Tuesday, April 2, 2019

EXECUTIVE BRIEFING:

SETTING UP COMMUNITY ENERGY PROGRAMS FOR LOCAL GOVERNMENTS

7:30-8:15  Registration and Networking Breakfast

8:15-8:30  Opening Remarks by Chairperson

Shawn Marshall, Executive Director, LEAN ENERGY US

NEW PLAYERS, NEW ROLES, AND INNOVATION IN THE SUPPLY CHAIN

8:30-9:30  Panel Discussion: The Role of the CCA/GEA Administrator in Local Energy Aggregation
Local energy aggregation works differently state by state. Only one CCA operates in New York, with a few more forming. In New Jersey there are over 50 municipalities with GEA plans in the works. As new procurement models enter the energy market, how do CCA/GEA administrators fit into the mix? What other partnerships are necessary for energy aggregation and what is each player responsible for?

Moderator:
Chris Burdick, Town Supervisor, BEDFORD, NY

Panelists:
Javier Barrios, Managing Partner, GOOD ENERGY
Louise Gava, CCA Project Leader, MUNICIPAL ELECTRIC & GAS ALLIANCE
Nicholas Reynolds, COO, COMMERCIAL UTILITY CONSULTANTS
Glenn Weinberg, Vice President, JOULE ASSETS

9:30-10:00  Networking Break

10:00-11:00  Panel Discussion: Energy Service Companies (ESCOs) and Third Party Suppliers (TPS) Plans and Perspectives on the Community Solar Market
ESCOs and TPS have a history of selling electricity at retail—and have amassed sales teams, infrastructure, and experience selling to and managing customers. So, how do they view the community solar market? Do they see it as an opportunity or a threat?
What role(s) do they envision themselves playing in the market? Do they plan to add community solar as another product in their suite of products?

Moderator: 
**Bradley Clark, Senior Director, Community Solar Customer Enrollment, BLUEWAVE SOLAR**

Panelists: 
**Joel Gamoran, Director of Product Operations, ARCADIA POWER**  
**Michael Francis, General Manager, BLUEROCK SOLAR**  
**Laura Pagliarulo, Senior Vice President, Community Solar and Commercial Sales, CLEANCHOICE ENERGY**

11:00-11:30 Presentation: **Data Management for Community Energy—Billing, Call Center & Rate Analytics**
Data Management is at the core of Community Energy programs as it is necessary to support key billing and customer care functions. A successful Community Energy project must leverage data to go beyond billing and enhance operations by creating optimal rate designs and targeted marketing campaigns. It must also answer complex rate and cost related questions from customers. The data management function in the California CCE market has evolved rapidly and provides valuable lessons for the emerging Tri-State Community Energy market. With the deployment of AMI throughout the region, new requirements are emerging for Community Energy data managers, chief among them is to manage the resulting glut of interval usage data and to provide key business intelligence to Community Energy managers.

**Scott Engstrom, Vice President, Corporate Strategy & Business Development, GRIDX**

11:30-1:00 **Group Luncheon**

1:00-1:30 Presentation: **Reducing Project Risk—BTM Community Solar + Storage Projects at Government Owned Sites**
The New York Power Authority is the largest generator of clean energy in the State of NY. We have the largest pipeline of behind the meter community solar + storage projects in the state, all of which will support local communities by lowering energy costs and reducing GHG emissions. We have built this pipeline by moving from a model

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where we issue incentives for clean energy and instead use our financial and technical resources to reduce project risk.

**Sangeeta Ranade**, **Vice President Clean Energy Business & Market Development**, **NEW YORK POWER AUTHORITY**

1:30-2:30 Panel Discussion: **Finding the Right Incentives—Stimulating Community Solar Development in the Tri-State Area**

Renewable energy certificates/credits (REC) and market transition credits (MTC) all stimulate community solar generation. Funding projects directly through consumer utility rates versus using state funds - which method is more effective at enabling market growth?

Moderator:
**Lou Rugulo**, **Adjunct Professor**, **CUNY & STEVENS INSTITUTE OF TECHNOLOGY**, **Project Development Consultant**, **JOHNSON CONTROLS**

Panelists:
**Max Joel**, **Program Manager**, **NY-SUN**, **NYSERDA**
**Vitaly Lee**, **Executive Vice President, Development**, **BAYWA RENEWABLE ENERGY**
**Cela Sinay-Bernie**, **Managing Partner**, **CITRINE POWER**

2:30-3:00 **Networking Break**

3:00-4:00 Panel Discussion: **Valuing and Compensating DERs**

Several factors add to the value of DERs such as time (peak demand) and location (congested parts of the grid). What special considerations are specifically given to community distributed generation (CDG) projects? What are the latest revisions to NY PSC’s VDER mechanism? How do NJ and CT value and compensate DERs?

Moderator:
**James Gallagher**, **Executive Director**, **NEW YORK STATE SMART GRID CONSORTIUM**

Panelists:
**Toby Hyde**, **Senior Analyst**, **NATIONAL GRID**
**Joseph Trainor**, **Senior Manager of Rates and Pricing**, **PSEG LONG ISLAND**
**Stephen Wemple**, **General Manager, Utility of the Future**, **CONSOLIDATED EDISON**
4:00-5:00  **Panel Discussion: Financing Community Solar—Tax Equity and Lender Perspectives**

This session will provide a deep dive into the current community solar financing landscape in the Tri-State area. The session will work through all the issues that are important to tax equity, lenders and long-term investors such as:

- Where will the capital come from?
- How has the financial community progressed in getting comfortable with community solar and what are the issues that still give them concern?
- Assessing credit issues with community solar and CCAs/GEAs
- Residential vs. commercial mix
- Do commercial customers have to be investment grade?

**Moderator:**
**Nick Addivinola, Director of Business Development, NAUTILUS SOLAR**

**Panelists:**
**Edouard Klehe, Chief Investment Officer, SUNLIGHT GENERAL CAPITAL**
**Chris Magalhaes, Chief Investment Officer, INCLUSIVE PROSPERITY CAPITAL**
**Craig Robb, Managing Director, Power Project Finance, CITY NATIONAL BANK**
**Nicholas Whitcombe, Managing Director, Investment & Portfolio Management, NY GREEN BANK**

5:00  **Executive Briefing Adjourns**