

PARTNERSHIP  
PROSPECTUS

7th ANNUAL



# SOLAR & STORAGE FINANCE **USA** VIRTUAL SUMMIT

17 - 19 NOVEMBER 2020

## THE ONLY VIRTUAL MEETING PLACE FOR USA INVESTORS AND FINANCIERS TO FIND PROJECTS

### 2020 SPONSORS INCLUDE:

#### Gold Sponsor



#### Silver Sponsors



#### Bronze Sponsors



For further information contact Daniel White  [dwhite@solarmedia.co.uk](mailto:dwhite@solarmedia.co.uk) | George Turner  [gturner@solarmedia.co.uk](mailto:gturner@solarmedia.co.uk)

#SSFUSA



# Are You Ready For A New Solar & Storage Decade?

Some say that everything is bigger in the USA — and Solar Media's 7th Annual Solar & Storage finance event will be no exception.

In its new Virtual format, this event is designed as a meeting place for deal-making. Not only will we discuss the most up to date topics and technologies but will also provide a world-class networking platform so that developers, EPCs, manufacturers, asset owners, and investors can connect to discuss future opportunities.

There is no better time to discuss Solar & Storage investment than today, as in order to reach the USA's 'majority renewables vision' by 2030 the market will need to increase by 18% percent through the next decade with installations averaging 39GW per year. This is a big step up from an already impressive 2019 where the market grew 23% and installed 13.3GW

Solar & Storage mandates and initiatives will hopefully continue to spread through the United States by all players — states, cities, corporations, co-ops, and residents — an unstoppable force to ensure the grid transforms into a more resilient, efficient, and lucrative resource.

Whilst we still navigate the COVID-19 pandemic, it is clear the industry must chart a path forward that puts a premium on innovation, jobs recovery and an intelligent approach to energy generation. This conference will play a pivotal role in discussing the right strategy, policies and investment needed to ensure the American economy is fuelled by clean energy.

Is 2021 a key year for you? Do you want to be seen as an Innovator, Disruptor, Reliable partner or Market leader in your field? If the answer is yes to any of these then let's talk about getting you involved as a sponsor!

I look forward to working with you and welcoming you to this great event in November.



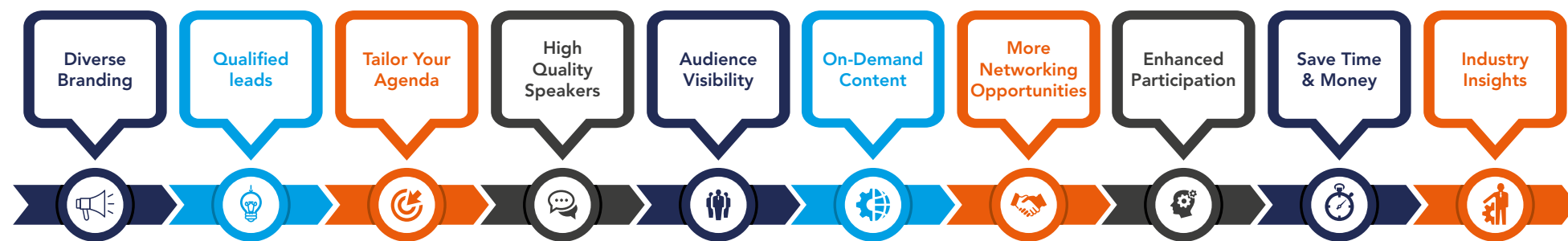
**Daniel White | Business Development Manager, Solar Media**

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## THE BENEFITS OF GOING VIRTUAL



# WHAT CAN YOU EXPECT FROM A VIRTUAL EVENT?



Built on EventsAIR's comprehensive 6th Gen platform using the latest in web technology



Optimized for full virtual or hybrid events delivering a feature rich productivity tool set



A seamless secure user experience from initial contact through to OnAIR time

Networking  
Groups

Meeting  
Hub

Interactive  
Presentation

Exhibitor  
Marketplace

Virtual  
Sessions

+ So Much  
More



Timeline



Networking  
Groups



One-to-One  
Meetings



Live  
Sessions



Workshop  
Sessions



Concurrent  
Sessions



ePosters



Exhibitor  
Marketplace



Meeting Hub

The Solar & Storage Virtual conference will allow attendees, sponsors, exhibitors, and speakers to meet in a secure space to present, showcase, learn, network and discuss business.

