



Energy Storage USA

3-4 March 2020 | Sonesta, Fort Lauderdale Beach

SPONSORS AND SUPPORTERS



Day 1: March 3rd, 2020

08:30 REGISTRATION & REFRESHMENTS

09:00 OPENING REMARKS FROM THE CHAIR

WELCOME FROM FLORIDA

09:10 **Florida's leadership: solar and storage in the sunshine state**

- How will new plans open the market in Florida for more storage projects?
- Review of announced projects: world's largest solar powered battery system
- Why now? The regulatory changes and executive decisions that will enable renewables development
- How does the PSC (Florida Public Services Commission) balance the needs of the customer with industry demands?
- Regulation review: what fell into place with regulators to encourage proposed plans?

10:00 **A resilient grid: interconnecting large scale battery storage**

Panel discussion by utilities, ISOs, and developers, followed by regional roundtables.

- Battery storage as a transmission and distribution asset -- what you should consider before connecting
- What are the biggest differences when you interconnect in different ISO markets?
- East vs. West vs. Midwest -- how long will you wait to connect?
- Storage technology as an asset for grid resilience

Speaker and program enquiries:

Contact Maria Maluenda mmaluenda@solarmedia.co.uk

or call + 44 (0) 207 871 0122

All speakers listed are invited only unless specified otherwise.

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10:30 Regional Roundtables

Following the grid resilience discussion, regional roundtables will separate participants by regional focus, so that topics previously mentioned can be explored in depth.

- PJM
- CAISO
- ERCOT
- MISO
- NYISO
- Southwest Power Pool
- New England ISO

11:00 Refreshments and networking

SAFETY

11:30 Safety in urban environments – don't call it a comeback!

Safety was the *standout panel* from our 2019 launch event and it's now back and supercharged for a second edition.

- Review of codes, plans, and regulations to secure a safe grid with lithium ion batteries
- Viewpoint from long-term investors: what do you need to find comfort in a project?
- How do you diminish business interruptions with an energy storage system?
- Who is driving the adoption of energy standards?
- How do you guarantee safe storage systems with the new storage mandates?

12:00 Presentation reserved for Sponsor

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PLANNING FOR END OF LIFE

12:20 Life cycle analysis: what you need to know about recycling, repurposing, and disposal of batteries

- As project development continues to boom in the US, what economic considerations must developers, financiers, and owners make for decommissioning stage of projects?
- Recycling vs. repurposing – end of life considerations for lithium ion batteries
- Recycling: how valuable are decommissioned batteries?
- Repurposing: is it economically viable to repurpose EV batteries for stationary applications?
- Tumbling costs: as batteries get cheaper and cheaper – will they be worth anything at the end of their life cycle?

MERCHANT PROJECTS

11:30 High-risk, high reward: merchant model in ERCOT market

- Since most of storage legislation is not yet written – how can you make the most of arbitrage opportunities in ERCOT?
- Merchant exposure: are sweeping returns worth risky revenue forecasts?
- Risk management: locking in certainty with storage
- Beyond a generation asset: using batteries as a trading tools

CONFIRMED Casey Keller, Director of Origination & Structuring, Able Grid

12:00 Presentation reserved for Sponsor

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BATTERY SUPPLY CHAINS

12:20 Dropping costs: the supply and demand considerations for cheaper batteries

- Understand why batteries are getting cheaper – are EVs the real power behind stationary battery advancements?
- EVs – transforming technology, costs, and battery chemistry mix
- The role of lithium ion tech in dropping costs
- How to compete with lithium ion – are there new, safer technologies that can make you more money?
- A case for solid state batteries

1:00 Lunch break and networking

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CASE STUDY – PUERTO RICO

2:30 Reaching resilience: Puerto Rico as a case study for rapid power deployment and distributed energy

- Is Puerto Rico the perfect example of why distributed energy works?
- Microgrids and minigrids – community and residential solutions
- Building microgrids for communities
- Transmission problems and decentralization opportunities
- Review of Puerto Rico’s Integrated Resource Plan – is 1GW of storage enough?
- Resilient grids – what’s being built today?

CONFIRMED Sanya Detweiler Senior Project Manager, Islands Energy Program, Clinton Climate Initiative

SCALING PROJECTS UP

3:15 Developing large-scale storage projects: mega projects now and in the future

- What it means to build a “mega project” now – and how scale will change in the next 5 years
- Market development outlook for 2020-2023
- Achieving scale with energy storage projects
- Funding scale – are capital providers ready?

CONFIRMED Danielle Mousseau, Economic Development, FPL & Florida Economic Development Council

4:00 Refreshments and networking

COMMERCIAL AND INDUSTRIAL PROJECTS

4:30 C&I case studies: when to disconnect

- Avoiding interconnection costs – a case for local self-sufficient nodes
- Achieving self-sufficient campuses
- Case studies: TWA hotel in NYC, Pittsburgh Airport, IMG Midstream Energy Solutions
- Demand service management and making money from demand service programs

CONFIRMED Dirk van Ouwerkerk, Senior Vice President of Storage Development, Soltage LLC

REVENUE STREAMS FROM STORAGE

5:15 How to make money from storage – are you stacking to make money?

