

EXCHANGES ON ONGOING PROJECTS

Round Table led by Mr. Jacques QUANTIN, Energies et Territoires Développement – ETD (France)

Mr. Jacques QUANTIN,

(translated from French)

The WELFI partners wish that this conference could enable us to get feedback on practical projects that are ongoing in the field at the moment. The idea is to show that the wind energy projects that are financed locally are possible. We will also focus on the difficulties that these projects can encounter. To talk to us about these projects this afternoon we have invited 5 speakers and they represent 3 different projects, one in the UK and two in France. Angela Duignan will speak about the first one. The two others will be presented by Christophe Roger and Hubert Corpet; then by Gilbert Zieger and François Pelissier.

1. THE BAYWIND ENERGY COOPERATIVE

Angela Duignan, you are a project development manager in Energy4All. Energy4All is the consultancy created by the cooperative Baywind. Where are you based exactly in the UK? Could you describe the Baywind cooperative?

Ms. Angela DUIGNAN, Project Development Manager, Energy4All, United Kingdom

We are based in Cumbria, but our members are throughout the UK. So we cover the whole geography of the country basically.

Baywind's been up and running for 8 years now. Since then it is the UK's only renewable energy cooperative that is running on a commercial basis. So I was brought in specifically to develop new cooperatives throughout the UK.

This project was founded in 1996. The initiator in Cumbria was a Swedish wind company who came over specifically to form coops, so their model was to bring their technology to the UK, develop a couple of projects and then form local coops so that local people could own and run the cooperative. Then with that money they could go on and develop further sites. However, due to the planning status 6 years ago in the UK, they only managed to build 2 projects and retired out of the UK, which left Baywind as a sole cooperative in the UK, with 1,300 members.

Mr. Jacques QUANTIN

How did you actually mobilise so many shareholders? How did you communicate on the project and how did you attract them? In France, it's very difficult to communicate, apart from the issue of general subscription under the control of the AMF (Autorité des Marchés Financiers – the stock exchange committee).

Ms. Angela DUIGNAN

I think the key was they stayed local to the wind farm. So they did a leaflet drop into individual people's homes, telling them about the new opportunity in their area. And that received by far the greatest uptake. They also did radio interviews. But there are so many regulations about what you can and cannot say on radio regarding financial investments, that if you want to do a public advertisement it has to be very generic about renewable

energy assistance, rather than any reference to invest or to money, or else you get into trouble with the financial services authority. So it was basically individual leaflet drops that were by far the greatest way to get people's attention and response.

Mr. Jacques QUANTIN

What were the minimum and maximum stake holding figures that they could purchase in order to become shareholders? Did it have something to do with tax relief issues?

Ms. Angela DUIGNAN

Minimum investment for Baywind was £300. Simply because if you go any lower the administrative costs over 20 years are just too high. The maximum was £20,000 and that is still the same because it falls under cooperative law. The law hasn't been changed for almost a decade. So that 20,000 is a very restrictive, annoying limit on projects where you're looking to raise a couple of million. So we are looking for the coop legislation to be changed. But we do get tax relief on the money invested. It's a government incentive to invest in new technology. So you get your tax back when you invest in something like wind turbines.

Mr. Jacques QUANTIN

Who managed the project? 1,300 people together in one structure. That is a lot of people. We saw with the Danish and the Germans this morning it can be difficult. Who actually manages the cooperative and how is the power distributed? What power would I have if I were a small shareholder within the structure?

Ms. Angela DUIGNAN

The cooperative is a very socially minded organisation. So it is one member one vote regardless of the amount of money you invested. We run out of an office in Cumbria, which is North West England, where we hold the share database. Every year we give an annual dividend and when we give out that share on profits we hold an AGM where we present our information to our members. We have quite a high turnout for that AGM, well above a standard company. During the meeting we propose what we plan to do for the year ahead and our members vote their support.

We have a board which consists of 7 people, all of whom are from the locality around the wind farm. We have investors that are right across the UK, but the board of directors are from the area. From those 7 directors, 3 are now involved in Energy4All. So it is making sure everyone is included but it is tight enough so you can make decisions.

Mr. Jacques QUANTIN

How many people are in charge of the administrative side of communication? How many people manage those links with the shareholders?

