

# Offshore Wind Market Development USA 2016

May 10-12 2016 // Boston Wyndham Beacon Hotel

WIND  
ENERGY  
update

**\$100  
DISCOUNT**  
when you register  
before 15 April

## HOW TO DEVELOP PROFITABLE UTILITY-SCALE PROJECTS FOR NORTH AMERICA'S FLEDGLING OFFSHORE WIND INDUSTRY

Form Partnerships • Manage Supply Chains • Cut Costs • Calculate Risk

Industry experts from around the world explain the latest strategies for developing offshore wind.



Jim Gordon  
President,  
Cape Wind



Gunnar Groebler, Senior  
Vice President - Head  
of Business Area Wind,  
Vattenfall



Paolo Sammartino,  
COO,  
US Wind



Robert Morgan,  
Chief Strategy Officer, EVP  
Business Development,  
RES Americas



Chris Wissemann,  
CEO,  
Fishermen's Energy



Lorry Wagner,  
President,  
LEEDCo



David Currie,  
CEO,  
JDR Global

Join **250+ senior executives and 15+ exhibitors** at the 2016 conference to network and establish your business in what is set to become one of North America's largest energy industries:

- + HOW TO PLAN AND DEVELOP SUCCESSFUL PROJECTS:** Talk to leading developers who have devised proven strategies for bringing large-scale wind farms safely to market.
- + IDENTIFY COST REDUCTION POTENTIAL:** Learn the most efficient ways to raise finance, design equipment, organize logistics, run supply chains, carry out construction and minimize the "levelized cost of energy" (LCoE).
- + DEVELOP SUPPLY CHAINS AND INFRASTRUCTURE:** Find out how to build up the supply chains and project teams that can deliver utility-scale schemes, including project pipelines, supporting infrastructure, installation and commissioning, and O&M planning.
- + ENGAGE WITH PARTNERS, COLLABORATORS AND STAKEHOLDERS:** Identify collaborators in horizontal, vertical and adjacent markets and develop strategic partnerships with developers, EPCs, contractors and policy-makers.
- + UNDERSTAND POLICY AND FINANCIAL FRAMEWORKS:** Analyse the developing US policy framework as well as successful European subsidy schemes and which tax regimes are required to support long-term investment.

### PRE CONFERENCE

Business Planning and Supply Chain Opportunities for New Market Players



Identify your position in the supply chain



Develop strategic partnerships and joint ventures



Seize upcoming opportunities in manufacturing, construction, installation and services

### MAJOR OFFSHORE WIND COMPANIES SPEAKING:



### SPONSORS:



### EXHIBITORS:



Register online early and get \$100 DISCOUNT  
Visit [www.windenergyupdate.com/offshore-usa](http://www.windenergyupdate.com/offshore-usa)

## 86 Gigawatts by 2050

The potential for offshore wind generation in US waters adds up to 4,000GW, or about 70% of the entire world's installed generating capacity. And at present, it's almost entirely unrealized. It was only last year that the first "steel in the water" headlines appeared in the press as firms dipped their toes in the water with a few trial schemes. This year, the industry is set to take the plunge: a whole series of offshore wind developments are being planned that will stimulate economic growth and job creation from the Great Lakes to the Gulf Coast and the Mid-Atlantic.

The scale and speed of the growth is going to be astonishing. There are at least 15.6GW of projects in the development pipeline, representing more than \$60 billion in capital invested in 21 schemes. Thirteen of those projects, representing 6GW of capacity, have already reached an advanced phase of development. The Department of Energy's Wind Vision plan envisages the deployment of 22GW of generating capacity by 2030 and 86GW by 2050, with deployment occurring in all the major coastal regions.

## Reducing the LCoE

The construction of utility-scale offshore wind developments is on the horizon but achieving cost reductions and establishing fair regulatory frameworks will be critical for their success. Trends in the global industry already indicate that advances in technology and supply chain maturity are helping to reduce the LCoE of offshore wind farms, but more needs to be done to ensure that schemes are viable.

