



# 6TH ANNUAL SOLAR & STORAGE FINANCE USA

29 - 30 October 2019 | New York City, USA

AGENDA  
#SSFUSA



A SOLAR MEDIA EVENT



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# TERAWATTS AND TRILLIONS

The pressure is on to invest in solar and storage. The rewards will be high for the next wave of adopters and the losses will be great for the latecomers. Investment into solar and storage is ramping up, get involved today as we ask what it takes to get to terawatts and trillions.



## "TRILLIONS AND TERAWATTS – RAMPING UP INVESTMENT INTO SOLAR AND STORAGE"

# AMERICAN SOLAR & STORAGE: TOWARDS 100% RENEWABLES



# WIN GLOBAL BUSINESS



The Solar & Storage Finance Series is a global series of events where decision makers meet to win new business. If you would like to become a series sponsor and join the list of global players winning business, contact Chris Hugall on chugall@solarmedia.co.uk



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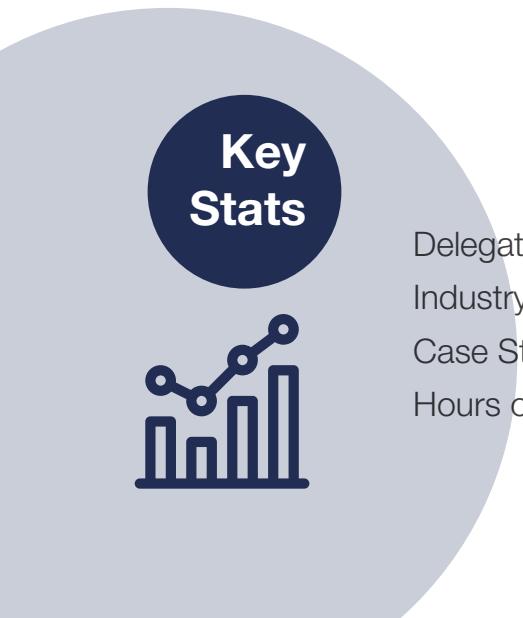
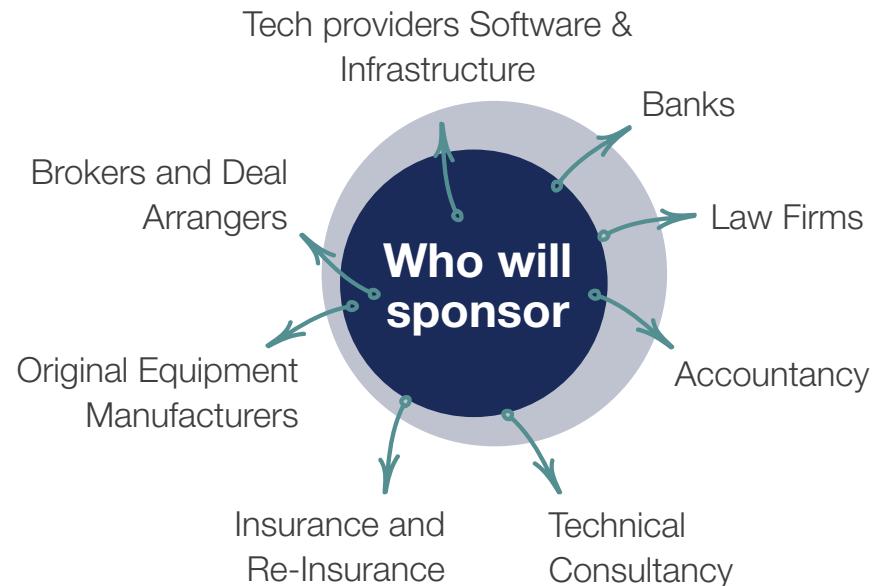


5 - 6 February 2020



31 March - 1 April 2020 | Lisbon, Portugal

# THE EVENT WHERE BOARD LEVEL ATTENDEES MEET TO DO BUSINESS



C-suite	Power
Heads/Directors/ Managing Director, Senior Vice President	Head of Investment Investment Director
Energy & Utilities	Fund Manager
Renewables and Alternative Energy	Partner
Climate Finance	Origination Securities

# DRAFT AGENDA

## DAY ONE, 29 OCTOBER 2019

### 08:30 REGISTRATION AND REFRESHMENTS

### 09:00 WELCOME FROM SOLAR MEDIA & AUDIENCE LIVE POLLS

This 5-minute kick-starter session will initiate a business card swap and use slide to crowdsource the hot button issues from the audience to inform discussion for the event.