Ms. Angela DUIGNAN

Just one who is based in our office. She is a trained accountant so she does all the accounts and also takes all the initial phone calls and requests for information we receive. Because we are quite unique in the UK we receive a lot of information requests from communities who want to build their own turbines, so she handles those. And we provide a newsletter to our members. We give them an update on what we think the issues are. We also mobilise our members to support our future projects. We have just had them all write to the Department of Trade and Industry to support our new wind farm in Cumbria which we had a massive response from and

which the government was overwhelmed by because they couldn't believe all these people were writing to support. They normally just get anti letters. So it was very successful.

Mr. Jacques QUANTIN

Do you have any similar projects that are pending at the moment and are you confident about further wind energy projects that could be locally financed in Great Britain in the future?

Ms. Angela DUIGNAN

We have a huge demand from the general public to invest in renewable energy. We have a large waiting list of several thousand people wanting to invest. We have two projects with planning permission for which we hope to form new coops next year. And we have one project that is awaiting planning permission in Scotland. We should hear about that next month. So in the UK we will have 1 to 4 next year. It has been a very good few months for us. But we have to work with other developers. Of those projects, one is led by a farmer and he has had to carry all those costs himself to planning before we got involved. The rest are in partnership with the larger developers who are pretty much the only people who are on the wind energy scene in the UK at the moment.

Mr. Jacques QUANTIN

The development of wind energy in France has been very similar to that in GB, at least at the outset. In the frame of the *Eole 2005* program in France, developers were particularly selected on their tariff proposition. So it has consolidated the projects on the very windy sites. Very often there were strong conflicts with local residents often caused by a lack of information. In Great Britain I think the *non fossil fuel obligation* was a very similar situation. Also in the UK there were conflicts. There were people who were very reluctant. There were opposition groups, like the *landscape warriors*. How have these pressure groups perceived your cooperative projects?

Ms. Angela DUIGNAN

Opposition in the UK is quite famous because it's run by Margaret Thatcher's old press secretary who's actually paid for by the nuclear industry. So it is a very well financed organisation called *countryside guardians* who boast quite literally that 1 person was responsible for the decline of 20% of UK wind farms. So it has been very successful in the past. But now I think people are very aware that a vocal few does not represent the majority and those shouting the loudest do not represent the majority that they claim to. There have been a lot of surveys and the same results emerged as in Denmark and Germany. The majority of people want wind farms near them. There is a difference between people who are from an area and those who have recently moved there perhaps from cities who believe they have bought their house plus a view. So they would be the two main opponents. We find that where we represent a local coop, because we offer something back to the community, local people are very keen to find out what that will mean to them in terms of finance, jobs and the local councils and stuff are also very keen. So it does help quite significantly.

Mr. Jacques QUANTIN

Thank you very much for your testimony, Ms. Duignan.

2. A PROJECT INITIATED BY FARMERS IN PICARDIE

Mr. Jacques QUANTIN

Christophe Roger you work for regional agency of ADEME in Picardie. How do you perceive today the development of wind energy in this region?

Mr. Christophe ROGER, project manager ADEME Picardie, France

(translated from French)

We try to perceive the development of wind energy in the most consistent way possible. I mean that wind energy as it stands today is a major subject for debate. One of our first missions was to make a certain amount of information available, whether it be for the operators or whoever. But wind energy must be accessible to local players, the farmers, the local companies, the SMEs, the local authorities, etc. In 2001, a feed-in tariff rate was established. At that time, there were a lot of concerns amongst the local population and the local elected representatives. Wind energy projects are not just linked to the wind energy potential, it's also a question of publishing documents. We published one in 2003 that combines all of the data required in order to implement a wind energy project.

There was a document that summed up the information on a local level and it gives technical and environmental information. It also gives information on regulatory affairs.

From an environmental point of view, it talks about the main migration paths of birds, wildlife, etc. From a technical point of view, it indicates the flight paths - whether military or civilian-, grid access. Each player in the wind energy development field has access to that type of information. Our neighbours, the Nord-Pas-de-Calais region, have set up a regional map.

These maps don't have any regulatory value. But with the regional council it has been drawn up. The idea was to make information available rather than to define different zones which said that there were certain areas that could be used for wind energy farms or not. We think that this should be addressed case by case.

