## 20 Largest Northern California Law Firms

<table>
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<tr>
<th>Rank</th>
<th>2007 Rank</th>
<th>Firm Name</th>
<th>Nor Cal Lawyers</th>
<th>Practice Area / Northern California Lawyers</th>
<th>Total Lawyers</th>
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Behind the Deals: Ten Corporate Law Firms That Made Them Happen

By Devan McClaine and Jonathan Vanian
Daily Journal Staff Writers

Last year was a whirlwind for the deal makers and the lawyers who advised them. At least the first half of 2007. Now northern California firms are bracing themselves for a cool-down in 2008. Fallout from the subprime mortgage meltdown, the credit crunch and economic uncertainty has put firms nationwide in a holding pattern in terms of blockbuster mergers and acquisitions, private equity deals and initial public offerings.

But tech and biotech, long the bulk of northern California corporate work, have remained stable despite the weakening economy, at least for now.

In any case, the past year featured a bonanza of major deals and fascinating sagas. And this year opened with corporate heavyweight Skadden, Arps, Meagher, Slate & Flom in the maelstrom of the $44.6 billion Microsoft Corp./Yahoo! Inc. takeover tussle. Read on to see what kept 10 of northern California's leading firms for corporate work buzzing in the last year or so.

LATHAM & WATKINS | SAN FRANCISCO, MENLO PARK

Fresh on the heels of Skadden after posting a record $2 billion in revenues in 2007, this Los Angeles-origin firm maintains a strong corporate practice in San Francisco and Silicon Valley. With a total of 258 attorneys in northern California, the firm concentrates on high-profile deals. Most recently, Latham represented Redwood City-based Oracle Corp. in its $8.5 billion acquisition of BEA Systems Inc. BEA System's board of directors originally scoffed at Oracle's offer of $17 a share, countering with a $21 per share demand, prompting BEA's largest shareholder and activist investor Carl Icahn to accuse the company's board of abandoning its fiduciary duties. Eventually, the companies settled on a price of $19 per share. Partner John Newell of Latham's San Francisco office helped steer Oracle through the public debacle, culminating in Oracle's takeover of the San Jose infrastructure software specialist. The deal received regulatory clearance from the Justice Department and Federal Trade Commission last week.

Mega deals aside, the 74-year-old firm has also been involved in a slew of midsize deals in its northern California offices. The firm's Silicon Valley office guided San Francisco-based health conglomerate McKesson Corp. in its acquisition of Oncology Therapeutics Network of South San Francisco for $575 million.

Latham also counts Yahoo!, cell phone manufacturer Ericsson AB and Sunnyvale-based Advanced Micro Devices Inc. as corporate clients. Considering its client list, and recent activity, Latham will continue to challenge Silicon Valley powerhouse Wilson, Sonsini, Goodrich & Rosati as the pre-eminent corporate firm in the area.

WILSON SONSINI GOODRICH & ROSATI | PALO ALTO, SAN FRANCISCO

When one of your name partners is nicknamed "the Godfather of Silicon Valley," chances are you have garnered some respect in the legal field. Wilson Sonsini maintains a dominant corporate presence in the Bay Area, with 450 of its 670 attorneys in San Francisco and Palo
Alto. The Palo Alto office holds the lion's share, with 400 attorneys. The firm counts Google Inc. as a longtime client. It represented the Mountain View-based icon in its controversial acquisition of New York-based DoubleClick Inc. for $3.1 billion and in its $1.65 billion purchase of YouTube Inc.

The legendary firm shows no signs of slowing down. It began the year representing French business intelligence software company Business Objects SA on the U.S. aspects of its $6.8 billion acquisition by German software maker SAP AG.

Although Wilson Sonsini's client list is dominated by tech sector heavyweights, its reach extends to other industries. The firm served as U.S. counsel to the Netherlands-based Nolet family in a joint venture it entered into with London-based beverage distributor Diageo Plc, to sell, market and distribute Ketel One vodka.