### 09:05 OPENING REMARKS FROM THE CHAIR

This short introduction will provide a quick update on discussion points for the day and logistics for round tables and networking activities.

#### HOW TO RAMP UP INVESTMENT INTO SOLAR

### 09:15 TRILLIONS AND TERAWATTS

Trillions of dollars are needed if we are to hit our climate change mitigation goals. In addition to that, the power sector is undergoing a fundamental shift as generation becomes more decentralized, storage matures and comes down in cost and more technologies hit the sector. These factors create a huge opportunity for investors but the industry needs to provide comfort that the risks are low to attract more institutional funds. This session is designed to explore:

- Returns from solar and storage – an analysis of what to expect and how to keep them high
- Asset owners speak back: solar, solar+storage and storage as asset classes – how do they compare with other infrastructure investments?
- Thoughts from institutional investors about how the industry can attract long term capital to the market
- How to increase deal value and project size – examples from recent deals
- How effective has securitization been at attracting investors with low risk appetites?
- Macro issues affecting investor risk appetite: economics, politics and climate change

#### SECONDARY MARKETS AND M&A: HOW WERE SUCCESSFUL DEALS STRUCTURED?

### 10:00 UNDER NEW OWNERSHIP?

This panel will give the audience an update on assets changing hands, and the M&A landscape in the USA. We will look at where capital and buyers are coming from, how to win investment and how the trends 2019 has presented might continue. Discussion points include:

- Secondary markets – deal flow in 2019, are we trading on a project-to-project basis or portfolios and companies?
- How have successful deals been structured? What were the elements that helped?
- What do asset owners need to do to get the best deal?
- How will traditional energy companies approach the market in the future? (utilities, oil and gas)
- Do investors see oil and gas companies as competitors, capital providers or partners?

- What are we seeing in terms of valuations?
- How are O&M and Technical Asset Managers supporting deal values?

### 11:00 REFRESHMENTS AND NETWORKING

#### DEBT, EQUITY & TAX EQUITY: HOW TO ATTRACT IT INTO PROJECTS IN 2020

### 11:30 EVOLUTION IN CAPITAL: DEBT, EQUITY AND TAX EQUITY

This session will look at how traditional capital providers to the sector are evolving their offerings to deal with increased complexity in project design. We will look at co-located solar and storage case studies to ask whether the economics are there yet and what project developers can do to work more effectively with partners.

- How to attract capital to a project – what do you need to do to work with providers in the future?
- How is the project finance market evolving and how are debt providers working on more complicated project designs?
- How does the cost of capital compare for solar, co-located solar and storage, and stand-alone storage?
- Are we in a lithium bubble or are capital providers ready for other storage technologies?
- How are lenders dealing with complicated capital stacks?
- How has the tax equity market moved in 2019? What kind of deal sizes have we seen and are corporate providers still active?

### 12:30 LUNCH BREAK AND NETWORKING

#### HOW TO GET THE BEST VALUE FROM YOUR PPAs

### 13:30 PPAs

This session will outline how the PPA market is evolving and how companies have negotiated the best value from their PPA.

- How to work with different offtakers coming to the market – understanding their needs and winning business
- How successful generators are changing their offerings and structuring deals
- Hedging merchant risk
- Allocating balancing risk in the right way between stakeholders
- Overview of strengths and weaknesses of different markets

# DRAFT AGENDA

## DAY ONE, 29 OCTOBER 2019

### 100% RENEWABLES: CAPTURING BUSINESS FROM CITIES AND CORPORATES

#### 14:00 100% RENEWABLES: MOVING FROM TALK TO ACTION

This afternoon session will feature a deep dive into how we can drive uptake for renewables at a state level, a city level and through corporate energy buying.

We will host two short panel discussions where energy buyers will outline their challenges and concerns with renewables, then the audience will have the ability to break into two round tables of their choice and will be able to meet with both buyers and industry.

