I am there.

Okay. So here's the steps to growing public support that as I see it just really basic in a nutshell how to do it. And basically you have to - you have to start your outreach effort early. You know, you got to get in there and develop a communication process with your people on the ground before other rumors start, misinformation leads into something else.

And so you have to just have that concept in your head that it's really worth getting in there early. You can't get in there too early. And the thing that we have to do as we move into the public arena is educate people. Educate people about their electric systems, about the impacts of, you know, energy sources that we currently use whether it's in the state or, you know, nationally like how are we going to generate more green power and what is it going to take.

And, you know, get them to understand common concerns and hit them, you know, like we have to understand why people are concerned at get that out

there to really bring people into well, you know, this is not a perfect solution but we do have remedies and sometimes we have to just settle on how things, you know, fall. We can't fix the height of a turbine for example.

And so what we need to do is if you form a local group I mean it's all - it's all about the messenger, right. I mean you can have as a developer, as an expert the perfect - the perfect information but it may fall on deaf ears because you may have - you may be seen as having other goals in mind such as profit and, you know, things like that.

So what we try to do is get the material out so people can really understand it and synthesize it and digest it and again, you know, here at GEOS we've created generic kind of educational materials that cover the sound issues and the birds issues and the, you know, wind power worldwide and in the U.S.

And I like to have our community groups develop their own little newsletters and updates and flyers and, you know, things that they can inform their people in the community about what's happening with the site, you know, with the processes as the site's moving forward and issues that are coming up in the, you know, with letters to the editor.

I mean we have to arm them with the information. That's our responsibility. So they're out there but they don't have the information until we give it to them.

And part of this is, you know, we have to explain to them the obvious issues with, you know, why wind is so important and that is pollution free and energy independence and all these wonderful benefits wind brings to us and I really can't highlight enough the economics develop tool that wind brings to our local, you know, rural communities particularly in New York.

We have like little Appalachia going on here and it's expensive to do business here. We've got, you know, we're in-sourcing jobs right now from international companies building sustainable communities. I mean this is the thing that resonates. I mean it is - we have to let folks know that the value is bringing everyone a benefit not just landowners per se.

So if you're getting, you know, in a local community between, you know, 5 to \$7000 per megawatt, you know, it's millions of dollars in your - in your town budget that would never have been there. So this is a really critical part of what we do is try to show how everyone's benefiting from these projects.

And this part is, you know, we have to really focus on the general, you know, the real basis of why we're putting these structures in somebody's back yard. You know, where does our energy come from. And people have to understand that there's a price to be paid for everything we do. Every time we turn on that light or put on, you know, that computer, you know, it's coming from somewhere.

So let's not assume people understand what's happening in their own little, you know, household. So that's another thing that we try to do is explain, you know, really explain to people, you know, how energy works. And here's a little slide that just gives another demonstration of, you know, gives people that wow, you know what, we are using a lot more power today than we did, you know, 10 years ago.

And we have to still emphasize energy efficiency and conservation. I mean we want all of that but we're still using a lot - there's a lot more of us and there's a lot more electricity use. And the top corner is just - you can't probably see it

all too well but we try to really pinpoint in New York and I'm working in sites in Pennsylvania.

Like in New York for example, you know, 29% of our power comes from nuclear. And then we've got oil and gas is quite a bit and we've only got like a little more than 1% right now coming from wind. So we want to show people that it's - we're trying to get to more green power. You know, the more green we use the less of the dirty we use.

Pennsylvania they use much more coal than most places and it has - certainly has its, you know, critical disadvantages there of both for public health and the environment. And so I just wanted to - I have to emphasize this because people don't get that. They really need to understand it.

And where am I here. Oh, okay. So the other thing is we, you know, we have to really get into a little bit and I do this a lot. I actually like doing this because I come from a toxic waste background. I mean I understand what pollution does to communities and the legacy of pollution; it's just not going to go away anytime soon.

And we really, really have to generate an understanding of the local impact, you know, how everything is local but also, you know, what we do in our own environments, it affects somebody's environment across the way. Now people in Ohio are polluting, you know, our air in - all the way up to Maine. I mean this stuff - pollution has no boundaries.

We need to work together and make sure that we can do whatever we can to protect our environments for our children and our grandchildren and it's just that way. And if you're - if you don't believe in climate change, well, that's

fine but, you know, there is mercury and mercury has a definitive affect on fetuses and their brains.

And this is why we are trying to eliminate coal from being emitted. I mean it's a horrible story but it's the fact so we lay it on and we hope that our groups can help, you know, educate people about the problem. And, you know, I just - I have to say that debunking myths, there's a lot of myths out there and there's a lot of misinformation.

And, you know, there's some, you know, lit bits of facts that become big, you know, again to emphasize about some of the problems we're experiencing with wind. One thing that I hear a lot is oh, we're just subsidizing the wind industry and I'm sure a lot of people on this call hear about it.

But we really got to set the record straight about who is being subsidized and not only that, besides the actual money, you know, that's being filtered to various, you know, fossil fuel industries, nuclear and then here's wind. We have to talk about what it costs to society and again with the - something I don't even know if there's an answer to that.

But, you know, with the increase in childhood asthma and how we have, you know, what is the cost to not being able to pull a fish out of an Adirondack Lake and eat it because it's contaminated with mercury. I mean those are costs that is a public, you know, it's something that the public has to pay for in some way, shape or form whether it's through public health concerns or physically cleaning up what's been left behind.

So that's something we have to consider. And also sound. I could go on and on with sound and I'll probably have a discussion about this. But I would - this is probably up there a number one right now with regards to how people out in

the field are really, really positioning themselves to oppose wind based on sound issues.

And the turbines being placed too close to some neighbors who live at wind farms currently or perhaps not. They're just complaining because the wind turbines have a tendency to cause diseases or, you know, vibrations that we don't really hear but can feel.