On a regional basis, instead of considering this document as a regional type of map, we would transfer the responsibility to infra-regional and territorial level. And in fact we have done this with several different objectives.

Firstly we are trying to integrate the development of wind energy into territorial policies. The idea is to have some sort of consistency and a wind energy programme goes way beyond just the municipal scope. You have to have a global project and as Mr. Cabanes said, it would be a good idea to combine several different towns together in order to work better together. Perhaps by thus doing we can better grasp the local characteristics. For example we could delimit areas for landscaping efforts. In fact there are a lot of maps on a regional scale that cover a very vast domain.

Another point is to try and involve the local decision makers in the decisions. We can see that in our region the initiatives are usually taken by the operators who go and see the local authorities directly. The idea of this territorial approach is to turn this around and make sure that the elected representatives manage the development of wind energy projects. By thus doing they can participate much better in the decision making process. We have of course to encourage a consulting type of approach. In Picardie we have a consultation approach. We have technical and wind energy committees that meet together and we also participate in other local training schemes.

We try to have intermediate consultation levels that are a go-between between the territorial approach and the very local approach. We try to include all the players involved in the wind energy project. It is also the ADEME's

role to benefit from the “foot in the door” to include debates on producing power, talking about environmentally linked issues, energies conservation. That is basically what we have done to date.

Mr. Jacques QUANTIN

You have obviously given the answer that your neighbour Hubert Corpet, a farmer himself, has been looking for. I would ask you what you think of his initiative.

Mr. Christophe ROGER

I think it is great. It is very much part and parcel of the way we think and the way we try to develop wind energy projects. Obviously we try to involve more and more local players in these projects and that includes local investors. This includes the involvement of elected representatives. They are targeted in our information campaigns. They would also be involved at territorial level.

The Picardie Verte is an area that is considered favourable in terms of development. At that time there were other operators who were probably interested and who were going to address local authorities to see how they themselves could develop a wind energy project. But they and Hubert Corpet wanted to forge ahead and when we put together all of the parameters it seemed a good idea to have a combined debate on grouping together the different municipalities and seeing if this activity could take place.

Mr. Jacques QUANTIN

So the idea is to develop wind power at inter-city level. Is it due to the fact that there is not sufficient consistency in wind power development?

Mr. Christophe ROGER

This approach can fill in a lack of sufficient consulting among the cities. We are very aware of the fact that there are a lot of operators already in place. If everybody could just meet and think together then the wind power development would be more consistent and that would certainly help to promote local acceptance of wind power and generally make this approach transparent.

This approach would be in keeping with the interests of the operators, whether they be local or outside our department. But it also needs to respond to the needs of the local authorities. Especially when they need to develop other types of activities.

Mr. Jacques QUANTIN

Thank you Mr. Roger.

Now I would like to give the floor to Mr. Hubert Corpet. You are the chair of an agricultural development group. Can you tell us a little more about this group? How many farmers and what is the purpose of this group?

Mr. Hubert CORPET, President of the NGO ADER Picardie Verte, France

(translated from French)

In fact there are agricultural development groups everywhere in the country. The size might vary, it could be 10/30/50 farmers having common goals. These are people who tend to focus on farming techniques. What is specific in our group is that we also are open to other subjects such as training, the diversification of agricultural activities. These groups are led by technicians from the agricultural chambers.

Mr. Jacques QUANTIN

So you came up with developing a wind farm project during these discussions among farmers? How did it take place?

Mr. Hubert CORPET

In this group I did raise the question of wind power. That was at a time when many operators arrived in our territory. I said to myself if there are so many operators here, there are things to do and we want to be involved. We want to remain players. We can also do what they are doing. We might derive some income by making land available to them, but from an economic point of view that is not so much compared to what we could get by getting fully involved in wind power development.

Mr. Jacques QUANTIN

So you mean that, with classical operators, the local authorities can derive tax and a few farmers get incomes from land rental, but then the dividends in fact go outside the territory?

Mr. Hubert CORPET

Yes that is right. I felt it was a pity to establish equipment and machines on our territory without taking full advantage of such systems. Income that can be derived in the form of taxes and land rental, that is good, but the major part of the value added would leave our territory and not be profitable for the residents.