Wilson Sonsini's client list constitutes a who's who of Silicon Valley bigwigs. Along with Google, the firm counts Sun Microsystems Inc., Pixar Animation Studios Inc. and video game developer Electronic Arts Inc. as clients.

FENWICK & WEST | MOUNTAIN VIEW, SAN FRANCISCO

2007 saw Fenwick & West snagging a number of big mergers and acquisitions deals for a variety of big-name clients. At the beginning of the year the firm represented Sweden's MySQL AB, one of the world's fastest-growing open source databases, in its $1 billion acquisition by Sun Microsystems, Inc. The deal announced in January closed in late February.

Daniel Winnike, chair of the firm's corporate group, said M&A work has "been a real driver" of the firm's corporate practice.

Fenwick represented San Jose-based Cisco Systems Inc. in its $3.2 billion acquisition of Santa Clara-based WebEx Communications Inc. and in its $830 million acquisition of San Bruno-based IronPort Systems Inc., which makes e-mail filtering tools.

The firm advised Sunnyvale-based Opsware Inc., which designs software relating to managing data centers, when it was acquired by Hewlett-Packard Co. for $1.6 billion. Fenwick advised Mountain View-based Postini Inc., which specializes in message security, when it was acquired by Google for $625 million.

Additionally, the firm snatched the high-profile social networking Web site, Facebook Inc., as a client to handle all of the Palo Alto-based company's corporate work. Winnike said the firm represents 300 companies.

COOLEY GODWARD KRONISH | SAN FRANCISCO, PALO ALTO

Keith Flaum, a partner and senior member of Cooley's M&A group, said 2007 brought a lot of big deals to the firm's plate.

Most recently, Cooley counseled Palo Alto-based Danger Inc., makers of the technology that goes into T-Mobile's popular Sidekick hand-held phone, in its acquisition by Microsoft, announced in February.

In November, the firm represented San Francisco-based URS Corp. in its $3.1 billion acquisition of Boise, Idaho-based Washington Group Inc.; both companies provide engineering and construction services.

Additionally, Cooley advised Santa Clara-headquartered capital equipment producer Applied Materials Inc. in two of its European acquisitions: Swiss solar product manufacturer HTC Shaping Systems SA for $475 million and Italian tech manufacturing company Baccini SpA for $330 million.

In the world of financing, Jim Fulton, a partner in the firm's corporate department and head of its emerging companies practice, says Cooley oversaw a string of transactions, including mobile messaging company Sunnyvale-based mBlox Inc., raising $22 million; Aliphcom, the San Francisco-based company that makes the Jawbone Bluetooth headset, raising $50 million; eASIC Corp., a Santa Clara-based fabless semiconductor company, raising $40 million; and Spatial Photonics Inc., a Sunnyvale microdisplay technology company, raising $26 million.

MORRISON & FOERSTER | SAN FRANCISCO, PALO ALTO, WALNUT CREEK, SACRAMENTO
Last year was a busy one for San Francisco partner Robert Townsend. He led a team of Morrison & Foerster lawyers who represented ADESA Inc., a Carmel, Ind.-based automobile auctioning company, in its $3.7 billion acquisition by a consortium of private equity funds, including Kelso & Co., GS Capital Partners LP, ValueAct Capital Partners LP, and Parthenon Capital LLC.

Townsend also headed a team advising household product company Clorox, headquartered in Oakland, in its $950 million acquisition of Burt's Bees Inc.

In November, a team of Morrison & Foerster attorneys led by Sacramento partner Chuck Farman and of counsel Chris Russell advised Abraxis BioScience Inc. in a $2.3 billion spinoff of its proprietary biopharmaceutical lines of business. The company split into two publicly traded companies, Abraxis Biosciences Inc. and APP Pharmaceuticals Inc., which retained the company's generic pharmaceutical business.

The firm also represented the Tokyo-based pharmaceutical company Astellas Pharma Inc., in an $815 million deal with San Francisco-based FibroGen Inc. that gives the company the rights to develop and market two anemia drugs in Europe, Russia, some former Soviet republics, the Middle East and South Africa.

