ENERGY STORAGE SUMMIT

Energy Storage Summit
November 15 - 17, 2010, Wyndham Lisle-Chicago Hotel & Executive Meeting Center, Chicago, IL

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Conference Day One: Tuesday 16th November 2010

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7:30 Networking Breakfast & Registration

8:00 Chairperson's Welcome & Opening Remarks

8:15 The Missing Link In Achieving A Next-Generation Power Infrastructure: Obstacles To Bringing Storage Technologies To Market

This opening address will highlight the necessity of energy storage technologies in the future electric power infrastructure and the obstacles that need to be overcome in order to successfully bring storage technologies to market. Large-scale adoption of storage technologies holds substantial promise for transforming the electric power industry through assisting renewable source integration, enhancing transmission and distribution design, modernizing the Smart Grid, and bolstering customer-sided service deployment; however, there are inherent limitations in bringing storage technologies from the marginal to mainstream levels. Key topics of discussion will include:

- Range of existing market obstacles, such as competing technologies (e.g., wind forecasting, IT solutions), lack of incentives, venture capital and business models
- Who is responsible for the development and promotion of storage?
- FERC/DOE
- State Regulatory Authorities
- Retail "Push" for better technologies
- What it will take to create a sustainable market for storage growth

Todd P. Hillman
Executive Director, Strategic Business Development
Midwest ISO

9:00 Case Study: Utilizing Efficient Market Mechanisms For Storage-To-Grid Integration

As variability is bound to increase with higher proportions of renewable generation, it is well known that energy storage can help deliver greater flexibility to the grid, but what is not known is how to accept this enhanced flexibility through existing and future market mechanisms. Exactly what elements of market design are necessary for efficient operation and for renewables integration? In this session, you will learn how to:

- Accommodate renewables by unbundling ancillary services
- Avoid the economic cost of load curtailments and the opportunity cost of under-utilized generation through various ancillary products
- Add flexibility to the grid through contingency reserves and software controls

Praveen Kathpal
Director, Market & Regulatory Affairs
AES Corp.

9:45 Focused Case Study: Battery Energy Storage: Utilizing Existing Technology In New Applications

Today's battery energy storage technologies combine power conversion technologies used in the Grid since the 1970's along with battery technology developed over decades for the utility industry. This session will provide an overview of technologies and applications that have, over the years shaped the development

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Tell a Colleague

of Battery Energy Storage.

Brian D Scott
Lead FACTS Engineer
ABB Inc.

10:00 - 10:30 Mid-Morning Coffee & Networking Break

10:30 Exploring The Evolving Regulatory Landscape

Energy-related markets are heavily reliant on government policy and regulation, and the evolving legislative landscape will influence stakeholder value propositions. This session will guide you through the latest policy developments and guidance on taking advantage of available incentives and support to further your project goals. You will learn about:

- The role of energy storage in meeting RPS goals
- Storage Technology of Renewable and Green Energy Act of 2010 and role of tax credits in market acceleration
- Distinguishing between bulk storage and distributed storage policy support and incentives

Brett Perlman
President, Vector Advisors; Former Commissioner
Public Utility Commission of Texas

11:15 State And Local Initiatives And Incentives

Although there is federal support facilitating storage R&D, such as the ARRA funding for Smart Grid and energy storage demonstration projects, state agencies play a crucial role in the evolution of storage as well. It is crucial that stakeholders are fluent in what programs and initiatives are available. In this session, you will hear about state and local activity relevant to the storage enterprise.

Alyson Grady
Renewable Energy Manager
Illinois Energy Office

12:00 Networking Luncheon

1:15 Energy Storage Infrastructure and the Advent of Plug-in Electric Vehicle

There are many significant opportunities and challenges for this game-changing new technology and the infrastructure necessary for its long-term viability and success. The influx of PEVs will introduce new demands on the existing electric grid infrastructure. This panel will focus on what market participants are doing to get ready for this new innovation that will change the way Americans drive at home and away from home.

- Addressing various regulatory issues, potential rate structures, financing sources, and environmental and siting considerations
- Discussing innovative rate structures for PEVs and surrounding infrastructure, storage and grid issues
- Examining logistical considerations of building the infrastructure for PEVs

Michael A. Stosser
Attorney at Law
Day Pitney LLP

2:00 Energy Storage Investing: Opportunity Recognition In A Changing Landscape

With the power industry evolving at a rapid rate and storage playing a more integral role in the future energy infrastructure, it is widely recognized that both government and private funds are need to facilitate and sustain project implementation. Investment appetites are certainly evolving as briskly as the industry itself. In this session, you will hear about performance metrics that are driving investment in storage as well as:

- Aligning storage performance to market opportunities
- Early stage decision making for high yielding investments
- What to expect from the future storage market place

Walter Nasdeo
Director of Research & Senior Energy Storage and Energy Efficiency Analyst

Ardour Capital

2:45 Afternoon Networking & Coffee Break

3:15 Utility Innovations Case Study: PSEG Corp.