## Developers and major contractors team up to 'get steel in the water'

The Offshore Wind Market Development USA 2016 Conference & Exhibition brings together more than 250 executives to tackle the industry's current challenge – which is nothing less than *delivering a commercially viable North American offshore wind industry*.

The conference will bring you exclusive insight from US Wind, Fishermen's Energy, LEEDCo, RES Americas, Vattenfall, Statoil and JDR Global. Top executives from these companies will explain how they are tackling the main challenges facing the industry, such as devising project development strategies, understanding individual states' regulatory frameworks, obtaining development finance and developing supply chains. These discussions will inform the creation of policy, stimulate business development and help to dismantle the barriers presently facing the US offshore wind industry.

With over 250 executives in attendance and 25+ exhibitors, OWMD USA will be the hub of US offshore wind, and it will give you the answers you need to develop your business plan and claim your share in the growth of US offshore wind development.

Reserve your place among the industry's key decision makers and thought leaders today! Take full advantage of our online booking discount via our website [www.windenergyupdate.com/offshore-usa](http://www.windenergyupdate.com/offshore-usa) or complete the registration form enclosed within this brochure and return it to [adam@windenergyupdate.com](mailto:adam@windenergyupdate.com)

We look forward to welcoming you to the conference in Boston.



Adam Minkley, Senior Projects Director,  
[adam@windenergyupdate.com](mailto:adam@windenergyupdate.com)  
+44 207 375 7239

## WHO SHOULD ATTEND AND WHY?



### DEVELOPERS

- Identify new development opportunities
- Demonstrate what market conditions you require to progress
- Analyze European lessons in project development and supply chain development



### EPC CONTRACTOR, SERVICE PROVIDER OR SUPPLIER

- Understand what developers require in terms of a supply chain, likely project timelines and when and where you fit in
- Demonstrate how your technologies and capabilities can reduce project capital costs and support the pipe line of projects
- Network with industry leaders and seize the exciting new commercial opportunities in domestic US offshore wind



### NEW MARKET ENTRANTS

- Review upcoming wind projects and commercial opportunities against your capabilities so that you can diversify into the offshore wind sector
- Understand the layers of the supply chain, where your company fits in and who your customers are
- Anticipate the size of market and how to tender to developers
- Learn what it takes to joint venture, identify partners and what has worked so far



### GOVERNMENT AND POLICY DEVELOPMENT

- Understand your role in developing a robust offshore wind supply chain and infrastructure required to drive down cost and attract more developers to the market
- Develop a collaborative and coherent strategy with industry stakeholders to boost the offshore wind market, essential for economic growth and job creation

## COMPANIES BY SECTOR

- Project developers and operators
- Utilities, power generation and energy companies
- Components / materials and equipment manufacturers
- Wind turbine manufacturers
- Operations & maintenance
- Marine contractors and shipyards
- Finance, insurance and legal services
- Consultancies and service providers
- Installation and logistics
- Certification and Classification bodies
- Public Authorities
- R&D Institutes and Universities

\$100 Discount when you register by 15th April.  
Visit [www.windenergyupdate.com/offshore-usa](http://www.windenergyupdate.com/offshore-usa)

# INTRODUCING THE EXECUTIVE SPEAKER LINE UP

## CONFERENCE CHAIRMAN:



Jim Lanard,  
CEO,  
Magellan Wind

## DEVELOPER PERSPECTIVES:



Jim Gordon,  
President,  
Cape Wind



Chris Wissemann,  
CEO,  
Fishermen's Energy



Paul Gallagher,  
COO,  
Fishermen's Energy



Lorry Wagner,  
President,  
LEEDCo



Kevin Banister,  
Director of New  
Business,  
Principle Power



David Rowland,  
New Business Director,  
Scottish Power  
Renewables (Iberdrola)



Stephen Bull,  
Senior Vice President  
New Energy Solutions  
- Wind and Carbon  
Capture & Storage,  
Statoil



Alla Weinstein,  
CEO,  
Trident Winds



Paul Rich,  
Development Manager,  
US Wind



Gunnar Groebler,  
Senior Vice President -  
Head of Business Area  
Wind, Vattenfall



