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#### A PUBLICATION OF INSTITUTIONAL INVESTOR, INC.

#### **AUGUST 21, 2006**

VOL. IX, NO. 33

## BNP Pitches \$1.3B Eagle Energy Facility

**BNP Paribas** is syndicating a \$1.3 billion credit facility for Houston energy marketer **Eagle Energy**.

See story, page 2

#### Constellation Closes In On Merchant Sale

**Constellation Energy** expects to pick a winner for its auction of some 3.4 GW in merchant assets by early to mid-September.

See story, page 3

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### **MIRANT UNFURLS 3.5 GW U.S. AUCTION**

Mirant has launched the sale of 3.5 GW of U.S. generation assets via **JPMorgan Chase**. The pitching for the six plants in Nevada, Texas, Michigan, Indiana, Georgia and Florida, kicked off last week with distribution of preliminary marketing materials, which can be viewed on *PFR*'s Web site, www.iipower.com.

According to the documents, a portion of the plants' capacity is contracted to various off-takers. The portfolio has about \$94.5 million in project-related debt, all of which is related to a generation facility in West Georgia. Calls to Atlanta-based Mirant officials and a spokesman were not returned. JPMorgan officials declined to comment.

The sale is separate from Caribbean and Philippine assets being pitched via Credit Suisse (PFR, 8/14). Mirant is offloading the U.S. assets because the plants are the only ones the

(continued on page 8)

## JPMORGAN FIRES UP LIBERTY PLANT SALE

JPMorgan Chase has launched the sale of the 568 MW combined-cycle natural-gas fired Liberty generating station in Eddystone, Pa. The investment bank sent out preliminary marketing material on the deal late last week, which can be viewed at *PFR*'s Web site, www.iipower.com.

A two-stage auction process is planned with JPMorgan requesting indicative non-binding bids for Liberty next month. Officials at the firm declined to comment and officials at the creditor group that owns the facility either did not return



Give Me Liberty!

(continued on page 8)

## GOLDMAN STAGES \$800-900M NU ACQUISITION PACKAGE

Goldman Sachs is readying an \$800-900 million financing package for Energy Capital Partners to bankroll its \$1.34 billion purchase of Northeast Utilities' merchant assets. The financing, to be launched around the middle of next month, is expected to be a first and second lien, B-loan structure. Pricing and terms have not been finalized because the arranger is awaiting final word from rating agencies, which is expected in another three or four weeks, says a banker.

JPMorgan Chase, which offered a staple financing for the NU auction, is also participating on the debt arrangement. Goldman officials declined to comment, as did JPMorgan executives. Calls to Energy Capital Partners were not returned.

The package is expected to take the form of a \$35 million revolving credit facility, a \$100 (continued on page 8)

## At Press Time

## **GE Eyes Q2 Debt Offering For Kinder Purchase**

GE Energy Financial Services is looking at the second quarter of next year to recapitalize the retail gas distribution business it is buying from Kinder Morgan. John

**Shepherd**, managing director at the investment and financial arm of GE EFS in Houston, says the roughly \$710 million acquisition may be held in an affiliate of the entity but details are still being arranged.

"The amount of leverage will be consistent with the peer group," Shepherd says. Most regulated gas distribution businesses maintain 50-60% in debt relative to market capitalization. He was unable to talk specifics about the form of debt it might obtain at this point.

Lehman Brothers has been hired to advise on financing options. Shepherd says Lehman is likely to participate in the debt-raising, but GE Energy is six months away from auditioning other banks it may need to involve. "Lehman will be helping us and to the extent that others can contribute in some way we will consider that down the line. We have not got that far yet," he says. The deal must pass regulatory muster, says Dan Watson, president at Kinder Morgan's retail gas unit in Lakewood, Colo.

## **BNP In The Market With Energy Deals**

BNP Paribas last Monday launched syndication of a \$1.3 billion credit facility for Eagle Energy. The deal consists of a 364-day, \$650 million uncommitted senior secured revolver, broken into a \$300 million A tranche working capital facility and a \$350 million tranche B, which will be used for contango, according to a banker. Contango describes the slope of the price curve, where futures prices get progressively higher as maturities get longer, so the idea is to buy gas low and then sell it high later on. Pricing is LIBOR plus 150 basis points. The credit is secured by inventory.

