



## SOUTHEAST RENEWABLE ENERGY

November 17 - 19, 2020 | Virtual

### Day 1 – Tuesday, November 17, 2020

## Assessing the Impacts of Southeast State Renewable Energy Policy, Procurement and Program Frameworks

---

*Over the past year legislation, regulatory decisions and both utility and corporate procurements have opened new opportunities to develop renewables. How are these changes affecting state markets, and what is on the horizon for 2021?*

*The following series of presentations and panel discussions on notable Southeast state markets will:*

- *Report on the current policies and incentive programs for the state*
- *Explore the outlook for upcoming changes in policies & incentives*
- *Discuss economic development drivers for renewable energy projects*
- *Provide overviews of utility procurements and future needs as identified in IRPs*

9:30-9:45 am EDT	Opening Remarks from the Conference Chair  <b>L. Preston Bryant Jr.</b> , <i>Sr. VP, Infrastructure and Economic Development</i> , MCGUIREWOODS LLP
9:45-10:30 am	Session 1: <b>Virginia—the Virginia Clean Economy Act Opens the Doors for Wide Scale Renewables Deployment</b>  Moderator: <b>Anthony E. Smith, PhD</b> , <i>President and Founder</i> , SECURE FUTURES, LLC  Panelists: <b>Katharine Bond</b> , <i>Senior Director, Public Policy &amp; Strategy</i> , DOMINION ENERGY <b>Karla Loeb</b> , <i>Chief Policy &amp; Development Officer</i> , SIGORA SOLAR <b>Cliona Mary Robb, Esq.</b> , <i>Director</i> , THOMPSON MCMULLAN, P.C. and <i>Chair of Board</i> , VIRGINIA RENEWABLE ENERGY ALLIANCE
10:30-10:45 am	Q&A
10:45-10:55 am	Break

For speaking opportunities, contact:

Erin Dolleris Hall | *Senior Event Producer* | [ErinD@infocastevents.com](mailto:ErinD@infocastevents.com) | (818) 888-4445 ext. 48

- 10:55-11:40 am      **Session 2: North Carolina—Utility IRPs Set the Renewables Procurement Opportunity and Appetite for Regulatory Reform**
- Moderator:  
**Karen Kemerait**, *Partner*, FOX ROTHSCHILD LLP
- Panelists:  
**Diane Cherry**, *Principal*, DIANE CHERRY CONSULTING  
**Josh Ghosh**, *Manager, Energy Markets*, ICF  
**Carson Harkrader**, *CEO*, CAROLINA SOLAR ENERGY  
**Betsy McCorkle**, *Partner*, KAIROS GOVERNMENT AFFAIRS
- 11:40 -11:55 am      *Q&A*
- 11:55 am-12:40 pm      *Lunch Break*
- 12:40-1:10 pm      **Session 3: How Wholesale Market Competition Can Help Reduce Costs, Increase Transparency, and Scale Up Wind and Solar**
- Presenter:  
**Jennifer Chen**, *President*, REGRID ENERGY POLICY CONSULTING
- 1:10-1:25 pm      *Q&A*
- 1:25-1:35 pm      *Break*
- 1:35-2:05 pm      **Session 4: Gulf Coast—Alabama, Mississippi and Louisiana Ramp Up Procurements**
- Co-Presenters:  
**Beth Galante**, *Senior Vice President, Business Development*, POSIGEN SOLAR  
**Jessica Hendricks**, *State Policy Director*, ALLIANCE FOR AFFORDABLE ENERGY
- 2:05-2:20 pm      *Q&A*
- 2:20-2:30 pm      *Break*
- 2:30-3:15 pm      **Session 5: Tennessee—the Future of TVA Procurement and the Ramifications of Memphis Independent Procurement**
- Moderator  
**Chris Bowles**, *Partner*, BRADLEY ARANT BOULT CUMMINGS LLP
- Panelists:  
**Chris Hansen**, *Vice President of Origination and Renewables*, TENNESSEE VALLEY AUTHORITY (TVA)  
**Maggie Shober**, *Director of Utility Reform*, SOUTHERN ALLIANCE FOR CLEAN ENERGY  
**Katie Southworth**, *Consultant*, EMV ENERGY
- 3:15 -3:30 pm      *Q&A*
- 3:30-4:30 pm      *Conference Platform Open for Virtual Networking*

