



PRE-SUMMIT AGENDA

U.S. DISTRIBUTED SOLAR MARKETS: OUTLOOK AND ANALYSIS

December 1, 2010

7:30 – 8:00 *Networking Breakfast and Registration*

8:00 – 8:15 **WELCOME AND INTRODUCTION BY THE SUMMIT CHAIR**
Tony Toranto, *Partner*, LUCE , FORWARD, HAMILTON, & SCRIPPS LLP

The program is designed to provide an examination of U.S. distributed solar markets. It will look at the two leading markets (California and New Jersey) and then at the emerging markets in the Northeast and West. The goal is to give an insightful outlook and analysis of the forces shaping these markets and supply the kind of valuable information that will enable an informed evaluation of the opportunities these markets offer. For each market, the program will provide a:

- Report on the current policies and incentive programs
- Outlook for upcoming changes in policies and incentives
- Analysis of the competitive landscape
- Assessment of the market risk and key factors for success
- Briefing on the current trends in:
 - PPA agreements and pricing
 - Rooftop leasing
 - Installation, testing, and maintenance contracting

The Leading Distributed Solar Markets

8:15 – 9:30 **THE CALIFORNIA MARKET**

Moderator:

Steve Kelly, *Executive Vice President*, DRI ENERGY

Panelists:

Cecilia Aguillon, *Director, Market Development & Government Relations*, KYOCERA SOLAR, INC.

Sara Birmingham, *Institutional Research*, SOLAR ALLIANCE

Aaron Hall, *President*, BORREGO SOLAR SYSTEMS, INC

Andrew McAllister, *Director of Policy and Strategy*, CENTER FOR SUSTAINABLE ENERGY, CALIFORNIA

9:30 – 10:00 *Networking Break*

10:00 – 11:15 **UTILITY DISTRIBUTED GEN PROGRAMS IN CALIFORNIA**

Moderator:

Tony Toranto, *Partner*, LUCE, FORWARD, HAMILTON, & SCRIPPS LLP

Panelists:

Alex Kim, *Director of Customer Innovations*, SDG&E

George Wiltsee, *Project Manager*, Solar PV Program for Independent Power Producers, SOUTHERN CALIFORNIA EDISON

11:15 - 12:30 **NEW JERSEY MARKET**

Moderator:

Brian Harms, *Partner*, TROUTMAN SANDERS

Panelists:

Jamie Hahn, *Managing Director*, SOLIS PARTNERS LLC

Laura Stern, *President*, NAUTILUS SOLAR ENERGY, LLC

Fred Zalcman, *Managing Director of Government Affairs – Eastern US*, SUN EDISON LLC

12:30 – 2:00 *Group Luncheon*

Emerging Distributed Solar Markets

2:00 – 3:15 **NORTHEAST: PENNSYLVANIA, MASSACHUSETTS, CONNECTICUT, NEW YORK, OHIO AND MARYLAND**

Moderator:

Suzanne Perry, *Partner*, WILSON SONSINI GOODRICH & ROSATI

Panelists:

Yann Brandt, *Vice President*, ADVANCED GREEN TECHNOLOGIES, INC.

Ron French, *President*, ALTERIS RENEWABLES

Alan King, *Vice President of Sales*, CANADIAN SOLAR INC.

Dick Lowry, *Director of Business Development*, BLUE OAK ENERGY

Derek Price, *Program Manager*, Renewable Energy, JOHNSON CONTROLS, INC.

3:15 – 3:45 *Networking Break*

3:45 – 4:45 **WEST: COLORADO, OREGON, NEW MEXICO, NEVADA, ARIZONA, TEXAS AND HAWAII**

Moderator:

Mike Niver, *Director of Project Finance*, SOLARCITY

Panelists:

Adam Browning, *Senior Representative*, THE VOTE SOLAR INITIATIVE

Ben Higgins, *Director of Legislative Affairs*, REC SOLAR & AEE SOLAR

Steven Wiese, *Founder and Principal*, CLEAN ENERGY ASSOCIATES LLC

4:45 – 5:00 **CLOSING REMARKS FROM SUMMIT CHAIR**

Tony Toranto, *Partner*, LUCE, FORWARD, HAMILTON, & SCRIPPS LLP