LARGE SCALE SOLAR **USA**

3-4 May 2023

Austin Marriott South, Austin, Texas

The Meeting Place for USA **Solar Dealmakers**











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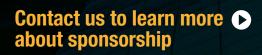














Welcome to Large Scale Solar USA 2023

Like many other countries the world over, the US has seen an increase in demand for renewable generation assets leading to more intermittent generation on the grid. With a need for solar capacity to reach 1TW to meet decarbonization goals by 2035, there are increasing opportunities for those working within the solar industry. But what is the reality and what changes need to be seen across the value chain in order to accelerate deployment?

The Biden administration has ushered in a new and stable age for solar with the passing of the Inflation Reduction Act. With new solar incentives up for grabs, and regulatory guidance set to be released, the nature of these tax incentives will remain an important topic for further discussion. The solar industry is indeed set for a sunny outlook however many challenges continue in global supply constraints, interconnection gueues, climate risk, permitting, and inflation.

At the 13th edition of Large Scale Solar, we will explore the impact of the IRA, how to protect your business from supply chain shocks, technology evolution, financing solar projects, the opportunity for agrivoltaics, floating solar and much more.

With Texas driving the solar industry in the country, and the US projected to be installing 70GW of solar capacity per year by 2030, now is the time to get involved in the conversation and understand how your business can further the deployment of solar.

Are you looking to meet other industry professionals and make the most of extensive networking opportunities? We provide the ideal platform upon which to make high profile connections and fuel enriching and beneficial conversations.

Join us at Large Scale Solar USA and meet with other dealmakers to stay up to date on the USA Solar landscape.



Thomasine Pledger, Conference Producer tpledger@solarmedia.co.uk



To inspire change and create the knowledge and networks that will accelerate a decentralized, intelligent and sustainable energy market.



Our approach

Large Scale Solar Summit is far more than just another solar event – our proposition is that we are obsessed with delivering unique insights, creating dialogue and partnerships. Your customers will attend this summit to better understand the technology disrupting the market, the barriers to deployment and how to overcome them, to build strong business relationships with new and existing companies and to seek help with making the right investment decisions.

It is only the most innovative players that can look ahead and accurately evaluate what is to come that will succeed in the industry. Now is the time to invest in marketing and business development that will put your brand at the forefront of decision makers minds.



To our commercial partner, we are committed to delivering ROI and optimizing 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.

The Event Where Board Level Attendees Meet to Do Business

Who Will You Meet?

Buyside 65%

- **★** Utilities
- ★ Developers/IPPs
- ★ Asset Owners
- ★ Funds/Banks

Government & Policymakers

Sellside 30%

- **★** FPCs
- ★ Manufacturers
- ★ Technical Consultants
- ★ Law Firms
- ★ Energy Management **Systems**
- ★ Data Analytics & Software Companies

Audience by Job function

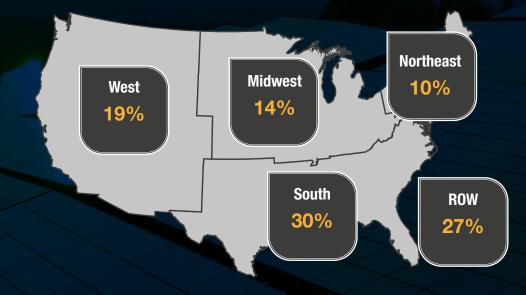
65% Decision maker

20% Project owner

10% Technical/engineering

5% Industry sales

Regional Representation



Who We Are: Solar Media Ltd?



We believe companies in the Energy industry are helping to build a cleaner and fairer world. That is why we want to help our sponsors to build their brands, make the right connections and win the deals that help them to grow. If we can do that, we not only improve a company's bottom line but also contribute to tackling climate change and helping governments reach their decarbonization goals.



Established in 2006, Solar Media Ltd is a business-to-business media company specialising in the provision of digital news, business intelligence, print publishing and high-quality events to serve the needs of the solar, energy storage, electric vehicle, hydrogen and now wind sector.