The company last turned to BNP for two, 364-day, \$200 million revolvers set to mature in September. Houston-based Eagle Energy is an energy services provider for the United States and Canada. Calls to a spokesman were not returned.

BNP and **Royal Bank of Scotland** are also in the market with another energy deal, this one a \$300 million second-lien term loan for **Energy XXI**. The term loan is priced at LIBOR plus 550 basis points. The banks already completed funding on a \$300 million revolver. The credit launched on Aug. 10 and was already 70% done by last Wednesday, according to a banker. The deal is not rated.

Berumuda-based Energy XXI is an independent oil and natural gas company. Spokesmen could not be reached by press time.

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#### EDITORIAL

TOM LAMONT

STEVE MURRAY

Deputy Editor

PETER THOMPSON

Executive Editor [Chicago]
(773) 439-1090

MARK DeCAMBRE

Managing Editor

(212) 224-3293 PETER ROTH

Reporter (212) 224-3226

KATY BURNE Reporter (212) 224-3165

STANLEY WILSON Washington Bureau Chief (202) 393-0728

> JANA BRENNING, KIERON BLACK

#### **PRODUCTION**

DANY PEÑA

Director

LYNETTE STOCK, DEBORAH ZAKEN Managers

MICHELLE TOM, ILIJA MILADINOV, MELISSA ENSMINGER, BRIAN STONE, JAMES BAMBARA Associates

JENNY LO Web Production & Design Director

MARIA JODICE Advertising Production Manager (212) 224-3267

### ADVERTISING AND BUSINESS PUBLISHING

JONATHAN WRIGHT Publisher (212) 224 3566

JESSICA SOMMAR Editor, Business Publishing (212) 224-3272

> CHRIS DEANGELIS Online Sales Director (212) 224-3618

PAT BERTUCCI, MAGGIE DIAZ, LANCE KISLING, Associate Publishers

SAMUEL HARRIS WILLIAMS

Head of Legal Sales
(212) 224-3894

LESLIE NG Advertising Coordinator (212) 224-3212

#### **PUBLISHING**

ELAYNE GLICK Publisher (212) 224-3069

MIKE FERGUS Marketing Director (212) 224-3266

AMANDA CATERINA Associate Marketing Manager (212) 224-3096

VINCENT YESENOSKY

Senior Operations Manager (212) 224-3057

DAVID SILVA Senior Fulfillment Manager (212) 224-3573

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AN LALOR

Director of Sales (212) 224-3045

NATALIE MAIR

Account Executive [London] (44-20) 7779-8076

KEN LERNER
Account Executive

(212) 224-3043

GEORGE WITTMAN

Client Development Manager (212) 224-3019

#### REPRINTS

DEWEY PALMIERI

Reprint & Permission Manager (212) 224-3675 dpalmieri@institutionalinvestor.com

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Customer Service: PO Box 5016, Brentwood, TN 37024-5016. Tel: 1-800-715-9195. Fax: 1-615-377-0525 UK: 44 20 7779 8704 Hong Kong: 852 2842 6910 E-mail: customerservice@linews.com

Editorial Offices: 225 Park Avenue South, New York, NY 10003. Tel: (212) 224-3293 Email: mdecambre@iinews.com

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### Constellation Closes In On Merchant Sale

Constellation Energy expects to pick a winner for its auction of some 3.4 GW in merchant assets by early to mid September. An official close to the deal says Baltimore-based Constellation will be evaluating offers and negotiating with top bidders. Constellation officials declined to comment as did officials at auctioneer Credit Suisse. They also declined to identify a frontrunner.

NRG Energy, KGen Energy Management, LS Power, Tenaska, Waypoint Energy, Energy Capital Management and Complete Energy are all vying for the assets and bids are in the \$1.5 billion ballpark (PFR, 8/14).