And in fact I put this - I put this - a couple wind Web sites up and I'm hoping most people on this call have had a chance to at some point in their careers take a look at these. But wind watch, I mean these are really well done, anti-wind, well maintained Web sites with huge access to information.

And I was just on wind watch today and I noticed, you know, there's a pediatrician who claims to be an expert on wind by the name of Dr. Nina Pierpont. Her book Wind Turbine Syndrome is now out. It's been released. And there's a - there's a lot of information there.

And, you know, my experience in the business of, you know, working with the public is people care about their health. And we've got a really, really as a community promoting wind power and the benefits to public health, figure out a way to get that information out to people and understand that well, you know, whatever it is, okay there may be some people who are more susceptible to noises from wind turbines whether they're, you know, more susceptible to migraines or sleeping disorders.

But we have to put this in the big picture and make people feel comfortable with this technology and that it is not in fact posing a public health problem. So sound issues are and will continue to be a problem for the industry.

And birds and bats, I mean birds for example I have - I also have been very concerned about, you know, what's going on with our friends in the environmental community because they're seeing more and more turbines going up and they're more and more concerned about rich tops and migration of birds and how it's going to affect them.

And, you know, we do have broad scope - you know, broadly speaking from the environmental community I can go from Sierra Club to Audubon, you know, they're all saying yeah we support renewable energy. But when you get into specific chapters and specific areas where the Audubon chapters or the Sierra Club chapters and the groups are saying well not here.

You know, we're all for the not right here. I mean we have to deal with our environmental friends and bring them in and they have to help us educate people and what is it to the birds and/or the bats that's you know, more detrimental to their health?

Is it pollution that we keep polluting with using our fossil fuels or is it wind turbines? I mean we really got to communicate better with folks who are, you know, the trusted groups to protecting our environment. So getting in early and meeting with your local environmental groups is also key to trying to formulate at least a relationship and get that dialog going.

Property values. Huge - another big, big top here concern and I hope (Ben Hones) on the call. I got word from him last week that he planned to be on the call. But, you know, these studies are so important because it is just - it's gold. People really care about their house and their little nest egg and if anything's coming in to interfere with the value of their home, understandably they're going to be like ouch, I don't know about this. Get it away from my view shed.

If we can talk to the issues of, you know, do they affect property values. Does a wind farm really and truly harm the worthiness of your home and your property? And I would not be out there promoting wind if I thought it was going to put people's homes at risk.

And I talk to people at many wind farms and, you know, county assessors and town assessors and we've done studies and all, you know, whatever we know about wind farm development, in fact there is no impact. And people have to understand that.

We have some communities that are now worth more money as far as property values here in New York because they're helping to pay taxes. Wind farms are keeping the cost of living down. And it's actually to the benefit of property values.

So we bring this up. This study is very valuable that's ongoing and the final documentation from this study, I believe it's being (period) and then we'll be able to get that out to us hopefully within months.

So how do we do this grassroots organizing thing? I mean, you know, we hear a lot about grassroots organizing and I would just like to get through a little bit of the nuts and bolts of forming a group and particularly forming a group for wind farms.

And the objective here forming a group and I'm say grassroots independent support groups are pretty much - what we want - what we do here at GEOS is we call ourselves like a little buffer between the wind farm developer who's our client and those on the ground who are basically those most impacted in the local communities.

And we get out there and we try to help people basically form groups and engage them in supporting wind farms once they become educated and they understand the value of these wind farms to get out and help educate their neighbors.

And we can do that using bus tours of existing wind farms hosted by our local groups and even inviting developers to come on the bus because they're the experts.

But basically forming our own independent support networks. I mean that's what it's all about and I always tell these developers, you know, you're there to help but pretty much stay away because, you know, we don't want to be contaminated by, you know, people thinking that they're just being used by the wind developers.

So we can do a lot more good out there if we are seen as independent and are and acting as independent individual grassroots organizations. So I just think again we have to - we have to get these people early and educate them early on.

And one of the best ways we can do this is by every wind developer has landowners and landowners are - have the biggest stake in these projects. And once you hold a little gathering with your landowners, we usually have a landowner dinner and talk about the project and just try to educate folks generically speaking about the timing and the process.

And there's then this opportunity to talk amongst ourselves about hey, we want to help educate people in your neighborhood about this wind project. And we form community groups and this is how it's done. And a lot of these people, you know, they look at this as an opportunity to, you know, work with

their neighbors and show them that this isn't just about me selfishly, you know, promoting a wind farm because I'm gaining from it.

But they know people in the community who get this and the importance of it who aren't necessarily involved with the project personally and we bring them in.

So we try to have meetings and form, you know, a small group in people's living rooms or in a fire hall or some place private where it's not open to the public so that we can have a free discussion and formulate a mission and how we want to operate and start educating people to then show their support and lend their support in their communities.

And this is an example of what we could do. Let's say the developer decides to hold a public information session like such as an open house we call them. And so they're there with their technical experts meeting the community members in a very, you know, very easy non-aggressive and easy flowing kind of forum where there's no real finger pointing opportunities.

You're not speaking with a microphone so people can't come after you and start accusing you of being, you know, the foreign company taking advantage of local people. Basically it's a four-hour session that we like to have, three or four hour session, so people can come and go as they please, and talk to the developer.

And if you happen to be organized early and have your support group with you, you know, it'd be great to even have them table at your open house and at the time of tabling, they maybe want to organize a bus trip to a local wind farm and, you know, they just try to grab their community representatives to come to their meetings and such.

So it's just a really great way of educating people and using a support network. I'm getting something on my screen. Larry, do you see what I see on my screen? Yeah, I have a little block on my screen. Do you have a block on your screen?

Larry Flowers: Voice and video?

(Marion): Yeah.

Larry Flowers: Just...

(Marion): Okay, I'll click it off.

Larry Flowers: Click on the X.

