Utility Scale Technology & Implementation

UTILITY SCALE SOLAR TECHNOLOGY & IMPLMENTATION FORUM

September 14, 2009

Presented in association with:

new energy finance

About the Forum

Solar power generation technologies, and its implementation at utility scale, are the focus of the ***Utility Scale Solar Technology & Implementation Forum***. With utility scale solar technologies moving from lab to fab to commercialization, from seeking venture funding to searching for project financing, the Forum will provide a timely stage for technology developers to inform potential investors and offtakers about their technologies at the point of best-in-class deployment. In one day, through a fast-paced series of company briefings, participants will be able to hear first hand about each company's technology, experience, and future plans. The companies will then gather in a series of three panels which will explore how the market and particularly utilities, as the ultimate arbiters of technological worthiness, will treat the various solar technologies all vying for roll-out in the U.S.

8:00 – 8:05 **Welcome and Introduction**
Nathaniel Bullard, *Solar Associate, North America*, NEW ENERGY FINANCE

Part 1: Company Technology Presentations

Solar Thermal Technology

8:05 – 8:40 **OVERVIEW OF THE CSP TECHNOLOGY LANDSCAPE**
Presenter:
Nathaniel Bullard, *Solar Associate, North America*, NEW ENERGY FINANCE

8:40 – 9:20 **DISH TECHNOLOGIES**
Presenters:
Don Murray, *Chief Technology Officer*, STARPOINT SOLAR
Derek Lim Soo, *Vice President, Business Development*, STIRLING ENERGY SYSTEMS, INC. (SES)

9:20 – 10:00 **TOWER AND HELIOSTAT TECHNOLOGIES**
Presenters:
Andy Taylor, *Manager, Contracts Administration and Market Analysis,* BRIGHTSOURCE ENERGY
Robert Rogan, *Senior Vice President of North American Markets,* ESOLAR

10:00 – 10:30 *Break*

10:30 – 11:10 **PARABOLIC TROUGH TECHNOLOGIES**

Presenters:

Josef Eichhammer, *Managing Director*, SOLAR MILLENNIUM LLC

Arnold Leitner, President *& CEO*, SKYFUEL, INC.

PV Technology

11:10 – 11:50 **OVERVIEW OF THE PV TECHNOLOGY LANDSCAPE**

Presenter:

J. Michael Horwitz, *Managing Director Clean Technology Research,* ROBERT W. BAIRD & CO.

11:50 – 12:30 **CRYSTALLINE SILICON TECHNOLOGIES**

Presenters:

Matt Campbell, *Director, Utility Products and Market Development,* SUNPOWER

Paul Breslow Ph.D., *Project Development Manager*, SUNTECH AMERICA, INC.

12:30 – 2:00 *Lunch*

2:00 – 2:40 **THIN FILM TECHNOLOGIES**

Presenters:

Keshav Prasad, *Vice President of Business Development*, SIGNET SOLAR, INC.

Julian Hawkins, *Senior Vice President*, ABOUND SOLAR

Part 2: Technology Roundtables

Following the briefings, the companies will gather in a series of roundtables lead by the Forum Moderator(s), who will engage the speakers with pertinent questions that will encourage each company and/or technology to substantiate their bona fides. The discussions will address such issues as levelised cost, capacity attributes, and environmental and credit risk.

Moderator:

Nathaniel Bullard, *Solar Associate, North America*, NEW ENERGY FINANCE

2:40 – 3:20 *Roundtable #1*: **INTERMITTENT RESOURCES**

- What sort of power delivery can you guarantee on contract?
- What concessions do you make for intermittent power? Or do you mitigate?
- What is your optimal project size?

3:20 – 3:50 *Break*

3:50 – 4:30 *Roundtable #2*: **DISPATCHABLE RESOURCES**

- Is storage worth the extra capex?
- How much of a premium do you think you can charge for guaranteeing dispatchable power?
- What are the environmental/permission/construction risks associated with storage?

4:30 – 5:30 *Roundtable #3*: **RATIONALIZE BEST-IN-CLASS PROJECT DEVELOPMENT, FINANCING, AND BUILD-OUT**

- At what point is a utility offtaker indifferent between intermittent PV and dispatchable solar thermal?
- What is the ultimate spot in the merit order for a solar power generation technology?
- In the long run, is levelised cost of energy the most relevant measure of project and technology viability for solar technologies?