Credit Suisse and **Deutsche Bank** are readying a \$1.1+ billion staple financing package for the sale (PFR 7/24). Details on the financing package will be hammered out as the winning party is identified, a banker notes. Officials at Deutsche Bank did not return a call.

The assets for sale consist of three gas-fired peaker plants, including Wolf Hills, a 250 MW facility in Bristol, Va., Big Sandy, a 300 MW plant in Wayne County, W. Va. and University Park, a 300 MW plant in Chicago. Also up for grabs are combined-cycle merchant plants Holland Energy, a 665 MW plant in Shelby County, Ill., Rio Nogales, an 800 MW plant in Texas, and High Desert, an 830 MW plant in California.

## Conn. Infrastructure Fund Talks Up Return Prospects

Greenwich, Conn.-based buyout shop First Reserve is aiming for superior returns with a newly-launched infrastructure fund, but recognizes there is mounting competition among its peers. Glenn Payne, v.p., says the interest in infrastructure displayed by Energy Capital Partners and vehicles run by Macquarie and Babcock & Brown may make its aim a challenge. "Yes, there is competition from funds interested in the energy space, but the proof of the pudding is in the exit. The proof of our pudding is our return," he says.

Most of the 23-year old company's series of 11 funds are in the upper quartile of **Thomson Venture Economics**, a performance indicator among private equity firms, says Payne, noting that *Fund XI* will be no different. The manager, which raised \$7.8 billion for *Fund XI*, boasts a gross internal rate of return of 33% historically.

About 75% of contributors to *Fund XI* are repeat investors. New investors include: Canadian Pension Plan Investment Board, British Columbia Investment Management Corp. and LGT Capital Partners. Half of *Fund XI* is expected to be invested in infrastructure concerns, though the company will

consider investments running the gamut of the energy sector, from transmission companies to generation assets.

Kristin Custar, assistant v.p., says the full \$7.8 billion should be committed within four to five years, but notes that \$2.3 billion *Fund X* was deployed in 23 months. Preferred targets are units priced in excess of \$400 million, where acquisitions would typically be financed with \$150-200 million equity and a portion of debt that would depend on the extent to which the target's cash flow can be leveraged. Payne declined to say which banks the firm would work with on debt offerings.

## DZ Bank Hires London HVB Project Banker

**Steven Dott**, a project finance executive in the portfolio management arm of **HypoVereinsbank** in London, has left the bank to join DZ Bank after gardening leave. **Sylke Grußendorf**, a spokesman for DZ in Frankfurt, did not make officials available for comment and declined comment.

Kai Henkel, HVB's head of global project and structured finance, and Günter Schubert, an official in the global project and structured finance team in Munich, declined comment. Dott could not be reached.

## Tidal Outfit Gets Stoked For Project Financing

Dover, Del., start-up Oceana Energy hopes to tap the project financing market when it gets the regulatory and local thumbs-up to build a spate of tidal energy units in North America and abroad. The firm expects to receive a permit from the Federal Energy Regulatory Commission within the next three months for its debut facility, to be sited under the Golden Gate Bridge in San Francisco.

Early-stage talks with offtakers for the projects, which use the movement of waves to generate power, have begun. They will not advance until the capacity of the units is known in December. The amount it will seek in funding has not yet been determined, but the financing is expected sometime next year.

"The idea is to have multi-faceted rollout to get us to the point where we can demonstrate we can compete with coal and uranium, and if that is the case—as our model indicates it is—we will have a bankable development," says Daniel Power, president.

Oceana uses PNC Bank as its financial advisor. Power says it may need to audition other banks with sophisticated project financing capabilities downstream. "When the time comes to finance a big project we will focus on that and try to find the best people," he says.

## Corporate Strategies

## Allegheny Utility Takes Down Short-Term Debt

West Penn Power Company has placed privately \$145 million, 10-year mortgage bonds to pay down short-term debt. Proceeds from the 5.875% bonds, which were priced at 98 basis points over Treasuries on Aug. 9, will also be funneled up to the utility's Greensburg, Pa.-based parent Allegheny Energy.