If we have to sustain the impact on the landscape, then it would be better to fully take advantage of the value added that might be produced.

Mr. Jacques QUANTIN

You implemented what you called an inter-city approach. What was the outcome?

Mr. Hubert CORPET

In our group we wanted to develop a local investment project in order to promote sustainable development. We had also noted that territory like ours was well adapted to the establishment of a wind farm. So we commissioned a study and it highlighted the most interesting sites for wind power.

We noted that for the most interesting sites, the so called professional operators with more experience than us, arrived ahead of us. So the agreements were already signed with the different regions and for us that was a pity.

Mr. Jacques QUANTIN

Why did you focus your research on just the Picardie Verte area?

Mr. Hubert CORPET

We are all farmers. We live in these communes. It seemed quite natural to us not to look for sites kilometres away but to look for sites close to our homes. That was also another way for us farmers who are criticised because of the various demonstrations we have, it was another way for us to establish a social link with the population of our inter-city area.

Mr. Jacques QUANTIN

Let's just presume that you cannot find a site in order to develop your project. Would you be interested in being the owner of 1 or 2 wind turbines in the farm of one operator already present on the territory?

Mr. Hubert CORPET

If it were to fail then I think we would be in favour of a solution such as the one you suggested. Because it would allow those who want to invest in wind farms to do it.

Mr. Jacques QUANTIN

Apart from ADEME did you get any support from regional or national farm organisation?

Mr. Hubert CORPET

Not that much support. For the time being our elected representatives just stand by and watch and they don't think we will be successful. But we are confident.

Mr. Jacques QUANTIN

What kind of company will you establish in order to develop that site?

Mr. Hubert CORPET

After a training with a lawyer we selected the type of company structure best adapted to our case which is known as Société par action simplifiée. It's a simplified company. It can be established within a few weeks.

Mr. Jacques QUANTIN

Thank you, Hubert Corpet.

3. A PROJECT INITIATED BY AN INDIVIDUAL IN LORRAINE

Mr. Jacques QUANTIN

Mr. Zieger, you are the chairman of the *communauté de communes de la Vezouze* in the *Meurthe-et-Moselle département*. You are close to another group of communes, *Le Pays des Etangs*, in *Moselle*. The reason I mention these 2 *départements* is that the project you will talk about is on the 2 territories. So may you give us a few figures regarding your territory?

Mr. Gilbert ZIEGER, President of the group of local authorities of La Vezouze, France

(translated from French)

The group of communes of la Vezouze is in Meurthe-et-Moselle. It is located to the south of Moselle between Nancy and Strasbourg, not far from Baccarat. It is made up of 34 different communes with only 6,000 inhabitants. It is a highly rural area, a very large area. From one border of the commune to the other there is something like 30 kilometres.

Mr. Jacques QUANTIN

When François Pélissier (ERELIA Company) came and said: " I have a project to submit to you", how did you react?

Mr. Gilbert ZIEGER

When he came I had already heard about his project before. So I said that it would be welcome in our territory because we are very interested in environmental protection and if we can use wind to produce energy, why not? At the same time it could generate jobs in our commune.

Mr. Jacques QUANTIN

The ERELIA Company wanted to develop regular and transparent communication on your territory and the elected representatives were all willing to act in such a way. So why did you insist on that communication drive?

Mr. Gilbert ZIEGER

Like many people before me this morning, I think that without consulting and without ownership by the residents a project like this one is bound to fail. It was clear that without the consulting process, the very few people opposed to the project would have been successful in spreading rumours. In several cases one or two people opposed to the project spread rumours, but with communication we have been able to stem such rumours and we know that broadly speaking our citizens are in favour of this project.

Mr. Jacques QUANTIN

How did you organise this consultation process?

Mr. Gilbert ZIEGER

Several actions have been carried out at the same time.

In the beginning we organised an information meeting with the political representatives of the groups of communes. It was important to make sure that each mayor could receive the same information. Then local political representatives established an inter-city consultation committee with various partners representing the state, the environmental organisations, representatives from both *départements* – *Meurthe* and *Meurthe-et-Moselle* - and from the groups of communes. It was a committee of 70 members with the determination to closely follow up the progress of the project.