(Marion): I'm sorry everyone. Bear with me. Thank you Larry. Okay. So here's another - this - I love this photo. It's like one of my favorite images of - once you have your group together - I mean so I think it's probably a really intimidating thing to do for most people and that is speaking out publicly. And going to your town board meeting and, you know, especially if you have people who are very loud and boisterous opposing our projects, which is what we typically find. It's very hard to get people out to speak.

So we usually have folks prepared with t-shirts or hats and that can really stand out in the crowd. So the town board elected officials, whatever, can look out in the audience and they can see oh wow, I've got a lot of supporters out here.

So that's a really great mechanism of showing how the silent majority is what I like to call them because there usually is a majority of people there in a community that get it, that see the value but don't necessarily speak about it.

And to the right is a - just a sample of petitions or paid ads that you can help create for your community groups that, you know, they can put a very affordable advertisement we call them because they're paid in a weekly paper that people typically read a lot where they could show, you know, educate people about why wind and on the independent support group that is promoting this for all these reasons, health, economics, you know, things that people need to hear and understand on a regular basis.

These groups go out there and educate their community through ads. And I have petitions so sometimes petitions work well. When you have the silent majority that aren't speaking out, you put a petition together and promote your wind project to your town board members as, you know, before they're having, you know, very important critical votes on allowing projects to take place or wind ordinances being developed.

And there's this one group I work with that's amazing. They've been out collecting petitions and they have signatures that they gather every two weeks from people in their community and then put like 25 to 30 signatures they'll gather on an ad, place it in the paper.

So everybody in the community can basically see oh, there's so and so and oh wow, you know, they get it. And I should listen up. Maybe I'll attend the next town board meeting. So that's just one - you know, a little tool we helped develop.

And the other thing that I love really I think is really great for folks to harness the local experts, an environmental group, get a local or even regional educational forum going where you bring in the experts. You bring in a resident or a landowner or a farmer who's living amongst wind turbines.

And maybe you get an energy expert from, you know, I have National Grid here but we have a community, you know, based environmental group that has been working quite a bit with GEOS, my group, to promote wind here in New York.

And you bring in maybe a town supervisor from another wind farm. They could talk about the environmental benefits, economic benefits. So we've got a whole array of experts that are there promoting this technology for all the right reasons.

And the developers are like out of it, you know, they don't need to be here right now. They can be in the audience of course but this is spoken and - you know, it's financed. It's supported by your local independent group. And I just want to show you this slide which I thought just kind of gives you a sense of these are little groups that I helped work with all across New York.

And they have their own little mission statements and their own little, you know, organized party of interested people. Some are a lot bigger than others. But, you know, it really doesn't take a whole lot of people to form a group and get things going.

And so we've done this I think pretty - we have like - kind of like a model that we use and we get it going all across New York and, you know, we could do in other states as, you know, we'd like to be doing. But, you know, it's places

where, you know, you may not - you may not need an independent group but you may need another mechanism in place.

But these groups once they're in place - I just have to say one of the amazing things I found about them is there's a lot of people in the community that come together and they form their own little friendships through these groups. And they form - they do other things beyond promoting wind power. And they're - it just warms my heart to watch what's - what evolves with connecting people to each other in a community.

And you may have wind as the goal as promoting wind power but they have many other - many other activities they do on behalf of their community as a process of working together. So it's just a really interesting form of doing business with people.

And then here I just wanted to kind of like put this in this like presentation with - when you're building coalitions, I don't care what issue it is, you know, you have little people all over the place doing the same thing of like minds. And when you start bringing people together, it's a very, very powerful place to be.

And I've seen it happen. There's a little - the group that we formed - it's REAC which is the renewable energy advocate's coalition, all those little groups you saw on the slide before. You know, I tried pulling them together - last year we pulled them together and created this coalition and we had conference calls.

We had a face-to-face meeting last summer just bringing people together. Even though they're all volunteers, they all came to one part in New York. And they formed - like they share and they trade stories and they trade, you know, tools they use in their communities.

So they're all being more and more effective and they're not feeling isolated and they can, you know, join in each others efforts if it's not too far for them to travel. So that's another wonderful piece of what we can be doing.

And so this is my conclusion slide. Just again we got to - we've got to invest in our local voices and start our outreach process early and educate them about electricity and why we're doing this. And also, you know, get people pumped.

I mean we've got - this America. We've got this technology. Let's do it. It's new jobs and it's a wind turbine for crying out loud. It's not a nuclear power plan. And, you know, address those concerns early on and they are - they are real. They're legitimate for whatever reasons.

And, you know, some of them we're going to get better at and some of them we can't fix as, you know, we see these big turbines in our view sheds. And then hopefully our local voices will be able to really hit home and make some sense of it all for people who are uneducated.

So that's basically it and this is my information about how you can get in touch with me. So I'll open our discussion - open for questions and comments.

Coordinator: Thank you. If you would like to ask a question, please press star 1 and record your name. To withdraw your question, press star 2. Again to ask a question, press star 1 and record your name. One moment while we wait for the first question to queue.

Larry Flowers: (Marion), this is Larry. I'm going to ask a question first. You have some really good points on a number of issues, noise, property values, health, subsidies

and birds. You didn't mention the impact on rates. I find that as I go around the country that that's one right up there upfront is okay, if we put wind in, our rates are going to increase. And that hits us in the pocketbook.

I mean you hear all the discussion right now on the resistance to climate change. It's because it's going to raise rates. How do you address that?

(Marion): Well, you know, it's funny you say that because like in our - what we have right now with our RPS in New York, we have a charge on everybody's electric bill which is the SBC charge, systems benefits charge, that the public service commission has added to help pay for the RPS. So everybody's getting charged, you know, like, you know, a little bit every month on their electric bill.

And people - that's the kind of thing that people are like why are we paying for this. You know, (unintelligible). But, you know, we have to explain to folks that well we're trying to promote this is a, you know, this is where we're going as a state, as a nation. We're trying to promote clean power so that we can have the benefits.