Bill Wang, a treasury official at Allegheny Energy, says West Penn will wait to see how it performs in the third quarter before deciding how much in proceeds can be passed on to Allegheny. The utility, which operates a series of transmission and distribution systems, has \$80 million in term notes and \$280 million of transmission bonds outstanding.

West Penn's payment to Allegheny is particularly important because the parent has a \$100 million term loan it is keen to pay off. "We are still debating how to use the funds, but if we perform as expected we will likely use more of the proceeds to dividend up," Wang says.

The private placement, which was slated to wrap Aug. 16, is led by JPMorgan Chase and co-managed by BNP Paribas, PNC Bank and Wedbush Morgan Securities. "When we were deciding who we would use, we knew we wanted a bank that was a big lender on credit facilities and JP is one of the top five," explains Wang. "They also had the tightest spread."

## Solar Shop Plots Build-Out To Satiate PG&E

Solar power developer Luz II is preparing a series of solar thermal facilities in the U.S. to fulfill its obligation to provide Pacific Gas & Electric with 500 MW of capacity over the next three years. Doug Divine, senior v.p. of project development and finance in Houston, says it is too early to talk about timetable and cost, but notes financing and construction will likely be in phases, perhaps starting with a 100 MW unit. "We are not planning on building all 500 MW at one time," he says.

PG&E is scheduled to start drawing down from a Luz II plant in the spring of 2010. The location of the units is still being hammered out, but permits may be sought in the southwest because of its favorable solar conditions and transmission access, notes Divine. Project financing will begin this time next year, or later.

Luz II is also in nascent talks with potential offtakers for other solar thermal facilities both in the U.S. and Europe, and has set Asia in its sights over the long-term. "We are a small company trying to develop a backlog of projects to support our growth model where solar makes sense. Our business model is not just

based on 500 MW for PG&E," says Divine. He declined to elaborate on specific projects in the pipeline.

## Kinder MLP Pays Down CP With Equity Funds

Kinder Morgan Energy Partners, a Houston master limited partnership, will use the proceeds from an early August equity offering to pay down commercial paper, which at the end of June stood at \$1.1 billion. Peter Staples, treasury manager, says the MLP laid out plans early in the year to sell equity in the third quarter and the specific Aug. 9 timing was set to catch investors before the August vacation exodus.

Five million units were sold at \$44.80 each, netting \$216 million. The price represented no discount compared with the last trade. Lehman Brothers and Merrill Lynch led and were chosen because of their relationship with the MLP, including their participation in its credit facility, Staples says.

**Kinder Morgan**, a midstream energy company, owns about 15% of Kinder Morgan Energy Partners.

## Arizona Authority To Sell Transmission Paper

The Arizona Power Authority plans to sell \$365 million of revenue bonds in order to pay for transmission services from the Western Area Power Administration. Western will apply the funds to pay down existing Treasury debt tied to its transmission assets, which could save it some \$35-45 million, according to Moody's Investors Service.

Joe Mulholland, executive director of the Arizona authority in Phoenix, says the arrangement with Western includes sharing a revenue stream from Western's transmission customers, including the Pacific Northwest and Southwest Intertie areas.

Much of the debt on the transmission system, which is in the

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form of Treasury obligations, was priced decades ago when rates were much higher. Details on the debt could not be ascertained. The offering is expected to be priced this week.

**JPMorgan Securities** is chief underwriter of the offering. Moody's has assigned an Aaa rating to the bonds.

## Minn. Muni Shops Bonds For CapEx

Southern Minnesota Municipal Power Agency plans to use proceeds of a \$40 million revenue bond offering to help support upgrades and investments in new projects.

Timothy Hunstad, director of finance in Rochester, Minn., says the funds specifically reduce \$68 million in commercial paper obtained to fund transmission lines improvements and a 41% stake in Sherco 3—an 871 MW plant in Sherburne County.

