



*Testimony Provided to the
Minnesota House Energy Policy Committee
January 29, 2013*

Good afternoon, Madame Chair and members of the Committee. My name is Susan Innis; I am the Senior Manager of Public Affairs for Vestas. I appreciate the opportunity to testify today on the benefits of wind energy for Minnesota.

I'd like to start by sharing a bit about Vestas. We are the world's largest manufacturer of wind turbines, supplying more than 47,000 wind turbines to 71 countries over the past 30 years. Vestas has been in Minnesota since 1998 and has manufactured about 20% of the turbines installed here. We've created about 75 permanent full-time jobs for service technicians in Tyler, Albert Lea, Northfield, and Dodge Center. Several of my colleagues from our service business are in the audience today. Our customers range from large utilities like Alliant, to community-owned projects with Minwind and McNeilus, and college campuses at University of Minnesota-Morris, Carleton College, and St. Olaf.

In Minnesota, this state's leadership on renewable energy has helped encourage the wind industry to make significant investments in new manufacturing facilities across the United States. State RPS policies drive market demand for new wind, and create an attractive market opportunity for private investment. Vestas is proud to be part of the renaissance in American manufacturing. Over the past 5 years, we've invested around \$1 billion in four new manufacturing facilities here in America. We also have a strong commitment to using American made components, and have developed a robust supply chain with hundreds of suppliers across the nation. With domestic manufacturing and suppliers, we are able to lower the cost of wind turbines while maintaining high quality standards. By building factories close to the wind markets, we've been able to lower transportation costs. By doing business in US dollars, we've reduced risks of currency fluctuation. By using American suppliers, we've improved supplier quality and reliability, and reduced customs issues. Vestas turbines made in the US today receive as much as 80% of their components from domestic suppliers. Across the industry, there are now more than 400 wind manufacturing facilities in 43 states.

Minnesota plays a unique role as a strong leader in the renewable energy sector. The state's RPS and other policy drivers help facilitate more investment in wind energy, and domestic energy production will increase. Vestas works closely with a number of manufacturing companies that are prepared to invest in the U.S. but are hesitant due to the lack of policy stability, both at the state and federal level. The wind industry is part of a global economy, and the competition for investment and manufacturing is strong among different regions of the world. Other countries have made long-term commitments to secure clean energy investments, particularly Europe and Asia. Stable state policies like the RPS drive new development and further reduce wind energy's cost, bringing both local economic benefits here in Minnesota, as well as supporting a broad manufacturing supply chain in many other states.

In closing, I'd just like to reiterate that Vestas appreciates Minnesota's leadership on renewable energy. This has been a great state for us to do business in, and we hope that wind energy will continue to be a part of your energy plans going forward.

Thank you for the opportunity to share our views. I am happy to take any questions.

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