Morrison & Foerster also had a big year in its cross-border work with venture capital. The firm represented Atlantic Quantum Sdn. Bhd., a subsidiary of Khazanah Nasional Berhad, the investment holding arm of the government of Malaysia, in securing $10 million of investments for Campbell-based semiconductor company Anchor Bay Technologies Inc.

SKADDEN, ARPS, SLATE, MEAGHER & FLOM SAN FRANCISCO, PALO ALTO

M&A behemoth Skadden, Arps, Meagher, Slate & Flom has its fingers in high-profile M&A deals around the globe, and the firm’s 27 northern California corporate attorneys are no exception.

Kenton King, the head of the firm’s northern California offices and Bay Area corporate practice, is representing long-standing client Yahoo! in the wake of Microsoft’s $44.6 billion unwelcome takeover offer for the Silicon Valley Internet pioneer. King guided Yahoo! through its $350 million purchase of e-mail service Zimbra Inc. in September.

King assisted another target of Microsoft’s affection, having represented Web advertiser BlueLithium Inc., in its pending $300 million takeover by the Redmond, Wash.-giant.

The firm represented Santa Clara-based Hyperion Solutions Corp. in its $3.3 billion acquisition by Oracle Corp. Skadden also provided counsel to Palo Alto-based information technology and infrastructure specialist VMware, Inc. in its $1.1 billion initial public offering.

King acknowledges the bleak financial forecast for 2008 but says Skadden’s northern California offices have yet to be hit.

"I would say, on a firmwide basis, there is less deal activity," King says. "Most of what we do in [northern California] is tech-driven, so we haven't experienced the tightening yet."

Orrick, Herrington & Sutcliffe | SAN FRANCISCO, MENLO PARK, SACRAMENTO

Orrick's pre-eminent bond financing practice had another strong year. In 2007, the firm was again ranked as the busiest bond counsel firm in the U.S., according to Thomson Financial Data; the practice worked on 447 bond sales totaling $50.7 billion in principal amount. Orrick advised Caterpillar Financial Services Corp. on a $8 billion notes program and represented Pacific Gas & Electric Corp. on a $700 million takedown of unsecured notes.

Orrick helped Taiwan-based electronics manufacturer Acer Inc. swallow its competition in August 2007 when the company acquired its U.S. rival, Irvine-based Gateway Inc., for $710 million. The firm represented Napa winery Stag's Leap Wine Cellars in its $185 million sale to a joint venture between Ste. Michelle Wine Estates of Washington and Italian winemaker Marchese Piero Antinori.

Don Keller, a Silicon Valley partner who leads the firm's corporate practice, says that office is focusing on emerging companies, especially those in the clean technology industry. In 2007, Keller said the firm brought in 215 new clients to the Silicon Valley office, up from 164 in 2006. Some of the emerging companies the firm represents are Aos Solar Inc., GoodTree LLC, EnergoSolar SA, Banyan Energy Inc. and Acoustic Cytometry Systems Inc.
O'MELVENEY & MYERS | SAN FRANCISCO, MENLO PARK

O'Melveny & Myers' northern California offices have carved out an impressive niche for their life sciences practice.

Silicon Valley partner Sam Zucker advised San Francisco-based Sirna Therapeutics Inc. when Merck acquired it for $1.1 billion. Last February, Zucker also had a role in representing venture capital funds Venrock Associates, ARCH Venture Partners and 5AM Ventures in the financing of Ikaria Holdings' $670 million merger with INO Therapeutics, a Clinton, N.J.,-based drug development company. The marriage between Ikaria, a Seattle-based biotechnology company, and INO Therapeutics is the largest private deal in the history of life sciences, according to Zucker.

Peter Healy, head of the San Francisco transaction department believes life science to be one of the cornerstones of the firm's northern California corporate practice.

