



Wind Energy Institute of Canada

IBDA Atlantic Canada Trade Mission

Incoming Mission – Wind Energy 2007

Visit to North Cape, Prince Edward Island

Friday 28 September to Sunday 30 September

Prepared by

Wind Energy Institute of Canada

21741 Route 12

North Cape, PE C0B 2B0

Wednesday 19 September 2007

CANADA/ATLANTIC PROVINCES AGREEMENT ON INTERNATIONAL BUSINESS DEVELOPMENT • ENTENTE CANADA/PROVINCES DE L'ATLANTIQUE SUR LA PROMOTION DU COMMERCE EXTÉRIEUR



1. OVERVIEW

About WEICan The Wind Energy Institute of Canada is leading the integration of wind energy across Canada through research, testing, innovation and collaboration.

Background to Trade Mission Since late last year WEICan has been working with the International Business Development Agreement (IBDA) Steering Committee to arrange financial assistance for an inbound trade mission to Atlantic Canada. That financial assistance has now been secured.

Purpose of Trade Mission The purpose of this trade mission is to showcase the inherent strengths of the Atlantic Canada region to European wind energy companies that are considering investing in Canada and would like to use Atlantic Canada as a springboard to the wider Canadian market.

Opportunities for Inbound Companies For European companies that are new to the Atlantic Canada wind energy sector, this is an excellent opportunity to learn first-hand about the enormous wind energy potential of Atlantic Canada and to meet with key decision makers and local companies in a relaxed environment.

Opportunities for Canadian Companies This trade mission gives the right domestic companies an excellent opportunity to meet qualified and experienced European businesses that are new to the Canadian wind energy markets and who will be seeking assistance with local partners. There will also be opportunities for Canadian companies to meet other Canadian entities that are active in the wind energy sector.

Outline of Event This trade mission is timed to coincide with the 2007 annual conference of the Canadian Wind Energy Association (CanWEA) which is taking place in Quebec City from Sunday 30th September to Wednesday 3rd October.

Successful delegates will be collected by charter plane from Quebec City on the morning of Friday 28 September, they will then be flown to Prince Edward Island. The mission ends on the morning of Sunday 30 September when delegates will be flown back to Quebec City by charter plane.

Additional details are contained in the following pages.

2. ABOUT WEICAN

The Wind Energy Institute of Canada (WEICan) is a non-profit testing, research and development institute which is focused on wind energy technologies and is located at North Cape, Prince Edward Island.

For more than 25 years WEICan has been at the forefront of Canada's wind research program. WEICan, which until 2006 was known as the Atlantic Wind Test Site (AWETS), is situated in North Cape, Prince Edward Island (PEI) in an area with an outstanding wind resource.

WEICan has three main areas of operations:

Testing and Certification services build on our existing world-class reputation. Our access to a formidable wind resource and our state-of-the-art infrastructure, in conjunction with our partner DEWI¹ makes WEICan an excellent choice for testing wind systems of any size. Tests can be conducted at our facilities in PEI or at any location in North America.

Research and Innovation is undertaken across a broad range of activities: distributed generation, small wind turbines, wind-diesel systems for remote and off-grid applications and wind-hydrogen applications. WEICan actively seeks opportunities to work with partners in the development of technology and applications in these and other areas.

Technical Consulting and Assistance complement our skills and expertise in wind energy.

Over the last 28 years we have built an enviable team of highly skilled and experienced technical specialists as well as a collaborative network of academics and industry professionals that covers much of North America. Our people are dedicated to the development of wind energy. We are here to assist you in all aspects of testing, development and demonstration.

Our IEC Class 1 site is unique because it has low turbulence, 300 degree exposure to the Gulf of St. Lawrence and a range of demanding environmental conditions: a harsh marine environment and cold winter temperatures.

With state-of-the-art facilities, a human resource team with years of experience and an excellent wind resource the Wind Energy Institute of Canada is better equipped than ever to assist industry with technical innovation at the leading edge of the wind energy industry.

