

SOLAR & STORAGE FINANCE & INVESTMENT TEXAS

Hyatt Regency Austin | | 9-10 April 2019
<https://financetexas.solarenergyevents.com/>

DAY ONE TUESDAY 9 APRIL

08:30 BREAKFAST & REGISTRATION

09:30 OPENING REMARKS FROM THE CHAIR

Elizabeth Kaiga, Key Account Director, Renewable Energy, **DNV GL**, North America

09:40 PANEL DISCUSSION: SOLAR, STORAGE AND EVS: HOW TO LEVERAGE DISRUPTIVE FORCES

- Macro picture - investment into these technologies in 2018
- Will 2019 shape up similarly?
- Bringing the industry together to capture the benefits of distributed energy, storage and low carbon transport
- Specific knock-on-effects in ERCOT

Moderator: **Elizabeth Kaiga**, Key Account Director, Renewable Energy, **DNV GL**, North America

Paula Gold-Williams, President and CEO, **CPS Energy**

Mark Frigo, Vice President, Head of Energy Storage, North America, **E.On**

Stacey Hughes, Chief Financial Officer, **Sunlight General Capital**

10:30 ASSESSING MARKET ATTRACTIVENESS FOR RENEWABLES

Stephanie E Chesnick, Principal; Americas Transaction Advisory Services Power & Utilities Leader, **Ernst & Young**

11:00 NETWORKING BREAK AND SPEED NETWORKING

11:40 PANEL DISCUSSION: POWER DEMAND IN TEXAS

- Tracking the needs of industry and consumers
- Preparing to meet the needs of the buyer, and the market of the future
- Electric vehicles
- P2P trading
- Blockchain
- Decentralised generation
- Flexibility
- Energy efficiency
- The impact that the roll out of electric vehicles could have on the market
- Filling in the gap caused by shutting down coal plants

Wayne Morton, Chief Executive Officer, **Wind Energy Transmission Texas**

Thanasis Iatrou, Co-Founder & CEO, **Caprock Renewables**

Randa Stephenson, Senior Vice President, Wholesale Markets and Supply, **LCRA**

Randy Etheridge, Owner, **BigDog Energy LLC**

12:20 PANEL DISCUSSION: **VALUING A PORTFOLIO IN TEXAS: SECONDARY MARKET DEEP DIVE**

- What's the likely scale of the market in Texas?
- How have secondary markets for wind performed? What lessons can we infer from this?
- What returns could be expected?
- What are the risks in the ERCOT market?

Moderator: **Stephanie E Chesnick**, Principal; Americas Transaction Advisory Services Power & Utilities Leader, **Ernst & Young**

Jerry Polacek, Managing Director and Group Lead - Clean Energy and Infrastructure, **Tortoise**

Enrico Ladendorf, Managing Director, **Pason Power**

Scott Brown, CEO & Managing Partner, **New Energy Capital**

1:00 **NETWORKING LUNCH BREAK**

2:30 INTERACTIVE BREAKOUTS: **REVENUE STREAMS FROM STORAGE**

- Is the market designed to allow storage to be accommodated?
- What is a battery's highest value application?
- Stacking revenue streams in the ERCOT market
- Storage is it able to disrupt existing markets such as fast frequency response and capacity markets?
- How will businesses survive a rule change if there are too few revenue streams?
- Do utilities put enough value into externalities storage can reduce – e.g. air pollution?

3:00 CASE STUDY: **SECURING INVESTMENT IN A LARGE STORAGE PORTFOLIO**

- Feedback from Investors seeking to enter storage asset finance – what are the some of the primary challenges they face?
 - Approach to merchant / un-contracted revenue risk
 - Approach to regulatory risk
 - Approach to technology risk
- What can Developers do to avoid key mistakes and other potential pitfalls?
- How can Developers engage with Investors to transact effectively?

Ryan Hamilton, Senior Advisor, **Javelin Capital**

3:30 **NETWORKING REFRESHMENT BREAK**

4:00 **DEVELOPERS' SHOWCASE**

Meet developers working on solar and storage projects in the ERCOT market. Each speaker will give a brief 5-minute outline about their project before an interactive panel discussion. Use this session to understand how project developers in Texas are:

- Securing land and grid connections
- Securing finance and investment
- Signing PPAs – what the market looks like right now and what kind of off takers (utilities, corporates and public sector energy buyers) developers are working with
- The technology mix and how this affects the expected returns for a project
- Preparing to flip assets
- Working with investors to ensure a robust long-term O&M strategy
- Congestion risk –who is shouldering the risk here?

