

## Backgrounder - Why Now?

#### Stepping up our game on Public Acceptance



#### THOUGHT LEADER



Morten Albaik is group senior vice-president or marketing, communications and corporate

## If 'yolk-less eggs' can halt wind, it's time to step up our game

#### MORTEN ALBÆK

India at 19,200 times more likely to the form typing into a building than into a wind turbine faceceding to the US Forest Service). So calling wind turbines deviating to widdline is equivalent to describing ordinary houses as mass lelling machines. Ironically, 10% of all bird species are threatened by dimatechange (according to the International Union for the Conservation of Nature).

Unfortunately, this is a well-kept secret. Not least due to our industry's failure to adequately conveyeven the most appealing truths to the public. Public and political support for wind energy

Public and political support for wind energy is being increasingly eroded by media-savey and politically influential groups that often demonstrate a brazen denegard for fact-based information. This is a growing business risk.

For instance, in Australia, the rising anti-wind movement could, if unchecked, lead to additional legislative and regulatory restrictions that will constrain the market and choke off that country's exceptional wind potential.

It is important to distinguish between genuine local concerns and the increasingly professional anti-wind activists whose strategy seems designed to confuse and inflame the debate.

In Australia, anti-wind groups promote bogus science claiming a litany of medical aliments attributable to turbinas — and even that chickens raised close to wind farms lay yolk-less eggs.

In the US, anti-wind think-tunks and researchers co-ordinate with sympothetic media to create their own echo chambar, repeating each other's claims to add a thin veneer of respectability. Much of this "research" is funded by oil and gas interests.

In Denmark, the wind industry association found that 67% of anti-wind articles and letters to the editor in the Danish press in 2011 were authored by only five individuals.

We only have ourselves to blame. Our sector has been run over by our louder and more aggressive adversaries. How did we allow it to get so far?

Heatly, we have shown an inability to play to our lowy strengths and use our creativity, inithibiness and passionate commitment as a way of cutting through our opponents' dirty tricks and deceits. I entired the wind industry four years ago from banking. That suspected to find a youthful industry full of vigeour, innovation and pentisency bordering on aggressiveness. But what I emperatured—and allow me to generalise—was emperienced—and allow me to generalise—was

experienced — and allow me to generalise — was a complacent, diffuse and unorganised industry. We are more conservative, more fearful and more cutious than anything I experienced in banking. It was not us, but the coal industry that came up with this century's biggest marketing gimmick — "dean coal". Similarly, the natural-gas industry is pensistently marketing the crafty notion that gas is the safest bet in terms of local job creation.

Everyone in the energy industry must simply marved at the absurchty of these claims. But the bottom line is that the wind industry is being outsurarted by the use of what should have been our own greatest asset; the promise of a clean and economically sustainable energy future.

Let's face if. We will never have as deep pockets as our oil, coal and gas stillings. So we need to be much more innovative and aggressive in how we position and promote our industry. We know that many of the worlds largest teach shave a strong interest in joining our cause. When these powerful brands act, key stakeholden listen, such as when 15 such companies — including Starbucks, Nike and Yahoo — addressed US congressional leaders, unging extension of the production tax credit, unging extension of the production tax credit.

Veering off the well-trodden PR path entails risks. Reactions will be harsh and well-funded. But playing it safe is even riskier

It is obvious that we must be innovative in finding ways to join forces — yet Vestus faced more difficulty in rallying our own industry when developing the Windhade consumer hield than when discussing the concept with the likes of Dauts the Bank, Motorola and Bloomberg. So how is Vestus planning to repond?

First, we will make sure that facts are brought into play and fused into the debate. To this end we will team up with carefully selected key influences and provide them with the means to activate their own networks to disseminate facts.

But just showing more facts into the public debate will not cut it. We need to contextualise the facts and create a whole new frame of reference. For instance, we need to say that the noise volume from a wind unities a 60 metres away is lower than the noise from an away are frigerator; that rapidly warming occurs and high amounts of CO, have far-reaching consequences for Australa's cheritabel Great Barcher Reef; that transporting natural gas across the Auctic Sea could soon be a nealty due to rapidly declining toe floes.

Veering off the well-trodden PR path entails tisks. Reactions will be harsh and well-funded. But playing it safe is even tiskier. Our because to operate is threatened and the world's energy future is at stake. The time has come to act on these facts.