And I think that the other thing that - I think that for the most part people are in agreement that we - they support green energy. But what I'm coming across a lot of too regarding rates and this whole topic is well how are we - why are we being sacrificed. I want to see the power in my house coming from those wind turbines and that's how it's just going down state or somewhere else.

I mean if it's not benefiting us specifically and, you know, I think that those are all other pieces that I think the industry has to start considering is maybe there is a formula or a way for towns most impacted by these projects to have a decrease in their electricity bills through using an (ESCO) or some other

form of, you know, electricity managing bills because you can't manage the actual power obviously going into the grid, right.

But you can manage, you know, using, you know, some type of entity in the, you know, some, you know, utility based how people are being billed. I think that we're going to have to - we're going to have to figure out a way eventually.

And the more these turbines go up is like how do we propose to create this - I call this (seems) like the community benefits package for the - like beside the pilot, you know, payment in lieu of tax. I mean what is it that a wind developer can give back to a community and still make profit obviously? I think we have to get a little creative with that.

Coordinator: Our first question comes from (Heather Roseweaver). Your line is open.

(Heather Rhoads-Weaver): Oh hi. Yes. I was just curious with the downturn in the economy if you've noticed whether this has reduced any of the opposition or the effectiveness of their tactics. And think I have kind of a related question after that.

(Marion): Just - I hate to sound like, you know, across the board and I don't want to sound I don't know one sided here but typically I don't think the - for the opposition, I don't think the economy mattered or matters to most of those out there opposing wind farm. Because I find that a lot of the opposition comes from those who don't really care about payments - their payments to the community or lowering anything or jobs for that matter.

They just care about their view shed and how it's going to impact the beautifulness around them. And I call it, you know, it is really unfortunate

because the most - most of the people who are opposing either they're not long term residents of the communities that we're building in.

And the long term residents are like wait a second, these guys just moved in here. We're trying to run a farm. We're trying to survive. I mean my grandkids are never going to be able to live here because there's nothing for them.

So I really don't think that unfortunately - I mean the argument is much stronger but it's shameful to see that people really don't care that are still opposing wind farm.

(Heather Rhoads-Weaver): So I'm just wondering though if the local officials are able to give that opposition as much weight, you know, if they're as effective in getting the votes.

(Marion): I think that what - well I think that that's a very good point and I think it should - and we stress that immensely here. In fact even in places like Pennsylvania where coal is, you know, being highly monitored by the new standards by the Obama administration with (particulate) matter and what not.

And that was a big income, you know, source of income and we have to really - you know, I think that it's too early to tell because it's, you know, the recession is happening obviously and we're losing jobs left and right.

But I don't really see - I still see the other pieces of what we've been undergoing which is sound and birds and bats that are very much hampering a lot of our wind developments and, you know, developers are struggling with potential lawsuits, et cetera because of all the other issues that are coming at us.

So I think that the economy is key to getting on that. You know, we really need to build on that fast and quickly and (unintelligible) and show how this is helping. But a lot of the anti-wind folks are so sophisticated that they're really, you know, they're coming after us in so many areas. The economy is one place that we really need to focus on.

(Heather Rhoads-Weaver): Well, okay. So the flip side of that is, you know, maybe it's easier now to get more support where in the past, you know, a group like yours - I've done the same thing out here on the west coast and, you know, we get accused of being, you know, a front group for the developers, that kind of thing.

But maybe now the communities are actually welcoming that kind of development and giving you a little bit more of an entrance because they want - they want to see some jobs in their community.

(Marion): I think that's possible and I'd like to hope that that's going to happen. I just still, you know, from where I sit I unfortunately see incredible (attrition), you know, in this day and age and I shake my head. It's like unbelievably in your face. I don't care about the money. Look at what's going on here. We don't want to subject ourselves to the sound. We don't want to see them, you know.

And it is again I think the silent majority will hopefully speak out more about the positive benefits economically these projects bring in bringing life to their communities again.

So, I don't have a crystal ball but I do think that it's - we can't - we just can't put our defenses down because we think the economy is going to help pull the wind industry through this.

(Heather Rhoads-Weaver): Oh definitely. Yeah.

Coordinator: Our next question comes from (Chris Calixson). Your line is open.

(Chris Calixson): Good morning. This view shed issue was a topic related to cell phone towers 20 years ago. Have you used any comparisons to cell phone towers in how you analyzed or how you present wind turbine view shed issues?

(Marion): Hi (Chris). You know, people do it but it's really, you know, it's kind of like well, you know, we can't - it's hard to compare an 80 megawatt wind farm to a cell tower. You know, because we're seeing, you know, huge view sheds - you know, the view shed is like 20 times more disturbed than with one cell tower.

But with that said, I mean we always, you know, we try to mention how, you know, whether it's a cell tower or it's the wires all around us. We don't see them after a while. And I have people from the community side will - they'll bring things up like oh well we have people in Germany and other places where turbines were - are so not an issue because they're used to seeing them. And it just doesn't - it becomes part of the landscape more or less.

And so, you know, but in answer to your direct question, I don't usually compare turbines to cell towers because I feel that it's, you know, a 200, you know, foot cell tower and then you have like twice that for one turbine and you're putting, you know, 40 of them up. It's just kind of - it's a hard comparison.

(Chris Calixson): Okay. It's not useful then in the presentation context. Okay. That's what I was curious about.

(Marion): Thank you.

Coordinator: Our next question comes from (Cathy). Your line is open.

(Cathy): Yes (Marion). This is (Cathy) from Utah. And I was wondering if you have had experience working with younger people when you talk about enabling the silent majority and younger people have sometimes been referred to as the inconvenient youth, you know, promoting environmental ideas to their parents.

And so I was just wondering if you had some advice or experience in that area.

(Marion): Well yes, thank you. (Cathy) this is what we got to do. You know, it's so funny because the recycling business here in New York never took place until we got into the schools. And then once we started educating the children, they shamed their parents into recycling. And I - and I can't emphasize enough that we need to be more and more in our schools.

