



10th Edition

# SOLAR & STORAGE FINANCE **USA**

Host Sponsor **SUNWODA**  
ENERGY

7 - 8 November 2023 | New Yorker Hotel, New York

**10 Years of Connecting Solar & Storage Projects with Capital**

“An informative and real time look into the perspectives of key players in energy markets.”  
General Motors

# Our 2023 Sponsors

Host Sponsor

# SUNWODA ENERGY

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A Siemens and AES Company

Gold Sponsors



**MODOENERGY**

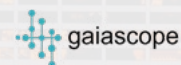
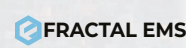
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[financeusa.solarenergyevents.com](https://financeusa.solarenergyevents.com) | #SSFUSA



# Welcome to the 10<sup>th</sup> Annual Solar & Storage Finance USA

Dear Attendees,

Solar power capacity accounted for 50% of all new electricity-generating capacity added in the US in 2022. With solar PV panels dropping in cost by nearly 70% over the last 10 years, solar has become the cheapest form of power and, coupled with storage, will enable the USA to dramatically reduce carbon emissions.

Growth and opportunity is the name of the game, and this year is no different considering the impact of the 2022 Inflation Reduction Act (IRA) a \$369 billion dollar package aimed at clean tech, has begun to ripple through the solar and storage market.

2023 is set to be a defining year for solar, storage and Solar Media's annual Summit.

Now the IRA has effectively established a 10-year window for tax credit structures supporting renewable energy development, what financial and developmental opportunities does the decade ahead hold?

Despite the market barriers, rising inflation and grid integration challenges which continue to stifle greater deployment and investment – there remains opportunity. Technological advances, innovative market solutions and fiscal creativity present opportunities to increase efficiency, drive down costs and maximize returns.

Featuring the brightest minds from the world of finance, investment, development, and system operation, join us in discussing next steps for the industry.

We will explore the latest trends and innovations in solar and storage finance, acquire insights from leaders developing and transacting post-IRA and learn from the success stories and cautionary tales alike.



**Jadon Guthrie**  
Senior Conference Producer  
[jguthrie@solarmedia.co.uk](mailto:jguthrie@solarmedia.co.uk)

**“This conference focuses on supporting the key stakeholders involved in developing wind, solar, and battery storage projects in the US. It is a good place to learn and network alike.”**

**Marsh**



## Our mission

To bring the capital seekers and capital investors into one room, to foster collaboration among the USA's fast growing renewable energy industry, and to provide a platform for networking, problem solving & deal-making.



## Our approach

Our 10th annual Solar & Storage Finance Summit will bring together an influential delegation of CxO, board and director level delegates from major utilities, IPPs, funds, banks and developers/EPCs. The agenda is built during an in-depth research phase which has identified the core challenges the industry needs to solve now and the very people leading the industry into the next phase.

Backed by our subject matter experts at PV-Tech and Energy Storage News, we bring the most up-to-date and informative topics directly to you.

We also recognize how crucial face-to-face meetings are in terms of networking, sharing best practice, energizing and inspiring attendees. We have thought long and hard about how to structure a program that balances depth of content with new connections and a human touch.



## Our commitment

To our commercial partners, we are committed to delivering ROI and optimising your time and budget; whether you want to fuel a sales team with new leads, heighten your brand or launch new products, no one is better placed to help than our team.

Thank you for taking the time to discuss our offering and we look forward to taking this exciting journey with you.

# Solar & Storage Finance USA Profiles

“A great opportunity to understand dynamics of the solar/storage market and to meet with diverse participants with common goals/challenges.”