By investing in this new and exciting platform we provide all the functionality required to turn virtual events into reality, and more importantly provide our sponsors an opportunity to super-charge sales and marketing efforts at a time when travel and Live events are temporarily restricted for the industry.

We are committed to delivering ROI and optimising your time and budget; whether you want to fuel a sales team with new leads, heighten your brand or launch new products, no-one is better placed to help than our team.



# The Event Where Investors & Developers Meet To Do Business

## WHO WILL YOU MEET?

**BUYSIDE  
65%**

Investment Banks  
Institutional Investors  
Private Equity  
Funds  
Regional Developers  
International Developers  
Energy Buyers  
Local & National  
Government  
Asset Owners  
Land Owners

**SELLSIDE  
30%**

Solar Manufacturers  
Energy Storage  
Manufacturers  
O&M Companies  
EPC s  
Law Firms  
Consultancies  
Software Companies  
Testing & Certification  
Analysts

**POLICY MAKERS  
5%**

## ATTENDEES BY STATE

**15%  
WEST**

**10%  
MID  
WEST**

**32%  
NORTH  
EAST**

**23%  
SOUTH  
WEST**

**15%  
SOUTH  
EAST**

**5%  
ROW**

## EVENT IN NUMBERS



**500+**

> Attendees



**50+**

> World-Class  
Speakers



**70%**

> Developers  
& Investors



**25+**

> States  
Represented



**20+**

> Live Sessions

# Delegate Profiles



## JOB TITLES

CEO  
CEO & Co-Founder  
CFO  
Chairman & Co-Founder  
Chief Executive Officer  
Chief Financial Officer  
Chief Investment Officer  
Chief of Strategy, Global Energy Finance  
Chief Technology Officer  
Co Head of Power Infrastructure Finance  
Co-CEO  
Co-Founder & CEO  
Co-Founder and Senior Managing Director  
Co-Head, Power & Infrastructure Finance, North America  
COO/CFO  
Corporate Finance Director

Director Clean Energy Infrastructure Credit  
Director of Finance  
Director Of Origination  
Director, Clean Energy Infrastructure Credit  
Director, Financing & Treasury  
Director, Office of Environmental and Energy Programs  
EVP Project Finance  
Executive Director  
Financial Analyst, Project Modeling  
Founder & Principal  
General Manager, U.S & Canada  
General Partner  
Head of Energy Infrastructure, Renewables & Water  
Head of Investments  
Head of Portfolio Management

Head of Renewables  
Head of Transactions, Americas Director  
Infrastructure Equity  
Investment Manager  
M&A Associate  
Manager - Financial Analysis & Reporting  
Manager, Emerging Technologies and Renewables  
Managing Director  
Managing Director, Environmental and Community Capital  
Managing Director, Global Power & Alternative Energy  
Managing Director, Head of Clean Energy Infrastructure Credit  
Managing Director, North America  
Managing Partner & Founder  
Power & Infrastructure Finance

President  
President and CEO  
President, Principal Consultant  
Senior Director, Project Finance and M&A  
Senior Director, Strategy – Flexible Generation  
Senior Finance Analyst  
Senior Investment Officer  
Senior Managing Director  
Senior Vice President, Finance  
SVP – Structured Finance  
Vice President Finance  
Vice President, Assistant Treasurer - Finance Treasury  
Vice President, Battery Storage  
Vice President, Engineering  
Vice President, Structured Finance & Investments  
VP Project Finance

