



November 7 - 9, 2018 | The Westin Atlanta Perimeter North | Atlanta, GA

## Main Summit

Thursday, November 8, 2018

7:00-7:45 Registration & Networking Breakfast

7:45-8:00 Opening Remarks by the Summit Chair

**Michael Woodard**, *Partner*, MCGUIREWOODS LLP

8:00-8:30 Presentation: **What's New?**

A lively update on legal and tax issues that are in play in deals and before the IRS, Treasury, Congress and the courts plus new financing strategies and other news. Get an early assessment of how the midterm election results might affect the power industry.

**Keith Martin**, *Partner*, NORTON ROSE FULBRIGHT LLP

8:30-9:30 Panel Discussion: **Perspectives on Renewable Energy Policies and Regulation in the Southeast**

State commissions have played vital roles in establishing vibrant markets in the Southeast for renewable energy development. This panel will discuss how economic development and customer demand for expanding renewable energy portfolios are driving potential policy changes and regulatory actions.

Moderator:

**Richard Krauze**, *Managing Consultant, Power Origination*, KRUGER ENERGY

Panelists:

**Chris Ayers**, *Executive Director, Public Staff*, NORTH CAROLINA UTILITIES COMMISSION

**Commissioner Sam Britton**, MISSISSIPPI PUBLIC SERVICE COMMISSION

**Elizabeth (Lib) B. Fleming**, *Former Commissioner*, PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA

**Lauren "Bubba" McDonald**, *Chairman*, GEORGIA PUBLIC SERVICE COMMISSION

9:30-10:00 *Networking Break Sponsored by:*



10:00-11:00 Panel Discussion: **Utility Renewable Energy Procurement Plans and Green Energy Tariffs**

2018 is bringing radical changes to utility procurement plans and processes throughout the Southeast. Major procurement programs are ramping up in many states, while



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green tariff programs are being revised to better serve the needs of corporate and other large energy users. What are utilities' plans for renewable energy development and procurement? What plans, programs and initiatives do they have to provide additional clean power resources? How are green energy tariffs driving development?

- What role will policy play in shaping the market?
- What roles will utilities play?
- Where will the PPAs come from?
- What roles do utility green tariffs play in economic development in the Southeast?
- How do IOUs interact with munis and coops on renewable energy procurements in the Southeast?

Moderator:

**Monica Dozier**, *Partner*, BRADLEY ARANT BOULT CUMMINGS LLP

Panelists:

**Todd Flowers**, *Senior Business Development Manager*, DOMINION ENERGY

**Kenneth Jennings**, *Distributed Technology Strategy & Policy Director*, DUKE ENERGY

**D. Andrew Owens**, *Director, Regulatory Research*, ENTERGY CORPORATION

11:00-11:10 Welcome to the Luncheon

**Goo Min**, *President*, HANWHA Q CELLS AMERICA INC.

11:10-Noon Panel Discussion: **The C&I Market in the Southeast: Opportunities and Hurdles**  
Attracting C&I to particular states and utility service territories have been policy and utility goals throughout the Southeast. What is driving corporate renewable buyers' decisions?

- What corporate needs, goals and internal constraints affect their renewable energy procurements and project developments?
- What are perceived as the biggest hurdles?
- Corporate renewable economics
- How are projects getting done involving utilities, utilities + IPPs + customers?
- Renewable energy financing options being used in the market today
- Renewable deal structures: which are being used and why?

Moderator:

**Noah Pollak**, *Partner*, NORTON ROSE FULBRIGHT US LLP



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Panelists:

**Stephanie Armistead**, *Sustainability, Natural Resources Program Manager*, CHICK-FIL-A  
**Angelin Baskaran**, *Executive Director*, MORGAN STANLEY & CO LLC  
**Glenn Johnson**, *Director of Sustainability*, PEPSICO NORTH AMERICA BEVERAGES  
**Robert Rentfrow**, *Senior Vice President, Power Supply*, WALTON EMC  
**Senior Representative**, VF CORPORATION

Noon-1:30 *Group Luncheon Sponsored by:*



1:30-2:30 Panel Discussion: **Utility-Scale Solar in the Southeast**

Which state markets are the most attractive, and why? How can soft costs be minimized? How are the emergence of PURPA reform and revised utility procurement and green rider programs affecting the utility-scale solar market?