Our aim is to serve as an indispensable promotional partner for our customers by consistently delivering audience engagement through quality content.



We will continue to bring together key stakeholders who are shaping the sustainable energy future and showcase real world opportunities to accelerate the transition to a low carbon energy system world-wide.

CURRENT ±

Our events portfolio includes:











Our event portfolio launched with global titles held in almost every continent in the world.





GREEN HYDROGEN



be seen at:

The full list of events can

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Get In Touch About Speaking at This Years Summit

Large Scale Solar USA Speakers



Lynnae Willette Director of Regulatory & Legislative Affairs **EDF Renewable Energy**



Todd Kice Managing Director, Originations Leyline Renewable Capital LLC



Karin Berry Managing Director, National Trust Solar **National Trust Community Investment Corporation (NTCIC)**



Michael Enger Director, Energy Market Operations **Austin Energy**



Raj Kothari **Executive Director** J. P. Morgan



Michael Tatarsky Managing Director CohnReznick Capital



Ingrida Soldatova Senior Vice President **Prudential Private Capital**



Jordan Newman Managing Director, Renewable Energy and Environmental Finance **Wells Fargo**



Rod Eckhardt Managing Director, Renewable Energy Seminole Financial Services LLC



Dana Allen Sands Partner **Energy Infrastructure Partners**



Amir Akhtar and Finance Pine Gate Renewables



Justin DeAnalis Head of Strategic Investments Partner - Denham Sustainable Infrastructure Denham Capital



Santosh Raikar Managing Partner and Head of Renewables Silverpeak



Yan Wang CEO. Co-Founder Quantified Energy Labs (QE-Labs)



Nicole Jackson Senior Researcher Sandia National Laboratories



David Dixon Director of Procurement **Ørsted Americas**



Boris Schubert Chief Development Officer Silicon Ranch



Laura York Executive Director Nautilus Solar Energy, LLC



Juan Parra Director Community Engagement Nexamp



Lisa Leipzig Vice President, Development **Primergy Solar**



Todd Foley Managing Director - Principal **Eagle Energy Ventures**



Meghan Semiao Director, Asset Management **Longroad Energy**



Dylan Sontag Senior Director, Asset Operations and Performance Engineering Silicon Ranch Corporation



Todd Lacoste Vice President, Asset Management Primergy

Large Scale Solar USA Speakers



Diana Rivera Development Director Lightsource bp



Grace McNamara Director, Hydrogen Business Development 174 Power Global



Brian Maxwell Founder and CEO Green Hydrogen International



Oleksiy Tatarenko Principle, Climate-Aligned Industries RMI



Stacey Kusters Country Head **Cubico Sustainable Investments**



Helen Brauner Vice President, Business Development Lightsource bp



Spencer Li Sr. Director of Project and Corporate Finance Avantus



Casey Keller Founding Partner **Caerus Commodities**



Janhavi Kulkarni Director, Global Solar Optimization **RWE Renewables**



Hurel Johnson US Director of Operations: Utility-Scale Solar **ENGIE North America Inc.**



Sandeep Arora SVP. Head of Transmission & Markets **REV Renewables**



Aurko Dutta Vice President, Commercial Swift Current Energy



Constance Thompson Senior Vice President, Diversity. Equity, Inclusion, and Justice **American Council on Renewable** Energy (ACORE)



Elizabeth Laine Head of DEI and Talent Development **Clearway Energy Group**



Senior Vice President **Lotus Infrastructure Partners**



Jennifer Ayers-Brasher Senior Director, Transmission & Interconnection **RWE Renewables**