# Attendee Preview

**160+**  
**PARTICIPATING  
COMPANIES!**

3i Group plc	DLA Piper LLP (US)	Kaiser Foundation Health Plan, Inc.	Pillsbury Winthrop Shaw Pittman LLP
Able Grid	DNV GL	Kaiserwetter Energy Asset Management LLC	PNE WIND USA, Inc
Adani North America	DSD, A GE Renewable Energy Venture	Kness	Port Authority of New York and New Jersey
Agilias Energy, LLC	Duke Energy	KORE Power	Power Africa-USAID
Akin Gump Strauss Hauer & Feld LLP	E.ON	L S Power Development, LLC	Power Finance & Risk
Aligned Climate Capital	ECA Solar LLC	Landgrove Capital	Rabobank
Allianz Global Investors	Ecoplexus	Lightsource BP	Radian Generation
Altus Power	EDF Renewable Energy	Lincoln Clean Energy, LLC	RadianREIT
Ameresco, Inc.	EDP Renewables North America	Live Oak Bank	RayGen Resources Pty Ltd
Amp	Emerging Energy & Environment Investment Group LLC	Macquarie Capital	Recurrent Energy
Ares Management LLC	Encore Renewable Energy	Madkour	RenewComm
Arevon DC	Energy Capital Partners	McCarthy Building Companies Inc	RES Americas
Ascend Analytics	Energy Storage Development Partners	MISO	RETTEW Associates, Inc.
Birdseye Renewable Energy	Environmental Defense Fund	Mortenson	Rubicon Capital Advisors
BlackRock	Exus Management Partners	National Renewable Energy Laboratory (NREL)	S&P Global Market Intelligence
Bloomberg New Energy Finance	Fifth Third	Nautilus Solar Energy, LLC	Safari Energy
BNP Paribas	First Woodland Renewables	Navisun LLC	Shine Solar LLC
Boralex	Fractal Energy Storage Consultants	NEC Energy Solutions	Sive, Paget & Riesel P.C.
Borrego solar	GAF Energy	NETLLP	So Smart Solar
Brean Capital, LLC	Go Electric Inc.	New Energy Equity	Solar Power and Light USA LLC
C2 Energy	Goldman Sachs	New Energy Solar	Soltage
California Iso	Goldman Sachs Asset Management	New Jersey Energy Coalition	Sonnedit
Capital Dynamics	GP100 Energy Advisors	New York City Housing Authority	Srinerly
Captona Partners	Grasshopper Solar	New York Power Authority (NYPA)	StarkPoint Capital Advisors, LLC
Carolina Solar Services	Green Investment Group	New York Solar Energy Industries Association (NYSEIA)	Storage Power Solutions
Centrica	Greenbacker Group	NextEnergy Capital	Summit Ridge Energy
CIEL ET TERRE USA, Inc	GreenLife Energy Solutions	NextEnergy Capital / Wise Energy	Sunfox Capital
CITI Bank	Greenworks Lending	Nixon Peabody LLP	SunLight General Capital
City of New York	Grid Subject Matter Experts, LLC	NJ Board of Public Utilities	Sunpower by EmPower Solar
Clean Capital	HCS Renewable Energy	NJR Clean Energy Ventures	Swell Energy
Clean Choice Energy	IBV Energy	NORD/LB	TROES Corp.
Clean Energy Collective	Impax Asset Management Ltd.	North Sky Capital	True Green Capital Management LLC
Clean Horizon Americas	Inclusive Prosperity Capital	NOVUS Clean Energy, LLC	U.S. Bancorp Community Development Corporation
CMS Energy	Indie Energy	NRStor C&I	U.S. Trade and Development Agency
CohnReznick Capital	Infinite Watts	NSG - National Solar Group	UL
Constellation	INNERGEX RENEWABLE ENERGY INC.	NYCEEC	UNILEVER
Convergent Energy + Power	Invenergy LLC	NYSERDA	Unique Surety and Insurance Services LLC
Coronation power Limited	Investec Holdings	Omni Navitas Holdings LLC	United Renewable Energy
Cubico Sustainable Investments	IST	Onyx Renewable Partners, LP.	Urban Grid Solar
Customized Energy Solutions	Jaco Production Company	Orlando Utilities Commission	Women of Renewable Industries and Sustainable Energy (WRRISE)
Daymark Energy Advisors	Javelin Capital	ORMAT	Wunder Capital
Deloitte	JinkoSolar	Pason Power	ZX Ventures
Department of Energy	John Laing Environmental Assets Group	Phillips Lytle LLP	





