

# SEIA FINANCE AND TAX SEMINAR



February 18-19, 2016  
JP Morgan Chase, New York City

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## SEIA FINANCE AND TAX SEMINAR WINTER 2016

### AGENDA

#### THURSDAY, FEBRUARY 18, 2016

8:30 – 9:00 AM	<b>NETWORKING BREAKFAST AND EVENT CHECK-IN</b> PLEASE PLAN TO ARRIVE BY 8:45 AM.
9:00 – 9:10 AM	<b>WELCOME</b> <b>RHONE RESCH</b> – PRESIDENT & CEO, SEIA
9:10 – 9:30 AM	<b>SALE-LEASEBACKS (FOUNDATION)</b> LEARN THE FUNDAMENTAL CHARACTERISTICS OF SALE-LEASEBACKS – ONE OF THE THREE MAIN TAX EQUITY INVESTMENT STRUCTURES TO GET PROJECTS FINANCED -AND HEAR ABOUT SOME OF THE COMMON CHALLENGES DEVELOPERS AND FINANCIERS FACE WITH THIS STRUCTURE. <b>DAVID WEISBLAT</b> – OF COUNSEL, FOLEY & LARDNER LLP
9:30 – 10:10 AM	<b>SALE-LEASEBACKS (DEEP DIVE)</b> ONCE YOU UNDERSTAND THE BASICS OF SALE-LEASEBACKS, YOU'RE READY TO HEAR ABOUT THE LATEST TRENDS ASSOCIATED WITH THIS STRUCTURE AND HOW THEY'VE BEEN APPLIED IN SPECIFIC PROJECT CASE STUDIES. <b>ELI KATZ</b> – PARTNER, CHADBOURNE & PARKE LLP
10:10 – 10:30 AM	<b>PARTNERSHIP FLIPS (FOUNDATION)</b> LEARN THE FUNDAMENTAL CHARACTERISTICS OF PARTNERSHIP FLIPS-THE SECOND OF THE THREE MAIN TAX EQUITY INVESTMENT STRUCTURES TO GET PROJECTS FINANCED -AND HEAR ABOUT SOME OF THE COMMON CHALLENGES DEVELOPERS AND FINANCIERS FACE WITH THIS STRUCTURE. <b>JOHN ELIASON</b> – PARTNER, FOLEY & LARDNER LLP
10:30 – 10:45 AM	<b>NETWORKING BREAK</b>
10:45 – 11:25 AM	<b>PARTNERSHIP FLIPS (DEEP DIVE)</b> ONCE YOU UNDERSTAND THE BASICS OF PARTNERSHIP FLIPS, YOU'RE READY TO HEAR ABOUT THE LATEST TRENDS ASSOCIATED WITH THIS STRUCTURE AND HOW THEY'VE BEEN APPLIED IN SPECIFIC PROJECT CASE STUDIES, INCLUDING APPLICATION OF THE NEW PARTNERSHIP AUDIT RULES. <b>RUBIAO SONG</b> – MANAGING DIRECTOR, J.P. MORGAN <b>DAVID LOWMAN</b> – PARTNER, HUNTON & WILLIAMS LLP

