



# VAWTPOWER

## Management Inc.

### VAWTPower Management, Inc.

**Company Overview:** VAWTPOWER Management Inc. (VMI) is commercializing cost effective and reliable vertical axis wind turbines (VAWTs), systems, components, construction and maintenance services for on-site distributed power generation at businesses, utilities and third party independent power producers. A 75kW, VAWT has been designed, fabricated, and installed at a site near Albuquerque and is operational.

**Problem:** Business, government and utility facilities in windy regions desiring to add environmentally friendly distributed electric power in the 50 to 150kW range have a handful of horizontal axis wind turbines (HAWTS) and VMI's VP100 to choose from. Important HAWT components are high off the ground in a nacelle, which increases operational and maintenance costs. In addition, HAWTs require an electro-mechanical means to continuously point their axis into the wind.

**Solution:** VMI's patent pending VP100 is a simple, esthetic design that will be the most cost effective wind turbine in its power class. It has a non-guyed tower structure and consequently there is no interference with wind intercept swept area as in earlier VAWTs and creates a minimal turbine footprint. Low fabrication cost is based on the ready availability of principal components, many of which are off-the-shelf items. VAWTs can accept wind from any direction and critical components are located at the base for easy maintenance.

**Business Model:** VMI's revenue will be derived from consulting, installation, operating and maintenance services to independent project developers, electric utilities and micro grid and distributed energy facilities. VMI will establish strategic production partners, initiate production, establish dealers and installers, and sell VP100 subsystems and components initially in the windy areas of the Southern Great Plains and the Northeast U.S.

**Marketing Opportunity:** Annual new wind installations globally are expected to grow to about 5 times its current size in the next 10 years. In 2007, all global installations rose by 27 percent. The potential market for small wind energy systems resides in the 1 million businesses and 15 million homes in the U.S. located in windy areas. VMI is projected to generate sales revenue of \$50 million in year 5.

**Competitive Advantage:**

- Patent pending technology
- Component simplicity
- Operates independent of wind direction
- Important Components at Ground Level

**Management Team:** Dr. Jerry W. Berglund (president); James Mackenzie (vice president); Paul N. Vosburgh, (vice president).

**Funding Request:** \$2.5 million



JERRY BERGLUND

**Investors: Founders**

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**In Attendance:**

Dr. Jerry W  
Berglund, president  
James Mackenzie, vice  
president

**Revenue Forecast:**

2010:	\$ 1M
2011:	\$ 3M
2012:	\$ 7M
2013:	\$ 24M
2014:	\$ 50M