





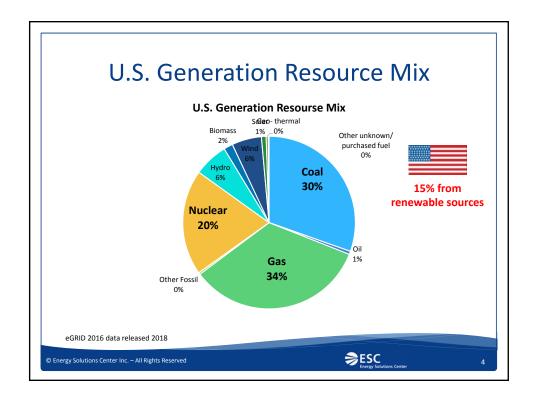


Market Overview

- In 2016 ~4.08 trillion kWh of electricity was generated in the United States
 - 65% fossil fuels (coal, NG, petroleum)
 - 20% nuclear
 - 15% renewables (wind, solar, hydro, biomass)
- Opportunities exist for both utility-scale plants and commercial/industrial end users
- As coal is phased out, natural gas and renewables are becoming the dominant alternatives

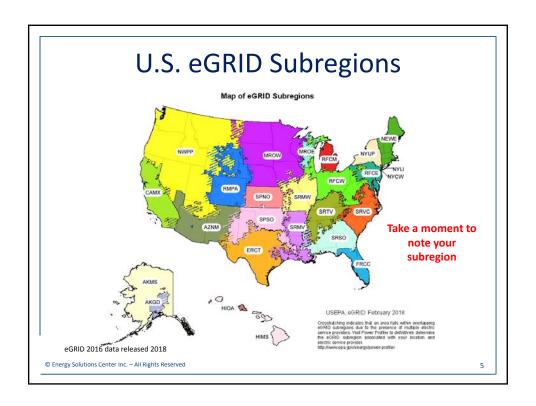
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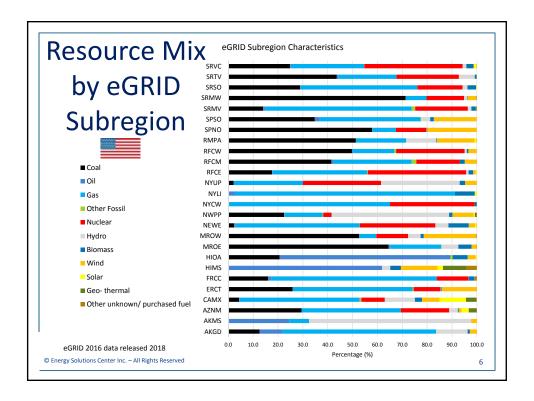
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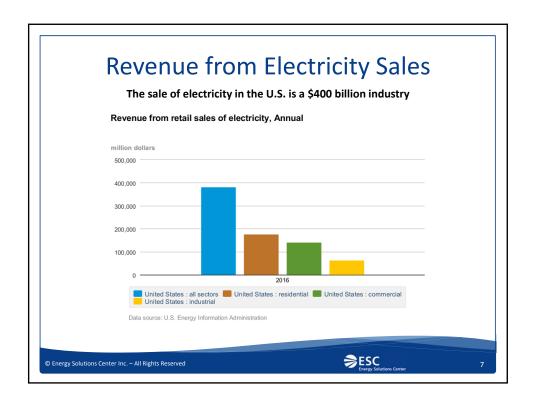
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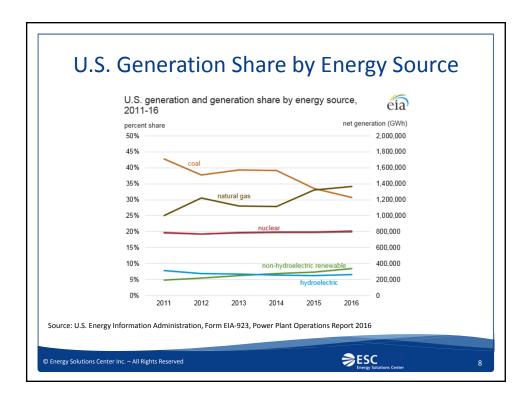