Energy storage technologies encompass a variety of applications on varying scales; however, grid-scale utility adoption is a central component to revolutionizing the electric power industry and overcoming economic and social challenges, such as curtailing carbon emissions and increasing energy security. This session will explore PSEG Corp.'s storage activities; including projects and technology integration opportunities for the future.

John Del Monaco, P.E.
Manager, Emerging Technology and Transfer
PSEG Corporation

4:00 Distributed Generation And Storage: Exploring The Microgrid

Microgrid technology is rapidly evolving as a critical technology for coordinating distributed generation, storage and renewables in the distribution system. This session will explore the potential for capitalizing on mixed distributed generation and storage as part of the microgrid concept. Microgrids offer a system solution to the problems resulting from high levels of generation penetration. This approach not only insures greater stability and decreased transmission system overhauling, but also increases power system reliability and efficiency. Key drivers of discussion will include:

- Battery storage for generation and energy use time-shifting on the microgrid
- Advanced application and the systems approach
- Next generation R&D

Robert H. Lasseter, Ph.D.
Emeritus Professor, Department of Computer & Electrical Engineering
University of Wisconsin- Madison

4:45 End Of Day One

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Conference Day Two: Wednesday 17th November 2010

Pre-Conference Workshops | Conference Day One | Conference Day Two

7:45 Networking Breakfast & Registration

8:00 Chairperson's Welcome & Day 1 Recap

8:15 Bringing Energy Storage From Marginal To Mainstream: Harnessing Next-Generation Technologies

As energy demand increases and renewable energy becomes a more prominent power source, the nation's energy infrastructure will need to be enhanced to manage these changes. Energy storage and distributed generation technologies have the potential to significantly add wideranging value to the power industry through a spectrum of applications, which could potentially defer costly large-scale grid upgrades. In this session, you will hear about cutting-edge R&D taking place at the DOE's Oak Ridge National Laboratory.

George P. Andrews
Energy Storage Project Lead
Oak Ridge National Laboratory

9:00 Making The Leap From Pilot Project To Commercialization: Regional Market Redesign

Since the energy storage technology market is in a relatively emergent phase, narrowing the gap between pilot project status and commercialization is fundamental to the accelerating of this innovative market space. This session will explore regional market design factors to facilitate the storage enterprise. You will also hear about:

- Quantifying transmission and generation efficiency enhancements
- Resource planning for storage
- Assessing market mechanisms to accelerate storage adoption regionally

Shaun Johnson
Manager Energy Market Products
NYISO

9:45 Mid-Morning Coffee & Networking Break

10:30 Storage As An Integral Part Of Building America's Future Smart Grid

The Smart Grid will ultimately transform the power industry by changing how electricity providers operate their systems. Energy storage is an essential component of successfully integrating Smart Grid technologies into existing networks. With the DOE working to support Smart Grid projects through dispersing funding under the Stimulus for energy storage project demonstrations, understanding the facets of grid-scale storage is critical to maximizing project development and output. In this session, you will learn about:

- Self-contained electricity generation and distribution systems serving as a stability island that complements wider-scale power grids
- Storage technologies and Smart Grid infrastructure application
- Advancing the economy and creating jobs through adding value to grid systems

Ravi Seethapathy
Manager Systems Innovation & Advanced Grid Development
Hydro One

11:15 R&D Review: Plug-In Hybrid Electric Vehicles And The Future Grid

Plug-in hybrid electric vehicles are not only a crucial solution to rising carbon emissions and over-dependence of oil, but are also capable of enhancing grid efficiency at the utility-scale. Advanced battery technologies and other storage devices for PHEVs are becoming an important facet of the utility enterprise. In this session, you will hear about:

- The latest in R&D and federal funding to support demonstration projects
- PHEVs and charging stations as an integral piece of the future Smart Grid
- Codes and standards projects to assure streamlined roll-out of electrified vehicles and supporting infrastructure and customer friendly charging interfaces

James F. Miller
Senior Technical Advisor, Vehicles Technology Program
U.S. Department of Energy

12:00 Networking Luncheon

1:15 Integrating Renewables Into The Grid

With the evolving economic, social, and regulatory landscapes evolving, incorporating renewable energy sources into the nation's power portfolios is becoming more commonplace and a future necessity. In this session, you will hear about integrating renewables into the grid and unleashing the next generation electric power market. Key drivers of discussion will include:

- Integrating renewables: stabilize the grid, not the sources
- Energy storage technologies as a means to bolster and enhance Smart Grid deployment
- Technology and management applications

Brian Perusse
Business Development - North America and Europe
AES Energy Storage

2:00 Product Development Challenges For Grid Energy Storage:

This session will address product development challenges from scientific discovery, through technology development, to implementation.