Diamond Generating Corporation

## Who Will you Meet?

**Buyside**  
**65%**

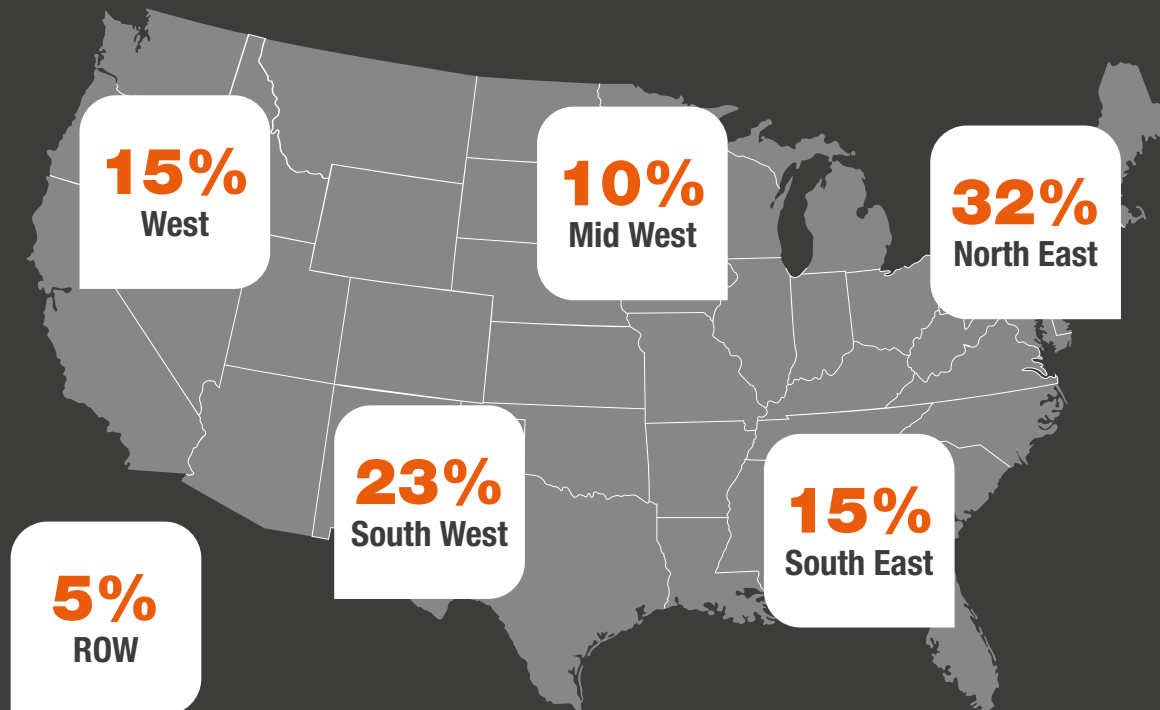
- Investment Banks
- Institutional Investors
- Funds
- Regional Developers
- International Developers
- Energy Buyers
- IPPs
- Utilities

**Sellside**  
**30%**

- Solar / Storage Manufacturers
- Energy Storage
- O&M Companies
- EPCs
- Law Firms
- Consultancies
- Software Companies
- Testing & Certification
- Analysts
- Insurance Companies

**Policy Makers**  
**5%**

## Attendees by Region



## Event in Numbers



**400+**  
Attendees



**80+**  
World-Class  
Speakers



**78%**  
Decision Makers



**30+**  
Presentation/  
Panels



**15+**  
States  
Represented

# 2023 Key Event Themes

**Solar, Storage  
and the IRA**



**The Return  
of US  
Manufacturing**



**Maximizing  
Returns &  
Managing Risk**



**Cost of Capital  
and Equipment**



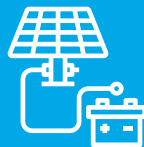
**Community  
Solar and  
Storage**



**Solar & Storage  
Financial  
Landscape**



**Optimizing  
Solar and  
Storage Asset  
Revenues**



**Interconnection  
Reforms and  
Strategies**



**Emerging  
Technologies  
and Solar States**



**"Great event for the sector where you can  
meet existing and new colleagues."**

**Pacolet Milliken**

**"Place to connect with fellow professionals,  
and potential suppliers and counterparties."**

**Avantus**

**"Extremely informative to better understand the  
trends among Clean Energy Financing."**

**Stem**



# Our 2023 Speakers Include

							
<b>Chris Taylor</b> Chief Executive Officer <b>Gridstor</b>	<b>Chris Diaz</b> Principal & Co-Chief Executive Officer <b>Seminole Financial</b>	<b>Michael DeSocio</b> Director of Market Design <b>New York ISO</b>	<b>Rubiao Song</b> Managing Director of Energy Investments <b>JP Morgan</b>	<b>Julia Sounders</b> Executive Director <b>LDES Council</b>	<b>Sripradha Ilango</b> Chief Financial Officer <b>Soltage</b>	<b>Elise Caplan</b> Vice President of Regulatory Affairs <b>American Council on Renewable Energy (ACORE)</b>	<b>Nicholas Dazzo</b> Managing Director - Trading <b>Spearmint Energy</b>
							