Sudipto Bhowmik Senior Director of Transmission and Planning ibVEnergy Partners



Ali Chowdhury Vice President, Transmission **Avantus**



Marc-Alain Behar Vice President. Utility-Scale Nexamp

Get In Touch About Speaking at This Years Summit



DAY 1 | 3 May 2023

08:30-09:00	Registration and Refreshments
09:00-09:10	Presentation: Welcome Address from Solar Media & Welcome from the chairperson
09:10-09:50	Panel Discussion: Solar Vs the Macros: How Can the Industry Utilise Headwinds to Hit Necessary Growth Targets?
	What will it take from the industry to hit targets in the next 10 years? As the industry experiences new challenges within 2023 and beyond, how has industry outlook changed, where are the potential stumbling blocks, and what mitigating strategies should a business adopt?
	• How has the Inflation Reduction Act of 2022, and the potential for 10 years of tax credits, changed market assumptions and what is the big picture for growth?
	Which solar markets now have the biggest growth potential?
	 How can the industry create positive engagement from community stakeholders?
	 What are the implications of current supply chain issues going forward and how should projects best contain CAPEX?
	Lynnae Willette, Director of Regulatory & Legislative Affairs, EDF Renewable Energy
	Todd Kice, Managing Director, Originations, Leyline Renewable Capital LLC
	Tim Seck, Senior Vice President, Head of Project Development, MN8 Energy
	Karin Berry, Managing Director, National Trust Solar, National Trust Community Investment Corporation (NTCIC)
	Michael Enger, Director, Energy Market Operations, Austin Energy
9:50-10:30	Panel Discussion Financing Future Solar Projects: Tax Equity
	What is the availability of tax equity in 2023?
	 How are developers and investors viewing cost uncertainty?
	 Understanding credit and the tax equity conundrum PTC VS ITC, which is better?
	Where, which, and why? A geo-specific look at tax credit and finance.
	How are debt offerings for solar changing?
	Raj Kothari, Executive Director, J. P. Morgan
	Rod Eckhardt, Managing Director, Renewable Energy, Seminole Financial Services, LLC
	Michael Tatarsky, Managing Director, CohnReznick Capital
	Ingrida Soldatova, Senior Vice President, Prudential Private Capital
	Jordan Newman, Managing Director, Renewable Energy and Environmental Finance, Wells Fargo

DAY 1 | 3 May 2023

10:30-11:10	Panel Discussion The Implications of IRA Guidance on Current and Future Solar Profits
	A guide to the Inflation Reduction Act policy and the consequences for business.
	 How has the passage of the IRA policy impacted business strategy?
	How will new guidance affect future market choices?
	How to best capitalize on current policies
	 How far is leverage in changes to the tax code and IRA implications constrained by permitting?
	Moderator: Dana Allen Sands, Partner, Energy Infrastructure Partners
	Amir Akhtar, Head of Strategic Investments and Finance, Pine Gate Renewables
	Justin DeAnglis, Partner - Denham Sustainable Infrastructure, Denham Capital
	Santosh Raikar, Managing Partner and Head of Renewables, Silverpeak
11:10-11:40	Morning Break
11:40-12:20	Panel Discussion Preparing for the Storm: Managing Operational Risk and Asset Protection in the Face of Extreme Weather
11.10 12.20	Hail, hurricanes and more, what are the implications of extreme weather on operational risk and long-term performance?
	 Responses to extreme weather events, what are asset owners doing to protect assets?
	 How should risk be managed in these uncertain times and how long will current rates for insurance last?
	Yan Wang, CEO, Co-Founder, Quantified Energy Labs (QE-Labs)
	Nicole Jackson, Senior Researcher, Sandia National Laboratories
12:20-12:40	Presentation Protecting Solar Investments: Cutting-Edge Hail Damage Assessment and Restoration with QE-Labs' Innovative Drone EL Mapping Solution
12.20 12.10	Yan Wang, CEO, Co-Founder, Quantified Energy Labs (QE-Labs)
12:40-13:00	Presentation Maximizing Solar Productivity: Insights into the Latest Technologies Improving Yield
	This session will provide insight into how using the latest technologies can improve product yield and LCOE. This presentation will consider:
	 How can asset developers and owners choose equipment for best optimization?
	 What methodologies are being used and what impact does it have on the life of assets?
	Main trends and challenges
	What's really having a positive impact and how are companies measuring it?
13:00-14:20	Lunch Break

DAY 1 | 3 May 2023

14:20-15:00

Panel Discussion Sustainable Supply: Accelerating the Solar Value Chain

How are others preparing for a future of potential supply chain bottlenecks and how guickly with the US be able to scale up its domestic supply?

