

6TH ANNUAL

# QFE

## QUEBEC FORUM ON ELECTRICITY

APRIL 23 AND 24, 2007

HYATT REGENCY HOTEL, 1255, JEANNE-MANCE ST., MONTREAL

Special Forum on **WIND POWER**, April 25, 2007

### ELECTRICITY FORUM CO-CHAIRS



André Turmel  
Senior Partner  
Fasken Martineau DuMoulin  
S.E.N.C.R.L., s.r.l.



Pierre Fortin  
President  
Canadian Hydropower  
Association

### WIND POWER CHAIR

Daniel Charette  
Vice-President, Sales and  
Business Development  
AAER Inc.

Come hear well-known experts from the industry give you the latest information on:

- Quebec's Energy policy and the challenges with its implementation
- Recognition of ancestral rights and its impact on the energy sector in Quebec
- Economic advantages of importing natural gas in order to export more of the province's hydroelectricity
- The gradual release of the patrimonial block and raising the province's electricity rates to market value
- Churchill Falls Project : It's impact on Quebec's energy development
- Energy Policies of Ontario and the State of Vermont and the related business opportunities for Quebec's private sector

The Special Forum on Wind Power will touch on hot button topics such as:

- Local content requirement and its impact on the profitability of wind power projects in Quebec
- Consulting and working with municipalities, MRC and aboriginal communities during the planning process
- Business strategies for accessing and maximizing capital for your wind farm project
- How to negotiate a technology transfer under license for the development of your wind power farm

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Dear colleagues,

On behalf of **The Canadian Institute**, we are pleased to invite you to the **6<sup>th</sup> QUEBEC FORUM ON ELECTRICITY**. With Quebec's new **energy strategy** and Hydro-Quebec's new strategic plan, 2006 has definitely been an eventful year for the province's energy sector and 2007 shows no signs of slowing down.

**Local and aboriginal consultation and partnerships, emerging energy markets and Quebec's energy security** are just a few of the issues that have been discussed in the news over the past few months. It is now time to conduct a thorough analysis of all the issues at hand and assess their impact on your organization.

An **exceptional group of leaders from the North American energy industry** will gather to analyze the most critical and crucial developments of the sector. Current issues such as: **the impact of Quebec's energy strategy, the possible economic benefits of unlocking Quebec's energy rates and the challenges and critical issues of exporting energy** will be on the agenda. We will also present the energy policies of Ontario and the State of Vermont and their related **business and investment opportunities for Quebec's private sector**.

Due to the continued success of the **Wind Power Forum** and the important growth and role of this industry in the province's energy future, we are, once again, offering you the option to attend an **additional theme day** about the **challenges, issues and opportunities of wind power energy in Quebec**. The **environmental, social and economic acceptance** of wind power towers and **the impact of the local content requirement on the ROI** of wind power farms are just some of the hot topics to be discussed. You can choose to **register for one or both forums**.

Whether you are a power producer, an investor, a government representative, an infrastructure supplier, a consultant or a lawyer, **you cannot afford to miss this unique opportunity where topics and issues most crucial to you and your business will be discussed.**

We look forward to meeting you there!

Your Forum's Co-Chairs,

*André Turmel*  
Senior Partner  
Fasken Martineau DuMoulin  
S.E.N.C.R.L., s.r.l.

*Pierre Fortin*  
President  
Canadian Hydropower Association

*Daniel Charette*  
Vice-President  
Sales and Business Development  
AAER Inc.

## A MUST ATTEND EVENT FOR:

- Independent Power Producers and Developers
- Prefects, Mayors and General Managers of Counties and Municipalities
- Municipal and Government Representatives
- Large Energy Users
- Owners and Managers of Realty holdings
- Environmental Assessment Agencies
- Construction, Service and Supply companies
- Financial Services Providers and Insurance Companies
- Lawyers
- Engineers
- Energy Marketers
- Consultants, Negotiators and Brokers in the Electricity, Energy or Environmental Sectors

## SPONSORSHIP & EXHIBITION OPPORTUNITIES

Maximize your organization's visibility in front of key decision-makers in your target market. For more information, contact Senior Business Development Executive **Jae Chung** at 416-927-0718 ext. 378, toll-free 1-877-927-7936 ext. 378 or by email at [Jae.Chung@CanadianInstitute.com](mailto:Jae.Chung@CanadianInstitute.com)

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Monday, April 23, 2007

8:00 Registration Opens and Coffee Served ☞

9:00 Opening Remarks from the Chair of Day 1

*André Turmel*

Senior Partner

Fasken Martineau DuMoulin S.E.N.C.R.L., s.r.l.