Jeffrey P. Chamberlain, Ph.D.
Department Head
Argonne National Laboratory

2:45 Afternoon Networking & Coffee Break

3:15 Optimizing Existing Systems Through Storage Adoption: Building A Solid Business Case

Utilities must cope with challenges, such as aging infrastructure and the integration of increasing amounts of intermittent renewable energy. In this session, you will hear about the valuation processes necessary in making decisions of scale. You will also learn strategies to develop the judgement to know when storage projects make economic sense based on assessing exiting infrastructural assets and power portfolios.

Larry Barth
Senior Analyst
Vermont Energy Investment Corporation

4:00 Interactive Perspectives Panel: Market Outlook And Next Steps From Storage Stakeholders

Establishing clear economic benefits to developing, implementing, or investing in energy storage technologies is the first step to accelerating this innovative, emerging market space. However, it is critical

that the diverse stakeholders collaborate, form partnerships, and effectively communicate in order to maximize individual output. This interactive session will induce peer-to-peer dialogue to provide you with several perspectives on each industry's objectives with the goal of strategically driving the power industry transformation through energy storage technologies.

Moderator:

Mike Sanislo
President
High Energy Consulting

Panelists:

John Del Monaco, P.E.
Manager, Emerging Technology and Transfer
PSEG Corporation

Brett Perlman
President, Vector Advisors; Former Commissioner
Public Utility Commission of Texas

Todd P. Hillman
Executive Director, Strategic Business Development
Midwest ISO

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Pre-Conference Workshops: Monday 15th November 2010

Pre-Conference Workshops | Conference Day One | Conference Day Two

Workshop A: My demonstration project is complete. Now What? Building a Business Case for Energy Storage

Workshop B: Implementing Storage Technologies into Asset Portfolios: Evaluating Solutions and Market-Specific Results

Workshop C: Efficient Facility Management: Reducing Energy Storage and Material Life Cycle Costs

8:00am Registration

Commercialization

8:30am - 11:30am Workshop A: My demonstration project is complete. Now What? Building a Business Case for Energy Storage

The technical feasibility for your advanced energy storage project has been proven. You've successfully found government subsidies and other contributions to fund the project, and the effort has paid off- with press releases, conference presentations, and accolades from peers. It is time to take all of the lessons learned to the next step. How much should be invested now? $1 Million? $10 Million? $100 Million? And what about other technologies? Smart Grid? Demand Response? Distributed generation? Renewable energy? These new technologies are competing for the same capital that could be used to fund energy storage investment. In this workshop, you will be exposed to the portfolio approach for assembling the business case for energy storage- a technology that is one element in a diversified mix of potential energy investments.

What will be covered?

The critical elements of the business case:

- An assessment of incumbent technologies;
- Core competencies;
- Market context;
- Valuation estimate;
- Value chain analysis; and
- Evidence of customer demand

How you will benefit?

- Hear about how the customer demand will be impacted by the perceived value of the new energy storage service relative to the incumbent technology
- Learn about the conversion of energy storage technologies into a sustainable service requiring the participation of other players- each with a need for compelling business cases of their own
- Be provided with an overview of how to ensure that the risks, rewards, and necessary investments are equitably shared among each of the participants in the energy storage value chain

Workshop Leader:

Mike Sanislo
President
High Energy Consulting

11:15am Registration; Lunch will be served

Evaluation & Implementation

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11:30am - 2:00pm Workshop B: Implementing Storage Technologies into Asset Portfolios: Evaluating Solutions and Market-Specific Results

With the initial capital intensiveness of storage project deployment, it is often challenging for potential adopters of these innovative technologies to justify investments. Only the most successful value propositions and business plans demonstrating clear economic value of storage, will achieve the necessary buy-ins for project implementation. If you are trying to build strong business cases or looking to invest in one, you need to know the comparative value of storage technologies and understand which applications are optimal. This workshop will explore these issues and provide you with information tailored to your individual bottom line.

What will be covered?

- Renewable portfolio standards and effects on storage
- Services and solutions available to deliver faster ROI
- Risk and economic landscape assessment

How you will benefit?

- Understand the critical factors of project success and failures
- Develop the judgment to know if projects make economic sense
- Avert risk by analyzing technological and business limitations

Workshop Leader:

Larry Barth
Senior Analyst, Vermont Energy Investment Corporation, Renewable Energy Program Manager
NJ Clean Energy Program

2:00pm Registration

Storage-to-Grid Integration

2:30pm - 5:00pm Workshop C: Efficient Facility Management: Reducing Energy Storage and Material Life Cycle Costs

This workshop will provide an overview of best-in-class technologies and their life-cycle costs and technical performance in facilities operation. Attendees will explore life cycle cost vs. lowest capital investment design approaches to generating energy.

What you will learn:

- Integration of building envelope modular design and comparison of insulation technologies Systems
- Strategies for reducing energy through pressurization testing of building envelope
- Assessing power quality and its effect on distribution losses and conservation voltage reduction

How will you benefit:

- Deliver and profit from Zero Net Energy building design
- Maximize throughput and utilization of renewable energy sources in your facilities
- Make intelligent energy storage solution choices based on technology efficiencies and life cycle cost

Workshop Leader:

Brahm Segal
Power Correction Systems

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