

AGENDA

TUESDAY - 17 NOVEMBER

WEDNESDAY - 18 NOVEMBER

THURSDAY - 19 NOVEMBER

 PRINTABLE AGENDA

09:00 - 09:30 Eastern Standard Time (EST)

All Attendees

Networking

The Virtual Water-Cooler: Roundtable or Speed Networking

Start your day off right, with half an hour dedicated to building your network and win new business. Choose between speed networking, or roundtables and let us take care of introducing you to new contacts with our dedicated networking software:

Speed Networking will place you in a room with 3 random contacts. Designed to replicate some of the spontaneity of making contacts during the coffee breaks, the system even provides prompts to help facilitate conversation if required.

Conversation Starter: What does the market need to flourish as power demand shifts from offices to homes? Will this be a long-term trend?



09:35 - 10:15 Eastern Standard Time (EST)

All Attendees

Panel Discussion

Panel: Has 2020 Been the Most Important Year So Far for Solar & Storage?

- The key trends so far in 2020 and how renewable finance has been changed by the COVID crisis
- How COVID has shifted power demand from offices to homes
- Market outlook Post – Election: How will any new policies be implemented, and what does the industry need now?
- Will there be a re-assessment of tariffs and how might this affect supply, and the pricing for installers and developers?

 **Green Yang**, Sales Director, North America, **Suntech** **Kevin Pollo**, Director, Day Ahead & Real Time Operations, **CPS Energy** **Samir Dube**, Managing Director, **Heliovaas** **Andrew Redringer**, Managing Director Group Head Utility & Alternative Energy, **KeyBanc Capital Markets**

10:30 - 11:10 Eastern Standard Time (EST)

All Attendees

Panel Discussion

Panel: How Have Investor's Risk Profiles Changed in 2020?

- Have investors’ return hurdles changed due to economic uncertainty, and as capital has become more expensive?
- A potential recession brings huge risks - What will the market/ industry look like in 5 years’ time in the event of a massive downturn?
- Should investors be looking at the development stage?

 **Craig Robb**, Senior Vice President, **CNB** **Walter Cuculic**, Senior Vice President – Renewable Energy, **AVANA Capital** **Martin Torres**, Managing Director, Head of the Americas for the Renewable Power Group, **Blackrock Alternative Investors** **Jay Goldin**, Vice President, **Munich Re** **Peter Coleman**, Senior Vice President, Structured Finance, **Standard Solar**

11:15 - 11:45 Eastern Standard Time (EST)

All Attendees

Networking

Exhibition & Networking




11:50 - 12:30 Eastern Standard Time (EST)

Main Stream

Panel Discussion

Panel: Assessing the Battery Market: Opportunities and Challenges in 2021

- Identifying the key battery markets to for investors to get involved in in 2021
- New BTM, FTM and Integrated business models for developers to deploy storage – and how this is improving the financeability of their projects
- A behind the scenes perspective of how developers are planning to transition to include batteries in their upcoming projects

 **Supria Ranade**, Senior Director - Power Marketing and Wholesale Operations, **Lightsource BP** **Dan Koehler**, Managing Consultant and Director of Project Management, **Daymark Energy Advisors** **Alain Halimi**, Director - Project & Specialized Finance Americas, **Commonwealth Bank of Australia** **Enrico Ladendorf**, Vice President, Technology & Product Operations, **Energy Toolbase**


12:45 - 13:15 Eastern Standard Time (EST)

Main Stream

Presentation

Technological innovations drive down module cost and improve system economics and LCOE

- Major technological innovations occurred in the last few years, and what contributions LONGi has made to the industry
- How LONGi delivers strong financial performance and top bankability rating as PV manufacturer
- Bifacial PERC: best solution to achieve lower LCOE
- Technology and production outlook for next few years

 **Hongbin Fang**, Director, **LONGi Solar**

11:50 - 12:25 Eastern Standard Time (EST)

Breakouts

Interactive Roundtable

Best Practice to Prepare Projects for Early – Stage Investment

With clean energy a safe bet for returns in uncertain times, this session will examine the trend of private equity and funds looking to invest in ‘ready to go’ projects at a much earlier stage, and the criteria they are looking for so that developers can prepare their projects for investment.