I work with the kid wind project and (Michael) is very, very, very, very good about getting programs together with educating teachers and workshops and educating kids. And I think we have to do more of that. I've done events with children involved at wind farms, celebrating wind farms and what not.

But I do think that we really need to get these - get wind technology and what's available to us in our states and, you know, and our programs at our local schools. It's a win-win for us.

I've worked - I've done a lot of presentations to middle school to high school and, you know, they're like little sponges out there and I think it's really cool to educate kids because how depressing is it to be a kid today. I mean everything about the environment is like doom and gloom.

And, you know, to present this kind of technology that is a - is a positive influence for their future and their, you know, their job growth and everything is really - I can't emphasize it enough. I try my best.

When I go into communities to get young people involved, you know, get into the schools but we don't have the volunteerism going - I haven't seen a movement physically on the ground and there's a lot of work to be done there - college campuses and to really promote more and more of a I think - here we have shovel ready projects. Let's go and let's shame the older generation into doing this.

So I think that's another whole side that we need to develop and develop that quickly.

(Cathy): Yes. Thank you because, you know, the schools are such huge beneficiaries too of the (revenues) that - it seems like the educators would be behind this.

(Marion): Will Michael Arquin I mean he should be brought into that whole subject. But, you know, I do work with him, a kid wind and he has a national program that's very useful. He's got all the curriculum there ready to go. I'm just - I think that we need to use our classrooms and then, you know, get out of the classroom and into the town board meetings because that's where all the decisions are being made. And that's going to - that's I think a tricky part of it all.

(Cathy): Thank you.

Coordinator: Our next question comes from (Ben). Your line is open.

(Ben): Hey (Marion). Just great to hear you talk. Really interesting stuff.

(Marion): Hey (Ben).

(Ben): How you doing? I have a few sort of related questions. You can answer them individually or together. One of the things that's really interesting is to try to understand what makes the opposition. What sort of bring somebody to the table to oppose the wind energy facility?

And I wondered if you could - if you wouldn't might just sort of speak a little bit to that from both the local perspective and also maybe form the wind watch perspective. You know, what are driving these folks?

And the second is if you had any insights as to that silent majority. Are they generally people that live closer to the wind facility or do they live further away maybe that would be less impacted? Are they - are they folks that somehow might benefit directly?

Maybe they're - they have kids in school that might benefit from the payment to the school. Are they folks that, I don't know, for another reason that might find themselves interested in being part of that silent majority? So any insights there would be really interesting to hear.

(Marion): Okay. Great. Good questions (Ben). All right. Well firstly and I just don't want to sound like I'm stereotyping here because the opposition - I think there's people out there that are just genuinely misinformed.

But I think that the main objection for people opposed are I see people who come from like New Jersey and New York City and they're like done with the

crowds and they've worked really hard as, you know, Wall Street attorneys or whatever and they want to come to the country and be at peace.

And here comes an industrial wind farm. And I think that is really like the typical person out there with the summer home or they relocated and they're retiring in a beautiful gorgeous landscape of whatever rural environment, you pick it, anywhere in the USA and you start building, you know, a project of, you know, industrial scale nature. Even though it's a wind farm it's an industrial site.

They're opposed - they're going to - they're going to do whatever it takes to get that out of their view shed. So that's I see as your typical anti-wind person and - or they'll either leave - I mean I've had people in a site in New York where they were the hugest advocates for cleaning up the Hudson River. I mean wrote books on it.

A guy by the name of (Bob Will), he started Riverkeeper and he bought property in Cherry Valley, New York and - or outside of it. And it was just no way - I mean there's no way that wind farm would ever be built because the environmental community in that area,

And that is typical of what I see is a lot of the historical and, you know, people who have concerns over preservation are mostly of the oppositional key opponents because they see an invasion of gorgeous pristine areas by these - you know, the view sheds being interrupted.

So that is where the opposition comes from for the most part. And again I say if you have money in your pocket and you're retiring somewhere you don't really need - you don't really care about the property tax - you know, you don't

really care about a decrease in, you know, your tax base because it's not going to hit you hard.

And the silent majority are those people who are hit hard, who really do see the value. And they do live close. And they don't necessarily have a stake in the project. A lot of them obviously are (stock) groups all the time with people who are involved in the projects because those are the people that know people that live near them that get it and that will help us.

And those are the goals who I have to say as far spokespersons go for these projects. If you have people in your community that aren't physically, you know, benefiting from, you know, being a part of a lessee on the property and they're speaking out, I mean that is - that's what I look for.

But there are a lot of those out there and a lot of them, the silent major again are the people who are invested in these communities, invested in the land for generations that understand that they are going under and it's really the - you know, I hate to say it, it's the money talks. I mean it is the money for a lot of people because they're surviving.

But they also - I don't want to belittle the fact that these people are truly there for the next generation and they see the value of this industry and helping to stop climate change and, you know, pollution issues that we all suffer from.

So I say it from the heart. I'm not making - I don't, you know, pretend. Like sometimes I go out to a community and I think gee am I nuts. I mean there's so much opposition here. But then you get these petitions going around.

Like in a town of - another town where there's huge opposition and petitions I just showed briefly on the slide we've got over 350 signatures. This is a very

little community, you know, of a few thousand people, a very rural New York community.

It's amazing who's out there. So and they - they're - yes they are local and they are going to be directly impacted but they still get the value.

(Ben): Thanks.

(Marion): Thanks (Ben).

Coordinator: I'm showing no one in queue at this time.

Larry Flowers: Okay. This is Larry. I want to ask a question (Marion). The 20% report we talk about a very large increase in the 28,000 megawatts we have right now to on the order of 300,000 megawatts, a 10-fold increase. And with that there's this significant need for new transmission. And there's a couple interesting quotes, one from the CEO of (XL) the largest buyer of winds utility perspective says if you love wind, you have to at least like transmission.