¹ DEWI, German Wind Energy Institute, is a world renowned wind energy testing, certification and service institute

3. BACKGROUND TO TRADE MISSION

IBDA. The Canada / Atlantic Provinces Agreement on International Business Development (IBDA) sets out to fund activities that help enterprising companies seize fresh opportunities for growth and prosperity. Overall, this Agreement provides a forum for the federal and provincial governments to work together toward a common goal: increased economic performance in Atlantic Canada through increased export.

The original Agreement was signed in 1994 for a total value of \$3 million. The Agreement has been extended three times since then, most recently in 2005 for five years with an additional \$10 million of investment.

The funding of the Agreement is cost-shared between the federal government (70%) and the provincial governments (30%).

WEICan involvement. Since late last year WEICan has been working with IBDA to secure sufficient funds for an inbound trade mission to Prince Edward Island. The application process, which has involved compilation of a detailed submission of the potential benefits from this mission, has concluded successfully and funds have now been made available for this mission.

4. PURPOSE OF TRADE MISSION.

For various policy reasons Europe has taken the lead in the development of wind energy since the late 1980's. The ramifications of the divergent paths taken by North America and Europe over the last 15 years are that today Europe has a very well developed wind energy industry and very large pool of qualified and experienced individuals to draw from. What this means from a practical point of view is that North America is now playing catch-up with Europe and the haste with which it has to do this results from rapidly increasing political concern over security of energy supply in combination with public concern over climate change.

Atlantic Canada stands to benefit enormously from growth in the renewable energy sector. Not only is Atlantic Canada the nearest landfall for Europeans coming to North America, it also boasts relatively low population densities, very large renewable energy resources – principally wind, water and tidal – in addition to very large markets for 'green electricity' from our American neighbours to the south.

All Canadian companies stand to benefit from this influx of European skills and experience to Atlantic Canada. While European companies may use Atlantic Canada as an initial landing point – they are clearly looking to opportunities elsewhere in Canada as well as the United States.

5. OUTLINE OF EVENT

A charter jet has been secured for this event. The jet will, at no cost to delegates, collect delegates at the airport in Quebec City on the morning of Friday 28 September and will return them to the same location in the late morning of Sunday 30 September in time to attend the preliminary events of the CanWEA conference. The event outline is included below;

Friday 28 September

8:00 Delegates arrive at Quebec City airport
9:00 IBDA Charter flight departs Quebec City for Prince Edward Island
11:30 Charter Flight arrives Summerside, Prince Edward Island
12:00 Coach with delegates arrives at Mill River hotel and resort
12:30 Lunch at Mill River hotel and resort
14:00 Afternoon golf tournament for delegates - T-off
14:00 Site visit to West Cape wind farm for non-golfers
19:00 Arrival reception - Key note speaker
19:00 Networking dinner at Mill River resort

Saturday 29 September

8:00 Breakfast at Mill River resort
9:30 Coach to collect delegates from Mill River resort
10:00 - 12:00 Presentations from Atlantic Canada RE companies
12:00 - 14:00 Lunch at 'Wind and Reef' Restaurant at North Cape
14:00 - 15:00 Tour of WEICan site.
15:30 Coach to take delegates back to Mill River resort
16:00 - 18:00 One-to-One meetings amongst delegates
18:00 - 20:00 Lobster bake and closing ceremony. Northport restaurant

Sunday 30 September

9:00 Coach to collect delegates from Mill River resort
10:00 Charter flight from Summerside to Quebec City
10:30 Charter flight arrives in Quebec City
11:00 Trade mission ends

6. TRADE MISSION VENUE

The entire mission will be based at the Mill River resort in PEI
<http://www.rodd-hotels.ca/ourhotels/pei/millriver/index.asp>

7. NEXT STEPS

If you are interested in attending this trade mission then please feel free to contact James Glennie at WEICan in the first instance. Tel: +1-902-882-4128