

From: [Bill Mack](#)
To: [Michael Horn](#)
Cc: [Tracy Davis](#); [Joaquin Mavares](#)
Subject: Panama - GENA - Operational Insurances
Date: Friday, August 21, 2009 3:16:03 PM
Attachments: [BOR-GENA.pdf](#)
[BOR - GENA-Global.pdf](#)
[2009 Energy Utilities-BM-mes.pdf](#)

Mike, I was speaking with Joaquin Mavares and Jeff Canon this morning and they recommended I liaise with you.

By way of brief background, McGriff, Seibels and Williams of Texas, inc. has been authorized by GENA (Adriana Botero) through their local Panamanian insurance company (Seguros Centralizados) and local Panamanian insurance brokers Global Intermediaries (Martin Sosa) to arrange the operational phase insurances for Generadora del Atlantico S.A. (copies of Broker of Record letters attached for your reference).

Just so you have a better idea of who we are, I thought it might be of interest if I attached a copy of one of our general company brochures, it is attached accordingly. Personally, I have been involved with over 200 projects in more than 60 countries in the past fifteen years. I have handled project insurances for companies such as Enron, Reliant, American National Power, PREPA, Cogen Technologies and Contractors such as EECC, NEPCO (now a part of SNC-Lavalin) and others. We also currently arrange the Property insurances for ETESA in Panama. Our team here is very comfortable with the insurances and the risks associated with power plant construction and operations.

Our specific role here is that we will be negotiating throughout the world-wide insurance markets seeking the broadest possible coverage terms at the most competitive premium levels. We facilitate our negotiations by compiling an Underwriting Submission that outlines all the pertinent details of the project. We endeavor to anticipate most if not all, underwriters questions in our Submission. We find it tends to ease the overall process and ultimately it produces a better result for our client. Because of our breadth of experience, we do know that underwriters will be asking questions about the refurbished nature of the units so we have some specific questions on that along with a couple of general questions that ProEnergy is probably best suited to answer. We've outlined the questions below:

Refurbished Units (CT's and ST)

- 1) History of the units – if available, please advise who the previous owner was, location, operational history, hours, number of starts?
- 2) What specific work has been performed on the units, is there a report available that provides the full details of the work?

Project Reports

- 1) Are Construction Project Reports available, if these are weekly or monthly, starting with July, if we could have copies including through completion of the CC work as they are issued.
- 2) Is there a 1st Firing/Handover report available for CT1 firing and handover end July? If so, please provide

Project General

- 1) Do you have any Site Detail charts, elevation, layouts etc, if so, please provide.

Operational General

- 1) in addition to your current work, we understand ProEnergy will be providing the Operational and Maintenance services for the facility once it is operational, congratulations on the assignment! What we are looking for is a pro-forma first year Revenue/Expenses statement (typically broken down by month). This is to be used for the Business Interruption analysis.

Please provide if available.

Mike, I think the above should enable us to get a good start with the market negotiations we need to get started on. Certainly if you have any questions, my contact information is below, please do feel free to contact me at any time.

Mike, thanks for your time on this, we do appreciate it and we look forward to working with you.

Again, many thanks and

Best regards,

Bill

William Mack Jr. | Vice President

McGriff, Seibels & Williams of Texas, Inc.

811 Town & Country Lane., Suite 500, Houston, TX 77024

Direct: 713.940.6569 | Main: 713.877.8975 | Cell: 713.213.9932

Fax: 713.877.8974 | Email: wmack@mcgrif.com