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Power to the People:
Celebrating 30 Years of Solar Advocacy

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solar energy conference

November 17th-18th, 2014
Hyatt Regency Capitol Hill
Washington DC



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Dear Colleagues,

It is my great pleasure to welcome you to Solar Focus 2014. Thank you for joining us for what will surely be another memorable conference. A year ago, I was meeting many of you for the first time as the newly hired Associate Director. In the months following, my goal was to meet and speak with as many of you as possible, so I could learn more about your companies, objectives, and how MDV-SEIA could help support your work.

While it is only my second year at Solar Focus, this event is celebrating its 8th year and we're also taking this opportunity to celebrate the 30th anniversary of MDV-SEIA. MDV-SEIA was incorporated in the state of Maryland on November 30th, 1984. The eight founders of the organization - including Peter Lowenthal, who now works at Nextility, Tom Leyden, CEO of Solar Grid Storage, and a gentleman named Steven King, who I do not believe is related to the author - banded together to pursue a set of principals.

These included striving to encourage and advance the economic application and public understanding of energy, cooperating in and contributing towards an increased and broad understanding of the benefits of diversified applications of solar energy, and to acting as a consumer protection organization. MDV-SEIA remains committed to carrying out these objectives. As a true testament to all that has been accomplished in the past thirty years, we now represent approximately 5,000 jobs in the region, according to the Solar Foundation.

I would like to give special thanks to our Conference Committee, who shaped the panels, speakers, and overall agenda. If you see Francis Hodsoll (VAEI), Geoff Mirkin (Solar Energy World), Ken Stadlin (Kenergy Solar), or Shelley Cohen (Ameresco) between sessions, give them a high-five or shake their hand. Part of what makes MDV-SEIA a great organization is how involved our Board Members are with events like this.

I'd also like to take a moment to thank the entire MDV-SEIA Board of Directors for their leadership: Rick Peters, President; Eric Hurlocker, Vice President; Francis Hodsoll, Treasurer; Melanie Santiago-Mosier, Secretary; Mike Healy, Policy Chair; Ken Stadlin, DC Committee Chair; Jon Hillis, VA Committee Chair; Chis Ercoli, MD Committee Chair; Shelley Cohen, Member; Peter Olmsted, Member; Geoff Mirkin, Member; Tony Clifford, Immediate Past President; and Colin Murchie, Member.

Again, please say hello. They're a great group of unpaid volunteers, highly committed to this organization and the solar industry as a whole. It's amazing how much they accomplish with sheer determination and hard work.

Thank you for joining us at Solar Focus 2014. A special, heartfelt thanks to the sponsors and partners who have been instrumental in creating this event. It would not be possible without the support of so many committed individuals and organizations.

Sincerely,

Dana Sleeper
Executive Director, MDV-SEIA

About MDV-SEIA

The Maryland, DC, and Virginia Solar Energy Industries Association (MDV-SEIA) was founded in 1984 to represent regional solar interests. MDV-SEIA delivers on policy formation and advocacy, market representation, networking, education, and additional benefits to our members representing nearly 5,000 jobs.

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Solar energy markets in the Mid-Atlantic region are evolving quickly: being successful means making the right choices and business decisions, based on a working knowledge of the market conditions and policy landscapes.

Joining MDV-SEIA offers a unique opportunity to be networked into a trade association whose members have the depth of experience and savvy needed to build markets and create healthy competition for companies large and small. Our voice is an increasingly powerful one, as our member companies grow in number and size. Your membership and support will only broaden and deepen our collective strength.

WANT TO LEARN MORE? MDV-SEIA STAFF ARE HERE TO HELP!



Dana Sleeper
Executive Director



Kim Palacios
Associate

Visit our website www.mdvseia.org/join or email Kim Palacios for more information: kim@mdvseia.org

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Schedule At-A-Glance

MONDAY, NOVEMBER 17, 2014

3:00 PM - 5:00 PM

MEMBERS-ONLY SESSION
CONGRESSIONAL A, LOBBY LEVEL

5:00 PM - 6:00 PM

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6:00 PM - 8:00 PM

DINNER SPONSORED BY WASHINGTON GAS ENERGY SYSTEMS
THORTON ABC, 11TH FLOOR
Keynotes: Bob Gibson, *SEPA* | Kate Brandt, *White House CEO*

