



Adirondack Research Consortium

Better Information for Better Decisions

Bioenergy Market Development One-Day Conference
Wednesday, February 17, 2010, Holiday Inn, Saratoga Springs, NY

Conference Sponsored By:

Farm Credit

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SUNY-College of Environmental Science and Forestry



KEYNOTE: "WHAT IS NEEDED TO CREATE AND SUSTAIN A VIBRANT BIOMASS MARKET"

Peter R. Stein, Managing Director, Lyme Timber, Hanover, NH

Peter R. Stein joined the Lyme Timber Company in 1990 and provides leadership in the development and structuring of conservation-oriented forestland and rural land purchases and dispositions. He also manages the Company's conservation advisory business. Prior to joining The Lyme Timber Company, Peter was Senior Vice President of the Trust for Public Land where he directed conservation real estate acquisitions in the Northeast and Midwest. Peter earned a B.A. with Highest Honors from the University of California at Santa Cruz in 1975 and was a Loeb Fellow and received a Certificate in Advanced Environmental Studies from Harvard University in 1981.

The Adirondack Research Consortium is a 501(c)3 not-for-profit organization that promotes research-based knowledge to inform and guide policies, planning and management of the Adirondack Park's public and private lands and communities. The work of the Consortium is funded by a network of partnering organizations, individual memberships, and donations. To learn more about becoming a member or joining the Adirondack Research Consortium partnership network, contact Dan Fitts, Executive Director, at 518-523-1814.

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*Located in the Countess Alicia Spaulding-Paolozzi Environmental Research and Education Center,
Paul Smith's College Campus*

PROGRAM OVERVIEW

February 16, 2010:

6:00-7:30 p.m. Opening Reception - Remarks by **Patrick Hooker**, Commissioner of NYS Department of Agriculture and Markets. Meet the Adirondack Research Consortium's Board of Directors, and other key conference participants.

February 17, 2010:

8:00 a.m. Registration Opens (Coffee and Danish available)

9:00 a.m. OPENING REMARKS AND INTRODUCTION
William Porter, Ph.D., President, Adirondack Research Consortium
Robert Smith, Senior Vice President, Farm Credit East

9:15 a.m. KEYNOTE: "What is Needed to Create and Sustain a Vibrant Biomass Energy Market"
Peter R. Stein, Managing Director, Lyme Timber, Hanover, NH

10:00 a.m. PANEL: Biomass Market Supply, Demand, and Competition - Emphasis on this presentation will be on supply and demand in or around the Adirondacks and North Country.

Moderator, **Sloan Crawford**, Forest Products Utilization and Marketing, NYS DEC

- Preliminary biomass supply and demand from Biomass Roadmap Project, **Dr. Tim Volk**, Co-Director, Center for Sustainable and Renewable Energy, SUNY-ESF
- Wood supply, demand and cost, **Eric Kingsley**, President, Innovative Natural Resource Solutions, LLC
- Outlook for natural gas and oil, **Dr. John Martin**, Senior Project Manager, Renewable and Indigenous Energy, NYSERDA

11:00 a.m. Break

11:30 a.m. PANEL: Policies Affecting Biomass Energy Markets - Federal, State and sustainable forestry policies, subsidies, and tax credits will be discussed.

Moderator, **Elizabeth Thorndike**, Ph.D., Adirondack Research Consortium

- State policies, **Janet Joseph**, Director of R&D, NYSERDA
- Federal policies, **Scott Collins**, Asst. to NYS Director, USDA/Rural Development
- Sustainable forestry policies, **Kevin King**, President and CEO, Empire State Forest Products Association

12:30 p.m. Lunch, Remarks by **Congressman Scott Murphy**, U.S. Representative for New York's 20th Congressional District (Invited)

1:45 p.m. PANEL: Bio-Fuels Project Finance Perspectives - The panel will discuss the criteria investment companies look for in funding projects and the strategies that are available.

Moderator: **Joseph Visalli**, Ph.D., Vice President, Adirondack Research Consortium

- Debt Financing – **Thomas Cosgrove, Jr.**, Vice President, Farm Credit East
- Equity Financing – **Cathy Hill, Esq.**, M&A and Financing Specialist, White, Osterman, & Hanna, LLP
- Risk Perspectives - **Carl Vercollone**, President, 42 North Structured Finance, Inc.

2:45 p.m. PANEL: Technology and Project Developer Interests - A discussion of the issues project developers look at when considering biomass projects (location, energy, power, water and wastewater, transportation, permits, and financing needs).

Moderator - **Terry Brown**, CEO and Chairman of the Board, O'Brien and Gere

- **Charles Niebling**, General Manager, New England Pellet
- **Eric Spomer**, President, Catalyst Renewable
- **Gordon McClennan**, Project Director and **Scott Travers**, President and Co-Chairman of Newton Falls Fine Paper, LLC

3:45 p.m. Break

4:00 p.m. ROUNDTABLE DISCUSSION: Panel members will comment on the presentations, raise questions and suggest next steps. Audience involvement encouraged.

Moderator, **Bob Stegemann**, Adirondack Research Consortium

- **Brian Houseal**, Executive Director, Adirondack Council
- **Dan Conable**, Executive Director, New York Biomass Energy Alliance
- **Matt McArdle**, President, Mesa Reduction and Engineering
- **Rick Handley**, Principal, Rick Handley and Associates
- **Gunnar Walmet**, retired, NYSERDA

4:45 p.m. Adjourn

Poster Presentation: **Allison Grappone**, Program Assistant, Northern Forest Center

Abstract: The Northern Forest Center will provide a 'mind map' of the renewable energy environment of northern New York, with a focus on woody biomass. The map breaks down projects by scale and stage of existence and illustrates the drivers affecting the project viability. These drivers include the following categories: public policy, financing, education, infrastructure, and community benefits. The Northern Forest Center, founded in 1997, works to strengthen communities, revitalize the economy and conserve the landscape of the Northern Forest of Maine, New Hampshire, Vermont, and New York.

Coming: May 19th & 20th, 2010
17th Annual Conference on the Adirondacks
"Global Leverage Creating Community Resources"
High Peaks Resort, Lake Placid, NY