François Van Leeuw,  
CEO,  
Parkwind



Kirby Mercer,  
CEO,  
Beothuk Energy

## CONTRACTORS, MANUFACTURERS AND OFFSHORE SERVICES:



Bruno Geschier,  
Executive Board Member /  
Chief Sales and Marketing  
Officer, Ideal



David Currie,  
CEO,  
JDR Global



Niels Brix,  
CCO,  
Seatower



Kristian Ascanius  
Jacobsen,  
Head of Business  
Development,  
Universal Foundation



Ketil Arvesen,  
Vice President,  
Fred. Olsen Windcarrier



Jason Folsom,  
Commercial Head of  
Offshore Wind, Americas  
Region,  
Siemens Wind Power



Anders Sørensen,  
CEO, Offshore Wind,  
GE Renewable Energy



Markus Rieck,  
Managing Director -  
Commercial Operation,  
Sales & Marketing,  
Offshore Wind,  
GE Renewable Energy



Karl Kloes-Heine,  
Managing Director,  
EEW



Luis Gonzalez-Pinto,  
Head of Renewable  
Energy, Saitec

## CONSULTANCIES



Chris Willow,  
Senior Associate,  
BVG Associates



Carsten Jensen,  
Managing Director,  
K2 Management



Marios Papalexandrou,  
Project Manager,  
Mott MacDonald



Dorine Helmer,  
Senior Manager Strategy,  
PwC

## GOVERNMENT, TRADE ASSOCIATIONS AND UNIVERSITIES



Walt Musial,  
Manager Offshore Wind  
and Ocean Power  
Systems,  
NREL



Greg Matzat,  
Senior Advisor, New York  
State Energy Research  
and Development  
Authority



Prof. Habib Dagher,  
Director, Advanced  
Structures and  
Composites Center,  
University of Maine;  
Director, DeepCwind  
Consortium

## FINANCE & POLICY



Jerome Guillet,  
Managing Director,  
Green Giraffe B.V



Keith Martin,  
Partner,  
Chadbourne & Parke



Ben Koenigsberg,  
Partner,  
Chadbourne & Parke



Alexander Krolick,  
Director - Energy Group,  
Societe Generale

\$100 Discount when you register by 15th April.

[Click here to register >>](#)



MAY 10, 2016

## PRE-CONFERENCE: BUSINESS PLANNING AND SUPPLY CHAIN OPPORTUNITIES FOR NEW MARKET PLAYERS

To facilitate the expected growth of the offshore wind power industry in North America, an entire supply chain must be developed. This workshop will emphasize the opportunities and challenges for European and global contractors working in offshore/ onshore wind and oil & gas.

**4:00 PM Registration opens**

## 5:00 PM – 6:30 PM How to diversify your business into the US offshore wind industry?

- + What are offshore wind customers looking for?
- + Identifying your customer; building your business and value proposition
- + Starting to build a business plan

Chris Willow, *Senior Associate, BVG Associates*

## 6:30 PM – 7:00 PM Networking Drinks Reception

MAY 11, 2016

**8:00 AM Registration Opens**

## 9:00 AM – 9:05 AM Welcome speech

Adam Minkley, *Conference Director, Wind Energy Update*

## THE U.S WIND OPPORTUNITY

### 9:05 AM – 9:30 AM Realizing the US offshore wind opportunity

- + Identify the opportunities for offshore wind in the US
- + What should we expect in terms of job creation and economic growth?
- + How can we develop the supply chains and reduce project cost?
- + A pathway to developing a market of visible scale in the US

Jim Lanard, *CEO, Magellan Wind*



**Bring your entire team and save \$\$\$ when you book as a group.**

Call **0207 375 7239** for group bookings or email [adam@windenergyupdate.com](mailto:adam@windenergyupdate.com)

## WHAT DOES IT TAKE TO DEVELOP THE US OFFSHORE WIND INDUSTRY?

### 9:30 AM – 10:30 AM CEO discussion panel

Listen to C-Suite invited executives participate and talk about what is required to develop the offshore wind market in North America. The panel of experts will engage in finding a path forward on the issues facing the industry.