The Solar & Storage Finance USA conference includes multiple streams filled with developers, financiers, utilities, investors, energy buyers and policy makers. The 2020 agenda (Soon to be released) will include key themes such as:



**EVOLVING DEAL  
STRUCTURES**



**NEW BUILD  
MARKETS**



**CO-LOCATION OF  
SOLAR + STORAGE**



**MERCHANT  
EXPOSURE**



**LATEST TENDERS  
AND REGULATION**



**MICRO-GRIDS  
AND DISTRIBUTED  
GENERATION**



**HARNESSING  
THE POWER OF  
DIGITIZATION**



**M&A AND INVESTMENT  
STRATEGY**



**FLOATING SOLAR  
OPPORTUNITIES**



**DEEP DIVE INTO BI-  
FACIAL AND TRACKERS**

# Previous Speakers Include

**70+  
SPEAKERS!**

SEE FULL LIST >>



**ALICIA BARTON**  
New York State Energy Research  
and Development Authority  
(NYSERDA)  
President and CEO



**BRYAN BIRSIC**  
Wunder Capital  
Co-Founder & CEO



**DANIEL LYNCH**  
Akin Gump Strauss Hauer  
& Feld LLP  
Counsel



**DAVID GIORDANO**  
BlackRock  
Managing Director, Global Head -  
Renewable Power



**DAVID SHER**  
Greenbacker Group  
Co-Founder and Senior Managing  
Director



**DR. GARY DORRIS**  
Ascend Analytics  
CEO & Co-Founder



**ENRICO LADENDORF**  
Pason Power  
Managing Director and Co-  
Founder



**JON POWERS**  
Clean Capital  
Co-Founder & President



**LAURA STERN**  
Nautilus Solar Energy  
President



**MICHAEL PANTELOGIANIS**  
Investec  
Co-Head of Power Infrastructure  
Finance



**MIKE GRUNOW**  
Arevon DC – By Capital Dynamics  
Clean Energy Infrastructure  
Platform  
Executive Vice President



**PETER COLEMAN**  
Clean Choice Energy  
Senior Vice President, Structured  
Finance



**REID CAPALINO**  
Aligned Climate Capital  
Partner



**ROHAN SINGH**  
NextEnergy Capital  