For speaking opportunities, contact:

**Erin Dolleris Hall** | *Senior Event Producer* | [ErinD@infocastevents.com](mailto:ErinD@infocastevents.com) | (818) 888-4445 ext. 48

# Latest Renewable Energy Procurement Plans and Opportunities

November 18-19, 2020

---

## Wednesday, November 18, 2020

9:15-9:30 am EDT      Session 6: Introduction and Market Update by the Conference Chair

**Michael B. Woodard**, *Partner*, MCGUIREWOODS LLP

9:30-9:40 am      Session 7: **Welcome to the Southeast Renewable Energy Virtual Conference**

**Pat Wilson**, *Commissioner*, GEORGIA DEPARTMENT OF ECONOMIC DEVELOPMENT

Introduction by **R. Stanley Allen**, *Chairman & Chief Executive Officer*, SOLAMERICA ENERGY

9:40-9:45 am      *Break*

9:45-10:30 am      Session 8: **The Southeast Renewables Policy and Regulatory Landscape**

State commissions will play a major role in creating the market structures for future renewable energy expansion in the Southeast. In this session, state commissioners will discuss their perspectives on the future of renewables, the challenges that will need to be addressed and potential paths forward. They will address such questions as:

- How economic development and customer demands drive their decision-making
- How IOU carbon-free goals affect their regulatory perspective
- How these goals will impact the IRP review process
- How the expansion of renewables impacts resource planning challenges, transmission planning, and queue management
- How structures can be implemented to create a competitive market for utilities and renewable developers
- What do commissioners need to make the needed changes?

Moderator:

**Allie Kelly**, *Executive Director*, THE RAY

Panelists:

**Tim Echols**, *Vice Chair*, GEORGIA PUBLIC SERVICE COMMISSION

**Commissioner Brandon Presley**, MISSISSIPPI PUBLIC SERVICE COMMISSION

**Ted Thomas**, *Chairman*, ARKANSAS PUBLIC SERVICE COMMISSION

10:30-10:45 am      *Q&A*

10:45-10:55 am      *Break*

For speaking opportunities, contact:

Erin Dolleris Hall | *Senior Event Producer* | [ErinD@infocastevents.com](mailto:ErinD@infocastevents.com) | (818) 888-4445 ext. 48

10:55-11:15 am

**Session 9: What's New?**

A lively update on what the national election results mean for the market, the continuing fallout from coronavirus, issues in play before the IRS, Treasury, Congress and the courts and more.

**Keith Martin**, *Partner*, NORTON ROSE FULBRIGHT US LLP

11:15 -11:25 am

*Q&A*

11:25-11:35 am

*Break*

11:35 am-12:20 pm

**Session 10: Utilities' Carbon-Free Goals and Their Plans for Renewable Procurement**

Duke Energy, Southern Energy and Dominion have all announced carbon-free goals and other utilities, like TVA, have carbon reduction goals. What role do renewables play in their plans to meet these goals? How does their planning timeline translate to renewable procurement requirements? To answer these questions, this session will feature representatives from utilities, who will discuss the key factors shaping their resource planning and procurement strategies.