#### Wind Energy...

- Is being accused of endangering wildlife; for being devastating to public health; for being costly (as opposed to brown coal); and for being plain ugly (visual impact). Even for being responsible for "yolkless eggs.. And since recently – chicken cannibalism..
- Most (but not all) claims are un-nuanced, unsubstantiated, borderline false and typically take the form of anecdotal evidence – these stories, however, to an increasing extent define the public debate and sentiment - to an extent where policies and incentive frameworks in key markets are impacted..
- The anti-wind groups are often few in numbers but well-organized, well-connected and well-funded. Prowind supporters, on the other hand, are often scattered and underfunded – supporters feel "isolated, abandoned and alone" in communities..
- The facts are on our side. The truth is on our side.
   Why not utilize it better to nuance the debate and get priorities straight? The absurdities need to be addressed! Stakes are high!

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## Concerns impacting the public debate

#### **Top10 Myths About Wind Energy**

- 1 Renewable energy is subsidized at higher rates than fossil fuels.
- 2 Energy incentives are misspent.
- **3** Wind Energy is expensive.
- 4 Wind is intermittent and threatens the reliability of the electric grid.
- 5 Wind turbines are killing birds at an alarming rate.
- 6 Wind takes too much land to make much of the nation's energy.
- 7 The sound of operating wind turbines causes a variety of health effects.
- 8 The shadows of rotating wind turbines cause negative health effects.
- 9 Wind does not benefit local communities.
- 10 The fate of solar company Solyndra is a black eye for all renewables.

"Wind turbines have led to yolk less eggs"



"We only have ourselves to blame"

- MONAL Recharge, 2013/03
- Lack of facts in the debate
- A very silent and cautious approach until now
- Lobby focus on policymaking
- Very limited impact on the public
- Meanwhile, the opposition is successfully using our best weapon against us (see next page)

## To some extent this is driven by the opponents to wind



## Introducing the Act on Facts campaign





#### Vestas' overall public acceptance ambition

- ✓ To balance out the increasingly negative impact of the anti-wind groups in key markets.
- ✓ To unleash the full potential of public engagement both in terms of awareness and frontline activation.

#### Campaign role

To mobilise and activate the public around existing initiatives driven by developers, associations or NGOs

#### This campaign is an attempt to tackle two key public acceptance issues

There is a strong pro-wind sentiment in the general public that is not fully expressed in the public acceptance debate

The pro-wind stakeholders have been less effective than our opponents in terms of mobilizing and activating supporters to concrete initiatives

The campaign will reach out to the broader public with fact-based messages in a systematic way

The campaign will provide an overview of, and connect possible supporters with all the good initiatives already in place from developers, associations and NGOs

#### Purpose:

✓ To counter the opposition in key markets by mobilizing, enlightening and activating wind supporters on community, regional and national level

#### **Solution**

- ✓ Attract wind supporters in the public through a broad campaign, reaching out to the public with strong messaging on wind energy and climate change
- Provide an overview of ongoing efforts by the industry and NGOs to channel and mobilize supporters

#### **Value Creation**

- ✓ Reduce delays and remove project obstacles and increase attractiveness of investing in wind
- ✓ Increase public knowledge and support of wind energy
- ✓ Activate public supporters of wind on specific efforts

## Campaign description



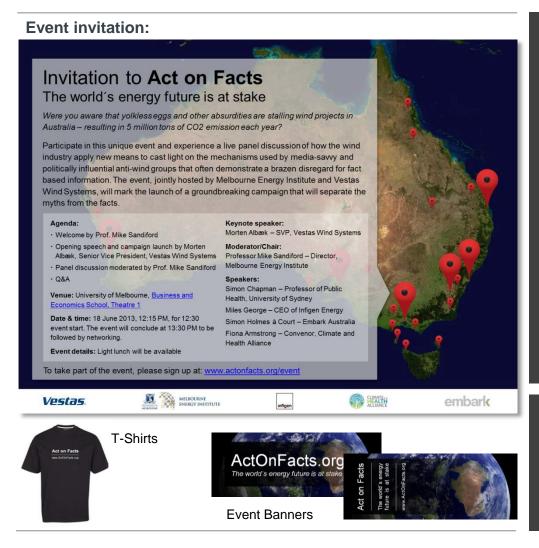
The solution consists of two basic elements, a recruitment campaign to generate supporters and a mobilization platform to activate supporters in frontline efforts