Besides that we organised a public meeting for the territory as a whole in order to explain the project and how it would be implemented. We heard rumours about the noise that would be emitted by the wind turbines and we hired a bus to go to Luxemburg to visit wind farms there. And people were able to see that the rumour was not founded at all. People were therefore convinced. Then we met the elected representatives from Luxemburg and they explained how they implemented the project and responded to the various questions of the people who had come along on the bus. So we were very satisfied.

Today a large majority of people are in favour of the project. The minor opposition that existed dwindled away. As of today we are at the stage of submitting our request for a building permit and I think that people have taken ownership of the project.

Mr. Jacques QUANTIN

Thank you, Mr. Zieger.

François Pelissier, you are director of ERELIA Company. You are also deputy mayor of Nancy in charge of economic development and town planning. Can you give us the main figures of your project?

Mr. François PELISSIER, Manager of ERELIA Company, France

Both départements, 30 communes on the one side, 14 on the other one. It is a project with 16 turbines, 32 megawatts. We have selected 2 megawatts Repower turbines. There are three different farms. This represents around 35 million euros of investment.

Mr. Jacques QUANTIN

What has been your main motivation?

Mr. François PELISSIER

I am from this territory to start with. At the end of 2002, a farmer told me a German operator offered him to lease his land for a wind farm project. I asked him to wait, because I was interested in this idea of developing a wind farm. Then I surfed through the web and I looked at different things. I attended some conferences; I read different publications on this topic, notably from ADEME. I met different people at state level.

I also noted of course that a strong opposition to these projects is not rare. And I was convinced that this RE development project should be a real local development project.

So I drafted a charter when I acquired the skills to work on it. I highlighted 12 different commitments that I needed in terms of communication and consultation. In fact I took over the ADEME methodology, the consultation process, the monitoring process which was developed. An inter-city consultation committee has been created with a strong participation of the local population. Then I met M.P.s, the mayors and so on.

In March 2003, I established the ERELIA Company - a so called *société en participation* - with 100,000 euros. You need to have the capital to start with. If you add up the different studies, wind, soil, ground characteristics, don't forget that it takes a lot of time and you may not always have the same speaking partners, the mayor might have changed, there might be conflicts arising. So you need to move fast. And you need to have a consultation process that will continue. And within 9 months we had a lot of consultation. I organised no less than 12 meetings with just the land owners and farmers to explain. If you want to establish 16 different turbines you need to be clear about the land ownership or real estate issues.

Mr. Jacques QUANTIN

The land control should have been difficult, because this it is not simple to develop this project in three different sites?

Mr. François PELISSIER

It is very complicated. We took the national *APCA-SER-FNSEA* protocol. It's going to be 1,200 euros/megawatt for the landowner, 600 euros for the farm operator and 200 euros for the land organisation. In order to make things fair, we established a special adjustment. In a perimeter of 100 metres away from the location of the wind turbine, 70% of the abovementioned amounts are distributed to the person who has the turbine on his land and 30% to the person who has not. In this way we were able to convince 50 farmers to sign. Today everything is transparent, everybody knows who is getting what. Not everybody is getting the same but everybody knows who is getting how much. Because without that it would have been impossible to go on. I am also from that territory. I spent all my childhood in that territory. So knowing the background and the different relationships helped a lot and I think this is important.

Mr. Jacques QUANTIN

This is interesting because local operators could bring value added to these outside operators, who don't know so well the social link that exists.

Mr. François PELISSIER

Yes it is. But when you come to a given commune, if the project is interesting, maybe the 15 other surrounding communes might want to have the turbine in their own land. You have to select a site. When we did the pre-feasibility study, we selected areas on the commune and we also knew that there was military flight paths and a lot of other administrative constraints. In fact whenever the mayors think they have a site that could be used, it turned out to be already used somehow. And so there is just a limited area in which wind farms can be built.

I think in fact one has to be very consistent in terms of land use. In certain areas in *Meurthe-et-Moselle* you might have up to 6 overlapping projects in a 10 km perimeter. So again, elected representatives have to participate together to the choice of the sites. Otherwise many projects will end up in the scrap yard because people do not know much about the territory and the consultation is insufficient.