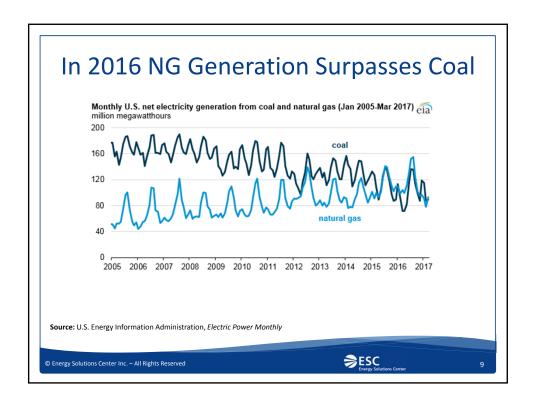


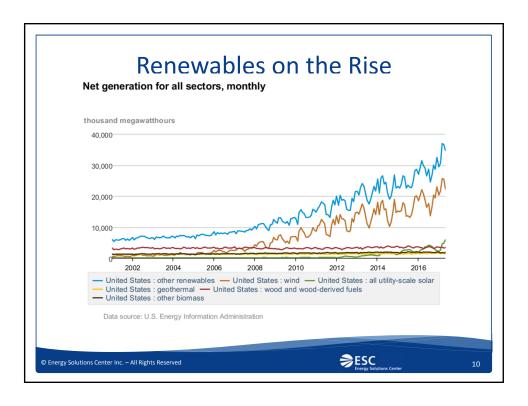




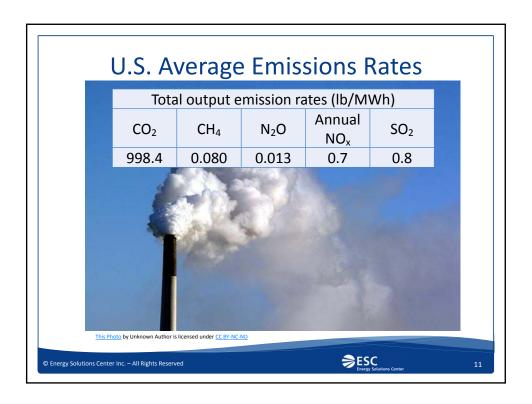


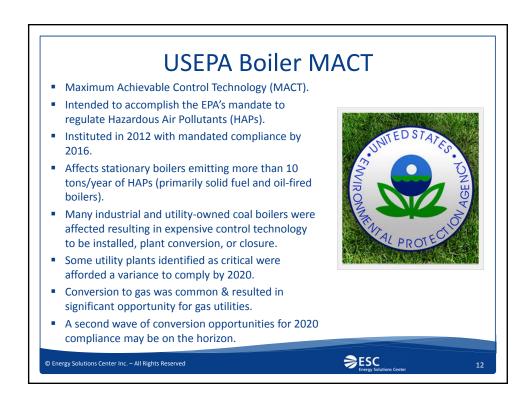




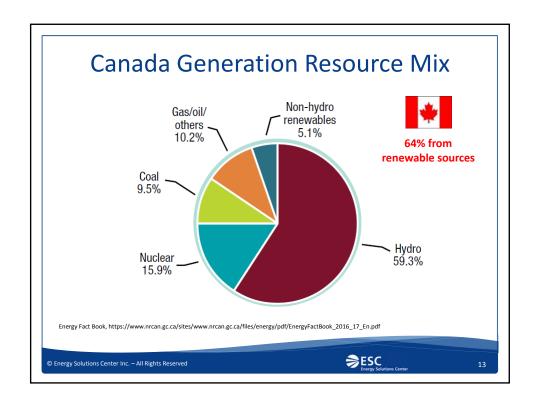


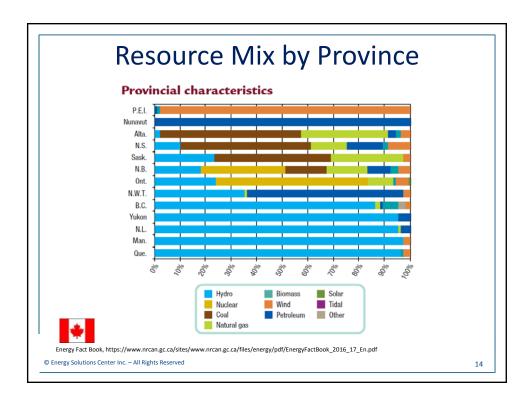




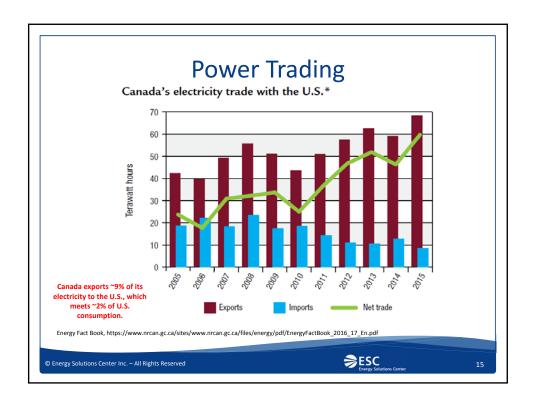


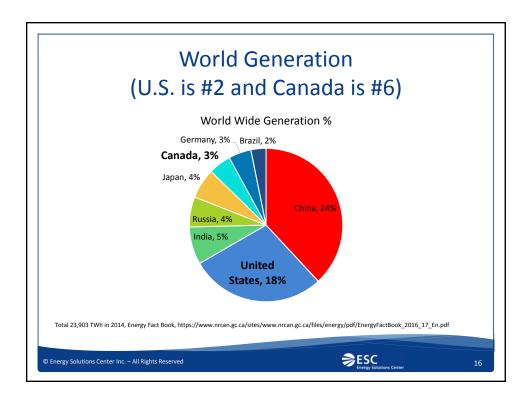














Decision Making

- Decision Makers
- Process
- Drivers
- Typical timeline

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Decision Makers

- Powergen projects are large in scope and often involve every aspect of an organization
 - CEO
 - CFO
 - Engineering
 - Operations & Maintenance
- Ancillary influencers
 - Plant Engineer (optimize technology for our process)
 - Powerhouse Manager ("comfortable" technology)
 - Equipment manufacturers (pursue a particular technology)

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Decision Making - Process

- Each project is unique and highly specialized (e.g., will differ from utility-scale project to an industrial end user project).
- Will almost always require an upgrade/enhancement to natural gas supply (distribution and transmission systems).
- Understand the customer's timeline and where NG infrastructure upgrades will fall within (customer may not have an understanding of this).
- Allow time for lengthy contract negotiations and permitting/construction of required NG facilities.

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Decision Making - Drivers

- Utility-scale projects are primarily pursued based on a need for power across a rate base. Costs can be recovered by rates charged to that rate base, issuance of bonds, and government subsidies.
- Emissions compliance (e.g., Boiler MACT) is a key driving factor in any project.
- Power availability, quality, and cost are primary reasons end users pursue their own power generation projects.

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Decision Making - Timing

- Project development carries a significant lead time for engineering and design work (6 – 12+ months).
- Equipment is specialized and also carries a significant lead time (12 – 24+ months).
- Financing often needs to be arranged and may take some time to develop.
- Sales cycle can be lengthy at 2 5 years.
- As project scale increases, so do each of the above items.

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Decision Making – Other Considerations

- Robust gas and electric utility infrastructures are critical to plant location.
- Gas requirements are typically on the order of transmissionscale to provide adequate volumes and pressures to meet a large plant's needs.
- Threat of interstate bypass is real; developers will be pitting the utility level of service against an interstate pipeline option.
- While utility rates are often perceived as high, the value of the suite of services provided must be adequately compared to those offered by the interstate pipeline's (e.g., balancing services).