- + Developing a sustainable project pipeline
- + Collaboration
- + Development strategies

Moderator: Keith Martin, *Partner, Chadbourne and Parke*

Jim Gordon, *President, Cape Wind*  
Chris Wissemann, *CEO, Fishermen's Energy*  
Alla Weinstein, *CEO, Trident Winds*  
Kirby Mercer, *CEO, Beothuk Energy*

### 10:30 AM – 11:15 AM Coffee Break and Networking

### 11:15 AM – 11:45 AM Creating an attractive market for developers

- + What do developers require in terms of costs and market stability in the U.S?
- + What do new players want to see before they start investing in projects?
- + How can supply chain companies play a role in achieving a sustainable market?

Paul Gallagher, *COO & GC, Fishermen's Energy*  
David Rowland, *New Business Director, Scottish Power Renewables (Iberdrola Renovables)*  
Gunnar Groebler, *SVP, Head of Business Area Wind, Vattenfall*  
François Van Leeuw, *CEO, Parkwind*  
Stephen Bull, *Senior Vice President New Energy Solutions - Wind and Carbon Capture & Storage, Statoil*

### 11:45 AM – 12:15 PM Role of state and regional initiatives to stimulate offshore wind market opportunities

- + Find out which states and regions are providing the best support for offshore wind market development
- + Learn what development activities are necessary for coastal port facilities and manufacturing sites and the workforce needed to support them
- + Assess what local R&D activities are required to support local projects

Walt Musial, *Manager Offshore Wind and Ocean Power Systems, National Renewable Energy Laboratory*  
Chris Wissemann, *CEO, Fishermen's Energy*  
Greg Matzat, *Senior Advisor, New York State Energy Research and Development Authority*



**Speaker and sponsorship opportunities available.**

Call German Tuya at **0020 7422 4358** or [gtuya@fc-bi.com](mailto:gtuya@fc-bi.com)

## SUCCESSFUL FINANCING AND PERMITTING STRATEGIES FOR OFFSHORE WIND DEVELOPMENTS

### 12:15 PM to 12:45 PM How to finance future projects: Equity and debt

- + Assess project finance options available for wind farm construction
- + Learn how to get finance for your project and eliminate the risk from your venture

Moderator: Benjamin Koenigsberg, *Partner, Chadbourne & Parke*

Jérôme Guillet, *Managing Director, Green Giraffe*  
Alexander Krolick, *Director - Energy Group, Societe Generale*

### 12:45 PM – 2:00 PM Lunch break and networking

### 2:00 PM – 2:30 PM How to mitigate project risk and secure project finance

- + Learn about the different risk mitigation approaches used by different developers
- + Capture lessons learned from the development and construction of large European projects and the first US projects, as they move towards larger, deeper and further offshore
- + Get a grip on the latest market trends, from European experience and cost reduction approaches

Marios Papalexandrou, *Project Manager, Mott MacDonald*

## EUROPEAN EXPERIENCE: DEVELOPING A SUSTAINABLE OFFSHORE WIND MARKET

### 2:30 PM – 3:00 PM Developing offshore wind: Lessons learned from Vattenfall

- + Receive an executive overview of Vattenfall's offshore wind development strategy
- + Learn about Vattenfall's European projects and what it takes to be successful
- + Analyse key success factors and lessons learned from a technical perspective and a regulatory perspective and how Vattenfall looks into future developments
- + Identify key success factors that can be transferred into the US offshore wind market

Gunnar Groebler, *SVP, Head of Business Area Wind, Vattenfall*

### 3:00 PM – 3:30 PM A successful journey in the offshore business: Lessons learned from Parkwind

- + Learn how to start a project, create a development plan and compose the right team and contractors with all the necessary skills and experience in all required domains
- + Develop a complete plan with sufficient float and funding arrangements
- + Receive key lessons learned in how to create a fair balance between all stakeholders, in particular shareholders and lenders