Mr. Jacques QUANTIN

Could you give us the major difficulties that you encountered in the project?

Mr. François PELISSIER

I basically went around to see all the State organisations. I met up with people from SDAP, ADEME, DIREN... But in fact when you start up a wind energy project there is really not only one office that is competent to deal with that. They are so many different players involved and it's really difficult.

Secondly the grid connection procedure is very complex. I think this stage should be simplified tremendously. I think also we should pay for the exploratory study. This is the only one study we don't have to pay for. And this is not a guarantee of reliability.

Mr. Jacques QUANTIN

There are 3 farms 1500 metres minimum apart and there are 3 different investment companies involved in those 3 farms, the SAS (simplified companies). 100 shareholders can participate in each SAS. You would like to get local shareholders – farmers or individuals. But apart with the agreement of the AMF (Autorité des marchés Financiers) which is equivalent to the stock exchange committee, you can't call on public funds.

So how are you going to get local shareholders, how are you going to attract them through these different investment companies without advertising?

Mr. François PELISSIER

In fact there are two main problems. The first one is raising the money for starting up so that you are actually in control of your own destiny. The second one is raising local funds without advertising.

The objective is to find 100 local shareholders for each company, who may contribute the equity. So we are working with the FIDEME (Fonds d'Investissement de l'Environnement et de la Maîtrise de l'Energie - Mutual Funds). We will try to contribute 10% of the equity with the local shareholders, 15% with the FIDEME and the rest should be covered by a bank loan.

What we want to do is create a company per wind farm but we would like to pool the risk. This business plan can still change in the future.

The three SAS will rent the farm to the operating company and establish the three contracts. There is a 15-year maintenance contract and the purchasing contract is a 15-year contract with EDF. There is also a 12 to 15-year loan plan with the bank. The operating company will sell the electricity to EDF and ensure the maintenance.

At first we wanted to have a fixed 7% profitability rate. But one day, somebody said to me: "your idea is not good, if I invest and the weather doesn't matter at all, I will always receive 7%". And I can remember, my father used to be happy on some days when it rained and very upset on other days when it rained. And I think this

weather variability has a tremendous impact on investment. People do not want guarantee but a real participation to the project, notably associated with the weather. So we organised a certain variability of the dividends depending on the weather.

We have a very limited number of residents so it will be difficult to raise enough money locally. The FIP (Local Investment Funds) that have been recently created could be an interesting tool.

The difficulty is getting started up. Parallel actions, like the technical studies, the impact studies, the consultation etc, have to be conducted within 9 months. So you have to start everything up. And somebody needs to bear the risk at that stage. We have invested more than 400,000 euros during 18 months for this. The ADEME method is great but it is very expensive. However the consultation has very important advantages.

What are the initiators actually doing? It is like capital risk companies. They know that out of a certain number of projects one site will see the light of day. So they get down the development investment on each site. The selling price of one successful project will cover the costs of the others that failed. But that is not how things should be done. The elected representatives should all focus their efforts on one site and we have a 90% chance of that site becoming up and running in the future. Instead of dispersing your efforts, this is how we should do things. Because it won't be dragging on forever, you'd be mobilising people more. But in the beginning you have to find somebody who is going to finance this development.

Mr. Jacques QUANTIN

Thank you very much, Mr. Pélissier.

EXCHANGES WITH THE PARTICIPANTS

(* : translated from French)

Ms. Annabelle JACQUET, APERe, Belgium

Ms. Duignan, I would like to go back to the problems that you encountered with calling on public funds. I would like to go back to your method and your advertising campaigns. You talked of using generic terms, not using too much detail. It doesn't sound easy but you succeeded where others failed. So perhaps you could tell us a little more about how you went about it. What did the brochures look like? Were you able legally to distribute brochures and what information could you actually give in those?

Ms. Angela DUIGNAN, Project Development Manager, Energy4All, United Kingdom

For the generic information. We have had for example over 2,000 people register on our website for further information. Because Baywind is up and running. It is a proven and tested model. So we can give the financial numbers out. They are in the public domain because they are facts. So we are allowed to do that. So that is one way we have of getting around it next year when we launch a new campaign.