Erick Bauman, Director of Origination, **Silicon Ranch Corporation**

Rich Clark, Director of Engineering, **7X Energy**

Michael Lumbley, COO, **Alternative Resource Group**

5:00 **ROUND TABLES & DRINKS RECEPTION**

These round tables will look at:

- Overview of the existing projects in the state: completed and pipeline
- Who's funding pipeline and what challenges might there be?

- Key policy mechanisms and support from local government agencies
- Main industry players and review of commercial and industrial deals
 - Houston
 - San Antonio
 - Dallas
 - Austin
 - Fort Worth

6:00 **CLOSE OF DAY ONE**

DAY TWO WEDNESDAY 10 APRIL

08:30 BREAKFAST AND COFFEE

09:30 **OPENING REMARKS FROM THE CHAIR**
Milam Foster Newby, Partner, **Vinson & Elkins**

09:40 **UPDATE FROM ERCOT**

- ERCOT 101: what we do and locations we cover
- In terms of planning: what ERCOT is taking into consideration, and the timelines we plan to
- Preparing for a truly decentralised energy market: wind, solar, storage and EVs
- Energy demand and resource adequacy

Warren Lasher, Senior Director of System Planning, **Electric Reliability Council of Texas, Inc. (ERCOT)**

10:10 **HOW LEGISLATION IN TEXAS IS MOVING**

- Short overview of what's happening with Texan legislature
- Pieces of legislation which are being tracked: which relate specifically to solar
- Possible scenarios
- Next steps

Charlie Hemmeline, Executive Director, **Texas Solar Power Association**

10:40 **NETWORKING REFRESHMENT BREAK**

11:10 **BTM, FTM & ACROSS THE METER: AN ANALYSIS OF DIFFERENT MARKETS FOR STORAGE**

- Comparison of different RTOs in the USA: what are the differences of working in them?
- How does the Texan market compare?
- Regulations
- Ease of doing business
- Frameworks for storage
- Returns

Evan Ture, Chief Revenue Officer, **Indie Energy**

11:30 **V2G AS MOBILE STORAGE ASSETS FOR AUSTIN SHINES**

- Brief Description of Austin SHINES and how PSI is part of the project
- Introduction to V2G and why it is important for DER and Storage
- Work done on the technology at PSI
- Results from installation and Lessons learned
- The future with mobile storage

Andrea F. Tosi, Power Systems Specialist, **Pecan Street Inc**

12:00 **PANEL DISCUSSION: THE FUTURE OF SOLAR AND STORAGE IN TEXAS**

- Will Texas be the first state with truly large scale solar and wind penetration?

- Meeting the needs of local utilities – how will private sector and utilities work together?
- Opportunities beyond standard large scale solar or storage projects
- Can wind and solar co-exist on the same connections?

Moderator: **Kaiba White**, President, **Solar Austin** & Director **Public Citizen**

Clifton Karnei, Executive Vice President & General Manager, **Brazos Electric Power Cooperative, Inc.**

Scott Deatherage, Advisory Board Chair, **Alternative Resource Group**

12:40 **FUNDING FOR INNOVATION**

- Fund for innovation – outline of the \$4bn fund
- What kind of projects are in the DoE mandate?
- Technology mix and project size
- How can companies apply for funding?
- Externalities the DoE is looking at in addition – e.g. increases in productivity, improvements in air quality

Dan Tobin, Senior Director, Originations Loan Programs Office, **US Department of Energy**

1:00 **NETWORKING LUNCH BREAK**

2:30 **SHARK TANK**

We are looking for innovative technologies to share ideas and pitch for funding. Inspired by the famous shark tank TV show, this session will allow companies with non-lithium technologies to pitch to a panel of investors. This insightful session will leave attendees with an understanding of how different technologies compare, and what investor appetite for each is like.

- Cost comparison across different technologies and expected cost curve
- Capex and bottom line across different applications and project sizes
- Levelised cost of energy
- Expected lifespan and returns
- Retirement and recycling, and impact on the environment
- Supply chain for materials

Moderator: **Richard Amato**, Director, ATI Energy & Global Energy Lead, **IC² Institute - The University of Texas, Austin**

Dan Tobin, Senior Director, Originations Loan Programs Office, **US Department of Energy**

Ignacio Juarez, CEO, **Semitive**

Omeed Badkoobeh, Co-Founder and CEO, **Yotta Solar**

Michael Lumbley, COO, **Alternative Resource Group**

3:30 **WRAP UP**