

**Don Delaney**

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**From:** "Dave Spalding" <dspalding@windplusinc.com>  
**To:** "Don Delaney" <dhdco@comcast.net>; "Wendy Payette" <wpayette@windplusinc.com>; "Steve Crane" <scrane@advertising.com>; "John Lockhart" <john.lockhart@pncadvisors.com>  
**Sent:** Saturday, December 08, 2007 4:34 PM  
**Subject:** RE: No Deer Run Insights...

Don,

I appreciate your insight.

I am working on the "Best Deal for Wind Plus"....without "Losing" the two outstanding bidders...Regardless, Nobody will be pleased with my final decision -- Be it: Price, Timing, Purchaser, Terms, etc.

Everyone will always have their OWN option....Every decision I make has many insights, views and reasons on my side....

Please, Continue having patience....Having any one person (or party) place "specific terms on the deals" will be read by the purchasers....That reduces my abilities in negotiation's

Thank You,

Dave Spalding

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**From:** Don Delaney [mailto:dhdco@comcast.net]  
**Sent:** Sat 12/8/2007 12:14 PM  
**To:** Dave Spalding  
**Subject:**

Dave,Is it true that Naturina is resistant to closing this deal before the end of the year? If that is true,can't you insist they close this now. And to facilitate this result, make some minor concessions.Other wise you might as well do the deal with Tenaska,since they seem to want to string this out til January.If you can't close in December, then demand 15% up front to have Naturina show good faith. Both of these outfits feel if they delay this long enough,it will work to their advantage from a financial standpoint. You need to put a end to this game playing.Naturina has to have a place to put those Turbines come February,so put your foot down.You need to pull the trigger now!

D.H. Delaney & Company  
 Donald H. Delaney  
 PO Box 806  
 Wheaton, IL 60187  
 O: 630-480-9107  
 F: 630-668-6779