8:00 PM - 11:00PM

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TUESDAY, NOVEMBER 18, 2014

8:30 AM - 9:00 AM

BREAKFAST SPONSORED BY DOMINON
REGENCY CD, BALLROOM LEVEL

8:45 AM - 9:15 AM

WELCOME REMARKS
REGENCY CD, BALLROOM LEVEL
Dana Sleeper, *MDV-SEA* | Rick Peters, *MDV-SEIA*

BREAKOUT SESSIONS

9:30 AM - 10:30AM

LOW-INCOME SOLAR SESSION
LEXINGTON, BALLROOM LEVEL
Moderator: Ron Wedeking, *Clean Energy Collective*
Panelists: Mike Healy, *Nextility* | Nicole Steele, *GRID Alternatives* | Amit Ronen, *GW Solar Institute*

NEW TECHNOLOGIES AND DEVELOPMENTS
CONCORD, BALLROOM LEVEL

Moderator: Tim Bagley, *Alexandria Emerging Technologies Center*
Panelists: Michael Rogerson, *SolarEdge* | Brent Hollenbeck, *USPV* | Whit Fulton, *Infinite Invention* | Mike Chagala, *Sullivan Solar Power*

VIRGINIA: THE NEW FRONTIER?
BUNKER HILL, BALLROOM LEVEL

Moderator: Francis Hodsoll, *VAEIC*
Panelists: Bill Murray, *Dominion* | Jon Hillis, *Prospect Solar* | Angela Navarro, *SELC*

10:45 AM - 11:45 AM

12:00 PM - 1:00 PM

1:15 PM - 2:45 PM

1:45 PM - 2:45 PM

3:00 PM - 4:00 PM

FEATURED SESSION

TOP BRANDS GOING SOLAR
REGENCY CD, BALLROOM LEVEL
Moderator: Francis Hodsoll, *VAEIC*
Panelists: Rob Threlkeld, *General Motors* | Marci Zaroff, *ECOpreneur* | Ramal Moreland, *M&T Bank* | Katherine Neebe, *Walmart*

BREAKOUT SESSIONS

CONSUMER PROTECTION
LEXINGTON, BALLROOM LEVEL
Moderator: Eric Hurlocker, *GreeneHurlocker*
Panelists: William Reisinger, *VA Atto* | Elizabeth Stern, *MD Attorney General's Office* | Steven Eisenberg, *SRECTrade*

CREATIVE SOLAR FINANCING: MATCHING FUNDS & PROJECTS
CONCORD, BALLROOM LEVEL
Moderator: Tim Heinle, *groSolar*
Panelists: Colin Murchie, *Sol Systems* | Zach Axelrod, *Nextility* | Rhem Wooten, *Hannon Armstrong*

GEORGIA: GOING GANGBUSTERS FOR SOLAR
BUNKER HILL, BALLROOM LEVEL
Moderator: Hannah Masterjohn, *Vote Solar*
Panelists: Jason Rooks, *Clean Energy Strategies* | Scott Thomasson, *NewBuild Strategies LLC* | Debbie Dooley, *Green Tea Party* | Joel Cohn, *CohnReznick*

FEATURED SESSION

LUNCH AND KEYNOTE: SENATOR KEVIN PARKER, NEW YORK
REGENCY CD, BALLROOM LEVEL

30 YEARS OF SOLAR ADVOCACY
REGENCY CD, BALLROOM LEVEL
MDV-SEIA Board of Directors

BREAKOUT SESSIONS

UTILITY RATE DESIGN
LEXINGTON, BALLROOM LEVEL
Moderator: Chris Quaterman, *Heliosage*

Panelists: Katharine Bond, *Dominion* | Cliona Robb, *Christian & Barton* | Bo Poats, *Siemens*

NATIONAL COMMITMENT TO SOLAR
CONCORD, BALLROOM LEVEL

Moderator: Scott Wiater, *Standard Solar*
Panelists: Captain John Kliem, *Dept of the Navy* | Susan Elliott, *City of Charlottesville, VA* | Tim Haines, *Washington Gas Energy Systems*

PERMITTING AND SOFT-COSTS
BUNKER HILL, BALLROOM LEVEL

Moderator: Marta Tomic, *Maryland Energy Administration (MEA)*
Panelists: Elizabeth Youngblood, *MassCEC* | Brendan Reed, *SolarCity* | Matthew Mooney, *E.ON*

BREAKOUT SESSIONS

4:15 PM - 5:15 PM

LIFE AFTER THE ITC
LEXINGTON, BALLROOM LEVEL

Moderator: Yuri Horwitz, *Sol Systems*
Panelists: Shayle Kann, *GreenTech Media* | Lidija Sekaric, *Department of Energy* | Ralph Mannion, *Kingspan Energy*

