



**Date:**

**Wednesday, March 24, 2010**

**Time:**

**3:30 p.m. – 3:50 p.m.**

**Presentation:**

***“A Working Business Model for Municipal Digesters to produce Electricity for sale.”***

David Carlson  
Partner, SEH, Inc.

Digesters produce energy for resale on hundreds of Farms - but only tens of municipalities. Digesters producing energy for sale on farms are being built all the time - but few for municipalities. What is holding municipalities back? What needs to be done so that municipalities can produce energy for sale with a municipal digester? What can the successful farm digester industry teach the (largely) unsuccessful municipal digester industry when it comes to producing energy for sale?

This presentation will focus on key issues when it comes to establishing the successful business model for a municipal digester, based upon the highly successful farm digester model, as well as the significant policy impacts on why the state and federal government should take a more active role.

What is the value proposition for municipal digesters producing energy for sale?

Key Ownership issues  
Technology Selection - why it is not as simple as you would think

Financing - the key role for municipalities

Operations - the simple choice

What needs to happen to make it work better? What actions need to be taken at the local, state and federal policy level?

**See presenter  
biography  
next page**



### Presenter Biography:

#### David Carlson

Mr. Carlson serves as the East Region Practice Center Leader for the Community and Economic Development Group at Short Elliot Hendrickson. He is responsible for coordination of comprehensive plans, grant applications, TIF District creation, and assisting clients with other innovative financing mechanisms. David has assisted hundreds of communities and businesses across the region to obtain grants and low interest loan financing for projects. He has worked with a variety of state agencies to implement community goals including: Departments of Administration, Commerce, Natural Resources and Transportation. He also works with federal agencies including: Housing and Urban Development, Army Corp of Engineers and the Economic Development Administration.

As the lead for SEH's Renewable Energy Finance team, David has assisted in business plan preparation, benefit cost analysis, and grant writing. He is knowledgeable and experienced in local, state, tribal, and federal finance options for renewable energy projects.

Mr. Carlson is well known in the community development field as a result of his experience in helping communities and businesses secure resources to grow and prosper. He is a life-long Wisconsin resident, and is an alumnus of the University of Wisconsin Stevens Point and Madison, as well as being a certified an Economic Development Finance Professional.