9:15 Keynote Speaker

### The Challenges of Implementing Quebec's Energy Policy

*Pierre Corbeil (to be confirmed)*

Minister of Natural Resources and Wildlife

- The economic profitability and environmental impact of the Quebec Energy Policy
- Exporting energy for the economic development of the province
- The social, economic and environmental benefits of the Quebec Energy Policy
- The impact of the Quebec Energy Policy on the different industries from here and abroad
- The municipalities', aboriginal communities' and environmentalists' stance on the Quebec Energy Policy

10:00 Keynote Speaker

### Recognition of Ancestral Rights and its Impact on the Development of the Energy Sector in Quebec

*Ghislain Picard*

Regional Chief, First Nation Assembly of Quebec and Labrador

11:00 Networking Coffee Break ☞

11:15 Environmental Impacts and Challenges of Quebec's Energy Strategy

*Kathleen Vaillancourt, Ph. D.*

Director, Energy, ÉcoRessources

- The environmental impacts and challenges of Quebec's energy strategy on:
  - wind power
  - hydropower projects
  - liquefied natural gas (LNG) facilities
- The province's energy efficiency goals as stated in our energy strategy for 2006-2015
- The impact of Quebec's energy strategy on Greenhouse Gas Emissions
- What can Quebec learn from the United Nations Climate Change Conference

12:00 Networking Luncheon for Delegates and Speakers 

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1:30

### Negotiating and Drafting Economic Benefits and Regional Royalties for Municipalities and Contractors Interested in Hydropower Developments



Case Study

*Gérald Lemoyne*

Mayor, Municipality of James Bay

- What is the government's commitment to obtaining the support of the communities affected by the development of hydropower projects?
- An inside look at the negotiation process between a municipality and Hydro-Quebec concerning the economic benefits and regional royalties of the project
- What can other municipalities learn from the royalty agreements that were negotiated between James Bay and Hydro-Quebec?
- Local workforce expectations and their impact on the local economy

2:15 Networking Refreshment Break

2:30

### Assessing Critical Issues and Business Opportunities for Quebec's Private Sector Within the Electricity Industry for 2007



Do Not Miss!

*André Turmel*

Senior Partner

Fasken Martineau DuMoulin S.E.N.C.R.L., s.r.l.

*Richard Legault*

President and Chief Operating Officer, Brookfield Power

*With nearly a thousand companies in the hydropower industry, Quebec's companies are present and involved at nearly every stage of new and existing projects. From research and development to design, engineering and construction, Quebec's private energy sector is alive and well. This presentation will explore the new business opportunities created by recent legislative modifications in Quebec and in the rest of Canada.*

- New business opportunities for the private sector in the electricity industry
- The limitations and risks of those opportunities
- A comparison of the different investment opportunities available in Canadian provinces

3:30

### Building Strong Aboriginal Partnerships to Ensure the Success of New Hydropower Projects

*John Hurley*

Partner, Fraser Milner Casgrain LLP

- What is the aboriginal communities' involvement in Quebec's energy development?
- Best communication and partnership practices between the energy sector and aboriginal communities
- Understanding the public and private sectors' obligation to consult with aboriginal communities during the development of new energy projects
- Examining the government's stance on aboriginal partnerships and its impact on the industry
- Recent developments in aboriginal negotiations and their impact on aboriginal partnerships

4:15

Co-Chair's Recap and Conference Adjourns

Networking Cocktail Reception

Sponsored by:

*Blakes*  
AVOCATS



8:30 Continental Breakfast Served 

9:00 Opening Remarks from the Chair of Day 2

*Pierre Fortin*

President, Canadian Hydropower Association

9:15 Special presentation

### The Deregulation of the Energy Market in Quebec: Dream or Foreseeable Reality?

*Marcel Boyer, Ph. D.*

Bell Canada Professor of Industrial Economics  
University of Montreal

C.D.Howe Scholar in Economic Policy

Fellow of CIRANO and CIREQ

- Should the government continue to subsidize energy or should new kilowatts be sold at market price?
- The impact of the gradual release of the patrimonial block and raising the province's electricity rates to market value
- The possible economic benefits of unlocking Quebec's energy rates
- How will the profits generated by the exportation of the province's hydropower be used?
- Maximizing Quebec's energy potential
- Is selling or distributing Hydro-Quebec stocks a viable solution?