DELAWARE: SOLAR IN THE FIRST STATE
CONCORD, BALLROOM LEVEL

Moderator: Shelley Cohen, *Ameresco*
Panelists: Glenn Moore, *Delmarva* | Scott Lynch, *Delaware Municipal Electric Corporation* | Kevin Quilliam, *Inclime Solutions*

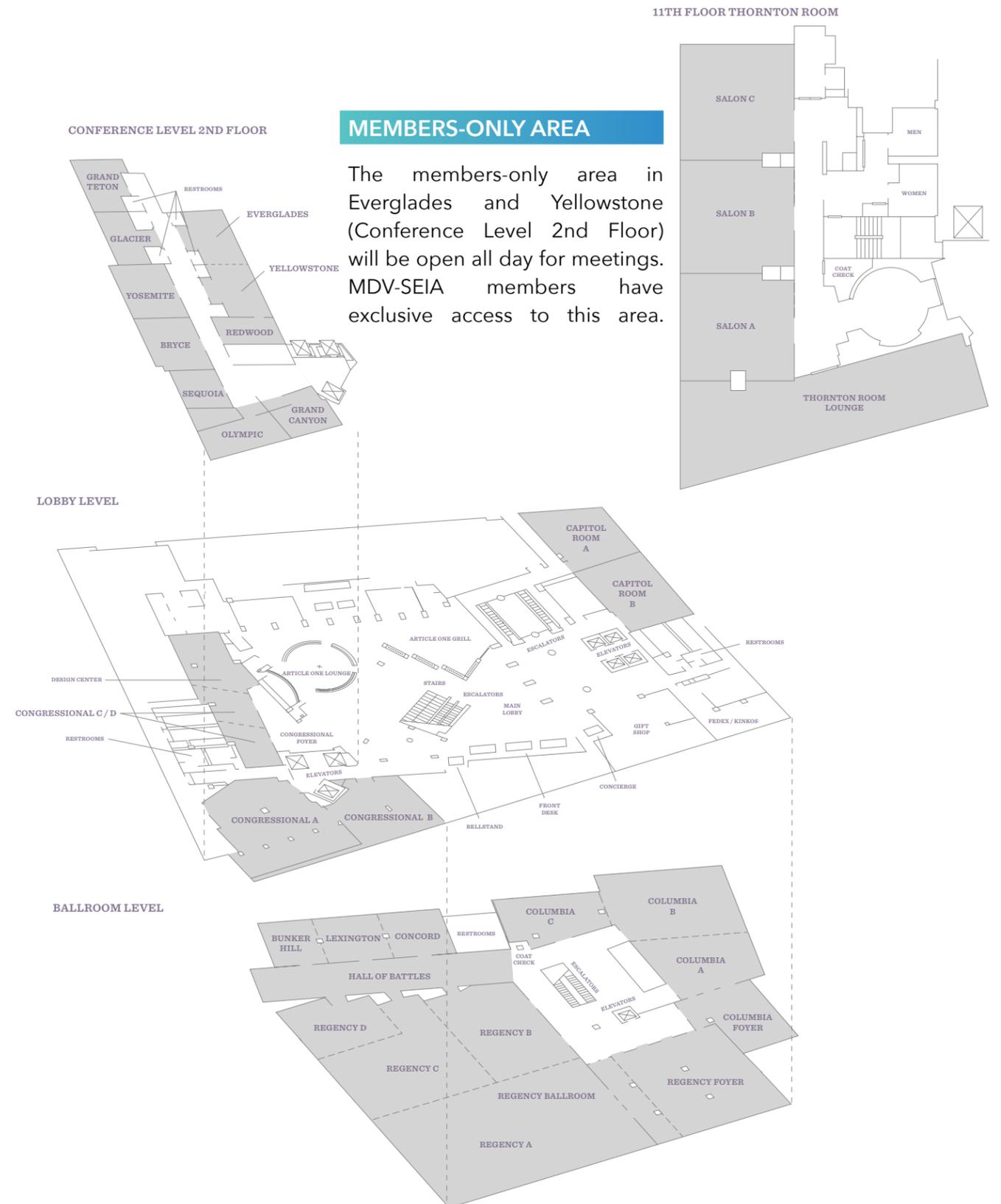
PRESS AND PERCEPTION
BUNKER HILL, BALLROOM LEVEL

Moderator: Frank Andorka, *Narrative Solutions*
Panelists: Ben Delman, *Tigercomm* | Jim Pierobon, *The Energy Collective* | Tom Matzzie, *Ethical Electric*

AWARDS CEREMONY AND CLOSING RECEPTION

5:30 PM - 8:00 PM

CLOSING RECEPTION, AWARDS CEREMONY AND BOARD ROAST
REGENCY CD, BALLROOM LEVEL
Keynote: Rhone Resch, SEIA



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Energy Efficiency
MEA provides grants for money saving energy efficiency measures in the commercial and industrial sector and for low-to-moderate income Marylanders.