<b>Richard Dove</b> Chief Investment Officer <b>EDPR</b>	<b>Nick Addivino</b> Executive Director - M&A <b>Nautilus Solar</b>	<b>Casey Keller</b> Founding Partner <b>Caerus Commodities</b>	<b>Taylor King</b> Vice President for Renewable Energy <b>Live Oak Bank</b>	<b>Steve Cheng</b> Partner <b>Global Infrastructure Partners Credit</b>	<b>Michael Fingar</b> Chief Operating Officer <b>US Light Energy</b>	<b>Jorge Iragorri</b> Managing Director, Head of Renewable Energy Investments <b>Morgan Stanley</b>	<b>Andrew Foukal</b> President & CEO <b>East Point Energy</b>
							
<b>Lan Adair Sasa</b> Director <b>Enhanced Capital</b>	<b>Alice Heathcote</b> Chief Financial Officer <b>Strata Solar</b>	<b>Carlos Barrera</b> Co-Founder and CEO <b>Atlas Renewable Energy</b>	<b>Aaron Klein</b> Managing Director, Power and Renewables Team Storage Expert <b>KeyBanc Capital Markets</b>	<b>Judy McElroy</b> Chief Executive Officer <b>Fractal Energy Storage Consultants</b>	<b>Taylor King</b> Vice President for Renewable Energy <b>Live Oak Bank</b>	<b>Chris McKissack</b> Chief Executive Officer <b>Glidepath</b>	<b>Gabe Murtaugh</b> Storage Sector Manager - Market Policy Development <b>California ISO</b>



# Previous Attendees Include



# Job Titles of Attendees in 2022



**15%**  
C-Suite



**48%**  
Strategy / Director



**18%**  
Senior Management /  
Head of



**19%**  
Managerial Level

Account Coordinator  
Account Director  
Account Executive  
Analyst  
Associate  
Associate Director  
Business Development Analyst  
Business Development Manager  
Business Development Market Intelligence  
CEO  
CFO & EVP Structured Finance  
Chief Commercial Officer  
Chief Development Officer  
Chief Financial Officer  
Chief Investment Officer  
Chief Revenue Officer  
Chief Risk Officer and SVP, Project Finance  
Co-Head of Power & Infrastructure US, EU and UK  
Communications manager  
Competitive Intelligence  
Conference Producer  
Construction Project Manager  
COO  
Corporate Office Manager  
CSO  
Development Director, Solar & Energy Storage  
Director  
Director - New Business Models  
Director - Project Finance, Energy & Resource Innovation  
Director Client Success  
Director Energy Storage  
Director M&A  
Director of Business Development, Enterprise Software  
Director of Finance  
Director of Government Affairs (GA)  
Director of Government and Market Affairs  
Director of Market Operations and Strategy  
Director of Marketing

Director of Media Relations  
Director of Network Infrastructure  
Director of Portfolio Analytics  
Director of Risk Management  
Director of Solution Sales  
Director of Strategic Sales  
Director, Advisors America  
Director, Asset Acquisition  
Director, Community Engagement  
Director, Energy & Market Operations  
Director, Energy Markets  
Director, Energy Storage  
Energy Markets Associate  
Energy Solutions Manager  
Energy Storage Consultant  
EVP  
EVP, Energy Storage Business Unit  
Executive assistant  
Executive Director  
Finance and M&A Director  
Finance Manager  
Founder  
Founder & CEO  
General Counsel  
General Counsel & Chief Investment Officer  
General Manager  
Global Segment Leader - Energy Storage  
Head of Americas  
Head of Capital Markets & Acquisitions  
Head of Event Content  
Head Of Product Management  
Head of storage Solutions  
Head of Strategic Initiatives  
Head of Strategy & Corporate Development  
IE Credit Structuring  
Industry Solution Executive  
Interim President and Chief Executive Officer  
IR Director  
M&A  
Manager  
Manager of Finance