- How will utilities carbon reduction goals be reflected during their IRP planning process?
- What retirements will be needed and what are the timelines?
- How will the above translate into specific procurement requirements?
  - In the next 3 years? In 5-10 years?
  - The key factors that will shape procurement decisions
  - Rate-based assets vs. competitive procurement

Moderator:

**Brennen Keene**, *Partner*, MCGUIREWOODS LLP

Panelists:

**Jonathan Bourg**, *Director of Resource Planning & Market Operations*, ENTERGY LOUISIANA

**Brian M. Child**, *VP of Enterprise Planning*, TENNESSEE VALLEY AUTHORITY (TVA)

**Todd R. Flowers**, *Manager, Business Development*, DOMINION ENERGY

12:20-12:30 pm

*Q&A*

12:30-1:30 pm

*Lunch Break*

1:30-2:15 pm

**Session 11: G&Ts', Co-Ops' and Munis' Renewable Energy Strategies and Plans**

G&Ts, co-ops and munis have a large footprint across the Southeast. As renewables become increasingly cost competitive, these organizations are pursuing strategies and developing programs to add more renewables and provide residents and local companies with clean energy. During this session, representatives from G&Ts, co-ops and munis will discuss how their renewable strategies will drive renewable procurement going forward.

- How are renewable cost competitiveness and customer demands shaping G&Ts, co-ops and munis thinking about renewables?

For speaking opportunities, contact:

**Erin Dolleris Hall** | *Senior Event Producer* | [ErinD@infocastevents.com](mailto:ErinD@infocastevents.com) | (818) 888-4445 ext. 48

- How do their unique needs drive their thinking about deploying renewables?
- What programs and approaches are they considering to add more renewables?
- What is their renewable procurement timeline?
- Are they considering engaging in a joint procurement?
- What type of procurement structures are they looking to adopt?

Moderator:

**Karen Kemerait**, *Partner*, FOX ROTHSCHILD LLP

Panelists:

**Jim Bausell**, *Executive Vice President, Business Development*, SILICON RANCH

**Mark Cayce**, *General Manager*, OUACHITA ELECTRIC COOPERATIVE

**Jeff Pratt**, *President*, GREEN POWER EMC

**Susan Schumann**, *Public Relations and External Affairs Manager*, FLORIDA MUNICIPAL POWER AGENCY

2:15-2:30 pm

Q&A

2:30-2:40 pm

*Break*

2:40-3:25 pm

Session 12: **Corporate Offtaker Perspectives**

Many large corporate entities have made strong commitments to renewable energy. For corporates in—or those wishing to establish facilities in—the Southeast, the regulatory structure makes meeting their renewable commitments quite challenging. This session will explore what strategies corporates are taking in the region to procure renewable energy, what challenges they are facing and what approaches they think are most promising.

- What has been the experience of corporates with green tariff programs? Where have these programs been fruitful and where have they been lacking?
- What has been their experience with working in tandem with renewable developers to bring a project to their incumbent utility?
- Are there any state programs in the region that corporates can look to for a solution?
- What other approaches to procurement are being explored?
- What are the best ways to work with corporate customers to help them achieve their goals?

Moderator:

**Shariff Barakat**, *Partner, Project Finance*, NIXON PEABODY LLP

Panelists:

**Carolyn Campbell**, *Renewable Energy Manager*, FACEBOOK

**Stephen Chriss**, *Director, Energy Services*, WALMART

**Reid Spolek**, *Energy Lead*, GOOGLE

3:25-3:40 pm

Q&A

3:40-4:40 pm

*Conference Platform Open for Virtual Networking*

For speaking opportunities, contact:

Erin Dolleris Hall | *Senior Event Producer* | [ErinD@infocastevents.com](mailto:ErinD@infocastevents.com) | (818) 888-4445 ext. 48

## Thursday, November 19, 2020

9:30-9:45 am Welcome and Introduction by the Conference Chair

**Michael B. Woodard**, *Partner*, MCGUIREWOODS LLP

9:45-10:30 am Session 13: **Perspectives on Energy Storage in the Southeast**

As utilities move forward to achieve their carbon free goals, the Southeast will experience more and more renewables—an intermittent resource—on their systems. As a result solar projects are increasingly turning to storage as a value enhancer, while utilities across the Southeast are ramping up storage programs and deployments. In this session, representatives will share the challenges they expect to encounter from greater renewable penetration and the role they see both standalone and hybrid storage playing in solving their needs.