Policy, Planning & Analysis
MEA provides expert support on key energy policy issues facing Maryland, from efficiency to resiliency.

Congratulations to MDV-SEIA for 30 years of solar representation and advocacy in the District and beyond.

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PANEL DESCRIPTIONS

BREAKOUT SESSIONS: 9:30 AM - 10:30 AM

LOW-INCOME SOLAR SESSION

LEXINGTON, BALLROOM LEVEL

Moderator: Ron Wedeking, *Clean Energy Collective*

Panelists: Mike Healy, *Nextility* | Nicole Steele, *GRID Alternatives* | Amit Ronen, *GW Solar Institute*

While residential solar installations are booming, most are being installed on relatively higher income households, depriving less affluent Americans of the benefits of solar energy. This is the case in Washington DC, where District households with incomes below 50% of the Federal poverty level must spend about a third of their annual income for their home energy bills, and energy assistance programs are unable to fully address community needs. On this panel, participants will learn about innovative low-income solar programs, incentives, and public-private partnerships that provide benefits for project development to low and moderate-income people across the country.

NEW TECHNOLOGIES AND DEVELOPMENTS

CONCORD, BALLROOM LEVEL

Moderator: Tim Bagley, *Alexandria Emerging Technologies Center*

Panelists: Michael Rogerson, *SolarEdge* | Brent Hollenbeck, *USPV* | Whit Fulton, *Infinite Invention* | Mike Chagala, *Sullivan Solar Power*

Technology is advancing rapidly, and the solar industry is no exception. Improvements are constantly being made to the solar infrastructure, equipment, installation, monitoring, and service. This panel will explore some of the exciting new and emerging technologies and developments in the solar thermal and PV industry.

VIRGINIA: THE NEW FRONTIER?

BUNKER HILL, BALLROOM LEVEL

Moderator: Francis Hodsoll, *VAEIC*

Panelists: Bill Murray, *Dominion* | Jon Hillis, *Prospect Solar* | Angela Navarro, *SELC*

The United States has created over 2.5 million clean energy jobs, but Virginia accounts for less than 3% of them. Over the past year and a half, MDV-SEIA and other advanced energy groups like VAEI have been building a coalition of business leaders to develop the policies and business environment necessary to grow solar in Virginia. This panel will detail the strategy being employed to ensure that the solar thermal and PV markets boom in VA, creating a ripple effect in the job market and the local economy.

FEATURED SESSION: TOP BRANDS GOING SOLAR

REGENCY CD, BALLROOM LEVEL

Moderator: Francis Hodsoll, *VAEIC*

Panelists: Rob Threlkeld, *General Motors* | Marci Zaroff, *ECOpreneur* | Ramal Moreland, *M&T Bank* | Katherine Neebe, *Walmart*

For many businesses, energy is a necessary evil that impacts their core business and their bottom line. Increasingly,

solar projects are being implemented as a solution that reduces energy and operational costs, reduces their corporate carbon footprint, and meets corporate sustainability goals. Top corporations from Apple to Google to Walmart are all creating on-site solar projects to supply their facilities with power from the sun. Hear from corporate leaders on their decision to incorporate solar into their power portfolio and the impact it has had on their business.

BREAKOUT SESSIONS: 12:00 PM - 1:00 PM

CONSUMER PROTECTION

LEXINGTON, BALLROOM LEVEL

Moderator: Eric Hurlocker, *GreeneHurlocker*

Panelists: William Reisinger, *VA Atto* | Elizabeth Stern, *MD Attorney General's Office* | Steven Eisenberg, *SRECTrade*

Consumers face many potential challenges when purchasing solar systems: two, in particular, have caused some system purchasers to postpone or cancel their projects, while others are dealing with the post installation challenges. First, this panel will explore how the state's Attorney General's offices are protecting people from industry 'bad actors'. Second, this panel will examine challenges presented by neighbors, HOAs, pop ups, etc. that infringe upon consumer systems and their ability to become energy-independent.