Managing Director



**RYAN HAMILTON**  
Javelin Capital  
Senior Advisor



**SHAIL MEHTA**  
Citi  
Managing Director, Global Power &  
Alternative Energy



**STACEY HUGHES**  
Sunlight General Capital  
Chief Financial Officer

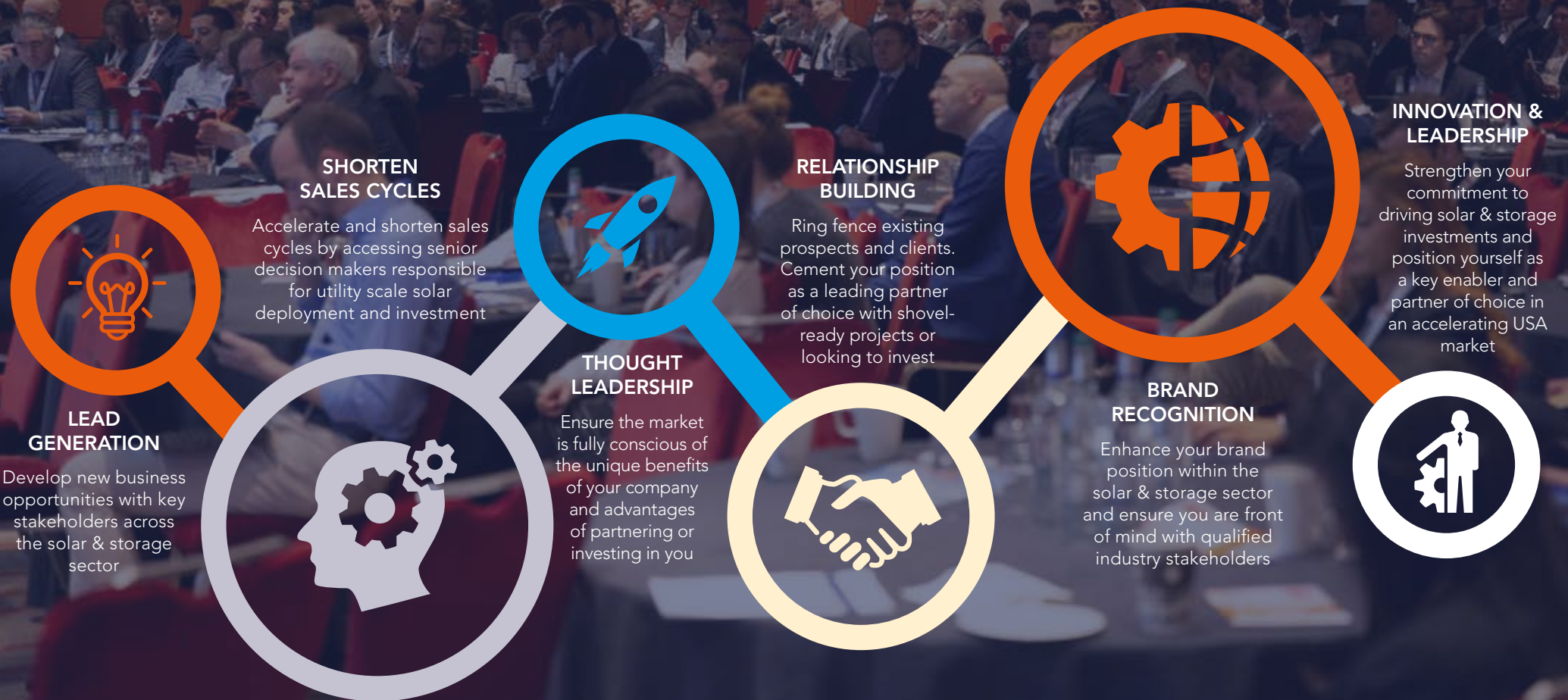


**STEVE RAEDER**  
Summit Ridge Energy  
CEO



# Sponsorship Benefits

We are committed to delivering ROI and optimising your time and budget; whether you want to fuel a sales team with new leads, heighten your brand or launch new services, no one is better placed to help than our team.



# What Our Attendees Say

“ The Solar Finance & Investment USA conference was an excellent opportunity to meet other developers, potential investors, offtakers for solar farm projects, and EPC companies.

**R.H. INNOVATIVE SOLAR SYSTEMS**

This tightly focused event that allows for maximum contacts with participants most likely to help a developer succeed.

**R.O. DADENI SOLAR, LLC**

This is my favorite of the solar conferences offered throughout the year. It is located in a convenient location for myself and many attendees. The organizers go to great lengths to make it interactive. The speakers were engaging and the audience was hard core. The best thing I can say about the conference is that no one was on their phones - they were all paying attention to the speakers!

**D.S. ENERGY INFRA PARTNERS**

Excellent coverage of issues of concern for all renewable financing stakeholders by speakers from every relevant sector. Excellent networking opportunity.

**D.R. ALTERNATIVE ENERGY STOCKS**

Invaluable experience speaking with industry experts!

**P.G. AC INVESTMENT MANAGEMENT**

A fantastic event, well attended and a must for Solar investors!