François Van Leeuw, *CEO, Parkwind*

### 3:30 PM – 4:15 PM Coffee break and networking

## PROVEN COST REDUCTION STRATEGIES

### 4:15 PM – 4:45 PM How to achieve 40% cost reduction by 2020, compared to 2010: Netherlands' experience

- + How can this challenging target be met? What are the main cost reduction options [from technology, market & supply chain, finance and policy developments? And what is expected from your company?
- + Analyse and compare offshore wind subsidy schemes and tax regimes in 6 European countries including France, Belgium, Denmark, Germany, the UK and the Netherlands
- + Understand how the design of subsidy and tax schemes determines the attractiveness for investors as it can change the risk profile and, therefore the cost of capital and levelized cost of energy [LCoE]

Dorine Helmer, *Senior Manager, Strategy, PwC*

### 4:45 PM – 5:15 PM An overview of cost reduction achieved in Offshore Wind in Europe

- + Receive an overview of cost reduction achieved in Offshore Wind in Europe
- + Understand the importance of innovations to reduce cost
- + Highlight the benefits of collaboration and market pull innovations
- + Introduction to the Offshore Wind Accelerator, the largest collaborative RD&D programme in Offshore Wind

Jan Matthiesen, *Director, The Carbon Trust*

### 5:15 PM – 7:00 PM Networking drinks reception

May 12, 2016

### 9:00 AM – 9:15 AM Chairman's Opening Remarks

Jim Lanard, *CEO, Magellan Wind*.

## PROVEN COST REDUCTION STRATEGIES

### 9:15 AM – 9:45 AM Market and supply chain cost reduction potential

- + Understand how stimulating vertical and horizontal collaboration between suppliers can help to develop new engineering solutions that will reduce project capital cost
- + Introduce new market players and increase competition by introducing competition of new entrants from adjacent markets [such as oil and gas]

Carsten Jensen, *Managing Director, K2 Management*

### 9:45 AM – 10:15 AM How can turbine design and technology reduce cost?

- + Assess the latest technological innovations in the market and potential for reducing capital cost
- + Determine how turbine designs and new technology can reduce O&M costs

Jason Folsom, *Commercial Head of Offshore Wind, Americas Region, Siemens Wind Power*  
Anders Søe-Jensen, *CEO, Offshore Wind, GE Renewable Energy*

## DEVELOPING THE U.S OFFSHORE WIND SUPPLY CHAIN

### 10:15 AM – 10:45 AM Keynote: Effective power cable supply for offshore renewable energies

- + Learn how JDR, a pioneer and market leader in the development and supply of power cables for offshore wind, wave and tidal projects, is supporting collaborative and innovative supply chain partnerships in order to move towards a successfully commercial market environment

David Currie, *CEO, JDR Global*

### 10:45 AM – 11:15 AM Coffee break and networking

### 11:15 AM – 11:45 AM GE experience supporting Offshore Wind Development

- + Hear how GE's experience and lessons learned can support new project developments
- + Understand GE's role in the US supply chain and future projects

Markus Rieck, *Managing Director - Commercial Operation, Sales & Marketing, Offshore Wind, GE Renewable Energy*

### 11:45 AM – 12:15 PM Foundations design and technology necessary for offshore wind in the US

- + Evaluate manufacturing capabilities, assembly sites and port requirements needed for large scale projects
- + Review various foundation designs including monopiles, jackets, and gravity based structures
- + Discover how to achieve economies of scale in the USA

Lorry Wagner, *President, LEEDCo*  
Niels Brix, *CCO and Vice President, Seatower*  
Søren A. Nielsen, *Director Technology, Universal Foundation*

### 12:15 PM – 12:45 PM How to establish the vessel capability required for offshore wind projects?

- + What is needed to establish a US fleet of vessels capable of completing utility scale projects?
- + Hear from representatives of vessel fabricators, ship builders and vessel designers explain how they can introduce the necessary vessel technology to the US Market
- + What vessel designs and construction capabilities are needed for significant deployment?