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Powergen Technologies

For the scope of this module, power generation will focus on the following technologies:

- Boilers
- Steam Turbines
- Reciprocating Engines
- Combustion Turbines
 - ➤ Simple Cycle
 - Combined Cycle
- Industrial/Institutional End Users (cogeneration)
- Renewables
 - ➤ Wind
 - ➤ Solar
 - ➤ Biomass (Landfill Gas)
- Nuclear

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Boilers

- Most commonly seen in utility-scale power generation facilities but is also prevalent in larger industrial end-use applications.
- Boilers are typically stoker-type and are fueled by coal, wood, tire derivative fuel (TDF), oil, natural gas, and other fuels.
- Boiler-generated steam is routed through a steam turbine to produce electricity.
- Sizes typically range from 5MW to 2,000MW facilities.
- Natural gas opportunities include start-up burners, cofiring burners, and full conversion.



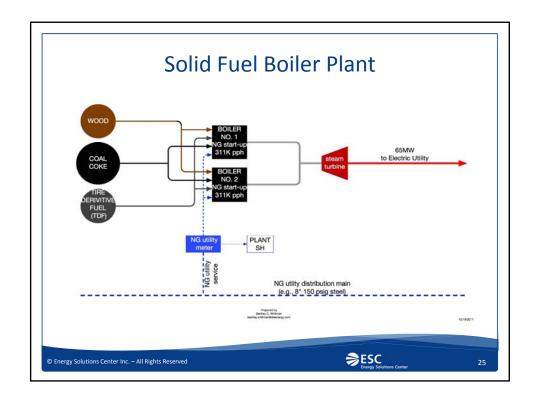
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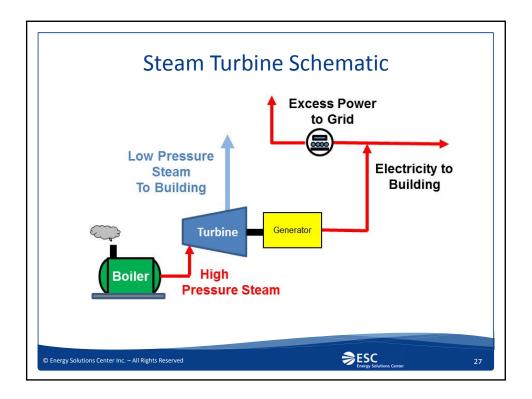
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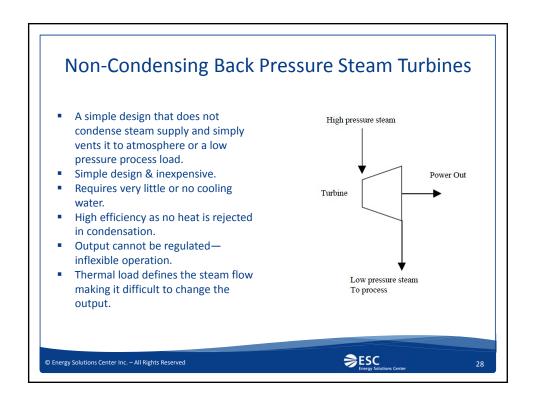




