

# MY SO-CALLED LIFE AS A SMALL WIND INSTALLER



## STARRING

- Randy Faller, Kettle View Renewable Energy
- Padma Kasthurirangan, Buffalo Renewables
- Roy Rakobitsch, Windsine
- Ian Sleger, All Energy Management

HOW MANY SMALL WIND ENERGY  
SYSTEMS DID YOU **INSTALL** IN  
2017?

- What turbines? (Make, model & size...)
- Grid-tied? Battery-based?
- Who & Where are your clients?
  - Homeowners
  - Businesses
  - Agriculture
  - Schools

HOW MANY SMALL WIND ENERGY  
SYSTEMS DID YOU  
**SERVICE/MAINTAIN** IN 2017?

- What turbines?
- Who & Where are your clients?
  - Are these turbines that you or your company installed? Or someone else's turbines? Expired contracts... ???
  - Any "orphaned" turbines?
  - Any clients/projects you REJECTED?

HOW MANY INSTALLATIONS  
ARE IN PROCESS OR  
PLANNED FOR 2018?

HOW MUCH OF YOUR TIME  
DO YOU SPEND WORKING  
WITH SMALL WIND?

If not 100%...

What are you doing?

## ARE YOUR CLIENTS HAPPY WITH THEIR SMALL WIND SYSTEMS?

- Are production numbers satisfactory?
- How accurate were/are site assessments and estimates?
- Payback & ROI – Is it “worth it?”

YOU MEET SOMEONE WHO  
IS REALLY EXCITED ABOUT  
GETTING INTO SMALL WIND  
AS A CAREER.

YOU'RE ASKED FOR YOUR  
ADVICE AND GUIDANCE.

WHAT DO YOU SAY?