And the question is, you know, transmission static is not moving in harmony with the environment. And oftentimes it goes through, you know, landowners view shed who aren't particularly getting the benefit as they watch electrons flow from, you know, the wind far who gets benefits to the load centers which are urban centers.

How do you see the story being told to get folks to embrace transmission as a needed requirement for a robust wind future?

(Marion): Larry, that is a really good question because, you know, transmission is - I think that's going to take a lot of really interesting minds to - firstly, you

know, we've got to wrap our heads around the fact that people have to understand that somebody's living near something that everyone benefits from.

And again it's like well would you rather be by the transmission line or at the base of a nuclear power plant or coal fire plant or something that you're getting your electricity from?

I mean we have to all work in a way that people understand that the community we live in will, you know, we're all sharing - we're all guilty unless we're going to be using kerosene lanterns, you know, whatever, you know, transmission has to get our wind projects and our good green energy that we want to get through for this nation to be more energy independent.

We really have to educate people, educate them, get the schools and, you know, part of the - like I love that. If you love wind, you have to like transmission. I mean how are we going to get all the gorgeous wind power in our grid and we got to really - I think we have to have a huge national education campaign on how electricity works and how we use it better.

And unfortunately we have sacrifices and many there has to be a program to show, you know, like we do host community benefit packages for those most directly impacted by wind. Maybe there's a benefit something for those most directly impacted by transmission lines that, you know, people can maybe get a little break in something - some kind of tax incentive or electricity incentive, a package deal for those within a certain corridor of transmission lines.

I think we're going to, you know, again I think we have to embrace, you know, creative ideas and try to understand. I mean we're going to go in through eminent domain because hell I don't think there's going to be any

other way of doing it. You know, how are we going to work with people directly impacted better than just saying look, we have to do this and this is what it's worth.

I know again people are going to have concerns also about their property values. They're going to have concerns like wait, wait, wait, wait, wait, how's this going to affect my, you know, my house, besides my health?

So there may be studies out there too that can address those concerns to ease their minds. So a lot of this has to be getting in early, talking to people early prior to the - you know, early education. Building, you know, your support groups that could possibly help educate others about the transmission being placed and why it's being placed there.

So it might settle some people but there are - bottom line is we're going to have to come up with a host community package to help people out I think.

Coordinator: Our next question comes from (Mark Robinson). Your line is open.

(Mark Robinson): Hi. Thank you again for leading this. My question relates to small wind. Do you see maybe an opportunity for a small wind, anything under 100KW, you know, 50 feet, 29 feet, smaller turbines to come into those communities where there may have been an interest or partial acceptance but just really a discomfort with the transmission or the large view shed problem?

(Marion): I think there's huge potential for small wind. Everybody loves small wind that - you know, everybody I talk to out there is like I want a - everybody wants a little wind turbine.

So I do think that there's a lot of - you know, the town boards for the most part, you know, if they're - if they're saying no to small like under 100 kilowatt type of machines, they're going to get voted out eventually. Because this is - if you have a windy place and you have a Government program that's going to allow, you know, funding and grant opportunities like we have in some states to promote more and more small wind.

And oh, when I was at the wind conference back in May, small wind is big. And every county fair I go to, everyone asks about I want one, you know, I want one. And this is really - it's a really wonderful expanding technology that yeah I mean every time we break ground with large turbines, the small ones get I think the benefit of educating people. And I truly believe that we should be doing more incentives using small wind where it matters.

And maybe there's a way for developers to use our small wind technology at schools and maybe municipal buildings where it makes sense to educate people about the technology. So there's a whole lot that should be placed - an emphasis placed on small wind.

Larry Flowers: This is Larry. Let me throw an adder into that. We have wind for schools program at Wind Powering America operating in six states right now. And we're putting small wind turbines up in rural schools and providing a curriculum to the teacher to teach about wind as a, you know, a different energy future for rural America.

And what that has done in a number of these regions is it gets the buzz going about wind in general. And I think that's what (Marion) is talking about is it just - it stimulates the discussion that people now are interested and that can lead to discussions of larger wind.

Coordinator: Our next question comes from (Heather Roseweaver). Your line is open.

(Heather Rhoads-Weaver): Hi. Yes I was really happy to hear that last question. And I agree with that as well. But I was curious about whether you've ever used visual simulations to help with kind of the fear of the unknown and if that's been a tool that has helped out on the east coast.

(Marion): Oh yes, yes (Heather). That's a very good question. In fact a few years back, it's a little dated but it still works. As far as visuals go, I interviewed a whole bunch of folks who live at wind farms and, you know, used the wind farms that have been operating and the people testifying to what it's like being there, identifying people who are not landowners, do not receive income from these turbines and what they actually experience and videotaping them.

In fact I have a video called New York Wind Power and it should be - it's out on my Web site so you can take a look at it. But I think it's in other places as well. But it - but the important thing of that is also is with sound and, you know, there's got to be a way with visuals and audio bringing that to a community meeting where people aren't going to get out and go to actually visit a wind farm.

And listen to what a turbine sounds like from, you know, X amount of feet and, you know, the ambient noise versus what's actually being, you know, the swishy sound from a turbine to the fans in a barn. I mean like how is that in comparison? What is that going to sound like?

I mean the best thing you could do obviously is take somebody to a wind farm and visually see it and hear it. But also a video is a great way of showing people how wind farms are constructed and maybe Larry has some really good visuals too, I'm sure he does, that you can bring to meetings.

I use all these things and I always show people, you know, at open houses we try to give people a good sense of what they look like as they spin and what they hear like and what the people there have to say about them.

(Heather Rhoads-Weaver): Well, I guess I meant more specifically there's, you know, software you can take photographs of the actual site where the wind turbines are going to go and kind of place them in at the scale they would be. So, you know, people think that they're going to be looming, you know, really high about things and in reality, you know, they're pretty small on the landscape once you get to a distance.

(Marion): Oh yeah. I'm sorry, yes. The developers do that. They always have, you know, simulations of before and after at different viewpoints.