Manager, California Regulatory Affairs  
Managing Counsel  
Managing Director  
Managing Director, Infrastructure  
Managing Director, Infrastructure / Renewable and Sustainable Energy  
Managing Director, Originations  
Managing Member  
Managing Partner  
MarkCom Manager  
Market Analysis & Asset Optimization  
Marketing Director  
Marketing Event Coordinator  
Marketing Manager  
Marketing Manager, Marketing & Communications  
Marsh Chicago  
MD  
MD, Trading  
Operations Executive  
Ops exec  
Partner  
Partner & Senior Managing Director, New York  
Partner, M&A Transaction Services  
Partner, Orrick  
Power & Renewables Industry Advisory Leader United States, US Energy & Power Practice  
Preconstruction and Strategic Planning Manager  
President  
President & Managing Director  
President and CEO  
President, Corporate Development  
President, Energy Transition Solutions  
President, VP NYS Manager  
Principal  
Principal Consultant  
Principal, Energy Storage Engineering  
Product Analyst  
Project Manager, M&A Advisory  
Regional Manager, North America  
Relationship Manager  
Sales  
Sales and Business Executive

Sales Executive  
Senior Advisor, US Dept. of Energy's Loan Programs Office  
Senior Associate  
Senior Banker - Power & Infrastructure Finance  
Senior Business Developer  
Senior Director  
Senior Director, Capital Markets  
Senior Director, Project Finance  
Senior Director, Storage & Power Electronics  
Senior Financial Analyst  
Senior Manager  
Senior Manager of Supply Chain Management  
Senior Manager, Engineering Services  
Senior Manager, ESG Operations  
Senior Manager, Finance & Capital Markets  
Senior Manager, Storage BD  
Senior Principal  
Senior Project Manager  
Senior Vice President  
Senior Vice President of Storage Development  
Sr C&I Sales Manager  
Sr Director Finance  
Sr Vice President Transmission & Markets  
Sr. Commercial Analyst  
Sr. Director Energy Storage  
Sr. Director Genie Solar  
Sr. Origination Manager  
Strategic Development Manager  
Structured Energy Transactions - Principal  
Structured Energy Transactions -Director  
Structured Finance Director  
SVP  
SVP - BD  
SVP - Renewable Energy  
SVP & Associate General Counsel  
SVP Corporate Development  
SVP Development

SVP Strategy & Finance  
SVP, Finance & Capital Markets  
Tax Insurance Specialist, Transactional Risk Practice,  
Team Lead  
Technical Support Manager  
US Energy and Renewable Advisory Leader  
US Power & Renewables Industry Leader  
US Project Developer  
Vice President - Sales  
Vice President and Deputy General Counsel  
Vice President of Sales and Marketing - Americas  
Vice President Tax  
Vice President, Business Development  
Vice President, Impact Capital Manager, Environmental Finance Originations  
Vice President, Structured Finance and Tax Equity  
Vice President, Tax  
Vice President, Transmission and Interconnection Planning  
VP  
VP - Business Development  
VP - E&I Emerging Markets  
VP & General Manager  
VP Business Development  
VP of Marketing  
VP of Sales  
VP Project Finance  
VP Sales (USA)  
VP, Business Development - Energy Storage  
VP, Growth  
VP, Investment  
VP, Project Finance  
VP, Strategy & Finance  
VP, Strategy and Business Development  
VP, Structured Finance  
VP, Transmission



# 2022 Gallery



[View Full Gallery](#)



# Sponsorship Benefits

We are committed to delivering ROI and optimising your time and budget; whether you want to fuel a sales team with new leads, heighten your brand or launch new services, no one is better placed to help than our team.



## Lead Generation

Develop new business opportunities with key stakeholders across the solar & storage sector



## Shorten Sales Cycles

Accelerate and shorten sales cycles by accessing senior decision makers responsible for utility scale solar deployment and investment



## Thought Leadership

Ensure the market is fully conscious of the unique benefits of your company and advantages of partnering or investing in you



## Innovation & Leadership

Strengthen your commitment to driving solar & storage investments and position yourself as a key enabler and partner of choice in an accelerating USA market



## Relationship Building

Ring fence existing prospects and clients. Cement your position as a leading partner of choice with shovel-ready projects or looking to invest



## Brand Recognition

Enhance your brand position within the solar & storage sector and ensure you are front of mind with qualified industry stakeholders

“Good content, speakers, sessions, attendees, networking, location easy to get to, great city.”  
East Side Solar Holdings