10:00 Economic Advantages of Importing Natural Gas in Order to Export More of the Province's Hydroelectricity

*Jean Simard*

Vice-President, Public and Government Affairs, Gaz Metro

- Gaz Metro's objectives in making natural gas an important part of Quebec's energy strategy
- A comparison of Quebec and Ontario's energy profiles
- The benefits of importing natural gas and exporting a greater amount of electricity towards Ontario and the United States
- Gaz Metro's involvement in the energy sector:
  - the acquisition of Green Mountain Power in Vermont
  - participating in Hydro-Quebec's call for tenders for wind generated energy through Boralex
  - future energy spin offs in the company's long term strategy

10:45 Networking Coffee Break 

11:00 Critical Issues Surrounding the Future of Nuclear Energy in Quebec

*Pierre Guimond*

Director of Regulatory Affairs, Canadian Nuclear Association

- An overall look at Hydro-Quebec's plans for the Gentilly 2 nuclear generating station
- Results of the Canadian Nuclear Safety Commission's public hearings
- The benefits of nuclear power for Quebec's energy security
- The financial and operational reliability of nuclear power as an energy source
- The business opportunities related to the expansion/extension or the dismantling of the Gentilly 2 station
- Contrary to popular belief, is nuclear energy safe and environmentally friendly?

12:00 Networking Luncheon for Delegates and Speakers 

1:15 Churchill Falls Project : Its Impact on Quebec's Energy Development

*Ed Martin (to be confirmed)*

CEO, Newfoundland and Labrador Hydro

- Update on the development and the critical issues associated with the Lower Churchill and Upper Churchill projects
- The energy goals of these projects and their impact on Quebec's hydro electrical development: Will the Churchill projects compromise or delay other energy projects based in Quebec?
- Using Hydro-Quebec's Transmission grid for exportation towards Ontario and the United States
- Update on procurement agreements between Hydro-Quebec and New Brunswick

2:00 Overcoming the Challenges and Critical Issues of Exporting Energy

*Pierre Plante*

Lawyer, Fasken Martineau DuMoulin s.r.l.

- The challenges of exporting energy for Quebec's companies
- Market requirements for energy suppliers and distributors
- Should Quebec's wind power promoters turn their attention to other North American markets

2:45 Networking Refreshment Break

3:00 The Energy policies of Ontario and the State of Vermont: Related Business Opportunities for Quebec's Private Sector 

Do Not Miss!

Ontario's Electricity Future: The Business Opportunities Created by Ontario's Integrated Power System Plan (IPSP) and Its Impact on Quebec

*Jason Chee-Aloy*

Director, Generation Development, Ontario Power Authority

*Robert Power*

Partner, Blake, Cassels & Graydon LLP

- What supply and transmission projects are necessary to maintain a clean, reliable and affordable supply of electricity in Ontario over the next 20 years?
  - an in-depth look at the agreement for the construction of the new 1,250 MW Quebec-Ontario transmission interconnection
  - investments generated in Quebec and in Ontario by this project
- Quebec's role in Ontario doubling its amount of electricity drawn from renewable sources
- What are the business opportunities created by such projects?
- Private sector's perceptions, frustrations and experiences when trying to take advantage of the business opportunities available in Ontario's energy sector



Do Not Miss!

Vermont's Electric Plan and Hydro-Quebec's Role in the State's Energy Future

*David O'Brien*

Commissioner, Department of Public Service  
State of Vermont

- The energy situation in Vermont and its electric supply portfolio
- Analysis of the current purchase agreements between Hydro-Quebec and the State
- Update on the discussions for the potential new purchase agreements beyond 2015
- How much power will come from Hydro-Quebec to ensure an electricity supply that is reliable, affordable and clean?
- Is Hydro-Quebec likely to pursue another long-term agreement with Vermont?
- Transmission upgrades between Quebec and Vermont State

4:45 Closing Remarks From the Chair  
Conference Concludes

8:00 Registration opens and Coffee Served ☞

9:00 **Opening Remarks from the Chair of the Special Forum on Wind Power**

*Daniel Charette*

Vice-President, Sales and Business Development, AAER Inc.

9:15 **Consulting and Working with Municipalities, MRC and Aboriginal Communities During the Planning Process**



Do Not Miss! *Michel Lagacé*  
Prefect, Rivière-du-Loup RCM

*John Martin*

Chief, Micmacs of Gesgapegiag band

*Marjolaine Castonguay, Bio., M. Sc.*  
CEO, PESCA Environnement

- What do municipalities, RCM's and aboriginal communities expect from wind power promoters?
- Examining the types of partnership favoured by municipalities, RCM's and aboriginal communities
- Understanding the environmental, social and economic acceptance of wind power towers
- Analyzing best consultation practices when it comes to wind power projects in Quebec
- Understanding public perception of wind power projects
- Should municipalities and private owners demand and/or expect a bigger slice of the generated revenue of the project

10:30 **Networking Coffee Break** ☞

10:45 **Will Wind Power Development Be Affected Negatively by Quebec's Local Content Requirement?**



Do Not Miss! *Simon Olivier*  
Region Manager – Sales Canada/North East US  
GE Energy Power Generation

- Examining current worldwide demand for turbines and its impact on the profitability of wind power projects in Quebec
- Analyzing the rising cost of steel, copper and other raw materials needed for the manufacturing of wind power towers
- What are the overlooked issues related to the production and relocation of the towers and their components?
- Understanding manufacturers' position on the imposed local content requirement
- Is the local content requirement a realistic way of ensuring the growth of this industry in Quebec?