 **Eric Sieckmann**, VP, Project Finance & Development, **Sol America Energy**


12:45 - 13:15 Eastern Standard Time (EST)

Breakouts

Presentation

Presentation: How Will Utilities Engage with the Solar & Storage Markets?

- Will Utilities be an active participant in deploying and utilising storage and solar, or just an off taker?
- How have utilities incorporated Energy storage and PV into their IRPs?
- How would a future relationship look if corporations take the lead in utilising renewables?

 **Adrienne Lalle**, Section Manager, Storage Strategy- Utility of the Future, **ConEdison**

13:20 - 13:50 Eastern Standard Time (EST)

All Attendees

Networking

Exhibition & Networking



13:55 - 14:35 Eastern Standard Time (EST)

Main Stream

Panel Discussion

Panel: Assessing the Impact of COVID 19 on the M&A Market, and Opportunities in 2021

- The impact of COVID on M&A – who have been the winners and losers in the market?
- Will the increase in M&A continue as a long-term trend, or a short term fix for COVID’s impact?
- Leading organisations’ thoughts as they put together their budgets for 2021, and their insights to apply to your own plans

 **Ammad Faisal**, Senior Managing Director, **Marathon Capital** **Justin Pugh**, Managing Director, **FTI Consulting** **Stacey Hughes**, Co-Founder, **SunLight General Capital**


13:55 - 14:25 Eastern Standard Time (EST)

Breakouts

Presentation

Presentation: Contracts & Unsophisticated Parties Top 10 Things Not To Put in Your Contract

- Classical offtake agreements for solar do not fit new storage products so how can you evolve your contracts?
- Adding provisions for tariffs, Order 841, and unknowns in the solar market
- Unsophisticated parties trying to use solar structure assets for storage
- Deal and contract structure review
- Market growth and aggregators

 **Holly Christie**, General Council, **Hecate Energy**



14:50 - 15:30 Eastern Standard Time (EST)

Main Stream

Panel Discussion

Panel: Examining the Outlook for Community Solar in 2021

- Key states and regions that have seen the biggest growth in community solar, and the opportunities in 2021
- Will Community Solar remain financeable in a downturn, despite being viewed by Tax Equity and debt as a high risk?
- A breakdown of community solar deal structures and different models for putting them together
- The feasibility of community choice aggregation projects to attract funding

 **Jennifer Williams**, SVP, Renewable Energy, **LiveOak Bank** **Peter Ross**, Senior Associate, **Hodgson Russ** **Matt Hankey**, Co-Founder, President & CEO, **New Energy Equity** **Scott Steimer**, Vice President, **Energy Capital Partners** **Laura Stern**, Co-CEO, **Nautilus Solar Energy**

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Conversation Starter: Joe Biden proposed a \$2tn Climate Plan during his election campaign; if you were in control of \$2tn how would you spend it to boost the solar and storage market?

09:35 - 10:15 Eastern Standard Time (EST)

All Attendees

Panel Discussion

Panel: Is Tax Equity A Sunset Industry?

- Status of the market in 2020 – how can you attract tax equity in 2021?
- How are businesses planning for the reduction in Tax Equity due to COVID, and how can this be applied for a post-Tax Equity market?
- What alternative sources of finance can fill the gap for solar and storage developers if the trend of reduced tax equity continues in the long term?
- Which alternative taxes could we see to replace tax equity for investors to get involved with?