#### Recruit **Mobilize** Seed Educate Attract Engage The campaign will reach The key influencers use the Supporters visiting the The platform provides an out to key influencers with messaging by Vestas to platform are armed with overview of efforts, inviting reach out to their broader facts and perspectives on the visiting supporter to get strong messaging on global involved in specific warming and wind energy networks, attracting public wind energy, and are to grab the attention of the supporters to the encouraged to share with initiatives on a local or mobilization platform their network national level public Initiatives Attention grabber targeting Climate change consequences Wind energy in legislation Absurdity perspective Obstacles against wind energy (E.g. direct mail or via Initiatives social media) Wind energy as a solution targeting specific wind sites

## Recruitment Step - Campaign launch event

Act On Facts

The campaign launch event will highlight mobilisation of wind supporters and anti-wind activism, aiming to get broad media coverage and campaign buzz



#### Concept:

Campaign launch by MONAL

Respected speakers will cover all public acceptance perspectives: academic, commercial, environmental and land owners

To add an element of controversy, anti-wind groups will be informed of the event to bring demonstrators outside the venue, creating media attention

Simultaneous anti-wind demonstrations in Canberra opens up the possibility of showing a live stream from Canberra at our event in Melbourne. This will add urgency to the atmosphere in the room.



Prof. Simon Chapman



#### Venue:

350 seats

The Spot at Melbourne University

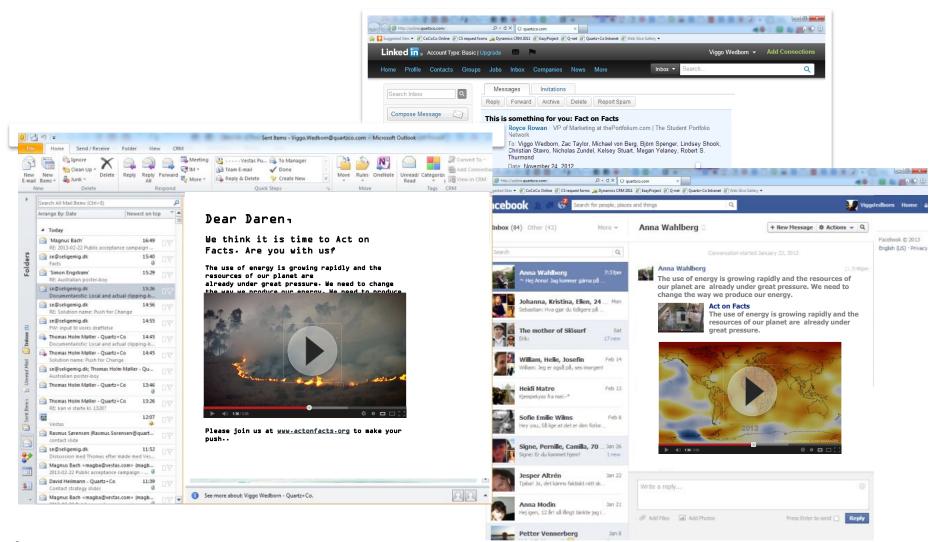


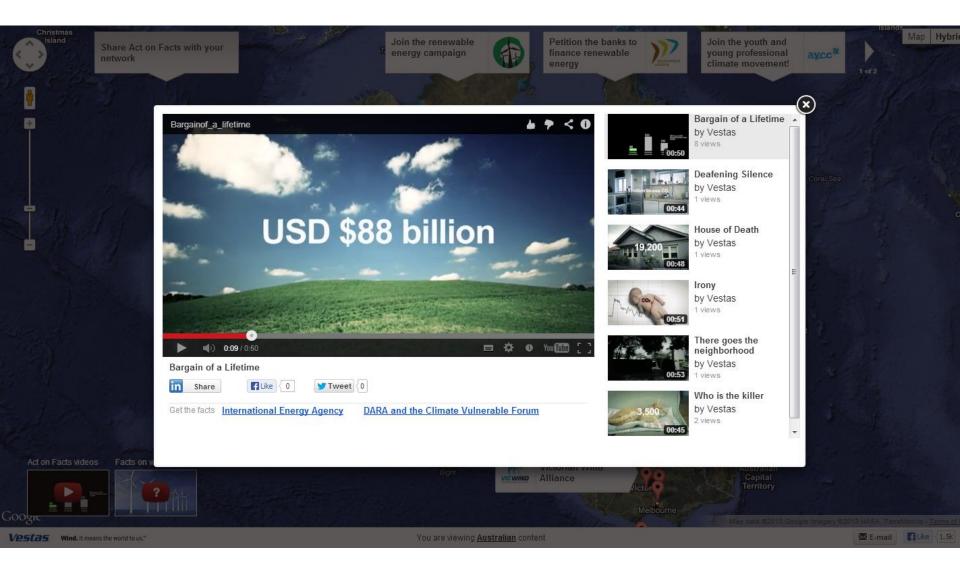


## Recruitment Step - Campaign messaging & distribution

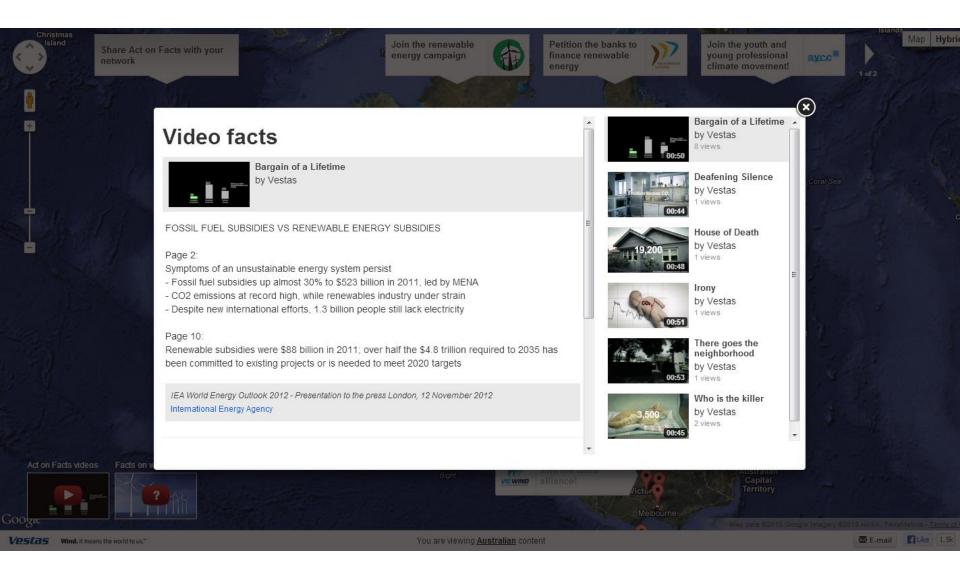


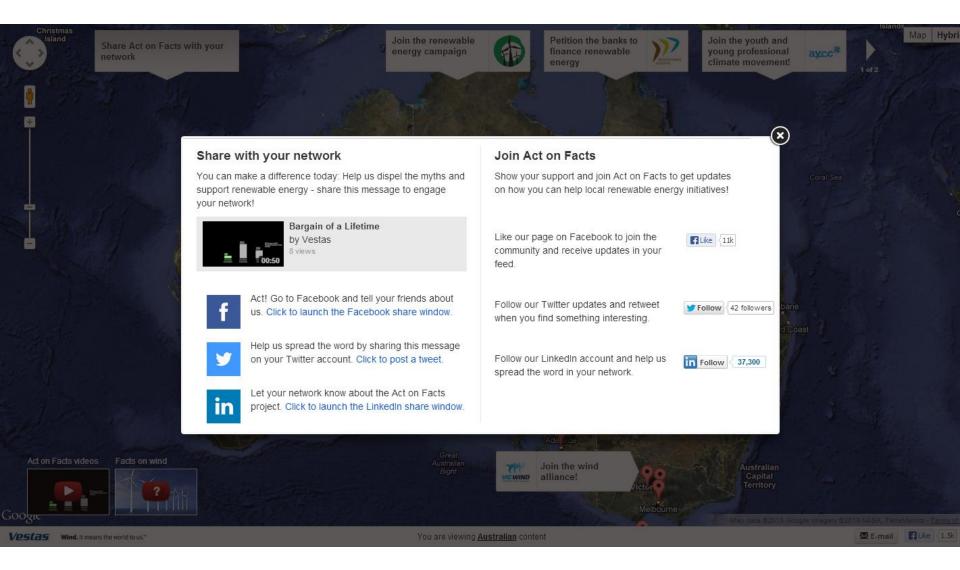
The campaign will reach out to key influencers with strong messaging on global warming and wind energy to grab the attention of the public