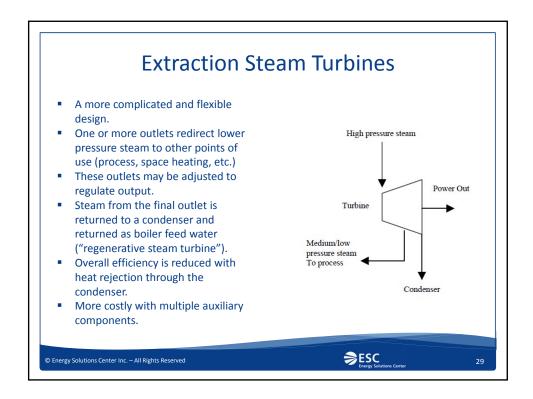


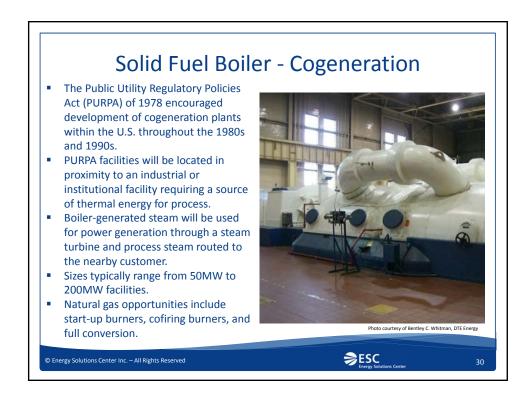




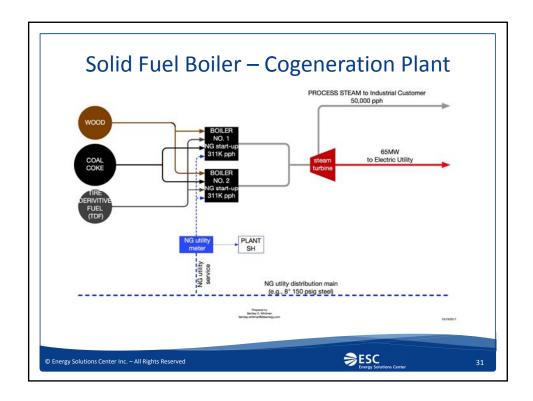


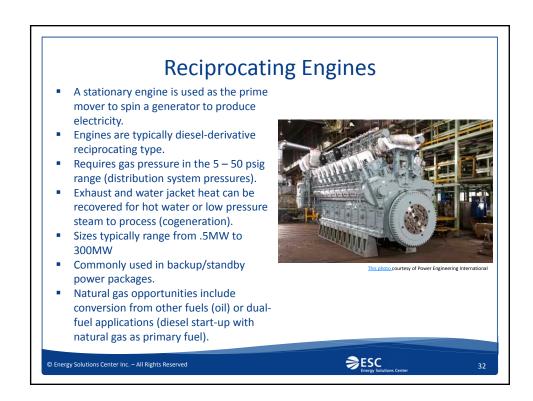






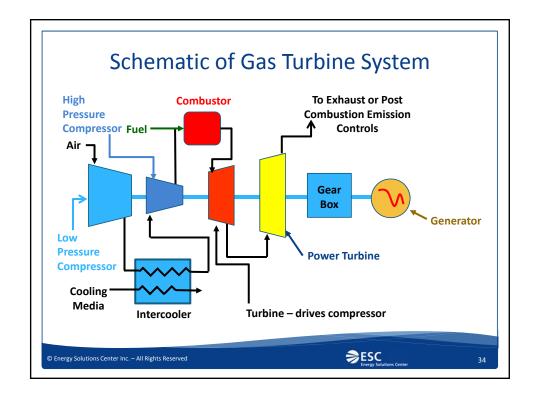




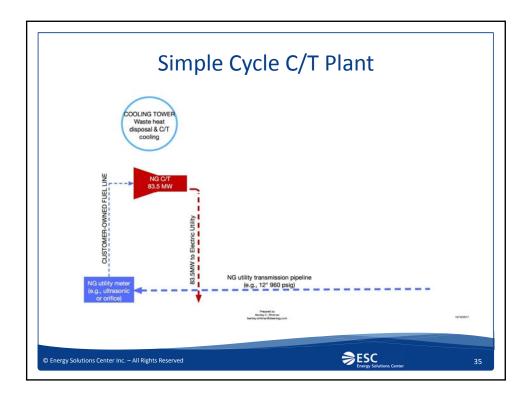












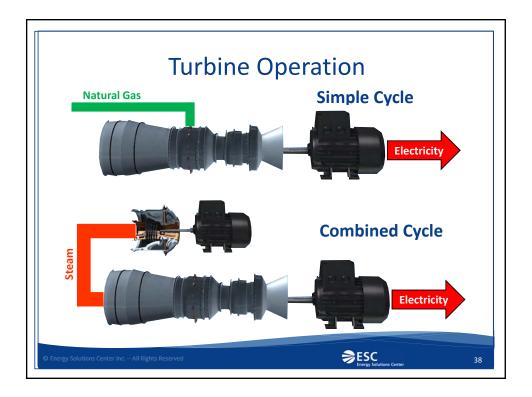
Combined Cycle Plants

- Combines Gas Turbine with a Steam Turbine