The 20-year revenue bond deal, rated A2 by Moody's Investors Service, is slated to be priced Aug. 22. Morgan Stanley, which has participated in a number of the joint power agency's financings in recent years, will lead the offering, expected to close Sept. 6. Minneapolis-based Dougherty & Company will serve as co-lead and Philadelphia-based Public Financial Management will advise on the transaction. Helaba handled the power agency's original commercial paper issuance.

Projects under consideration include a 50 MW participation in the planned 600 MW, coal-fired plant Big Stone II, slated to come online in 2011. Increases in construction costs boosted the total project costs and the agency now has until Nov. 30 to stay in or get out. "About a year ago we signed an agreement, but right now the agency is uncertain which way it will go," notes Hunstad.

It is also considering investing in four large transmission projects, including one to be undertaken by a consortium of nine utilities that would stretch from the Twin Cities of Minneapolis and St Paul, Minn. to Lacrosse, Wis. Southern Minnesota is weighing an issuance of additional debt to bankroll its capital expenditures, Hunstad says, noting that the timing and amount of project debt are still to be determined.

The municipal currently has \$693.1 million of debt outstanding—including capital appreciation bonds—and a debt ratio in excess of 150%, according to **Thomas Paolicelli**, an analyst in the public finance group at Moody's.

## Hawaiian Electric Punches Up Five-Year Paper

Hawaiian Electric Industries has sold \$100 million of five-year, 6.141% senior unsecured debt in order to pay off short-term borrowings. Originally, the short-term borrowings were used to redeem a five-year, \$100 million, 7.56% offering that matured in April. Suzy Hollinger, treasury manager at the Honolulu-based utility holding company, says Hawaiian Electric Industries also considered hybrid securities but chose to do a debt offering because hybrids would have been more expensive.

Merrill Lynch served as the manager and bookrunner on the deal, and Goldman Sachs served as co-manager. Both banks have worked with Hawaiian Electric Industries on before medium-term note offering. The treasury official says Hawaiian Electric Industries typically executes capital-markets transactions soon after they release their quarterly reports. In this case, the company priced the debt the day after its second-quarter earnings report.

As of June 30, Hawaiian Electric Industries had \$1 billion of consolidated debt, and a 53:47 debt-to-capitalization ratio. **Moody's Investors Service** rates Hawaiian Electric Industries' senior unsecured debt Baa2.

## Financing Record (AUGUST 10-AUGUST 14)

#### Debt

Rule 144A	Issue Date	Issuer	Amount (\$ mil)	Coupon (%)	Туре	Maturity	Offer Price	YTM(%)	Spread	S&P	Moody's	Fitch
No	8/10/06	Nantong Tianshenggang Power	100.5	3.74	Asset Bkd Bonds	8/4/09	100	3.74		NR	NR	
	8/14/06	Energy East Corp	250	6.75	Notes	7/15/36	99.487	6.79	168	BBB	Baa2	BBB

#### M&A

	Date	Target	Target	Target	Acquiror	Aaquiror	Acquiror	
Announced	Effective	Name	Advisors	Nation	Name	Advisors	Nation	Value(\$Mil)
8/11/06	8/11/06	Raffin Electric Co Ltd		Canada	ABB Ltd		Switzerland	
8/14/06		Kinder Morgan Inc-Natural Gas	Merrill Lynch & Co Inc	United States	GE Energy Financial Services		United States	710
8/14/06		EDF Energia Italia		Italy	Edison SpA		Italy	10.558
8/14/06		Primary Energy Holdings LLC		United States	EPCOR Power LP	TD Securities Inc	Canada	380
8/15/06		GasNet Australia Group	Goldman Sachs JBWere Pty Ltd	Australia	Colonial First State Global	JP Morgan	Australia	801.117
8/16/06		Societa Servizi Valdisotto SpA		Romania	AEM SpA		Italy	

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## Weekly Recap

The Weekly Recap is a summary of publicly reported power news stories. The information has been obtained from sources believed to be reliable, but PFR does not guarantee its completeness or accuracy.

