

3RD SOLAR ENERGY INVESTMENT & FINANCE SUMMIT USA

May 5-6 2010, San Francisco, USA



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HOME AGENDA SPEAKERS WHO'S ATTENDING? SPONSOR & EXHIBIT PARTNERS VENUE REQUEST INFORMATION GET BROCHURE REGISTER

Co-located with Solar Legislation, Regulation & Policies USA (May 3-4)

Testimonials

“ I wasn't certain what I would glean from the conference... I was very pleased though, as it gave me 30 thousand foot views of the industry, which spawned new ideas and direction for us at Ambassador Energy ”

Join the New Solar Today LinkedIn group to discuss and share industry news

Latest Agenda

Day One - May 5

09:00 - 09:45 Keynote Panel: Project Financing in 2010

- Reality check – what is the current state of the solar investment & finance market as we are halfway through 2010 – which projects have succeeded, failed and why
- What are the differences between project financing for smaller projects and larger? What requirements need to be in place and what is the optimum project financing structure for your size of project?
- Where is the future for Solar I&F – understand which projects are most likely to get right through the financing process for both public and private money, and apply lessons learned for your projects

John Bartlett, *Financial Analyst*, **Department of Energy**
 Michael Mendelsohn, *Senior Financial Analyst*, **NREL**
 Chris Bala, *Vice President - Project Development*, **United Solar Ovonix**
Moderated by: Paula Mints, *Principle Analyst*, **Navigant Consulting**

09:45 - 10:00 Keynote Address:

- Hear about the latest Californian initiatives from the State Treasurer and the part that solar will play in the renewable future of California
- Hear how renewable energy funds from the State California will help propel the solar industry forward in this time of recovery

The Honorable Bill Lockyer, **State Treasurer of California**

10:00 - 10:30 Impact of New Legislation on Solar Energy Investment & Finance

- A crucial update on the Energy and Climate Bill – Understand how certain provisions will bear strongly on the solar market, including the cap and trade structure on carbon emissions, increased credits for solar and a clean energy bank
- Understand how a 30% manufacturing tax credit could dramatically benefit technology developers and the impact of new regulatory changes for solar project developers
- Get the latest updates on initiatives in the pipeline and how they could accelerate the development of your large-scale or distributed generation project

John Bartlett, *Financial Analyst*, **Department of Energy**

10:30 - 11:00 - Networking Coffee Break

11:00 - 11:30 Regulation and Government Subsidies –A Guide

- Understand how recent regulatory changes have affected tax credits, how this



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will spur on your utility scale or distributed project and the deadlines you need to stick to!

- ⊕ Get to grips with how stimulus money has played a role in deals done in 2009; learn from the lessons of your peers (and avoid their mistakes!)
- ⊕ Discover how subsidies are likely to continue so that you can plan effectively, and how the extension of the Treasury Tax Subsidy Program will impact your project and investment – will extension ensure that projects not yet ready to begin construction or tax equity markets not yet primed to rebound, will still have a chance to benefit?
- ⊕ Understand timings for the Treasury Tax Subsidy Grant Program and the Loan Guarantee Program, so that you are fully prepared for the processes required

Vicky Macdowell, *Risk/Compliance Officer*, **US Department of the Treasury**

11:30 - 12:00 Getting Financed with Stimulus Money; Navigating the Loan Guarantee Program

- ⊕ Understand how getting to grips with requirements for stimulus dollars will save you valuable time and money and give your application the best possible chance of success
- ⊕ Understand how the Loan Guarantee Program works, what the application requirements are and which projects are likely to succeed, and why!

Kenneth Hansen, *Partner*, **Chadbourne & Parke**

12:00 - 1:30 - Networking Lunch

Utility Scale Solar in 2010 – From PPAs to EPCs – Understanding Financing Issues For Successful Contracting

1:30 - 2:15 Les Sherman, *Partner*, **Orrick**

2:15 - 2:45 Kelly Beninga, **WorleyParsons**

2:45 - 3:45 Overcoming Common Stumbling Blocks – Effective Planning for Financeable Projects

- ⊕ Understand why projects with each component fully secured are at a considerable advantage
- ⊕ Get the latest on how to structure projects that meet the economic return and risk mitigation requirements of both debt and equity financiers
- ⊕ Get the very latest on the transmission infrastructure gap and understand how effective regulatory support and planning can help!