 - Gas Turbine driven Generators with Heat Recovery Steam Generator (HRSG) to provide steam to drive a Steam Turbine Generator
 - Offers all advantages of two prime movers, plus large amounts of power on short notice
- Sizes: Very large

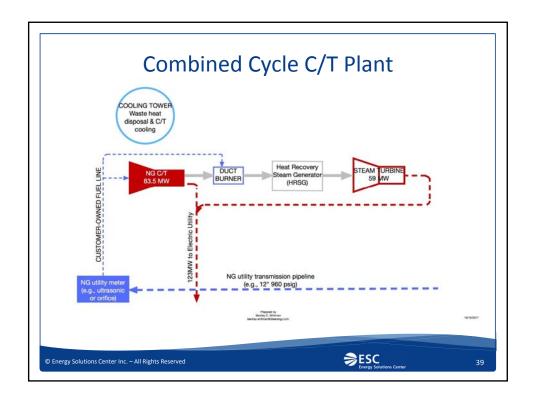
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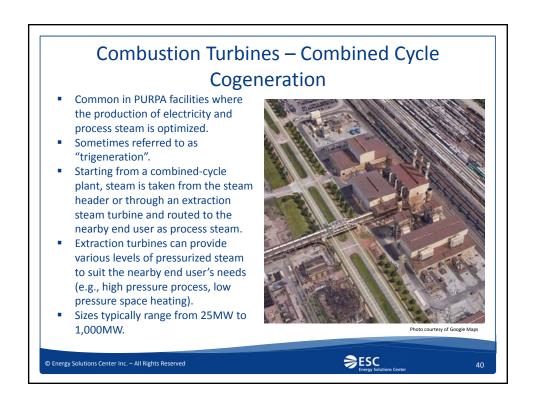