A look at supply-demand imbalance and product procurement strategies.

- What tactics are developers using to ensure supply?
- Long-term strategic partnerships
- ESG requirements and priorities

Pol Lezcano, Senior Associate, BloombergNEF

David Dixon, Director of Procurement, Ørsted Americas

15:00-15:30

Afternoon Break

15:30-16:30

Panel Discussion Industry Standards for Community Engagement

With PV ramping up to become a mainstream source of power generation, its current socio-environmental footprint has raised questions of industry image and community engagement. To meet demand, how can the industry promote a positive community image and what are the benefits of positive industry impact?

- How do you engage with the community to promote a positive image for the industry?
- What should our industry standards be and how should the industry best commit and promote its values?
- Potential stumbling blocks and lessons learned

Laura York, Executive Director, Nautilus Solar Energy, LLC

Juan Parra, Director, Community Engagement, Nexamp

Boris Schubert, Chief Development Officer, Silicon Ranch

Lisa Leipzig, Vice President, Development, Primergy Solar

16:30-17:10

Roundtable Discussions Industry Forecast: How to Survive the Next Administration

This session will take place as a roundtable format in which networking groups will have the opportunity to hear how others prepare for the US political outlook of 2024 and beyond. The session will begin with a quickfire presentation on the current solar landscape in 2023 and the audience will then split into smaller round table discussion groups.

Moderator: Todd Foley, Managing Director - Principal, Eagle Energy Ventures

17:10-17:20

Keynote Presentation Day 1 Closing Remarks

Networking Drinks and End of Day One

DAY 2 | 4 May 2023

How to Deal with Underperformance

Can effective forecasting and operation of assets make the solar businesses more profitable? What measures have been put in place to solve current underperformance issues?

Meghan Semiao, Director, Asset Management, Longroad Energy

Dylan Sontag, Senior Director, Asset Operations and Performance Engineering, Silicon Ranch Corporation

09:40-10:20

Panel Discussion Powering the Future: Business Opportunities in Green Hydrogen and Solar

A focus session on hydrogen and solar featuring perspectives on how hydrogen will impact the Large Scale US solar. The panel will explore the business opportunities that this combination presents, with a focus on how to overcome the challenges and capitalize on the potential of this emerging market

- What opportunities are there for funding?
- Where does the demand for hydrogen come from?

Diana Rivera, Development Director, Lightsource bp

Grace McNamara, Director, Hydrogen Business Development, 174 Power Global

Brian Maxwell, Founder and CEO, Green Hydrogen International

Oleksiy Tatarenko, Principle, Climate-Aligned Industries, RMI

Panel Discussion Potential Changes for PPAs and More: How have Revenue Strategies Changed in 2023?

- How do corporate offtakers, utilities and traders' price PPAs?
- Utility PPAs vs Corporate PPAs: key differences
- What is the long-term outlook for power prices in the US?
- What is the long-term future for merchant based solar?

Stacey Kusters, Country Head, Cubico Sustainable Investments

Helen Brauner, Vice President, Business Development, Lightsource bp

Refreshment Break

Panel Discussion Challenges of Scale: The Future of Megaprojects

Managing growth and scale: How should the market cope as it scales to the next level and what considerations does the industry need to take to keep pace with the rise in renewable demand?

- Can the industry meet the scale of production needed in manufacturing and generation?
- What are the practicalities of getting megaprojects to operational status and how are they put together?
- Understanding workforce shortages and other ancillary impacts

Spencer Li, Sr. Director of Project and Corporate Finance, Avantus

DAY 2 | 4 May 2023

Panel Discussion Are Collocated Technologies the Answer to Low Power Prices?