2:45 - 3:15 Glen Davis, *CEO*, **Agile Energy**

3:15 - 3:45 Jesse Tippett, *Managing Director*, **Albiosa Corporation**

3:45 - 4:15 - Networking Coffee Break

4:15 - 4:45 First-Round Financing in 2010 – How Morgan Solar Raised \$8.2 Million for their CPV Project

Nicolas Morgan, *VP Business Development & Marketing*, **Morgan Solar**

4:45 - 5:15 Lessons Learned From Europe – A Case Study

- ⊕ How will new companies coming into the flourishing US market affect the financing and deal structures of future projects
- ⊕ What can be gleaned from the European solar experience and how can the industry benefit from important lessons learned there in both financing and project development

Michael Armstrong, *Business Development Manager*, **Concentrix Solar**

5:15 - 6:45 - Networking Drinks Party

Day Two - May 6

9:30 – 10:45 – Working Group Discussions and Targeted Networking Sessions

10:45 - 11:00 - Networking Coffee Break

11:00 - 12:00 Tax Equity for Solar Project Financing

- ⊕ What are the expectations of tax equity investors and what do you stand to gain from this mode of financing?
- ⊕ Get an A-Z guide on how to identify and secure tax equity financing in 2010, and get up to date on how this could change in coming years
- ⊕ Hear from SolarCity on their recent Tax Equity deal with PG&E – how did the deal come about, and what's next for this new partnership?
- ⊕ Understand how tax equity investors differentiate between solar technologies, and what their expectations are in the 2010 solar market

Mike Niver, *Director, Product Finance*, **SolarCity**

Mit Buchanan, *Managing Director*, **JPMorgan Capital Corporation**

Bruce Gebhardt, *Partner*, **Pathfinder Capital Advisors**

Edward Fenster, *CEO*, **SunRun Inc**

Moderated by: Lauren Hill, *Senior Vice President*, **Mesirow Financial**

12:00 - 12:30 Navigating a Debt and Equity Financing Deal in Practice

- ⊕ Is your project risky or even feasible for debt financing? Find out what steps banks are taking to ensure ROI – give banks the confidence they need to comfortably finance your project
- ⊕ Understand why your PPA, EPC & O&M plans need to be secured in order to secure your financing
- ⊕ From 50MW to 250MW – How much more difficult is it to get financing for a 250MW project, how many more banks need to be involved and what hurdles can you expect as your project increases in size?

Vinod Mukani, *Senior Director, Structured Finance Americas – Origination*, **Nord LB**

Himanshu Saxena, *Vice President*, **Starwood Energy Group Global, LLC**

12:30 - 1:00 Debt Financing Availability

- ⊕ Understand what the true cost of debt and availability of debt financing is in 2010, and what you stand to gain!
- ⊕ Understand what lenders are looking for in your projects and how they assess their investment options – what are banks criteria and how do you match your strengths to the banks requirements
- ⊕ Hear from those who are lending and borrowing and understand the steps you

need to ready your project for financing

Bill Harrison, *Structured and Project Finance - North America*, **BBVA Securities**
 Vinod Mukani, *Senior Director, Structured Finance Americas – Origination*, **Nord LB**
 Nikolas Novograd, *Vice President of Finance*, **Nextlight Renewable Power**

1:00 - 2:15 - Networking Lunch

2:15 - 3:10 Private Equity and Venture Capital – Get Funded, Fast!

- ⊕ What does it take to successfully raise equity capital for a project or corporate? What have you learned through your experience?
- ⊕ Commercialization Gap between venture and project: venture backed company to project developer and project from venture. Two perspectives
- ⊕ What policy would be most helpful in the US? Technical Performance Guarantee by DOE - Aggressive and sun setting national FIT with domestic content provisions
- ⊕ Risks for the future

Gilbert Barnes, *Managing Director*, **Greencore Capital**
 Abe Yokell, *Principal*, **Rockport Capital**
 Jon Bonanno, *Chief Investment Officer*, **Sustainable Power Assets**
 Rohn Crabtree, *Partner*, **Energy Power Partners**
 Joshua Raffaelli, *Associate*, **Draper Fisher Jurvetson**

3:10 - 3:30 - Networking Coffee Break

Post-Recession Solar - Markets and Opportunities

- ⊕ Get the down low on new global and regional markets for solar and hear about their investability – how do regional incentives and bank involvement affect the prospect of business development in these areas?
- ⊕ How are stimulus dollars helping, what is getting announced and what does this tell us about the state of the market?
- ⊕ How has demand changed over the last twelve months and what impact does this have on financing from both equity and debt
- ⊕ Understand how realistic cost projections will have an escalated impact on large scale projects, and how to take into account the forgotten factors

3:30 - 4:15 Jerry Bloom, *Partner*, **Winston & Strawn**

4:15 - 4:45 Michael Mendelsohn, *Senior Financial Analyst*, **NREL**

4:45 - 5:30 Utilities – From PPA to Ownership in 2010 and Beyond

- ⊕ Get to grips with purchase rates and power purchase program structures in the US in both investor owned and municipal state utilities
- ⊕ Ensure you understand how to work with small municipal utilities and large investor owned utilities alike and work with these bodies towards common goals
- ⊕ How will utility involvement in Solar Project Development evolve over the next decade – hear the latest on exciting initiatives that offer the opportunity for up to 100,000MW of solar in the Western States!

Mark Kapner, *Senior Strategy Engineer*, **Austin Energy**
 Bud Beebe, *Regulatory Affairs Coordinator*, **SMUD**
 Aaron Johnson, *Director of Renewable Energy Policy & Strategy*, **Pacific Gas & Electric**

Moderated by: David Peck, **California Public Utilities Commission**

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Speakers



To keep up to date with this event, or to request further information, contact Sara Lloyd-Jones by email sara@newsolartoday.com

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