11:25 -11:45 AM	<b>INVERTED LEASES (FOUNDATION)</b> LEARN THE FUNDAMENTAL CHARACTERISTICS OF INVERTED LEASES-THE THIRD OF THE THREE MAIN TAX EQUITY INVESTMENT STRUCTURES TO GET PROJECTS FINANCED -AND HEAR ABOUT SOME OF THE COMMON CHALLENGES DEVELOPERS AND FINANCIERS FACE WITH THIS STRUCTURE. <b>DANIEL YONKIN</b> – SENIOR DIRECTOR, STRUCTURED FINANCE, SOL SYSTEMS
11:45 AM – 12:25 PM	<b>INVERTED LEASE (DEEP DIVE)</b> ONCE YOU UNDERSTAND THE BASICS OF INVERTED LEASES, YOU'RE READY TO HEAR ABOUT THE LATEST TRENDS ASSOCIATED WITH THIS STRUCTURE AND HOW THEY'VE BEEN APPLIED IN SPECIFIC PROJECT CASE STUDIES. <b>JORGE MEDINA</b> – ASSISTANT GENERAL COUNSEL, TAX, SOLARCITY
12:25 – 1:30 PM	<b>NETWORKING LUNCH</b>
1:30– 2:15 PM	<b>FINANCING AND TAX CHALLENGES WITH SOLAR + STORAGE PROJECTS</b> LEARN ABOUT THE TAX AND FINANCE RELATED COMPLEXITIES OF ADDING STORAGE TO YOUR SOLAR PROJECT. <b>MODERATOR: ELIAS HINCKLEY</b> – PARTNER & ENERGY PRACTICE LEADER, SULLIVAN & WORCESTER LLP <b>JOEL MEISTER</b> – TAX MANAGER, DELOITTE TAX LLP <b>JAIME PARK</b> – DIRECTOR, WASHINGTON NATIONAL TAX PRACTICE, KPMG <b>SEAN RHEUBEN</b> - MANAGING DIRECTOR, ALTUS POWER
2:15 – 3:00 PM	<b>PRIVATE EQUITY INVESTMENT</b> PRIVATE EQUITY CAN BE A SMART SOURCE OF CAPITAL FOR SOLAR PROJECT OWNERS, DEVELOPERS, EPCs, AND EQUIPMENT COMPANIES. THE EXPERTS WILL DISCUSS THE TYPES OF INVESTMENT THEY CURRENTLY FIND ATTRACTIVE ACROSS THE SOLAR VALUE CHAIN AS WELL AS FUTURE TRENDS. <b>MODERATOR: ANDREW JACK</b> – PARTNER, COVINGTON & BURLING LLP <b>JUSTIN DEANGELIS</b> – MANAGING DIRECTOR, DENHAM CAPITAL MANAGEMENT LP <b>NEIL AUERBACH</b> – CHIEF EXECUTIVE OFFICER AND MANAGING PARTNER, HUDSON CLEAN ENERGY <b>JASON BARRETT</b> – EXECUTIVE DIRECTOR OF RENEWABLE INVESTMENTS, GAF
3:00 – 3:20 PM	<b>NETWORKING BREAK</b>
3:20 – 4:00 PM	<b>UPDATE FROM WASHINGTON (QUICK TALK)</b> IN 2015, SEIA SCORED A MAJOR VICTORY IN AN OTHERWISE DEADLOCKED CONGRESS, SECURING A FIVE-YEAR EXTENSION OF THE ITC UNTIL THE END OF 2021. AS A RESULT OF THIS ITC EXTENSION FOR BOTH HOMEOWNERS AND SOLAR DEVELOPERS, THE SOLAR INDUSTRY WILL INSTALL A TOTAL OF 100 GW OF SOLAR, INVEST \$125 BILLION, AND EMPLOY 420,000 AMERICANS. SEIA’S TEAM WILL WALK YOU THROUGH THESE DEVELOPMENTS AND OTHERS AND HOW THEY WILL IMPACT YOUR BUSINESS. <b>CHRISTOPHER MANSOUR</b> – VICE PRESIDENT OF FEDERAL AFFAIRS, SEIA <b>BRANDON AUDAP</b> – DIRECTOR OF FEDERAL AFFAIRS, SEIA <b>GARY HECIMOVICH</b> – PARTNER, DELOITTE TAX LLP <b>HILARY LEFKO</b> – SENIOR ASSOCIATE, HUNTON & WILLIAMS LLP
4:00– 4:25 PM	<b>TREASURY GRANT SECTION 1603 LITIGATION UPDATE (QUICK TALK)</b> TWENTY-FIVE CASES HAVE BEEN FILED IN THE U.S. COURT OF CLAIMS CHALLENGING SECTION 1603 GRANT DENIALS AND REDUCTIONS. HEAR ABOUT RECENT DEVELOPMENTS IN THESE CASES AND THE DEADLINE FOR FILING SUIT. <b>DAVID LOWMAN</b> – PARTNER, HUNTON & WILLIAMS LLP

4:25 – 5:15 PM	<b>ASK THE EXPERTS – LOCATED IN ROOM 200</b> HAVE A BURNING QUESTION ABOUT YOUR SPECIFIC PROJECT THAT YOU NEED HELP WITH? SIT DOWN WITH ONE OF OUR PROJECT FINANCE AND TAX EXPERTS TO GET ANSWERS. <b>CHRISTOPHER MANSOUR</b> – VICE PRESIDENT OF FEDERAL AFFAIRS, SEIA <b>CHRIS DIAZ</b> – SR. VICE PRESIDENT – RENEWABLE ENERGY, SEMINOLE FINANCIAL SERVICES, LLC <b>KATHERINE BREAKS</b> – TAX MANAGING DIRECTOR, WASHINGTON NATIONAL TAX, KPMG LLP <b>STEPHEN TRACY</b> – PARTNER, NOVOGRADAC & COMPANY LLP <b>MATT SHANAHAN</b> – MANAGING DIRECTOR, MARATHON CAPITAL <b>FRED DOMBO</b> – PARTNER, NOSSAMAN LLP
5:30 – 8:30 PM	<b>NETWORKING RECEPTION</b> SPONSORED BY HUNTON & WILLIAMS. LOCATED AT 200 PARK AVE, NEW YORK, NY 10166