"Life science is very important to us," Healy says. "We've seen substantial growth and major transactions in that area the past couple of years."

Healy says he also expects the firm to continue its progression in the life science sectors in China and Europe, areas in which the firm has been "actively engaged" in recent years.

O'Melveny also represents blue chip financial companies Merrill Lynch & Co., Morgan Stanley, Citigroup Inc. and Bank of America Corp.

GIBSON DUNN & CRUTCHER | SAN FRANCISCO, PALO ALTO

Although not as sizable as its Los Angeles-based one, Gibson, Dunn & Crutcher has established a strong corporate practice in northern California, centering on the tech industry. Gibson boasts 31 corporate attorneys divided between its San Francisco and Palo Alto offices.

The firm recently represented Hewlett-Packard Co. in its acquisition of Exstream Software LLC of Lexington, Ky. Exstream makes software that allows businesses to personalize documents aimed at their customers.

The firm is counseling Intel Corp. in a $3.6 billion joint venture with ST Microelectronics and private equity firm Francisco Partners to form Numonyx, a new semiconductor company.

Gibson also advised German semiconductor giant Infineon Technologies AG in its purchase of LSI Corp.'s mobility business products group. Infineon shelled out $500 million for the Milpitas company's mobility products group, which designs semiconductors and software for mobile telephones and chips for satellite radio.

The firm also maintains a healthy client list of deal financiers. In 2007, Gibson's northern California offices represented Deutsche Bank Securities Inc., Morgan Stanley, Lazard Freres & Co., Citi and J.P. Morgan Securities in deals worth $53 billion.

BAKER & MCKENZIE | SAN FRANCISCO, PALO ALTO

Long known for its sprawling international practice, Baker & McKenzie is increasing its profile in northern California.

Baker's northern California offices advised Motorola Inc. in the company's $1 billion auction of its automotive electronics section. Baker also represented Motorola in its $208 million Acquisition of Netopia Inc., an Emeryville-based developer and provider of broadband networking equipment.

On the back end, the firm continues to assist Sun Microsystems Inc. in post-sign, post-close integration of MySQL AB employees and businesses. Sun purchased the Swedish purveyor of open source platforms for $1 billion earlier this year.

Shane Byrne, managing partner of the firm's San Francisco and Palo Alto offices, said the firm's international platform will continue to be an asset for the firm's Bay Area offices.

"I think right now we are well-poised to address the real and current needs of our clients, which are domestic deals, although some may have a cross-border component," Byrne says. "Where I see us growing is being able to work both ends of the deal, domestic and international, instead of clients hiring a bunch of different firms."

Correction

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The Promise of Renewable Power

By Fiona Smith
Daily Journal Staff Writer

Coal is out. Solar, wind, geothermal, biomass, biofuels, tidal and wave energy are in. Renewable power, with its promise of slashing global greenhouse gas emissions, is a hot commodity. With major companies and investors flocking to the industry, lawyers are advising at every stage of this burgeoning market.

The fervor is apparent in Silicon Valley: Teeming with both entrepreneurs and venture capitalists, it is a hub for alternative energy startups. Law firms are doing everything from advising scientists looking to form solar technology startups to getting wind farms financed and built to handling the mergers and acquisitions of companies that generate electricity from the methane gas that seeps from landfills.

"We're finding this is an area that lots of smart investors are taking a look at, and we're seeing lots of lawyers out of law school interested in this field," says Mitchell Zuklie, a corporate attorney in Orrick, Herrington & Sutcliffe's Palo Alto office. "This is not a short-term blip but a major macro trend."

Winston & Strawn's Joseph Karp, who brokered the state's largest solar purchase deal in the summer between Pacific Gas & Electric and Solel Solar Systems Ltd., says renewable energy work is "going like gangbusters."

A confluence of factors, such as the expectation of a government cap on greenhouse gas emissions, volatile oil prices, international political instability and squeezing corporate profit margins, is "creating a perfect storm" in support of renewable energy, says Zuklie, who works with startups such as Advent Solar Inc. and Nanosolar Inc. on forming, financing and general corporate issues.