In areas where power prices are low and grid constraints remain an issue, how can collocated technologies be used to maximize gueue position and what are the practical steps needed to implement them? This session will also answer additional questions on IRA implications for future trends of storage such as BESS compensation methods and financing collocated projects.

Casey Keller, Founding Partner, Caerus Commodities

Janhavi Kulkarni, Director, Global Solar Optimization, RWE Renewables

Hurel Johnson, US Director of Operations: Utility-Scale Solar, ENGIE North America Inc.

Aurko Dutta, Vice President, Commercial, Swift Current Energy

Lunch Break

Panel Discussion Industry Workforce Upskilling and Retention

- What will the impacts be of labor shortages going forward and how does the industry best mitigate the repercussions.
- What are businesses doing to recruit more workers and what is best practice for staff retention
- What can be done to transfer skilled workers from other sectors into the industry?
- What have been the effects of the IRA apprenticeship requirements and prevailing wage?

Constance Thompson, Senior Vice President, Diversity, Equity, Inclusion, and Justice, American Council on Renewable Energy (ACORE)

Elizabeth Laine, Head of DEI and Talent Development, Clearway Energy Group

Panel Discussion The Trials and Tribulations of Transmission: How Should it Change?

A deep dive into the challenges within interconnection and transmission and the modernisation of our grid systems.

Ali Amirali, Senior Vice President, Lotus Infrastructure Partners

Jennifer Ayers-Brasher, Senior Director, Transmission & Interconnection, RWE Renewables

Margaret Miller, Director of Government and Regulatory Affairs, ENGIE North America

Sudipto Bhowmik, Senior Director of Transmission and Planning, ibVEnergy Partners

Ali Chowdhury, Vice President, Transmission, Avantus

Panel Discussion and Roundtables Development Complete, What Happens Next?

This session will dive the decisions faced by developers and asset owners post-development. We will look at how to evaluate the quality and feasibility of solar and project pipelines so that you can find the winners, discount risky projects and maintain a competitive investment bid. Questions discussed include:

- Technical specifications that make a project attractive.
- Attractiveness of different markets
- Availability of portfolios

Chris Kirksey, Managing Director, High Road Clean Energy

Marc-Alain Behar, Vice President, Utility-Scale, Nexamp

Refreshments & Close of Conference



Agenda Key Themes

Solar Media's Summits are renowned for their quality, breadth and expertise, featuring an all-encompassing range of strategic and technical sessions - Large Scale Solar USA is no exception!

Themes covered on our agenda include:





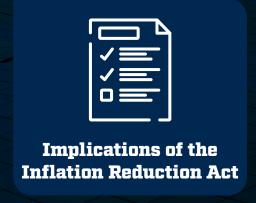












Be part of a carefully curated audience consisting of all stakeholders, from developers, government, and finance to utilities, EPCs, manufacturers and law firms.

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

Make sure you make best use of your time, develop new business opportunities with guaranteed 1-2-1 meetings on site in Austin



Shorten Sales Cycles

Accelerate decisions by accessing qualified decision makers responsible for Large scale Solar deployment across the USA



Thought Leadership

Ensure the market is fully conscious of the unique benefits of your solutions and advantages of partnering or investing in you by presenting a case study



Innovation & Leadership

Join a panel and strengthen vour commitment to driving Large scale solar deployment and position vourself as a key enabler



Relationship Building

Network and have fun with attendees, cementing your position as a leading partner of choice when implementing large scale solar projects



Brand Recognition

Amplify your brand at the event and ensure you are front of mind with qualified decision makers and industry stakeholders



I had the highest frequency of talks to different business partners and the highest rate of learning in one day for the last 6 months. **Tim Müller, BELECTRIC**