The share perspectives. People have to come to us and say they are interested in receiving them. That contains financial information which has to be approved by the financial services authority. So there are 2 stages basically. At first, you say, are you interested in this concept of supporting this local renewable energy scheme or joining this local cooperative? If they say yes then you can send them out a government watchdog approved financial document. You get people in using generic terminology and then you can send them factual information asking them to invest their money. The first share offer was done in 2 stages. That is probably my key. Start small and work your way up. We had one round back in 1997 that raised £1.2 million. Then we opened up a second round to buy the rest of the turbines from the site. Of that, 43% of our investment came from our existing members actually increasing their shares.

Mr. Jacques QUANTIN *

Reynald Bavay would like to speak. You are expert in land planning in RE department of ADEME, in Valbonne.

Mr. Reynald BAVAY, ADEME, France *

We talked about the ADEME method of consultation. I would just like to point something out. In France, it is true to say, there are so many studies and stages that have to be carried out before wind energy projects are implemented. So we have to sum up all of the feedback and pinpoint best practises and also things that didn't work out and why. There is a guide called "Social and Territorial Insertion for Wind Energy Projects". You can find it on our Internet site, www.ademe.fr.

What are maybe the main results of this analysis? You have to give priority to an intermediate level between the regional level - because you need to look at the potential wind energy sites - and the local, municipal level. Because obviously even if there is one village or town concerned one has to look at the territorial level. Very often in France, the villages are very small and they have to be combined. And with the territorial approach, whereby we have to look at all the territorial issues, we suggest creating a territorial consultation committee. This is what ADEME is doing through its regional and central delegation.

Mr. Franck TURLAN, CAUE de L'Aude, France *

What is the minimum level for people to feel really involved?

Mr. François PELISSIER, Manager of ERELIA Company, France *

I would say the minimum would be 1,000 euros.

Mr. Franck TURLAN *

1,000, why not 2,000 or 3,000?

Mr. François PELISSIER *

Well, it's a simple calculation. I think the administrative costs would not be covered under 1,000 euros. This amount shows also a motivation, an interest for the project. I think we need to see how we can create also a maximum amount so that we are not creating imbalance and certain jealousies. We will not carry out any advertising campaign. We will work on an information leaflet that we will give to people from hand to hand. People will come to the showroom that will be no far away from the wind farm site and then they can have a one to one meeting with an advisor, if they want.

Mr. Jacques QUANTIN *

Please, Mr Jean-Yves Grandidier.

Mr. Jean-Yves GRANDIDIER, VALOREM, secrétaire de France Energie Eolienne (FEE), France *

I am speaking as chairman of the commission in FEE that deals with representatives of the electricity distribution network. I would just like to rectify something that was said. Mr Pelissier, you said it was something that should be paid for the exploratory study. We fought against this ourselves. There is going to be a new procedure: project developers will be able to register for the connection to the grid (i.e. to enter the "queuing up system") once they have the building permit. What we want to do is to give priority to the right projects as opposed to those projects that do have a lot of money behind them.

Mr. François PELISSIER *

You might have a good project, but the problem is: I don't know what EDF is going to do. Until I have building permission, I am going to have to invest 200,000 euros in my project without knowing if there is going to be any grid connection.

Mr. Jean-Yves GRANDIDIER *

This situation is the same for us promoters. But we prefer this procedure to exploratory studies with very ambiguous results. When you know that you are the first project that will have building permission and you must wait 5 years to get connected to the grid, because there are 235 megawatts ahead of you, it is a ridiculous situation. What we want to do is to make a map of potential capacity available. We are trying to do things properly. With the network managers, things are moving forward.

Mr Pelissier you explained that at your territory that had about a 30 km radius, the majority of it is covered by certain constraints that mean that you couldn't implant wind energy farms. I think that a certain number of regional contact people and people from the *départements* have to work to lift some of these constraints and make sure that the wind turbines can be in those areas where they'll be accepted the best. Christophe Roger, I think it would have been interesting to mention that between Abbeville and Amiens a certain number of people have worked very hard to raise the lower level of the flight path there in order to be able to establish wind farms.



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Mr. Christophe ROGER, ADEME Picardie, France *

No I didn't point that out because there are a lot of people working out there.

Mr. Jacques QUANTIN *

Thank you very much indeed for your testimonies.