- What revenue streams are available for storage technologies?
- How do revenues differ from one ISO to another?
- Finding arbitrage opportunities for storage
- Ancillary services – adding to your bottom line
- Credit capacity for batteries

CONFIRMED Ren Plastina, Power and Infrastructure Finance, Soltage LLC

CONFIRMED Judy McElroy, CEO, Fractal Energy Storage Consultants

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Day 2: March 4th, 2020

THE GRID OF THE FUTURE

08:30 Re-registration and refreshments

09:00 Opening remarks from the chair

09:10 The start of a new energy decade

- What is driving deployment and plummeting costs?
- Review of investment tax credits and their effect on the market
- Renewables + storage deployment review
- The new era of flexibility

10:15 The future of storage: the new Intergrid Age

Just like the internet connected everyone from individuals to governments – the new intergrid will grow to connect all calls and buildings, from residential to utilities, with the help of energy storage. A futuristic panel, join us in discussing, speculating, and betting on the future of storage and the grid.

- Which industry will take over the grid with storage technology? Will it be stationary battery industry or the automobile industry?
- V2G – could stationary storage be replaced with mobile grid enabled batteries in cars?
- Hyper decentralization for urban cities – what structures can be retrofitted with storage to build new energy efficiency systems?
- Understanding efficient site control with storage systems
- Bridge to a carbon free future – hybrid transition to utilize existing infrastructure
- Legacy peaker plants – the first step in efficient hybrid systems

CONFIRMED Jon Powers, Co-Founder and President, CleanCapital

11:00 Refreshments and networking

STANDARDS FOR ENERGY STORAGE

11:30 The future standard: New York City's leadership in finding the new International Storage Standard

Typically, code standards are adopted in 3-year cycles – but recent catastrophes have called for a faster adoption of storage safety standards. Join us to discover the newly accepted IFC 2020 and NFPA 855 codes and ensure your batteries, projects, and investments are secure.

- Hear first-hand why Tokyo, Singapore, Frankfurt, and others are waiting for New York City to announce their standards
- The new urban standard: why firefighters, city officials, lenders, and insurance companies are pushing for fast adoption
- What's new? Review of IFC 2020 and NFPA 855 with UL – the body responsible for writing, testing, and promoting the new future storage safety standards
- Using data to design fail-proof systems

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REGULATION FOR STORAGE

12:20 Growing pains in storage regulation: what to know for today and how to prepare for tomorrow

- New wave of builds for 2020-2021: what regulations are opening markets for storage?
- Which states are encouraging storage as part of their policy?
- How do credit capacity rules affect storage?
- How does regulation change for different market segments? Residential vs. C&I vs. utility scale
- FERC 841
- ITC news

1:00 Lunch break and networking

VIRTUAL POWER PLANTS

2:30 The grid of the future: what you should know about virtual power plants and virtual corporate PPAs

- Case study: Sunrun virtual power plant with solar + storage
- Utilizing behind the meter storage in wholesale markets
- Review of corporate virtual PPAs in the market today

CONFIRMED Audrey Lee, Vice President of Energy Services, Sunrun

DEVELOPER CASE STUDIES

3:15 Developer Case Studies: collecting and using data with AI for smart energy trading

- Kearny Mesa Project 30MW / 120MWh Energy Storage project in San Diego
- The benefits of the first energy storage project to have behind and in front of the meter capabilities
- How to participate in multiple energy markets with one energy storage project
- Retrofitting done right: adding batteries to existing solar projects
- Using artificial intelligence in energy trading

4:00 Refreshments and networking

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FUTURE CHEMISTRIES

4:30 Chemistries of the future: developing with the best batteries in the market

Are you choosing the right battery for your project?

- Tried and tested: what do utilities look for in batteries?
- Varying technologies for different environments/loads/generation – how to choose?
- Can lithium ion alternatives compete in a li-ion dominated market?
- When you should consider solid-state batteries
- Responsible sourcing: are the batteries you are buying doing more harm than good?
- Review of new technologies like hydrogen, flywheel, flow, gravity, vanadium, and solid-state tech – among others
- Supply and demand: you've chosen the best – but is delivery guaranteed?
- Hydrogen fuel cell technology – what markets make sense? Which problems are being solved?

DATA

5:15 Technologies of the future: the power of data

The future is now – are you aware of what technology your competitors are using? Join the discussion to be up to date on the latest advancements in the industry.

- Your storage unit is installed – are you managing your data efficiently?
- Cybersecurity – could your systems be exposed?
- Storage management systems in review
- Blockchain, AI, IoT – and more

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