Ketil Arvesen, *Vice President, Fred. Olsen Ocean*

### 12:45 PM – 2:00 PM Lunch break and networking

### 2:00 PM – 2:30 PM Supply chain strategies and lessons learned from Europe

- + Applying European expertise to the US offshore wind challenge

Charles Dougherty, *Vice President Financial/Commercial, Cape Wind*  
Karl Kloes-Heine, *Managing Director, EEW*

## HARNESSING FLOATING WIND TECHNOLOGY FOR US DEEPWATER

### 2:30 PM – 3:00 PM A framework for commercial floating wind development off the West Coast: Morro Bay project

- + Receive an overview of the Morro Bay Offshore project development as it opens the new renewable energy source for the California market
- + Assess the abundant offshore wind resource off the Pacific coast, poised to become a significant contributor towards California's aggressive commitment to carbon reduction
- + Analyze the factors that have helped make the Morro Bay project feasible including - a) market demand post 2020; b) floating foundations technology maturity, and c) permitting regime

Alla Weinstein, *CEO, Trident Winds*

### 3:00 PM – 3:30 PM Applying Statoil's Hywind Project concept to capture wind energy in U.S deepwater

- + Statoil's Hywind Scotland project is the world's first floating windfarm. Learn more about this innovative project and how Statoil could apply this technology in the US deep water.

Stephen Bull, *Senior Vice President New Energy Solutions - Wind and Carbon Capture & Storage, Statoil*

### 3:30 PM – 4:00 PM Developing floating deep water offshore wind turbine technologies

- + Introduction to a global standard for offshore floating wind turbine technology developed by the DeepCwind Consortium
- + Learn how floating structures can help to reduce project cost and improve viability of offshore floating wind farms in US deep water
- + Evaluate new floating wind turbine technology and how this can be used to improve the viability of deep water projects

Prof. Habib Dagher, *Director, Advanced Structures and Composites Center, University of Maine and Director, DeepCwind Consortium*  
Bruno Geschier, *Executive Board Member / Chief Sales and Marketing Officer, Ideol*  
Kevin Banister, *Director of New Business, Principle Power*  
Luis Gonzalez-Pinto, *Head of Renewable Energy, SAITEC*

### 4:00 PM – 4:05 PM Chairman's Closing Remarks

Jim Lanard, *CEO, Magellan Wind*.

Whether you're looking for increased brand awareness, thought leadership or new business, the Offshore Wind Market Development USA 2016 will give you the access you need. With a massive presence from developers and major contractors the event offers you the ultimate platform for delivering your products and services to the North American offshore wind community.

This is where all of the executive decision-makers from major developers and contractors are gathering to network and form partnerships – so don't miss out!

Our sponsorship packages are not 'one size fits all'. You tell us what you want and we build it, whatever your budget.

## KEY SPONSORSHIP & EXHIBITION BENEFITS



**BECOME A MARKET-LEADER:** Use our platform to educate the US Offshore Wind market on your area of technical or business expertise. We will work with you to create a speaking opportunity that best represents your company.



**STAND OUT FROM THE CROWD:** We will position your brand in front of 250+ key decision-makers from across the Offshore Wind value chain, including senior level decision-makers at leading US and European developers, EPCs, contractors and suppliers to increase your exposure and secure your market share.



**ENHANCE YOUR MARKETING CAMPAIGN:** We will promote your brand through targeted marketing channels and get your company in front of over 30,000 key industry executives for 12+ weeks prior to the conference.

## OPPORTUNITIES AVAILABLE INCLUDE:

- + Hold 1-1 meetings with key decision makers
- + Take a speaking slot and address 250 offshore wind industry leaders
- + Show off your latest products in the networking area with an exhibition table
- + Build your brand with exclusive promotional opportunities
- + Host interactive workshops, networking sessions and drinks
- + Secure high level branding on all conference materials



Call me now to discuss how you can be part of the conference exhibition and speaker line up:

German Tuya, Commercial Director,  
Wind Energy Update  
gtuya@fc-bi.com | +44 207 422 4358

## Testimonials from our previous offshore events:

"This conference was a great opportunity to meet different actors in the offshore wind industry to share knowledge and best practices. It gave me the opportunity for networking with other professionals as well. The conference as a whole was quite excellent" – **Vattenfall**



"Good subject coverage and networking opportunity"