 **Eric Heintz**, Director of Energy Finance, **M&T Bank**

 **Blake Sturcke**, President & CFO, **Encore Renewable Energy**

 **Michael Panteloganis**, Co-Head of Power & Infrastructure Finance - North America, **Investec**

 **Jeff Just**, Co-Founder, **RadientREIT**

10:30 - 11:00 Eastern Standard Time (EST)

Main Stream

Presentation

Presentation: PV module bankability & supply channels to the US market in 2021

The presentation will cover the bankability ratings of the top-50 global PV module suppliers to the industry at the end of 2020, the changing landscape of PV module technologies in the market today, and how new factories in Southeast Asia are set to dominate US imports during 2021.

 **Finlay Colville**, Head of Research, **PV-Tech & Solar Media Ltd.**

11:05 - 11:35 Eastern Standard Time (EST)

All Attendees

Networking

Exhibition & Networking

11:40 - 12:20 Eastern Standard Time (EST)


Main Stream

Panel Discussion


Panel: What's On The Horizon For US Policy – Will We See An Extension Of The ITC?

- Will we see the ITC be extended or the introduction of new subsidies such as in-lieu payments
- Assessing the 2020 slowing down of investment tax credits and its impact on planning for 2021
- Practical actions for developers to get your business in the state it needs to be to thrive post subsidies
- What is the outlook for a section 201 extension?
- How does the forced labor risk in Xinjiang potentially impact the solar supply chain?

 **Philip Shen**, Managing Director, Senior Research Analyst, **Roth Capital Partners**

 **Stephen Sung**, Managing Director, Energy Finance, **CIT Bank**

 **Ja Kao**, President & CEO, **Onyx Renewables**

 **Matt Lucas**, Managing Director Business Development, **New Energy Risk**

11:40 - 12:10 Eastern Standard Time (EST)

Breakouts

Presentation

Get Real About OpEx! Close Common Budgeting and Contractual Gaps

- Identify the most common budget oversights that result in unforeseen operational expenses (spoiler alert: its NERC compliance, network operations, and cybersecurity!)
- Learn what it takes to close these gaps and reduce your projects' financial and operational risk
- Debate which party is best positioned to assume these responsibilities

 **John Franzino**, CEO, **GridSME**

12:35 - 13:05 Eastern Standard Time (EST)

Main Stream

Presentation

How Cooperation Between the US and China Accelerates Solar & Storage Deployment

 **Jeff Juger**, Business Development Director, **Jinko Solar**

13:20 - 13:50 Eastern Standard Time (EST)

All Attendees

Networking

Exhibition & Networking


13:55 - 14:25 Eastern Standard Time (EST)

Main Stream

Presentation

FERC ORDER 2222: Implications for Storage Aggregations, the Grid, and Resilience

This session will examine the implications of the recent FERC Order 2222, which will enable distributed energy resources such as energy storage to participate in bulk power markets. Ted Koh will address the Order's impact from a variety of perspectives: how RTO/ISOs will implement the directives, how aggregators might assemble portfolios of distributed assets into "virtual power plants," and how distribution utilities will manage the retail-wholesale interface.

 **Ted Ko**, Vice President of Policy and Regulatory Affairs, **STEM Inc.**

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Panel Discussion


Panel: A Behind the Scenes Look at Asset Owner's View of The Market Heading into 2021


- Insight into the status of the industry, available capital and new investors who are entering the market this year
- What markets are asset owners looking towards in 2021? Is solar and storage still the primary markets, or are other renewables such as wind likely to be part of the mix?

