SEIA Finance & Tax Seminar

February 28th, 2019
8am - 7pm
New York, NY
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WiFi Instructions

WiFi Network: Convene Conference Centers
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AGENDA

8:00 am – 9:00 am Networking Breakfast & Event Check-In

9:00 am – 9:15 am Welcome

Mike Smith
Chief Business Officer
SEIA

9:20 am – 10:15 am Tax Equity Rides the Solar Coaster: The Effects of Tax Reform, Tariffs, Interest Rates and the Current Administration on Project Finance

Tax equity has been an important historical driver of solar energy investment. This session will provide insights on the state of the solar tax equity market, including how last year’s overhaul of the US tax code, trade tariffs, volatility around interest rates, the ramp down of the solar Investment Tax Credit (ITC) and other new issues are impacting transactions and the cost and availability of tax equity.

Moderator

Tony Grappone
Partner
Novográdac & Company LLP

Jason Barrett
Vice President - Head of Renewable Energy Finance and Investments
GAF

Victoria Dal Santo
Executive Director, Energy Investments
JPMorgan Capital

Jonathan Peeples
Vice President, Renewable Energy Investments
US Bank

Jessica Robbins
Director, Structured Finance
Sol Systems
10:35 am – 11:30 am  Track 1: Understanding How Solar Deals are Financed as the Industry Matures

How is the capital stack in solar finance changing? Hear the capital providers’ perspective on solar financing trends and market conditions, including new challenges and opportunities around structures and deal terms and a forecast on where the solar industry is heading as the ITC begins to sunset.

Moderator

Thomas Hoffmann  
*Partner*
Foley & Lardner LLP

Sherri Brudner  
*Managing Director*
Macquarie Bank Limited

Chris Diaz  
*Principle and Executive Vice President of Business Development*
Seminole Financial Services

Hadley Peer Marshall  
*Managing Director, Investments*
Brookfield Asset Management

Andy Redinger  
*Managing Director & Group Head*
KeyBanc Capital Markets
Whether you’re new to solar project finance, or just need a refresher, this seminar-style session will cover the fundamental characteristics of the three main tax equity investment structures: sale-leasebacks, partnership flips and inverted leases. Once you understand the basics, you’ll hear about the latest trends associated with these structures and how they are being applied in the market.

**Amanda Rosenberg**  
*Partner*  
Norton Rose Fulbright US LLP

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What are **Qualified Opportunity Zones** (QOZ)? How does the incentive work? What are the benefits? Who can use the incentive and will it help solar and storage projects? This session will answer all of these questions and more, as speakers evaluate what the QOZ incentive means for the solar and storage industries.

**Moderator**  
Laura Jones  
*Partner*  
Hunton Andrews Kurth

**David Brown**  
*Senior Principal and Co-Founder*  
Obsidian Renewables

**Adam Tejeda**  
*Partner*  
K&L Gates LLP
The solar industry is attracting new investors each day as it continues to mature and evolve. But what does this mean for the capital that’s invested and deployed across the U.S.? This session will examine today’s evolving solar asset class and assess trends and opportunities in public and private equity markets, and other new financial considerations.

**Moderator**

John Marciano  
*Partner*  
Akin Gump Strauss Hauer & Feld LLP

Izzet Bensusan  
*Managing Partner and Founder*  
Captona Partners

Kathryn Rasmussen  
*Principal*  
Capital Dynamics

Julian Torres  
*Director, Tax Equity Investments*  
RBC Capital Markets

**Networking Lunch**

This session will provide an update on commence construction guidance, bonus depreciation guidance, and ongoing efforts around an ITC for storage. Experts will delve into how businesses can take advantage of the ITC before it ramps down and make sense of the latest regulatory guidance, rulemakings, and market trends that impact the solar and storage industries.