– **Scottish Power Renewables**

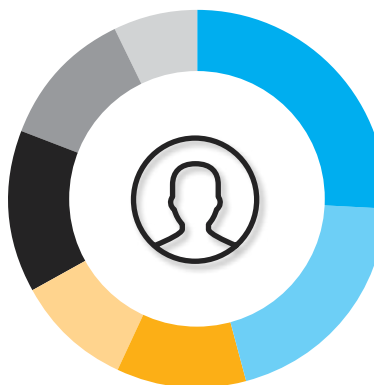


"A good opportunity to meet and discuss with colleagues. Numerous interesting presentations & case studies"

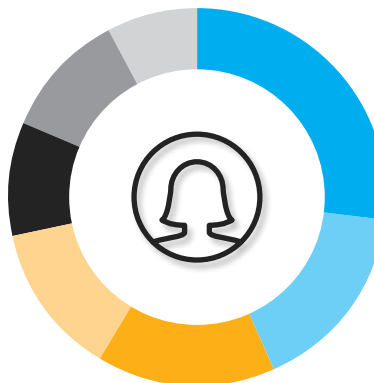
– **DONG**



## Who you will meet at the 2016 Conference and Exhibition



- 26% Presidents/ C-levels/ Directors
- 20% VP's/MD's/GM's
- 11% BD/ Sales/ Marketings
- 10% Manager/ PM's
- 14% Engineers
- 12% Parts Specialists
- 7% Consultants



- 25% OEM's/ Device Developers/ Project Developers
- 15% Component Manufacturers
- 14% Contractors
- 10% Utilities/ Stakeholders
- 14% Regulatory/ Government Associations
- 12% Service Providers
- 7% Consultants

\$100 Discount when you register by 15th April.

[Click here to register >>](#)



# Offshore Wind Market Development USA 2016

May 10-12 2016 // Boston Wyndham Beacon Hotel

**WIND  
ENERGY  
update**

**\$100  
DISCOUNT**  
when you register  
before 15 April

## REGISTRATION INSTRUCTIONS

### 1. Select the Registration Package that suits your aims

Pass Features - All Prices listed in USD	PREMIUM PASS	STANDARD PASS	BASIC PASS
2 day conference and exhibition pass	✓	✓	✓
Attend the networking lunches	✓	✓	✓
Attend the networking drinks evening party	✓	✓	✓
Attend the Pre Conference	✓	✓	
Attend the Pre Conference Networking Drinks Reception	✓	✓	
Access to the Online Networking Center pre and post conference	✓	✓	
Access to all 25+ downloadable presentation slides	✓	✓	
Access to full audio recordings of all conference sessions (including panel discussions)	✓	✓	
<b>PLUS:</b> Wind Energy Update Offshore Foundations and Supporting Structures Report (worth \$3,125). The ultimate guide to assessing foundation market opportunities, cost-reduction pathways and commercial viability in the new era of offshore projects	✓		
<b>Save up to \$300:</b> Register by 19th February 2016	<b>\$3199</b>	<b>\$1199</b>	<b>\$999</b>
<b>Save up to \$200:</b> Register by 18th March 2016	<b>\$3299</b>	<b>\$1299</b>	<b>\$1099</b>
<b>Save up to \$100:</b> Register by 15th April 2016	<b>\$3399</b>	<b>\$1399</b>	<b>\$1199</b>
<b>Full Price</b>	<b>\$3499</b>	<b>\$1499</b>	<b>\$1299</b>

### 2. Enter Attendee details

Mr / Mrs / Ms / Dr:	First name:	Last name:
Company:		Position/Title:
Telephone:	Email:	
Address:	Zipcode:	Country:

### 3. Payment Options

Choose one of the following payment options:

- ☐ I enclose a check/draft for: \$ \_\_\_\_\_ (payable to FC Business Intelligence Ltd)  
☐ Please invoice my company: \$ \_\_\_\_\_ Purchase Order No.: \_\_\_\_\_  
☐ Please charge my credit card: \$ \_\_\_\_\_  
☐ Amex ☐ Visa ☐ Mastercard

Credit card number

Expiry date:

Security Code:

Name on card:

Signature:

**TERMS & CONDITIONS** Places are transferable without any charge. Cancellations before April 15th, 2016 incur an administrative charge of 25%. If you cancel your registration after April 15th, 2016 we will be obliged to charge the full fee. Please note – you must notice Wind Energy Update in writing of a cancellation, or we will be obliged to charge the full fee. The organizers reserve the right to make changes to the program without notice. All prices displayed are exclusive of VAT unless otherwise stated but, VAT will be charged where applicable, at the prevailing rate on the invoice. FC Business Intelligence Ltd. Takes every care to ensure that prices quoted are correct at the time of publishing however, bookings will only be accepted if there is no material error in the price advertised on the website. NB: FULL PAYMENT MUST BE RECEIVED BEFORE THE EVENT. Visit [www.windenergyupdate.com](http://www.windenergyupdate.com) for more event information. Designed by The Creative Tree Ltd.: [www.TheCreativeTree.co.uk](http://www.TheCreativeTree.co.uk)

### MORE WAYS TO REGISTER

**ONLINE:** The easiest and quickest way to register is online at [www.windenergyupdate.com/offshore-usa](http://www.windenergyupdate.com/offshore-usa)

**EMAIL:** Alternatively you can complete the form above and email a scanned copy to [adam@windenergyupdate.com](mailto:adam@windenergyupdate.com)

**PHONE:** Wind Energy Update on +44 (0)207 375 7239

Register online early and get \$100 DISCOUNT  
Visit [www.windenergyupdate.com/offshore-usa](http://www.windenergyupdate.com/offshore-usa)

# Offshore Wind Market Development USA 2016

May 10-12 2016 // Boston Wyndham Beacon Hotel

WIND  
ENERGY  
update

**\$100  
DISCOUNT**  
when you register  
before 15 April

## HOW TO DEVELOP PROFITABLE UTILITY-SCALE PROJECTS FOR NORTH AMERICA'S FLEDGLING OFFSHORE WIND INDUSTRY

Form Partnerships • Manage Supply Chains • Cut Costs • Calculate Risk

Industry experts from around the world explain the latest techniques for getting steel into water.



Jim Gordon  
President,  
Cape Wind



Gunnar Groebler, Senior  
Vice President - Head  
of Business Area Wind,  
Vattenfall



Paolo Sammartino,  
COO,  
US Wind



Robert Morgan,  
Chief Strategy Officer, EVP  
Business Development,  
RES Americas



Chris Wissemann,  
CEO,  
Fishermen's Energy



Lorry Wagner,  
President,  
LEEDCo



David Currie,  
CEO,  
JDR Global

Join **250+ senior executives and 15+ exhibitors** at the 2016 conference to network and establish your business in what is set to become one of North America's largest energy industries:

- + HOW TO PLAN AND DEVELOP SUCCESSFUL PROJECTS:** Talk to leading developers who have devised proven strategies for bringing large-scale wind farms safely to market.
- + IDENTIFY COST REDUCTION POTENTIAL:** Learn the most efficient ways to raise finance, design equipment, organize logistics, run supply chains, carry out construction and minimize the "levelized cost of energy" (LCoE).
- + DEVELOP SUPPLY CHAINS AND INFRASTRUCTURE:** Find out how to build up the supply chains and project teams that can deliver utility-scale schemes, including project pipelines, supporting infrastructure, installation and commissioning, and O&M planning.
- + ENGAGE WITH PARTNERS, COLLABORATORS AND STAKEHOLDERS:** Identify collaborators in horizontal, vertical and adjacent markets and develop strategic partnerships with developers, EPCs, contractors and policy-makers.
- + UNDERSTAND POLICY AND FINANCIAL FRAMEWORKS:** Analyse the developing US policy framework as well as successful European subsidy schemes and which tax regimes are required to support long-term investment.

### PRE CONFERENCE

Business Planning and Supply Chain Opportunities for New Market Players



Identify your position in the supply chain



Develop strategic partnerships and joint ventures



Seize upcoming opportunities in manufacturing, construction, installation and services

### MAJOR OFFSHORE WIND COMPANIES SPEAKING:



### SPONSORS:



### EXHIBITORS:



Register online early and get \$100 DISCOUNT  
Visit [www.windenergyupdate.com/offshore-usa](http://www.windenergyupdate.com/offshore-usa)