- How is the development community tackling the market?
- Are new methods emerging to better serve corporate customers?
- How is expanded utility interest in ownership changing development paradigms in the Southeast?
- How do you deal with risks in the market?

Moderator:

**Chris Bowles**, *Partner*, BRADLEY ARANT BOULT CUMMINGS LLP

Panelists:

**Kathryn Arbeit**, *Vice President, Project Development, Americas*, FIRST SOLAR  
**Sean Gately**, *Senior Manager, Origination*, CORONAL ENERGY  
**Thomas Houle**, *Managing Director*, MACQUARIE CAPITAL (USA), INC.  
**Matthew Kisber**, *President & CEO*, SILICON RANCH  
**Philip Moore**, *Vice President*, LINCOLN CLEAN ENERGY, LLC

2:30-3:15 Panel Discussion: **Going Smaller: Muni, Co-op and Community Solar Garden Projects**  
Munis, co-ops and cities in the Southeast have created community solar and other green energy programs and procurements aimed at providing residents and local companies with clean energy. While these projects have the potential for better margins than IOU PPA projects, their project structures can be more complicated. This panel will examine:

- Muni and co-op perspectives on procuring green energy



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- Green power initiatives by cities, including community solar garden and other types of programs
- Potential ownership structures when working with munis, cities and other public power authorities
- Potential advantages in obtaining tax abatement

Moderator:

**Marissa Alcalá**, *Co Partner-in-Charge, Washington DC*, NORTON ROSE FULBRIGHT US LLP

Panelists:

**Ben A. Cowart, PE**, *Manager, Alternative Energy*, CITY OF TALLAHASSEE, FL

**Olee Joel Olsen Jr.**, *CEO*, O2 EMC / O2 ENERGIES

**Jeff Pratt**, *President*, GREEN POWER EMC

3:15-3:45

*Networking Break*

3:45-4:30

Panel Discussion: **The Rise of Rooftop Solar in the Southeast**

The focus of most of the development activity in the Southeast has been on utility-scale solar, but that is rapidly changing. Legislation and regulatory decisions are opening up opportunities to serve the resi market in many Southeastern states. This panel will explore:

- The degree the recent regulatory decision in Florida is opening up opportunities for resi solar there
- The impacts of the state rebate program in North Carolina
- Other areas have supportive development environments
- The hurdles in the market

Moderator:

**Noah Pollak**, *Partner*, NORTON ROSE FULBRIGHT US LLP

Panelists:

**Tyson Grinstead**, *Director of Public Policy for the Southeast*, SUNRUN, INC.

**Thomas Plagemann**, *Chief Commercial Officer*, VIVINT SOLAR INC.



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**Bret J. Sowers**, *Principal*, SOUTHERN CURRENT and *Chairman*, SOUTH CAROLINA SOLAR BUSINESS ALLIANCE

4:30-4:35 Welcome to the Reception

**Graham Landry**, *Director – Eastern U.S.*, JINKOSOLAR (U.S.) INC.

4:35-5:30 Panel Discussion: **Energy Storage in the Southeast**

We have hit an inflection point: solar projects are increasingly turning to storage as a value-enhancer, while utilities across the Southeast are ramping up pilot programs and full-scale deployments of both grid-connected and BTM storage. This panel will explore:

- Using storage in large solar + storage projects in the Southeast
- What utilities in the Southeast are doing to explore and exploit storage's unique capabilities and value propositions
- Potential value stacks and monetization strategies for storage in RTO and regulated markets
- The role of storage in microgrid projects in the Southeast
- Storage pricing trends and their impacts on use cases and business models

Moderator:

**Sam Porter**, *Counsel*, MCGUIREWOODS LLP

Panelists:

**Ani Backa**, *Director, Regulatory Strategy and Utility Initiatives*, SONNEN

**Adam Nygaard**, *Business Development Manager – Distributed Energy Technologies*, DUKE ENERGY

**Brian O'Hara**, *Senior Vice President, Strategy & Government Affairs*, STRATA SOLAR

**Howard Smith**, *Manager, DER Policy*, SOUTHERN COMPANY

**Patrick Woods**, *Director of Business Development*, LIGHTSOURCE BP

5:30 – 6:30 Networking Reception Sponsored by:





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6:30pm Summit Day 1 Adjourns

Friday, November 9, 2018

7:00-7:50 Registration & Networking Breakfast

7:50-8:00 Opening Remarks by the Summit Chair

**Michael Woodard**, *Partner*, MCGUIREWOODS LLP

8:00-8:30 Case Study: **Financing with the Solar Revenue Put**

**Matt Chou**, *Senior Director of Business Development*, KWH ANALYTICS

8:30-9:30 Panel Discussion: **Portfolio Diversification in the Southeast—Wind, Biogas and Biomass**

Solar is currently the cheapest renewable resource in the Southeast, but relying on one type of asset with a single operating profile is risky. What is being done to develop wind, biogas and biomass projects in the Southeast? What are the prospects for wheeling wind in from MISO or SPP? This panel will:

- Examine wind offtake deals in Virginia and North Carolina
- Explore the emergence of biogas projects
- Provide updates on transmission + wind projects
- Explore the potential timeline for offshore wind projects

Moderator:

**Becky Diffen**, *Partner*, MCGUIREWOODS LLP

Panelists:

**Reed Armstrong**, *Renewable Energy Marketing*, AVANGRID RENEWABLES

**Caroline Mead**, *Associate Director of Origination*, EDF RENEWABLES

**Gus Simmons, P.E.**, *Director of Bioenergy*, CAVANAUGH & ASSOCIATES

9:30-10:00 Networking Break

10:00-11:00 Panel Discussion: **Unique Innovative Financing for Southeast Renewable Energy Deals**

New financing structures are emerging to reduce the capital cost of solar projects. The



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panelists will provide their perspectives on the financing outlook for the upcoming pipeline of projects.

- Renewable energy financing options in the market today: Physical PPAs, virtual PPAs, green tariffs, and virtual net metering
- Moving beyond virtual PPAs – solar hedge and other possibilities in the Southeast
- What alternatives are emerging as alternative to utility PPA deals
- Bankability impacts of corporate ownership of projects
- How green energy tariffs affect structures and financeability
- Expanding the scope of aggregation in deals
- Role of local lenders vs. large national and international banks in financing renewable energy projects in the Southeast

Moderator:

**Joseph Nussbaum**, *Associate*, STOEL RIVES LLP

Panelists:

**Erick Bauman**, *Director of Origination*, SILICON RANCH

**Richard Carrell**, PRUDENTIAL CAPITAL GROUP

**Ari Citrin**, *Managing Director*, MVP CAPITAL, LLC

**Melissa O’Buch**, *Senior Loan Officer*, LIVE OAK BANK

**Jon Peeples**, *Vice President, Renewable Energy Investments*, U.S. BANCORP  
COMMUNITY DEVELOPMENT CORPORATION

11:00-12:00 Panel Discussion: **The Project Acquisition Pipeline and Investor Preferences**  
Utilities and other investors have been looking to acquire projects from smaller developers in the Southeast. This panel will explore what is in the pipeline, what has been getting acquired, and what is likely to be driving the market in the future.

- In the aftermath of implementation of tariff restrictions and tax reform, does the project pipeline have enough projects to meet demand?
- How is tax reform affecting pricing?
- How is the trend of developers holding onto projects later in the development process affecting deal flow?
- How is the entry of new foreign and strategic investors affecting the market?
- Where do projects need to be in terms of land and interconnection agreements to be attractive to buyers?



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Moderator:

**Durham McCormick**, *Partner*, MCGUIREWOODS LLP

Panelists:

**Felicia L. Bellows**, *Managing Director, Development*, KRUGER ENERGY

**Kathryn Rasmussen**, *Principal*, CAPITAL DYNAMICS

**Ani Rouskova**, *Managing Partner*, EOS CAPITAL ADVISORS

**Brett Weal**, *Principal*, COHNREZNICK

12:00 pm Summit Day 2 Adjourns