#### **The Americas**

- Dallas-based TXU Corp. announced that preliminary results from an independent scientific analysis show its environmental commitments will result in cleaner air over a number of Texas cities. TXU hopes to offset the full impact of its planned 9 GW coal-fired plants by embarking on an ambitious program to reduce its overall emissions by 20%. The Texas Environmental Research Consortium, which conducted the study, found cities in the north-east of Texas would benefit most. (*San Antonio Business Journal*, 8/11).
- KeySpan said independent research firm Glass Lewis has endorsed its merger with U.K. utility National Grid. If the deal goes ahead, shareholders will get \$42 in cash a share (Associated Press, 8/11).
- BP said it has agreed to buy Greenlight Energy for \$98 million. The purchase of the large-scale wind farms does not include working capital and tax adjustments (MarketWatch.com, 8/15).
- Pacific Gas and Electric has hired Bill Morrow as president and chief operating officer, succeeding Tom King, who vacated the slot to become chief executive in January. Morrow joins from telecommunications company Vodafone, where he was head of European operations (Wall Street Journal, 8/16).
- A judge for the Illinois Commerce Commission has set an aggressive timetable for the planned merger between Green Bay, Wis.-based WPS Resources and Chicago-based Peoples Energy. The timetable should see the combined entity, which would be renamed and headquartered in Chicago, approved up to four months sooner than previously envisioned. If the deal goes through, WPS shareholders will own 57.6% of the company and Peoples shareholders will own 42.4% (GreenBayPressGazette.com, 8/16)
- Calpine and its debtor affiliates have obtained permission from the U.S. Bankruptcy Court for the Southern District of New York to sell its 560 MW Fox Energy combined-cycle facility in Kaukauna, Wis. (*Bloomberg*, 8/16).
- Southern Nuclear Operating Company, a Southern Company unit, is seeking regulatory approval to build a pair of reactors at its Vogtle plant in Waynesboro, Ga. with the aim of almost doubling the plant's output by 2015. The Savannah-based

- company has applied to the Nuclear Regulatory Commission for a so-called early site permit for the \$3 billion project (*AccessNorthGa.com*, 8/16).
- Xcel Energy expects to get approval for a \$131 million rate hike at its Northern States Power subsidiary. The Minneapolis-based unit had originally asked the state's Public Utilities Commission to approve an increase of 8%, or \$168 million, but later revised the request in advance of the commission's vote (Minneapolis/St Paul Business Journal, 8/17).
- American Electric Power has named Holly Koeppel executive v.p. and finance chief effective Sep. 1, succeeding Susan Tomasky, who has been appointed executive v.p. of shared services. Robert Powers, formerly executive v.p. of the Columbus, Ohio electricity company's generating division, will serve as executive v.p. of AEP Utilities for the Eastern region in Koeppel's place. Nicholas Atkins moves up from president and chief operating officer of AEP subsidiary Southwestern Electric Power to succeed Powers (Wall Street Journal, 8/17).

#### **Europe**

- A French lawmaker is strongly advocating the merger of Gaz de France and Electricité de France over a merger between Gaz de France and water utility Suez, despite concerns that the European Union will outlaw such a marriage on anti-competitive grounds. Socialist party leader Laurent Fabius says overlaps between France's state-controlled electric and gas utilities make the two a perfect match. GDF's proposed €35.4 billion (\$45 billion) acquisition of Suez, which would create Europe's biggest gas company, will be debated in French parliament on Sept. 7 (Bloomberg, 8/14).
- E.On CEO Wulf Bernotat says he could compromise on several conditions imposed by the Spanish energy regulator in an attempt to speed up its €27 billion (\$34.4 billion) takeover bid for Endesa (*Financial Times*, 8/15).

#### **Asia**

• Tokyo Electric Power Company, Japan's biggest utility, restored power to 1.39 million households affected by a rush-hour blackout in Tokyo. The company rerouted its power supply shortly after a ship's crane damaged high-voltage transmission lines spanning Edo River nearby (*Bloomberg*, 8/14).