## FRIDAY, FEBRUARY 19, 2016

8:30 – 9:00 AM	<b>NETWORKING BREAKFAST AND EVENT CHECK-IN</b> PLEASE PLAN TO ARRIVE BY 8:45 AM.
9:00 – 9:10 AM	<b>WELCOME</b> <b>RHONE RESCH</b> – PRESIDENT & CEO, SEIA
9:10 – 9:50 AM	<b>CURRENT FINANCING AND TAX DEVELOPMENTS PANEL</b> EXPERT INSIGHT ON RELEVANT FEDERAL TAX DEVELOPMENTS: FROM THE PROPOSED ITC REGULATORY REFORM, TO REAL ESTATE INVESTMENT TRUSTS AND HOT TOPIC IRS PRIVATE LETTER RULINGS, HEAR FROM EXPERTS WORKING DIRECTLY ON THESE ISSUES ABOUT CURRENT DEVELOPMENTS IN THIS SPACE. <b>MODERATOR: LEE PETERSON</b> – SENIOR MANAGER, COHNREZNICK LLP <b>FORREST MILDER</b> – PARTNER, NIXON PEABODY <b>GREG JENNER</b> – PARTNER, STOEL RIVES LLP
9:50 – 10:50 AM	<b>DEBT PANEL</b> LEARN ABOUT THE FUNDAMENTALS OF USING DEBT TO FINANCE YOUR PROJECTS AND THE LANDSCAPE OF DEBT MARKETS FOR ALL TYPES OF PROJECTS. <b>MODERATOR: JOE RITTER</b> – VICE PRESIDENT, BUSINESS DEVELOPMENT, SEMINOLE FINANCIAL SERVICES LLC <b>CRAIG ROBB</b> – EXECUTIVE VICE PRESIDENT, MANAGING DIRECTOR, ZIONS ENERGY LINK <b>TONY GRAPPONE</b> – PARTNER, NOVOGRADAC & COMPANY LLC <b>PRADEEP KILLAMSETTY</b> – MANAGING DIRECTOR, BOND & CORPORATE FINANCE, JOHN HANCOCK FINANCIAL SERVICES <b>RHYS MARSH</b> – DIRECTOR, ENERGY FINANCE, CIT
10:50 – 11:10 AM	<b>NETWORKING BREAK</b>
11:10 AM – 12:10 PM	<b>TAX EQUITY PANEL</b> OUR EXPERT PANEL WILL PROVIDE AN OVERVIEW OF TAX EQUITY CONSIDERATIONS AND ISSUES FOR PROJECTS OF ALL SHAPES AND SIZES. <b>MODERATOR: KEITH MARTIN</b> – PARTNER, CHADBOURNE & PARK LLP <b>ALBERT LUU</b> – VICE PRESIDENT, STRUCTURED FINANCE & STRATEGY, SOLARCITY <b>SANTOSH RAIKAR</b> – MANAGING DIRECTOR, RENEWABLE INVESTMENTS, STATE STREET BANK <b>VICKI DAL SANTO</b> – EXECUTIVE DIRECTOR, ENERGY INVESTMENTS, J.P. MORGAN <b>DANIEL SIEGEL</b> – VICE PRESIDENT, RENEWABLE ENERGY BUSINESS DEVELOPMENT, U.S. BANK <b>GEORGE REVOCK</b> – MANAGING DIRECTOR, CAPITAL ONE

12:10 - 12:50 PM	<p><b>PACE AND STATE SUPPORT PROGRAMS</b></p> <p>LEARN ABOUT THE STATE PROGRAMS TO GROW THE SOLAR ECONOMY AND HOW TO BUILD PACE PORTFOLIO.</p> <p><b>MODERATOR: MICHAEL MENDELSON</b> – <i>SENIOR DIRECTOR OF PROJECT FINANCE &amp; CAPITAL MARKETS, SEIA</i></p> <p><b>BRACKEN HENDRICKS</b> – <i>PRESIDENT &amp; CEO, URBAN INGENUITY</i></p> <p><b>MICHAEL KARLOSKY</b> – <i>SENIOR VICE PRESIDENT, FIGTREE FINANCING</i></p> <p><b>BRIAN FARNEN</b> – <i>GENERAL COUNSEL &amp; CHIEF LEGAL OFFICER, CONNECTICUT GREEN BANK</i></p>
12:50 – 1:00 PM	<b>CLOSING</b>