 **Jason Kahan**, Principal, **Basalt Infrastructure Partners**

 **Prashanth Prakash**, Director – Private Clean Energy and Infrastructure, **Tortoise Advisors**

 **Lacie Clark**, CEO, **Alchemy Renewable Energy**

 **Anadi Jauhari**, Partner, **Emerging Energy & Environment Investment Group LLC**

 **Jon Powers**, Co-Founder & President, **CleanCapital**

10:30 - 11:10 Eastern Standard Time (EST)


Main Stream

Panel Discussion

Panel: New York State – How to Win Business in a 4GW Market

- State of the market in New York as it builds towards 100% renewables
- Where to win business
- Connecting to the grid in New York
- How willing are investors to get involved in projects in New York?
- Assessing the potential of New York as a growing location for standalone and integrated storage

 **Philip Martin**, Vice President, Energy Storage, **Enel X**

 **Noah Shaw**, Partner, **Hodgson Russ**

 **Ryan Bennet**, Partner, **38 Degrees North**

 **Reid Capalino**, Senior Vice President, **LS Power**

11:15 - 11:45 Eastern Standard Time (EST)

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Networking

Exhibition & Networking

11:50 - 12:50 Eastern Standard Time (EST)

Main Stream

Presentation

Showcase: Deploying Technology to Reduce CAPEX and Increase Yield

After a cost compression of 80% over ten years in solar, this progress has started to stall. In this showcase, 3 presenters will look at technology solutions that will increase yields and help to beat a plateau in the reduction of CAPEX:

Session one: Bi Facial Panels


Vikash Venkataramana, Technical Director, **Jinko Solar**


Session 2: Inverters

Jing Tian, GM, **Solis Inverters**

Session 3:

Vishrut Bhatt, Industry Segment Manager, **TMEIC**

 **Gary Lam**, Head of Utility Business, **Solis Inverters**

 **Vishrut Bhatt**, Industry Segment Manager, **TMEIC**

 **Vikash Venkataramana**, Technical Director, **Jinko Solar**

11:50 - 12:30 Eastern Standard Time (EST)

Breakouts

Panel Discussion


Panel: A Roadmap for European Players on How to Break into the US Market

- Essential market considerations, restrictions, and regulations to know before attempting to deploy projects in the USA
- Key differences in supply, demand and pricing in the US based on tariffs and differing regulations between states

 **Daniel Spitzer**, Partner, **Hodgson Russ**

 **Simon James**, Chief Development Officer, **Susgen Ltd.**

 **David Maguire**, Founder & Director, **BNRG Renewables Ltd**

 **Tara Narayanan**, North American Solar Analyst, **Bloomberg NEF**

12:45 - 13:25 Eastern Standard Time (EST)

Breakouts

Panel Discussion

Panel: Examining Texas as A Development Opportunity for Solar and Storage

- With 12GW of solar projects approved so far in 2020, hear a roadmap to development and project regulation in Texas
- An examination of basis risk when developing in Texas. With prices in the market being settled and traded at the hub, how significant is the risk of negative prices?
- Understanding alternative routes to market and PPA deals in Texas with significantly different hedging of solar offtake

 **Gabriel Schloss**, Lead, Utility-Scale Solar IE, **DNV -GL**

 **Andrew Higgins**, Technology & Product Innovation, **CPS Energy**

 **Michael Eyman**, Managing Director, **Origis Services**

 **Sol Bobst**, President, **Solar Ranch Development Company**

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14:15 - 14:55 Eastern Standard Time (EST)

Main Stream


Panel Discussion

Panel: How Peak Shaving And Solar & Storage Integration Will Open Up the Next Level of Battery Deployment

- Circumvent utility demand charges in states such as California with peak shaving, and outperform standalone solar systems
- How a reversal of depressed prices can kick start the storage market and increase the financial incentive for peak shaving
- How peak shaving creates a business case for storage in residential and corporate settings by readjusting and lowering the sites demand charge

 **Sondra Martinez**, Senior Director, **Nord LB**

 **David Mintzer**, Head of Microgrid Advisory Services, **UL**

 **Lowell Watros**, Principal Consultant, **GridSME**


 **Jacqueline DeRosa**, Vice President - Battery Energy Storage Systems, **Ameresco**

15:10 - 15:35 Eastern Standard Time (EST)

Main Stream

Presentation

Intelligent O&M – Improve Your Return on Your Projects

 **Jing Tian**, GM, **Solis Inverters**