Package Options

Chanagashin Laval	Host \$65.000	Diamond \$45,000	Platinum \$35,000	Gold \$25,000	Silver \$20,000	Bronze \$15,000	Supporting \$10,000	Exhibitor \$8,000
Sponsorship Level	Ĭ ĕ	:ā ♦	₫ %	ૐ ૐ	© ₹	∰ &	્ય સ્	ம் ₩
Conference Influence								
Chair Day 1 & Day 2	•							
Keynote Presentation	•	•						
20 Min Solo Presentation	•	•	•	•				
Panel Speaking Slot	•	•	•		•	•	•	
Pre or Post Event Editorial Q&A	•	•	•	•				
Entrance & Onsite Branding								
Exhibition Stand / Branded Backdrop	•	•	•	•	•	•		•
Additional Branding - Tier 1	•	•	•	•				
Additional Branding - Tier 2					•	•		
Private Meeting Room	•	•	•					
Logo to Appear on All Event Signage	•	•	•	•	•	•	•	
Profile & Logo on Event App	•	•	•	•	•	•	•	•
Delegate Passes	10	8	6	5	3	2	2	2
Meeting & Networking								
Target Account List Research	•	•	•	•				
Access To App Networking Tool	•	•	•	•	•	•	•	•
Guaranteed Meetings	10	10	8	6	4	3	2	2
Pre-Event								
Logo & Profile on Website	•	•	•	•	•	•	•	•
Reciprocal Website Link to Homepage	•	•	•	•	•	•	•	•
Company Logo & Link on Email Marketing	•	•	•	•	•	•	•	•
Promotion Across Social Media	•	•	•	•	•	•	•	•
Post Show								
Access Full Delegate List - Full Name/Company/Job Title	•	•	•	•	•			



Additional Branding

Tier 1: **Gold Level and Above**

- Networking Dinner
- Registration & Lanyards
- Drinks Reception
- Lunch
- WiFi
- Event App

Tier 2: **Silver Level and Below**

- Coffee Break
- Seat Drop
- Delegate Bags
- Sponsored Gift
- Pre/Post-event Webinar
- Event Guide
- Private Meeting Rooms

Ticket Prices

\$999	\$1,349	\$1,699	\$1,899
Super Early Bird Ends 10 Feb 2023	Early Bird <i>Ends 17 March 2023</i>	Advanced Tickets Ends 14 April 2023	Full Price

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Delegate Ticket Protection

Solar Media 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

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- Said opportunities for networking at Solar Media events with other delegates were Exceptional or Very Good
- 100% The audience rated the speaker quality highly
- Said they made the contacts they wanted to make at the summit

- It is a very good and well-organised event. It covers most of the investors, developers, all sorts of stakeholders in one place and it is useful for us to meet all these people. The bankers are very keen to share their experiences, local and international banks, who are looking at the solar market.
 - Rom Rakpatapeesuwan, Mott Macdonald
- Learn more about the utility scale solar scene and see how you fit in and what opportunities are available to you. Sheheryar Shakeel, Boviet Solar
- Informative presentations about the solar environment today and tomorrow with networking opportunities. Raphael Levy, Vistra Corp
- Gave me the opportunity to learn and stay current in the solar industry. Suparna Ray, Department of Energy

Meet the Team & Get Involved



Paul Collinson
Commercial Director
pcollinson@solarmedia.co.uk



Daniel White
Head of Sales USA & Energy
Storage Events
dwhite@solarmedia.co.uk



Thomasine Pledger Conference Producer tpledger@solarmedia.co.uk



Jo Wilkinson Head of Event Content jwilkinson@solarmedia.co.uk



Ollie McCullough
Senior Marketing Manager and
Media Partnerships
omccullough@solarmedia.co.uk



Molly Lempriere
Deputy Editor
mlempriere@solarmedia.co.uk



Zac Scalabrini
Sponsorship Sales Executive
zscalabrini@solarmedia.co.uk

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The hope and solidarity experienced attending a conference like Large Scale Solar USA can't be effectively conveyed through word-of-mouth or a conference report - you need to experience it yourself to understand, which is why I would recommend attending the conference to my peers.

Suveer Panditrao, Standard Solar Inc.