- The interplay between Federal policy-making and state-level policy-making in driving the market forward
- Review of states with a 100% renewable target – is the infrastructure and the capital there to support it?
- From cities to corporates – how can you work with large energy users?
- Did we reach the 6.4 GW\* highs from the corporate market predicted in 2018 – what can the industry do to improve this?
- What new mechanisms are available to hedge risk? What is the relationship between generation, energy buyers and networks now?
- What is the size of the corporate PPA market in 2020?

\* EY identified corporate buyers entered into over 6 GW of power purchase agreements (PPAs) in the USA in 2018

### STORAGE DEEP DIVE

#### 15:00 MONETIZATION OF MERCHANT STORAGE REVENUE STREAMS

#### 15:30 MAXIMISING REVENUE FROM CO-LOCATED SOLAR & STORAGE

- What are the use cases for standalone storage, and how to define your area of focus
- How the economics work for merchant storage stand alone, and what revenues and returns are possible
- Why solar+storage makes sense: the co-location value drivers
- What an optimal storage+solar configuration could look like: ratio of storage to solar to grid, battery duration etc.
- Risk and financing considerations
- Deal microscope – how have successful deals been structured?

“ A really interesting event that gave a flavour for what's possible in North American battery storage.”  
R.M. Aura Power

#### 16:00 REFRESHMENTS AND NETWORKING

### REGULATION AND POLICY

#### 16:30 REGULATION AND POLICY: FROM FEDERAL TO LOCAL

This session will provide a deep dive into the policy landscape in the USA and provide insight into what panelists and the audience expect in 2020, how a Green Deal could play out, the impact that FERC Order 841 has had and how to prepare for a future without subsidies.

- What could the New Green Deal mean for the industry
- A NON-PARTISAN analysis ahead of the 2020 election – what can we infer from candidates' support of renewables?
- FERC Order 841 – what have the results been for deployment of storage?
- Audience vote: where would they like policy to move in 2020?
- Post subsidy era – what mechanisms would be useful to the industry in the absence of subsidization?
- Is there a need for policies aimed at energy buyers?
- Dealing with the ITC phase out

### NETWORKING ROUNDTABLES

#### 17:15 ROUND TABLES WITH BEER

It works: great minds, great beer (or wine) and the chance to get your own questions answered: our ROUND TABLES WITH BEER are always a huge success.

Suggested topics include:

- Locations for new development – where are people prospecting for business?
- The economics of solar + storage – when do attendees think they will work?
- Community projects – accessing one of the hottest markets in the USA
- Utilities' role in the industry – how do we overcome the barrier of what utilities can own and what role can private companies play in building and leasing storage assets?
- Is lithium-ion the best technology? How are longer-duration batteries maturing and what are their economics like?

#### 18:00 DRINKS RECEPTION AND NETWORKING

#### 18:30 CLOSE OF DAY ONE

# DRAFT AGENDA

## DAY TWO, 30 OCTOBER 2019

08:30 RE-REGISTRATION & REFRESHMENTS

09:00 OPENING REMARKS FROM THE CHAIR

### GETTING READY FOR LIFE WITHOUT THE ITC

#### HOW ARE COMPANIES PREPARING FOR LIFE WITHOUT THE ITC?

This session will look at what developers are doing to prepare for the ITC phase-out. We will look at this at a company level in terms of business models, technology level in terms of project design and the uplift provided by novel technologies or improvements in tech. We will also look at cost of capital and how capital providers can assist.

- Equipment, balance sheets and raising capital – what are developers doing to prepare?
- Are there lessons from European markets? What has been effective in the move towards parity?
- What part will technology play? How quickly will we enter a solar + storage market as the norm? What are the barriers?
- Improvements in technology – how do newer PV projects compare with older counterparts?
- Is the industry ready to embrace digitization, what ROI can it provide?
- Cost of capital 2019: what is it and is there any room for manoeuvre?
- Working with partners: how are developers working more effectively with their supply chains, lenders and investors?
- How will the ITC phase-out affect different parts of the PV industry?

### IMPROVING PROJECT COSTS

#### COMPONENTS – COST AND IMPROVEMENTS

Find out how the supply chain can assist in reducing cost as well as how technologies are improving. This session will look at:

- What technologies are really driving solar forward and providing the most gains?
- Focus on: trackers and bi-facial panels – 2019's buzz-words, but what difference do they make?
- Innovation in IT – is this the next growth area for PV?
- How could the returns for a project built in 2019 differ from older projects?
- What is the audience genuinely excited about and which technologies might be "hot air"

10:45 REFRESHMENTS AND NETWORKING

### SPEED NETWORKING

#### SPEED NETWORKING

Like speed dating but with less awkward outcomes, this fast-paced session will help you meet more of the audience. So how does it work?