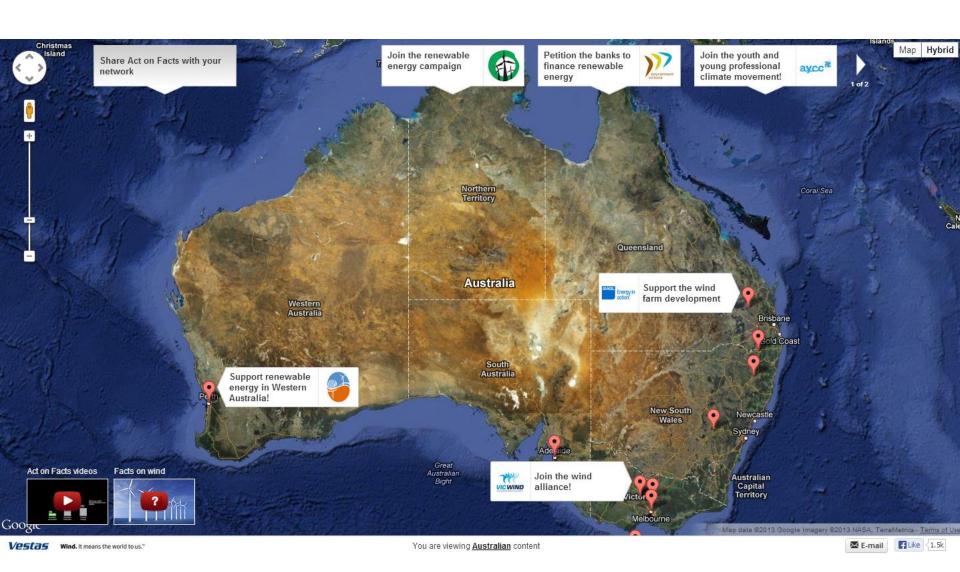


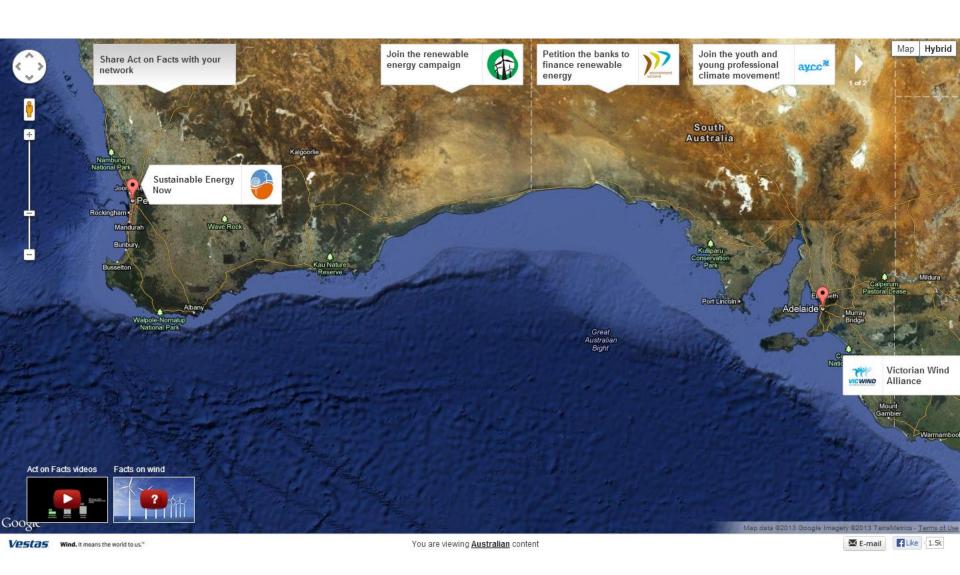


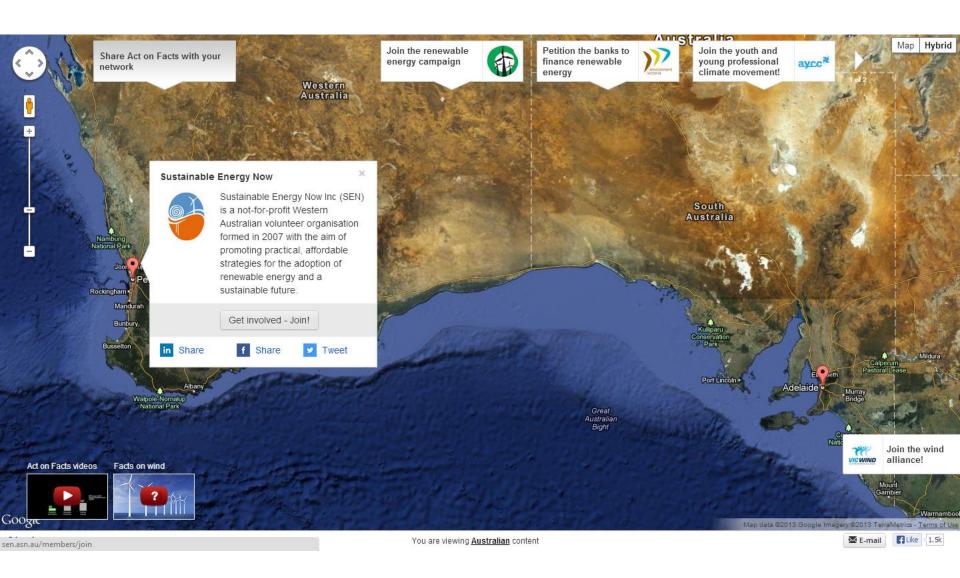
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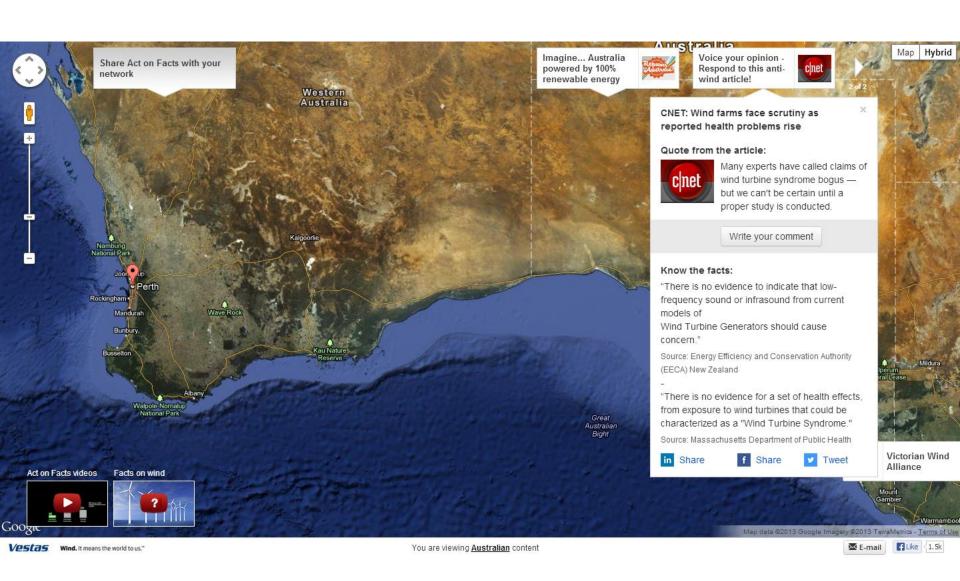
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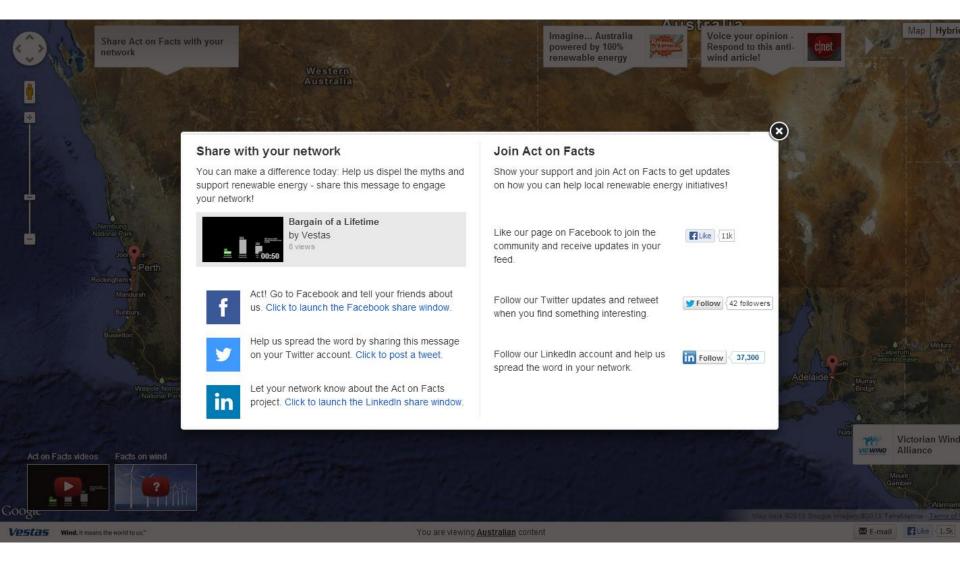
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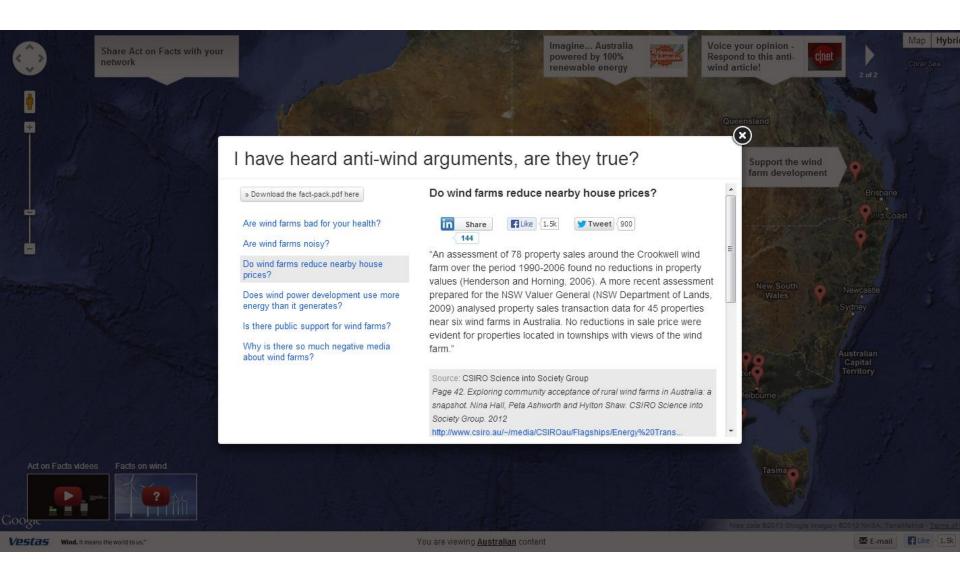


Having trouble convincing your friends and colleagues that sustainable energy is the way to go? Download our More coming soon!









## Select Campaign feedback..



### Going <u>viral</u> is going <u>global</u>..

So far, ActOnFacts is activated in 89 different countries worldwide...



# Act on Facts have so far reached more than 900.000 people through social media

"...We welcome this... We have pushed for this in the industry - we already discussed the issue with Vestas a few years ago.. I think this is a great thing, and the timing is right. Extremely good... A lot of good things here. We are looking forward to June!.."

Head of Generation Development, AGL

".. What a nice piece of campaign you're running! Congrats on a good launch so far.."

Media Relations, **Dong** 

"..What a great, professional, well-thoughtout campaign. I think it is a model for all of us to follow. Congratulations! I have shared it with my colleagues in Australia (...) and also with colleagues in North America and Mexico and Madrid.."

Dir. Communications, *Acciona* 

".. I hope the companies will become friends on this subject and forget for a while about competition."

Consultant at Gamesa

"..Can I complement Vestas and thank Vestas for this fantastic initiative. Many people in this room [NB: app. 150 people] have seen Vestas leadership within the wind industry for long period of time, and I think this is yet another example of that."

Kane Thornton, Clean Energy Council