More than $117 billion was invested in renewable energy in the U.S. in 2007 - a 41 percent increase over the year before, according to research company New Energy Finance. Venture capital and private equity firms pumped $3 billion into nascent solar companies alone, according to a recent New Energy Finance report.

Environmental and real estate attorney Marc Gottschalk, who co-chairs Wilson Sonsini Goodrich & Rosati's clean technology and renewable energy practice from Palo Alto, has helped usher emerging companies like Cool Earth Solar through the firm's doors. The company was founded by a scientist who has developed a utility-scale solar concentrator technology. The company was a recent entrant in the California CleanTech Open, an annual business plan competition held in Silicon Valley that Gottschalk helps run. Wilson Sonsini attorneys helped the Livermore-based company close a $21 million round of fundraising this month.

"We're seeing an amazing number of startups," Gottschalk says. "It's exciting - it's very fulfilling to do corporate work for the startups. You take Cool Earth for example. ... If that technology catches on, it's got great ramifications for saving money on solar concentrators and could beat out the cost of coal."

Paul Lacourciere, part of Thelen Reid Brown Raysman & Steiner's renewable energy practice in San Francisco, said although wind energy involves more mature technology and therefore is easier to get online, there is more innovation in the solar energy industry.

"There's a lot of activity, there's a lot of interest in it, there's a lot of money on the table," says Lacourciere, who advises clients on energy regulation, project development and energy sales. He has done work for Danish wind turbine manufacturer Vestas Wind Systems A/S and startup Brobeck Solar Energy.
Many solar companies like the Moraga-based Brobeck are developing novel business models to deliver energy, said Lacourciere. Brobeck's idea is to install and pay for photovoltaic panels on homes and businesses, sell that power to the utilities and, in return, give the buildings' residents a debit card to spend on energy-related goods and services.

Companies like Brobeck and Cool Earth are getting in the game as California utilities clamor for more renewable energy sources to meet a state mandate to use 20 percent renewable energy by 2010. The state is currently at 11 percent, according to the California Energy Commission. Solar and wind aren't the only areas benefitting from increased interest. Thelen attorneys have been busy handling mergers and acquisitions of landfill gas-to-energy facilities. They recently helped the private equity fund Energy Investors Funds and Enpower Corp. in their acquisition of Landfill Energy Systems, a company which operates landfill gas-to-energy facilities in California and six other states.

Despite all the activity in the sector, Anne Mudge, head of Cox Castle & Nicholson's alternative energy practice in San Francisco, says meeting the 20 percent renewables mandate by 2010 will be hard.

"There's plenty of projects in the pipeline, but California being what it is, it's hard to get projects through," Mudge says. "We need strong environmental laws, but they're time-consuming and expensive to comply with."

Environmental reviews for renewable energy plants easily could be streamlined, says Mudge. She has handled the siting and permitting process for geothermal facilities and several wind farms, including 150 and 180 megawatt wind farms in Solano County and a 300 megawatt wind farm in Kern County, all for EnXco Inc., one of the nation's largest wind companies.

"I'm worried that the companies I am working for are taking their business elsewhere," Mudge says. "It's a tough regulatory environment."

Another potential hiccup in the market is the expiration of federal tax incentives that encourage renewable energy production, says Karp, who specializes in energy regulatory, transactional and project development at Winston & Strawn in San Francisco. While most expect Congress to grant the renewal, if they do expire at the end of the year, construction of new plants could dive, says Karp, whose clientele includes the California Wind Energy Association.

"Everyone is going ahead but holding their breath waiting for Congress to grant an extension. It hasn't stopped anything yet, but it could in a few years," Karp says.

For now, Karp is busy on contract negotiations as the demand for renewable energy keeps advancing. He just tied up a deal for biomass producer Wadham Energy LP to sell its power to Pacific Gas and Electric Co. In its facility near Sacramento, Wadham converts rice hull waste into energy.