Learn more about sponsoring this event 



# Sponsorship Options

	Host \$85,000	Diamond \$55,000	Platinum \$45,000	Gold \$30,000	Silver \$25,000	Bronze \$20,000	Supporting \$15,000	Exhibitor \$8,500
<b>Conference Influence</b>								
Opportunity to chair the event	•							
Keynote solo presentation	•	•						
Keynote panel position	•	•						
Solo presentation			• Day 1	• Day 1	Day 2			
Panel position			•	Or •	Or •	•	•	
Private round table / workshop	•	•	•					
Sponsored content - Q&A / Interview format	•	•	•	•				
Pre or post-event webinar	•	•						
<b>Event Branding</b>								
Exhibition stand with backdrop and basic furniture ( *upgraded furniture package)	•*	•*	•*	•*	•	•		•
Enhanced branding - Tier 1	•	•	•	•				
Enhanced branding - Tier 2					•	•		
Logo to appear on all event event signage	•	•	•	•	•	•	•	•
Advertisement in event app	•	•	•	•				
Profile and logo in event app	•	•	•	•	•	•	•	•
<b>Meeting &amp; Networking Service</b>								
Delegate passes	10	10	6	5	3	3	2	2
Customer VIP tickets	10	10	5	3	2			
Access to the event networking tool allowing you to set up meetings and capture leads (1 week before - 4 weeks afterwards)	•	•	•	•	•	•	•	•
Target account list invite with 50% off promotional ticket code	30	30	20	20	10	5		
Guaranteed introductions	10	10	10	8	6	3		
<b>Post Show</b>								
<b>Full event</b> delegate list to be shared including: full name, company name, job title and email address.	•	•	•	•				
Sponsors solo presentation or panel discussion participant list only to be shared including: Full name, company name, job title and email address.					•	•	•	
<b>Pre-Event</b>								
Company logo and profile to feature on our website	•	•	•	•	•	•	•	•
Reciprocal Website link to your home page from event website	•	•	•	•	•	•	•	•
Company logo and link to be included in HTML email campaigns	•	•	•	•	•	•	•	•
Promotion on relevant social media channels	•	•	•	•	•	•	•	•



## Additional Branding

### Tier 1:

#### Gold Level and Above.

- VIP Dinner
- Lanyards & Registration
- Networking Drinks Reception
- Lunch Sponsor
- Event App & Networking Zone
- WIFI
- Notepad & Pens

### Tier 2:

#### Silver Level and Below.

- Coffee Break
- Seat Drop
- Delegate Bags
- Sponsored Gift
- Round Table Host

### Also Available but Subject to Price

- Webinars
- Private Meeting Rooms
- Personalised Functions
- 45 Minute Workshop
- Breakfast Briefing
- Delegate Bags
- Sponsored Gift
- Round Table Host

# Ticket Prices

Advanced Price <i>Ends 21 July</i>	Super Early Bird <i>Ends 15 September</i>	Early Bird <i>Ends 20 October</i>	Full Price
<b>\$1,299</b>	<b>\$1,599</b>	<b>\$1,899</b>	<b>\$2,099</b>

## Book Online

### Delegate Ticket Protection

Delegate Ticket Protection for just \$99 when you register and we will refund the cost of the ticket in full\* should the named ticket holder ('Holder') be unable to attend due to:

- Sickness, accident or injury of the Holder
- Death of Holder, or death of Holder's immediate family within 30 days of the event
- Preventative travel delays outside of Holder's control
- Extreme or adverse weather (snow, fog, storm) that prevents Holder's attendance to event venue
- Unavoidable Jury Service
- Strikes, riots, terrorism or other extraordinary national/international circumstance
- Changes of the date, location or main thematic qualities of the event

To view our full terms & conditions, please visit here  or contact us 





# Meet the Team and Get Involved



**Paul Collinson**  
Commercial Director  
pcollinson@solarmedia.co.uk



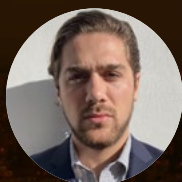
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[financeusa.solarenergyevents.com](https://financeusa.solarenergyevents.com)

## Future Events



1-2 November 2023 | California



7-8 November 2023 | New York



28-29 February 2024 | Seattle, USA



27-28 March 2024 | Austin, Texas



1-2 May 2024 | Austin, Texas