**G.A. GREENSOLVER**”



# Sponsorship Options

	HOST \$35,000	DIAMOND \$25,000	PLATINUM \$20,000	GOLD \$15,000	SILVER \$10,000	BRONZE \$8,000	SUPPORTING \$6,000	EXHIBITOR \$4,000
<b>CONFERENCE INFLUENCE</b>								
Opportunity to Chair the event	✓							
Keynote Solo presentation	✓	✓						
Keynote Panel position	✓	✓						
Solo presentation			✓ Day 1	✓ Day 1	✓ Day 2			
Panel position			✓		✓	✓	✓	
Editorial Q&A	✓	✓	✓	✓	✓			
Pre-event Webinar	✓	✓	✓					
<b>ENTRANCE &amp; ONSITE BRANDING</b>								
Virtual Exhibition stand:	✓	✓	✓	✓	✓	✓		✓
Additional Branding: Meeting Zone, Sponsor sessions, Workshop	✓	✓	✓	✓				
Logo to appear on all event signage over 2 days	✓	✓	✓	✓	✓	✓	✓	✓
Advertisement in event app	✓	✓	✓	✓				
Profile and Logo in event app	✓	✓	✓	✓	✓	✓	✓	✓
<b>MEETING &amp; NETWORKING SERVICE</b>								
Delegate passes	10	10	10	6	4	2	2	2
Access to the Event networking tool allowing you to set up meetings	✓	✓	✓	✓	✓	✓	✓	✓
Target account list research and VIP invite	✓	✓	✓	✓	✓			
Guaranteed meetings on site	15	15	12	10	8	5	5	5
<b>POST SHOW</b>								
Full Event delegate list to be shared including: Full name, Company name, job title and email address	✓	✓	✓	✓	✓			
Sponsors Solo presentation or panel discussion participant list only to be shared including: Full name, Company name, job title and email address						•	•	
<b>PRE-EVENT</b>								
Company logo and profile to feature on our website	✓	✓	✓	✓	✓	✓	✓	✓
Reciprocal Website link to your home page from event website	✓	✓	✓	✓	✓	✓	✓	✓
Company logo and link to be included in HTML email campaigns	✓	✓	✓	✓	✓	✓	✓	✓
Promotion on relevant social media channels	✓	✓	✓	✓	✓	✓	✓	✓



## ADDITIONAL BRANDING

### ADDITIONAL BRANDING: SILVER & ABOVE

- Targeted mailshot to audience
- Video advertisement
- Private networking group or roundtable
- Sponsor panel session
- Registration sponsor
- Additional marketplace stand
- Industry Poll/Survey
- Gamification sponsor

# Ticket Prices

PACKAGE	Only 100 tickets available at this price	Early Bird Price Ends 30 Sept	Standard Price 01 Oct – 17 Nov
SINGLE PASS	<b>\$399</b>	<b>\$599</b>	<b>\$799</b>
3 FOR 2	<b>\$798</b>	<b>\$1,198</b>	<b>\$1,598</b>
GROUP DISCOUNT (5 TICKETS)	<b>\$1,299</b>	<b>\$1,499</b>	<b>\$1,699</b>

## BOOK ONLINE >>

Payment terms. Please note that all prices include VAT if applicable and a \$79 processing fee will apply to any invoices requested. All Early Bird prices, including Group Discounts, must be paid in full by deadlines provided above. No discount offers can be combined with any other offer. Please view our cancellation policy or email [rmorrissey@solarmedia.co.uk](mailto:rmorrissey@solarmedia.co.uk) for further information.





# Solar & Storage Finance Event Series



## SOLAR FINANCE & INVESTMENT EUROPE

3-4 February 2021  
London, UK



## SOLAR & STORAGE FINANCE USA

16-17 November 2021  
New York, USA



## SOLAR & STORAGE FINANCE ASIA

8 - 9 June 2021  
Singapore

## Meet the team & get involved



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EVENT  
ORGANISER



SOLAR MEDIA  
EVENTS | PUBLISHING | RESEARCH

IN ASSOCIATION  
WITH



CURRENT±