- What are utilities concerns about reliability with higher levels of renewables?
- How is winter peaking shaping their thinking?
- What roles is storage expected to play in the future?
- Using storage in solar + storage projects in the Southeast
- What utilities in the Southeast are doing to explore and exploit storage's unique capabilities and value propositions
- What advantages does AC vs. DC coupled storage have as potential solutions?
- What drives their thinking on the ownership and control of storage assets?
- What has made them comfortable with making the investments they have made so far?

Moderator:

**Jake Spilman**, *Associate*, MCGUIREWOODS LLP

Panelists:

**Ronald DiFelice, Ph.D.**, *Managing Partner*, ENERGY INTELLIGENCE PARTNERS

**Andrew Foukal**, *President & CEO*, EAST POINT ENERGY

**Tim Jarrell**, *Vice President, Power Supply & Planning*, COBB EMC

**Laurel Meeks**, *Associate Business Development Manager*, DUKE ENERGY

10:30-10:45 am Q&A

10:45-10:55 am *Break*

10:55-11:40 am Session 14: **MISO South—An Emerging Market for Renewables?**

A number of renewable developers are starting to look at MISO South as an emerging market for solar. As an ISO, it offers up the opportunity for different offtakers and potential hedges. It is also a low cost region. Yet, MISO South has interconnection and other challenges it is struggling to resolve. So, is MISO South a new market of opportunity for renewable developers? This session will weigh the answer to this question.

- What do the characteristics of the queue say about MISO South opportunities?

For speaking opportunities, contact:

Erin Dolleris Hall | *Senior Event Producer* | [ErinD@infocastevents.com](mailto:ErinD@infocastevents.com) | (818) 888-4445 ext. 48

- What can be expected on transmission and interconnection upgrades?
- What are the views of cities and counties on zoning development projects?
- What is the potential for offtake?
- With all the elements of an advantageous build environment—a wholesale market with liquidity and transparency and with sunny, abundant, flat land—is MISO South set to emerge as a big market for corporate VPPA deals?

Moderator:

**Christine Brozynski**, *Senior Associate*, NORTON ROSE FULBRIGHT US LLP

Panelists:

**David Mindham**, *Regulatory & Market Affairs Manager*, EDP RENEWABLES

**Carlos A. Romero**, *Principal Solutions*, ENERGY EXEMPLAR

**Vish Sankaran**, *Manager, Energy Markets*, ICF

11:40 -11:55 am

Q&A

11:55-12:25 pm

*Lunch Break*

12:25-12:45 pm

Session 15: Presentation: **Understanding Wholesale Power Market Designs and Their Benefits**

As momentum for developing wholesale power markets grows in the Southeast, we need to recognize the different market design options and the potential benefits each design can provide to electricity customers. This talk will review the different wholesale power market design options that have been implemented elsewhere in the U.S., and describe the types and magnitude of customer benefits the region can expect from each. This presentation will explore how the implementation of different market structures will affect the potential benefits to the Southeast, providing background for the discussions in the panel to follow.

Presenter:

**John Tsoukalis**, *Senior Associate*, THE BRATTLE GROUP

12:45-12:55 pm

Q&A

12:55-1:00 pm

*Break*

1:00 -1:45 pm

Session 16: **Will the Southeast Have an ISO in its Future?**

South Carolina House Speaker Jay Lucas started the legislative year by saying “We think it’s time we leave the vertically integrated model Santee Cooper has operated under to a wholesale energy market”. North Carolina followed suit by debating a bill to launch a study on creating an ISO-type structure, potentially in conjunction with South Carolina. The proposed Southeast Energy Exchange Market would be the first competitive wholesale market to launch in the region, but many questions remain regarding its features and formation. This session will:

- Provide insight into the nature of the discussions taking place
- Weigh the rationale of such a market in an environment of wide spread renewables
- Consider whether such a market could really become a reality and which states it might ultimately encompass