### **GOLDMAN STAGES**

(continued from page 1)

million letter of credit facility and a \$700-800 million term loan portion. Pricing and other terms are also contingent on the PPAs that have been arranged, details of which could not be ascertained.

The financing will support the operation of the 1.4 GWs in generation (predominantly hydro) in Massachusetts and Connecticut. The acquisition also included the assumption of some \$320 million in debt.

-M.D.

### **Alternating Current...**



### with Mark Spark

Mark Spark is an industry observer (read a >>> power player in between jobs). He can be 'reached at mspark@iinews.com.

Here's my second installment for PFR: And before I get into the meat and potatoes of my rant this week, I just want to say that I'm in Costa Rica and I highly recommend it. Between the rainforest, Mayan ruins and the fishing there's loads to do here. I for one, however, plan on getting absolutely obliterated off Mai Tais until it washes away any memory of the millions I lost a few months back on natural gas trades. It's hurricane season folks—cover your bets . . . So a little over six months ago, Calpine's Chief Executive Officer "Pistol" Pete Cartwright and Chief Financial Officer "Raging" Bob Kelly were handed their walking papers by the now-bankrupt IPPs board. But here's my question: Where's Bob? He's the man who I consider to be the real brains behind the Calpine operation. I want to hire this guy. I've got a couple of dollars and I'm thinking let's get hopped up on equity and make some bad hedge fund decisions. Kelly tends to have a polarizing effect on people, but love him or hate him, the man

is a financial wizard ala Myron Scholes and Robert Merton. (Here's a quick aside: I once witnessed Kelly bean a banker with the cap from his water bottle at an industry event, in response

to some criticism of his deal structure. The look of shock on that poor soul's face was classic.) Anyway, it takes some real cajones to run up \$17 billion in debt and wave off your board as they cry for bankruptcy relief. But anyone who can find me Kelly's whereabouts gets a free *PFR* issue (editor's note: *PFR* does not intend to honor this). Email me folks.

### JPMORGAN FIRES

(continued from page 1)

calls or declined to comment.

Liberty was transferred from **Reliant Energy** to creditors in late 2004 after a bankruptcy court nullified an offtake agreement with **PG&E National Energy Group** (PFR, 8/4/2003). Its creditors, mostly hedge funds, started considering a sale in June (PFR, 6/12).

The creditor group owns a 100% interest in the operation via the holding entity **LEP Holdings**. The plant is being offered debt free, according to the teaser package.

Harbert Venture Partners, Strategic Value Partners and Cargill, as well as private equity funds run by JPMorgan, Bear Stearns and Merrill Lynch are among the many creditors. Competitive Power Ventures manages the plant.

-M.D.

### **MIRANT UNFURLS**

(continued from page 1)

company has in those states.

Mirant expects the sale to be completed as an all-cash sale of its equity interest in the operations, which it owns entirely. It will take bids on all or a portion of the plant portfolio. The teaser documents note that the seller can discontinue the auction process at any point without reason, or opt to withdraw any number of assets from the half a dozen it is shopping.

The assets include partially contracted 518 MW Apex plant in Las Vegas; a fully contracted 537 MW plant known as Bosque in Clifton, Calif.; a two-plant operation known as Zeeland totaling 840 MW in Zeeland, Mich.; and a 605 MW merchant plant in West Georgia.

—Mark DeCambre

#### **Quote Of The Week**

"Yes, there is competition from funds interested in the energy space, but the proof of the pudding is in the exit. The proof of our pudding is our return."—**Glenn Payne**, v.p. of Greenwich, Connbased buyout shop **First Reserve**, on competition in the energy infrastructure investment arena (see story, page 3).

### One Year Ago In Power Finance & Risk

Potential buyers were kicking the tires of a fleet of oil and gasfired generation facilities in New York and the Midwest being sold by **Reliant Resources**, which acquired the assets from **Orion Power**. [The winning bid came from **Madison Dearborn Partners** and **US Power Generating**, who offered \$975 million for the prized Orion plants in an auction led by **Goldman Sachs** and **Merrill Lynch** (PFR, 9/30).]