11:30 **The Development of Canada's Largest Wind Power Farm : The Brookfield Power Experience**



*Laurent Cusson*

Executive Vice President, North American Operations and Project Development, Brookfield Power

- Key success factors
- Public perception of wind farms: consultation and partnership strategies
- The wind development program in Ontario
- The role of wind power within Brookfield Power's development strategy

12:15 **Networking Luncheon for Delegates and Speakers**



Sponsored By: **TechnoCentre** *éolien*  
Wind Energy TechnoCentre

1:30 **Special presentation**

**The CORUS Center: Understanding The Mission of a Unique Wind Power Research Center in North America**

*Redouane Megateli, M. Sc. A., Ph. D.*

Scientific director  
CORUS Center

« A technological pole dedicated to the extraction of wind power in cold climates »

Learn/Explore Corus Center's:

- Research and intervention guidelines
- Scientific projects currently conducted
- Services offered to companies and the industry

2:15 **Is Technology Transfer Under License a Viable Solution to the Local Content Requirement?**

*Robert Guillemette*

Vice-President & COO, AAER Inc.

- An in depth look at the partnership agreement between Fuhrlander-Pfleiderer GmbH & Co and AAER Systems
- How to negotiate a technology transfer under license for the development of your wind power farm
- Does this type of technology transfer allow a better control on cost?
- The advantages of this type of partnership

3:00 **Networking Refreshment Break**

3:15 **The Challenges of Integrating Wind Power to our Medium Voltage (MV), High Voltage (HV) and Very High Voltage (VHV) Grids**

*Mathieu Pravong*

President, SEICI Group Inc. and CFTE Inc.

- Optimal management and integration of wind and hydro power to the existing grid
- Grid connection stability and maintenance challenges of large wind farms
- An in depth look at the best wind farm integration techniques and strategies from North America and Europe

4:00 **Business Strategies for Accessing and Maximizing Capital for your Wind Farm Project**

*Claude Lemay*

President & CEO, Finance Enerstart Inc

- Legal aspects to consider during the development of your wind farm project
- Analysis of various financing options
- The terms and conditions that must be met before financing
- Alternative financing models
- Raising equity for your project through « flow-through shares »
- Raising your investors confidence in the project
- Are traditional banks ready to invest in wind power?
- Financial analysis of recent wind power farms in Quebec and the rest of Canada

4:45 **Closing Remarks from the Chair and Conference Concludes**

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## QUEBEC FORUM ON ELECTRICITY

APRIL 23 AND 24, 2007

HYATT REGENCY HOTEL, 1255, JEANNE-MANCE ST., MONTREAL

Special Forum on **WIND POWER**, April 25, 2007

### Top Reasons to Attend

- ✓ Hear the government's long term plan for Quebec's energy security
- ✓ Learn from an exceptional faculty of speakers who are well-known and sought after in the electricity and wind power industry
- ✓ Identify and benefit from all the profitable business opportunities available to you
- ✓ Get first-hand information on hot topic issues affecting the electricity and wind power industries

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YES! Please register the following delegate(s) for the 6<sup>th</sup> QUEBEC FORUM ON ELECTRICITY

Register 3 at the same time and get the 4<sup>th</sup> free\*

#### Fee Per Delegate

- Electricity Forum only \$1795 + \$107.70 (6%) GST + \$142.70 (7.5%) QST = \$2045.40
- Wind Power Theme Day only \$1095 + \$65.70 (6%) GST + \$87.05 (7.5%) QST = \$1247.75
- Electricity Forum & Wind Power Theme Day \$2890 + \$173.40 (6%) GST + \$229.76 (7.5%) QST = \$3293.16
- I would like to add the conference materials CD-ROM for the Quebec Forum on Electricity – \$195 + \$15.95 shipping (plus applicable taxes)
- I would like to add the conference materials CD-ROM for the Wind Power Theme Day – \$150 + \$15.95 shipping (plus applicable taxes)

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Any firm or company registering three people at the same time will be entitled to a fourth registration free of charge

PAYMENT MUST BE RECEIVED PRIOR TO APRIL 16, 2007

STEP 1

STEP 2

STEP 3