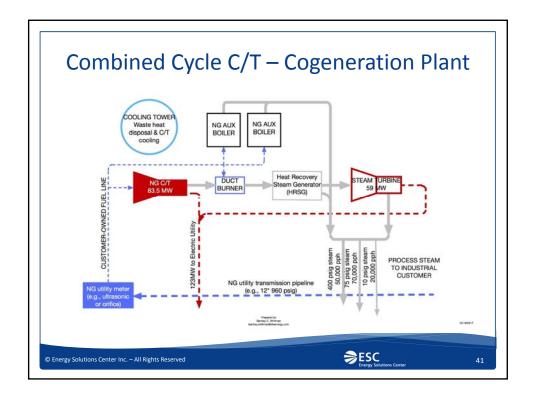






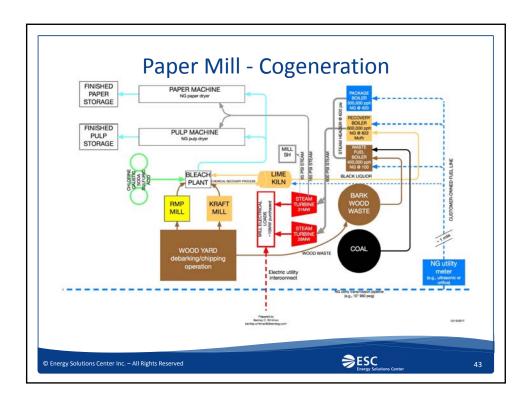


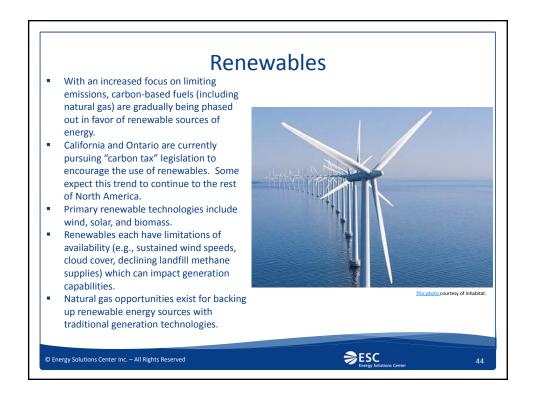




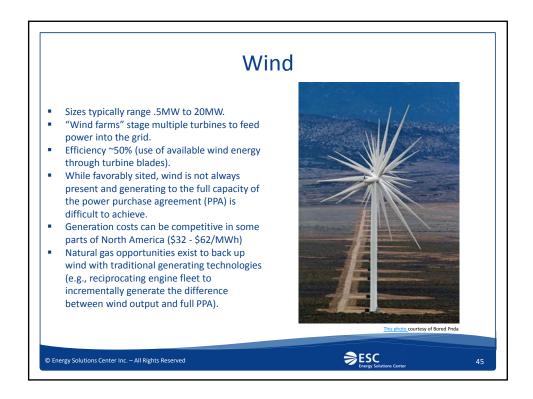


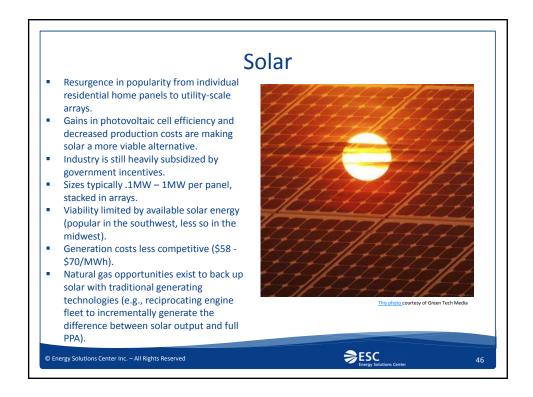




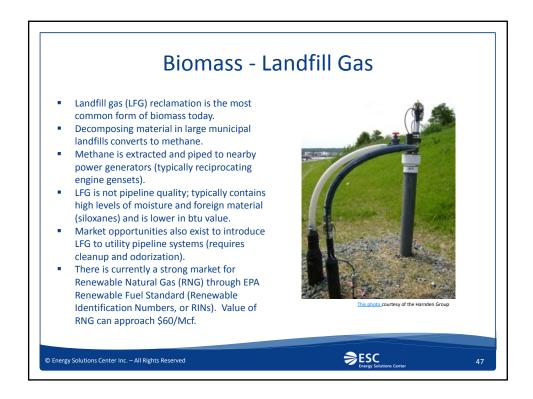






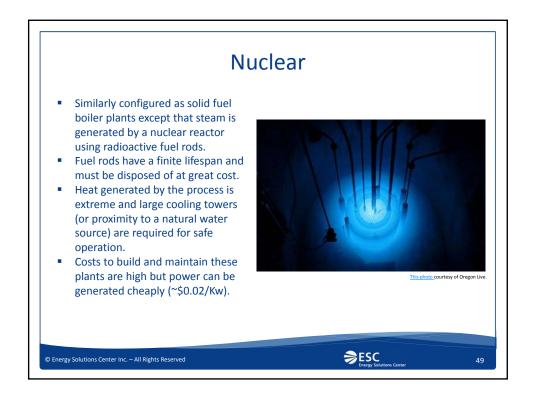












Customer's Hot Button Technologies

- Leading up to 2016, operators of large solid fuel boilers (utility-scale and end users) struggled to comply with the USEPA Boiler MACT rule.
- Many of these operators chose to convert their boilers to natural gas or decommission them.
- Utility-scale powergen boilers continue to be decommissioned through 2020, creating opportunity for peaking and base load plants fueled by natural gas.
- Opportunities for cogeneration systems are still prevalent for end users who seek to improve their power supply/quality needs as well as optimize the efficiency of their business.

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