- Participants will receive either a red or a blue card
- Red card participants are "hosts" and will remain where they are
- Blue card participants will move every 3-minutes when the bell rings
- Networking will take place at stand-up cocktail tables with six people to a table: three reds and three blues
- Bring lots of business cards and hone your elevator pitch!

### COMMUNITY PROJECTS

#### COMMUNITY ENERGY: ACCESSING OPPORTUNITIES IN THE SPACE

2018 saw a flurry of excitement in community energy. Has 2019 met those expectations and what could 2020 hold? This session will show the audience:

- Overview of deals in 2019 – project sizes, locations and mix of technologies
- Will we see growth in community energy projects in 2020?
- Availability of aggregation programmes
- Who's financing projects?

13:00 LUNCH BREAK AND NETWORKING

“Great experience to learn more not only about the latest developments in the storage sector, but also to identify some specific opportunities that are being developed and the trends that each of the different players are seeing for the near future.”  
**J.T. NADB**

# DRAFT AGENDA

DAY TWO, 30 OCTOBER 2019

## TRANSMISSION DEEP DIVE

### 14:00 INSIGHT INTO TRANSMISSION PROJECTS, UPGRADES AND WORK TO ACCOMMODATE SOLAR & STORAGE

This session will look at how transmission is evolving across the nation to accommodate solar and storage. We will look at both investments and upgrades as well as bottlenecks, helping attendees to better assess investment opportunities.

- Overview of active projects and where power will move from/to
- What's stalling new transmission and how can projects be enabled to succeed?
- Who's willing to invest in new transmission?
- What role will transmission play in an increasingly decentralized market?

### DEVELOPMENT & INVESTMENT OUTLOOK: WHERE TO GO, WHAT TO DEVELOP AND WHY

### 14:30 STATE OF THE MARKET & 2020 OUTLOOK

As the market matures, this session will look at where opportunity in 2020 will lie. We will look at what's installed, where and where to look for new opportunity, paying attention to the different technologies available. This session will also consider the infrastructure in place to support development.

- Review of geographical markets within North America with the right conditions for new project development
  - Solar, solar + storage, solar/wind, wind + storage and EV network plans
- Power prices and demand forecasts
- Infrastructure development projects

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

R.O. Dadeni Solar, LLC

## GET YOUR ASSET MANAGEMENT RIGHT

### 15:00 MAXIMISE YOUR RETURN ON INVESTMENT BY BUILDING A BEST-IN-CLASS ASSET MANAGEMENT PLAN

This session will look at what to do with assets once built or acquired. Using short case studies, we will look at how asset owners have nailed their asset management.

- In-house versus outsourcing – what's the best approach for your assets?
- Repowering case studies: what have companies learnt from repowering? How much of an ROI can you really demonstrate?
- How to get your asset manager on board – what's the most effective way of avoiding downtime through managing your asset manager or team effectively?
- Predictive maintenance – how to do this consistently
- Improving reaction times

### 16:00 REFRESHMENTS AND NETWORKING

## FLOATOVOLTAICS

### 16:30 FLOATING SOLAR: HOW TO AVOID THE PROBLEMS OFFSHORE WIND FACED?

This session will look at how the floating solar market may pan out in the USA. Using case studies from built projects, we will look at:

- The intricacies of funding floating solar: how have projects been funded?
- How does the design affect the due diligence process?
- What opportunities exist in North America?
- How can we scale-up from pilots to larger projects?
- Lessons from the USA offshore wind industry

### 17:30 CLOSE OF SUMMIT

“ I was a speaker and I was pleased with the amount of contacts I made with potential tax equity investors and developers.”

G.F. New York Power Authority

“ Excellent event providing deep insight. Good level of senior management attendance and therefore valuable networking.”

M.R. Enercoutim

“ Large Scale Solar Europe was an exceptional event, from the organization to the quality of speakers, attendees and networking. For sure who wants to make business in large scale solar business must be there. Congrats!”

F.M. Sotecnisol Power & Water

“ Solar Finance: the best conference in the European solar landscape.”

A.P. Bluefield LLP