**Moderator**

Lee Peterson  
*Senior Manager*  
National Tax Services  
CohnReznick LLP

Katherine Breaks  
*Tax Managing Director*  
KPMG LLP
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Track 2: IRS & Treasury Updates, an ITC for Storage, & More

Gary Hecimovich  
Partner  
Deloitte Tax LLP

Gregory Jenner  
Partner  
Stole Rives

Forrest Milder  
Partner  
Nixon Peabody LLP

1:45 pm – 2:35 pm  
Track 2: Accelerating Financing for Community Solar

Financing for community solar projects has come a long way in recent years, attracting more and more traditional lenders and tax equity investors that are becoming more comfortable with community solar as an asset class. But challenges remain. This session will survey successes and challenges in financing community solar projects, including third party vs. in-house subscription management, overcoming barriers to short-term subscriptions and community solar on C&I rooftops.

Moderator

Laura Stern  
President  
Nautilus Solar Energy

Eric Barr  
Assistant Vice President, Environmental and Community Capital  
US Bank

Bryan Birsic  
Cofounder & CEO  
Wunder Capital

MJ Shiao  
Director of Community Solar  
Arcadia Power

Peter Tawczynski  
Chief Financial Officer  
Nexamp, Inc.

Nick Whitcombe  
Managing Director  
Green Bank NY
Interested in pairing a solar project with energy storage, but not sure when it makes the most sense financially? Use this session to learn about the opportunities and challenges raised by integrating storage with solar either at the front end of a solar project or into an existing solar project.

**Moderator**

- **Jocelyn Lavallo**  
  Partner  
  Foley & Lardner LLP
- **Melinda Baglio**  
  Chief Commercial Officer and General Counsel  
  CleanCapital LLC
- **Gary Blitz**  
  Senior Managing Director  
  Aon
- **Julia Dobtsis**  
  Vice President, Finance & Transactions  
  8minutenergy Renewables LLC
- **Eric Heintz**  
  Director of Energy Finance  
  M&T Bank
- **Martin Torres**  
  Managing Director  
  BlackRock

**2:45 pm – 3:35 pm Track 2: Trends in Residential Solar Finance – Where are We and Where are We Heading?**

Hear from key players as they assess the state and the future of the residential solar market, including notable developments in the primary and secondary markets.

**Moderator**

- **Brendan Keane**  
  Senior Vice President, Capital Markets  
  Dividend Solar
- **Richard Matsui**  
  CEO  
  kWh Analytics
CONTINUED...

Track 2: Trends in Residential Solar Finance – Where are We and Where are We Heading?

Katrina Niehaus  
Managing Director, Investment Banking Division  
Goldman Sachs

Cecil Smart  
Managing Director  
Kroll Bond Rating Agency

3:35 pm – 3:55 pm  Networking Break

3:55 pm – 4:45 pm  CFOs Let Loose

Top financial executives from solar companies across the U.S. discuss the challenges they’re facing in the current market and where they see room for innovation.

Moderator

Keith Martin  
Partner  
Norton Rose Fulbright LLC

Sripradha Ilango  
Chief Financial Officer  
Soltage LLC

Rob Martorano  
Chief Investment Officer  
Clean Focus & Greenskies

Vince Plaxico  
Managing Director, Project Finance  
Recurrent Energy

Samir Verstyn  
Chief Information Officer  
Origis Energy

4:45 pm – 5:00 pm  Wrap Up & Closing
Thank You to Our Advisory Committee:

SEIA’s Finance & Tax Seminar Advisory Committee enhances the conference’s outstanding reputation by guiding the development of exceptional educational sessions that are timely, forward thinking, and relevant. This year’s Advisory Committee included:

- **Chris Diaz**, Principal and Executive Vice President of Business Development, Seminole Financial Services
- **Scott Elias**, Senior Manager, Programs & State Initiatives, SEIA
- **Ty Hallmark**, Advocacy Events Coordinator, SEIA
- **Laura Jones**, Partner, Hunton Andrews Kurth
- **Lee Peterson**, Senior Manager National Tax Services, CohnReznick LLP
- **John Marciano**, Partner, Akin Gump Strauss Hauer & Feld LLP
- **Matthew Meares**, Principal, Virginia Solar
- **Laura Stern**, President, Nautilus Solar Energy
For information about membership at SEIA, contact Thomas Kiggen Director of Membership, SEIA tkiggen@seia.org (202) 540 - 5347 www.seia.org/membership