((Crosstalk))

(Marion): You know, where people really - where they think really the views matter most. Is that what you're asking?

(Heather Rhoads-Weaver): Right. Yeah. So is that helpful with your organizing work?

(Marion): Yes, very much. But see that again well that's where the developer comes in because that's something that our grassroots groups, they don't do that. So that's key for when you have an open house, let's say or a town meeting.

You know, your developer is going to go in there and show, you know, different - a variety of boards where your site's being projected at different locations and the view sheds involved. And that's where your groups can

come in and say well, see, neighbor so and so this is what it's going to look like from your property or from, you know, downtown.

And, you know, they sat - they sit around and chat about it and, you know, most people look at it and say wow, you know, it's really not as bad as I thought it would be. But, you know, so those - that is like one of the key stations, you know, we use like different topics at these open houses. That's - people really want to see that. So I think that's a really good point.

Larry Flowers: (Marion), this is Larry again. I wanted to ask you about brining the local utility in and how do you - how do you get them to have a positive impact on the local folks as far as how wind is going to affect reliability, rates and the general electricity system.

(Marion): Well it's good that - that's another really good point Larry. You know, they're the experts on how the grid works. And help because this - you know, I've been working at this for so long and I still, you know, I am not an - it's just technical. I mean stuff you can't see. It's just - you know, the stock market, you know, the minutes and health, how power is bought and sold on the grid. And we get a log of opposition who talk I mean typically about oh wind isn't going to make any difference, not on a hill of beans.

You know, it's just more expensive and it doesn't matter. You're not going to be using any less of anything. It's not going to affect your rates. The utility guys can come in and they actually talk about how it works and that every time you get a megawatt of wind power in the grid, you're lowering something else and it's usually the most expensive form of fuel that's going in the grid at that time.

So they will actually explain to the public how the grid works and how wind is efficient and how wind actually does bring costs down because it will come in the grid. When the wind blows it goes in first and it will, you know, it's just the way it operates and it doesn't cause more - you know, they say - the opposition says it's going more costly to, you know, accommodate wind and that's not either.

So it's not coming from the developer. It's coming from those who operate the grid. And I love those testimonials because I learn something from the every time they speak and they bring their own slides.

And, you know, if we could partner more with utility companies that have the ability to present, I mean we don't want some, you know, pocket protector guy that's just like putting to sleep. I mean we want somebody that's got the messaging in a clear simple, you know, easy to understand presentation. But that really works and it's very helpful.

Coordinator: Our next question comes from (Tony Rally). Your line is open.

(Tony Rally): Hi. Thanks for taking my question. I'm curious to know if you have any statistics about who is more likely to accept wind and who is likely to not accept wind in their communities.

(Marion): It's actually - you know, I know there are studies and I've read studies and golly I have a blank going on in my head about what those studies are at the moment. But they've done typical, you know, assessments.

Like for example I know there's a recent Pew study out, Pew Charitable Trusts study about public opinion and wind and it's like generally speaking how the public's overwhelmingly in support of wind power.

And there's stuff in it like the typical person who's affected for example more than anyone about like sound for example will harm your - you'll hear it more if you have a negative impression of what they look like. It's going to disturb you more.

So I mean they've done studies on that type of thing. And I know that there's a recent study and I can get this to you - is this (Tony) or (Heather)?

(Tony Rally): (Tony).

(Marion): Thank you (Tony). I can probably send you - it's a recent study that came out like - in fact it's on my Web site. If you go to my Web site, it should be on my front page on my home page on just basically I think may answer your question about the public attitude and who typically - no, is opposing wind power projects.

And if that's not really hitting you, you know, directly send me an email and I'll try to look through my notes and I'll get you something because I don't have the staff.

(Tony Rally): Thanks. I appreciate that. Also I mean just speaking from your own experience, have you ever encountered any non-traditional allies in getting the community to accept wind into their community?

(Marion): Non-traditional allies. As...

(Tony Rally): (Typically), you know, environmental groups are on board with you but has any type of group kind of surprised you that have become an ally in the end?

(Marion): You know what, this is a good question too because I thought that my biggest allies in this field of technology would be the environmental groups. And they are probably one of the most difficult groups to come on board in a local sense.

And I'm tossed and turned around upside down with how disappointed I am in the environmental community and that I know and love because they're not stepping up to the plate. And they're not taking it and running with this right now. They need to do it.

It's all about yeah, we're for it but they're not on the ground. They're not helping. They're not. And I have to say I - the way I am with the environment groups right now. If they're not opposing, outright opposing a site, I consider that a victory.

And I have to also say that - I never talk politics with groups but I find the - some of my biggest allies are the folks that I would not consider an ally working with on typical, you know, environmental groups. And this - you know, labor and the environment work really hand in hand.

Labor is hugely helpful in these projects because obviously they're working building wind farms and their factories are running making and manufacturing turbines. But there's folks that when I was in the environmental community that I would never be working with that are out there right now right along side me helping to educate people about wind farms.

So go figure. It's - I had to - you know, again it's been quite an education for me promoting this wonderful technology and feeling like people in the environmental community sometimes look at me like well you're, you know,

you're a traitor. Why are you working - you know, these are our view sheds. We are protecting our view sheds.

And, you know, you're working for the big corporations. And I don't feel bad about that at all. Because I stand by - where I come from is, you know, I'm a pro cleanup girl. You know, it's like pollution to me is like the biggest problem and if we're going to do anything out there to prevent pollution, let's do it and it's going to help our birds and it's going to help our bats. It's going to do it - it's going to do whatever we can the best way we can at the moment for the environment.

So I'm, you know, that's my long answer to allies and unexpected allies are usually - for example, GE. I fought GE tooth and nail on the Hudson River cleanup. And now I promote GE wind turbines because they're doing the right thing here. So go figure, you know.

(Tony Rally): Thanks for sharing that.

(Marion): Sure.

Coordinator: Our next question comes from (Dennis Riley). Your line is open.