For speaking opportunities, contact:

Erin Dolleris Hall | *Senior Event Producer* | [ErinD@infocastevents.com](mailto:ErinD@infocastevents.com) | (818) 888-4445 ext. 48

Moderator:  
**John Tsoukalis**, *Senior Associate*, THE BRATTLE GROUP

Panelists:  
**Chris Carmody**, *Executive Director*, NORTH CAROLINA CLEAN BUSINESS ALLIANCE  
**Steffanie Dohn**, *Director of Government Relations*, SOUTHERN CURRENT  
**Simon Mahan**, *Executive Director*, SOUTHERN RENEWABLE ENERGY ASSOCIATION  
**Larry C. Strickland**, *Representative (Johnson County-R)*, NORTH CAROLINA HOUSE DISTRICT 28

1:45-2:00 pm

Q&A

2:00-2:10 pm

Break

2:10-2:40 pm

Session 17: **Emerging Trends in Southeast Renewable Energy Project Finance**

New financing structures are emerging to reduce the capital cost of solar projects. The panelists will provide their perspectives on the financing outlook for the upcoming pipeline of projects.

- Renewable energy financing options in the market today: Physical PPAs, virtual PPAs, green tariffs, and virtual net metering
- Moving beyond virtual PPAs – solar hedge and other possibilities in the Southeast
- Tax equity market outlook for 2021 and 2022
- Impacts of the ITC stepdown and CARES Act provisions
- Bankability impacts of corporate ownership of projects
- How green energy tariffs affect structures and financeability
- Expanding the scope of aggregation in deals
- Role of local lenders vs. large national and international banks in financing renewable energy projects in the Southeast

Moderator:  
**Heather Welch Arbogast**, *Partner*, MCGUIREWOODS LLP

Panelists:  
**Elizabeth Blaylock**, LIVE OAK BANK  
**Ani Rouskova**, *Managing Partner*, EOS CAPITAL ADVISORS LLC  
**Richard Walsh**, *Managing Partner*, MADISON ENERGY INVESTMENTS  
**Brett Weal**, *Principal*, COHNREZNICK

2:40-2:55 pm

Q&A

2:55-3:05 pm

Break

3:05-3:50 pm

Session 18: **Development Market Selection and Capital Allocation in the Southeast**

Southeast renewable markets are increasingly becoming highly competitive and considerably lower prices are putting downward pressure on margins. At the same time, the movement from a QF to RFP development landscape is raising the risk profile of projects. In this environment, how project developers manage market selection

For speaking opportunities, contact:

Erin Dolleris Hall | *Senior Event Producer* | [ErinD@infocastevents.com](mailto:ErinD@infocastevents.com) | (818) 888-4445 ext. 48



decisions and capital considerations in their projects is critical. This session will explore how renewable developers are responding to the challenge.

- What is driving new market selection for project developers?
- How are developers risk weighting their development capital investment decisions?
- What role does capital availability play in development decision making?
- How is the capital need and cost structure evolving in early to mid-stage project development?

Moderator:

**Shariff Barakat**, *Partner, Project Finance*, NIXON PEABODY LLP

Panelists:

**Kathryn Arbeit**, *Vice President, US Project Development*, FIRST SOLAR

**Eric Sieckmann**, *Vice President, Project Finance & Development*, SOLAMERICA ENERGY

**Johan Vanhee**, *Chief Commercial and Procurement Officer*, ORIGIS ENERGY

**Katy Wilson**, *Senior Origination Manager*, CONSOLIDATED EDISON DEVELOPMENT, INC.

3:50-4:05 pm

Q&A

4:05-5:05

*Conference Platform Open for Virtual Networking*

For speaking opportunities, contact:

**Erin Dolleris Hall** | *Senior Event Producer* | [ErinD@infocastevents.com](mailto:ErinD@infocastevents.com) | (818) 888-4445 ext. 48