(Dennis Riley): Yes. I'm from Wisconsin and we have pretty strong anti-wind groups here and have a number of projects held up in the state. We thought we were doing an okay job on public education. But my question to you is any areas where we haven't done a strong building of local groups, what would you have to say about going back into areas where the anti-groups are already strongly formed and trying to do what we can?

And also being persistent and ongoing with a group that we'll keep working at it no matter what the opposition is. And then I'm also curious about the anti-wind forces particularly on a national basis. Whether there's any evidence that they're funded by fossil fuel. Thanks.

(Marion): Well okay. In answer to your first question, yes, yes, get in there because you know what, the stronger your antis are, the stronger your silent majority is. Because I find in general, not necessarily across the board, but people get tired of it. They get tired of being bullied and especially with this economy going down and not going up any time soon.

You know, those folks who've had like a stronghold by speaking out and being opposed and organized they're probably creating a lot of friction in their community and they are a lot of folks who really are tired of hearing it and would probably very much appreciate an organized effort to build a public informational body of citizens that really get the value of this technology.

So I would say don't give up on those communities. And typically I get hired to come into places that are very controversial. So it's - I never go into a - now ideally I put this PowerPoint presentation together like go in early and, you know, try to like just set up your community group. Oh no, no.

I mean I'm there because there's already people out there coming after developers and they're well organized. So I wish, you know, we had a perfect environment where we're just building, you know, nice little (voicy), you know, support groups and there's no opposition out there.

So I'm usually hired where there's a lot of controversy. And people are very thankful to be able to have their voices heard and be organized and know that if they put a letter to the editor out there they're not alone.

So yeah, go back and get in there. And get yourselves, you know, your local - and it only takes four or five people to get going. You don't have to have like, you know, 40 people to start a group. And then, you know, one thing leads to another and then you come up with their own ideas and their own creative ways of building more support in their own communities.

So yes. Wait, what was the other question you asked (Dennis)?

(Dennis Riley): About whether fossil fuel is funding any opposition.

(Marion): Oh yeah. I mean I think - I don't know. There's this guy (John Drose) and I think he comes from the coal industry and he's very good at being a real nag and formulating his own very technical oppositional, you know, large questions to Government and developers about the worthiness of wind industry.

And yeah, I think there's, you know, there is a lot of folks coming from those - from the industry that are out there that are not necessarily - you know, they're not promoting that industry but they come from that industry. So I don't want to point fingers but it just stands to reason that this is a threat.

I mean, you know, coal is being threatened heavily by renewable energy right now and I think there's a lot of - there's a lot of money at stake here and you've got to - you know, they're going to try to discredit this industry as much as possible.

(Dennis Riley): Thanks.

Coordinator: Our next question comes from (Chris Calixson). Your line is open.

(Chris Calixson): I just wanted to revisit Larry's comment about transmission because that came up in a presentation that I gave yesterday to a city of Logan, Utah Renewable Energy Advisory Board. And I didn't address the question of transmission in the presentation. But I just - I wonder how far to go into transmission or is it a topic to just save for another meeting when you're trying to advocate for wind.

What has worked best for you in your - in your presentations when the topic of transmission has come up?

(Marion): Well transmission is, you know, it's like everything. You got to get it out. The earlier the better. People have to understand it in order to accept it because you can't have wind without getting it somewhere. You know, you have to have transmission.

So the T lines are also things that need to be looked at and, you know, with your maps and your, you know, as you're forming your wind farm array plan, the transmission lines if there need to be added transmission lines in a big way, they better be addressed. The sooner the better.

And you're only avoiding the inevitable by not addressing it early on. And then the wind project as a whole will help defend the transmission line. And maybe, you know, obviously, you know, with a wind farm you can put a lot of your individual cables under ground but eventually you got to get to that substation.

And there's, you know, people that will be directly affected by it and you know what, they're landowners. So they're - and here's where it is with the wind farm typically the ones I work around but there may be different scenarios out there obviously. But they get - they're part of the package. They

get their annual, you know, their leasing, their lines, their property for transmission lines.

So that's something that people need to understand too. That's part of the package deal. There's a benefit there to landowners. And as far as the towns go, they have to understand that in order for them to benefit from this wind farm there's going to be a transmission line.

And perhaps maybe nationally speaking, you know, the transmission lines that we have to put up there again there's got to be a way to show people that we're considering their, you know, compensating in some way, shape or form for having these thing directly in their back yard. But how far do we go with this? I mean, we can't, you know, go broke over it.

(Chris Calixson): Is there an example of a community benefits package available for reading or review?

(Marion): Every developer is different in what they do. And I actually - I don't have my hands on one. That's a good question. I mean that's like a really - you know, some developers put together well we're going to help your fire hall and your, you know, maybe we'll work - are you still there?

(Chris Calixson): I am here. Yes.

(Marion): Okay. To help get your senior centers to, you know, the rec center, I mean, you know, so many different intimate type of, you know, whatever the community needs are.

(Chris Calixson): Yeah. Situation specific. Okay.

(Marion): Exactly. But I mean that's another discussion though for people who are like such as Wind Powering America as a group, you know, give topics of what's worked for different communities so they can pick and choose as, you know, we get more and more of these things up. We're going to - you know, like Texas is even seeing issues with view sheds. All the low-lying fruit is being picked at right. We're going to have more and more of these issues.

(Chris Calixson): Yes.

(Marion): But let's come up with a good, you know, host community benefit package items that people can see that may work for different areas.

Larry Flowers: This is Larry. I think this brings us to the end of the Webinar. (Marion) thank you so much for sharing your experiences with the Wind Powering America network. We thank the folks who are on the call. And (Marion's) contact information is there if you have some follow up questions.

Stay tuned for some future Webinars on this topic. Thanks very much.

(Marion): Thank you.

Larry Flowers: Bye.

Coordinator: Thank you. This does conclude today's conference. We thank you for your participation. And you may disconnect at this time.

END