CREATIVE SOLAR FINANCING: MATCHING FUNDS & PROJECTS

CONCORD, BALLROOM LEVEL

Moderator: Tim Heinle, *groSolar*

Panelists: Colin Murchie, *Sol Systems* | Zach Axelrod, *Nextility* | Rhem Wooten, *Hannon Armstrong*

Why is standardization needed? Are there ways to accept more variation in a fund? What does this do to cost and why? Which terms can have 'fuzzy' lines and which ones are 'hard' lines? This session will discuss matching funds and projects, balancing standardization (to reduce costs and risk) with flexibility (to enable negotiating room for developers).

GEORGIA: GOING GANGBUSTERS FOR SOLAR

BUNKER HILL, BALLROOM LEVEL

Moderator: Hannah Masterjohn, *Vote Solar*

Panelists: Jason Rooks, *Clean Energy Strategies* | Scott Thomasson, *NewBuild Strategies LLC* | Debbie Dooley, *Green Tea Party* | Joel Cohn, *CohnReznick*

There are 146 solar companies at work in Georgia, investing \$18 million to install solar on homes and businesses. Georgia has very strong solar potential. As we're sure you've heard, Georgia is going gangbusters for solar. This panel will delve into the legislative and market factors which results in the state's solar boom.

PANEL DESCRIPTIONS

30 YEARS OF SOLAR ADVOCACY

30 YEARS OF SOLAR ADVOCACY

REGENCY CD, BALLROOM LEVEL

Keynote: New York Senator Kevin Parker

Many remember the 80s when the White House solar panels were removed, and the long lines at the pumps seemed so 10 years ago. MDV SEIA has been there through the boom and bust of solar, and through the good times and the bad. Join the MDV-SEIA Board for a discussion on where we've come from and where we plan to go.

BREAKOUT: 3:00 PM - 4:00 PM

UTILITY RATE DESIGN

LEXINGTON, BALLROOM LEVEL

Moderator: Chris Quaterman, *Heliosage*

Panelists: Katharine Bond, *Dominion* | Cliona Robb, *Christian & Barton* | Bo Poats, *Siemens*

Even though "rate design" doesn't sound quite as exciting as net metering it is just as important in "determining the long-term viability of distributed generation, particularly as the U.S. transitions to a post-subsidy reality" (GTM, Rate Design Matters: The Impact of Tariff Structure on Solar Project Economics in the U.S.). As we consider the policies that are needed to incentivize distributed generation, it's clear that we should also consider how utility rates are designed and how they affect the economics of distributed solar.

NATIONAL COMMITMENT TO SOLAR

CONCORD, BALLROOM LEVEL

Moderator: Scott Wiater, *Standard Solar*

Panelists: Captain John Kliem, *Dept of the Navy* | Susan Elliott, *City of Charlottesville, VA* | Tim Haines, *Washington Gas Energy Systems*

The Federal government has set the bar high for solar project development on Federal Government owned land and properties. The government wants to ensure there is continued momentum on the horizon for the solar industry. In a fact-sheet released earlier this year, the White House announced several executive actions as well as a list of commitments from across the country to advance solar deployment. On this panel you'll hear from companies, municipalities, and others about their involvement in advancing solar and energy efficiency deployment.

PERMITTING THE SOFT-COSTS

BUNKER HILL, BALLROOM LEVEL

Moderator: Marta Tomic, *Maryland Energy Administration (MEA)*

Panelists: Elizabeth Youngblood, *MassCEC* | Brendan Reed, *SolarCity* | Matthew Mooney, *E.ON*

While solar hardware prices continue to plummet, soft costs are the next obstacle our industry can tackle to continue to grow and become more competitive. The Department of Energy is funding a variety of efforts to understand what drives soft costs, and how we might be able to reduce them. In this panel, learn how different organizations are tackling this complex problem.

BREAKOUT: 4:15 PM - 5:15 PM

LIFE AFTER THE ITC

LEXINGTON, BALLROOM LEVEL

Moderator: Yuri Horwitz, *Sol Systems* Panelists: Shayle Kann, *GreenTech Media* | Lidija Sekaric, *Department of Energy* | Ralph Mannion, *Kingspan Energy*

Since its implementation in 2006, the 30 percent solar Investment Tax Credit (ITC) has been the main federal policy mechanism to support deployment of solar installations in the U.S. With the ITC set to be stepped down to 10 percent after 2016, our panel of experts will discuss what the U.S. solar market may look like in a post-ITC world.

DELAWARE: SOLAR IN THE FIRST STATE

CONCORD, BALLROOM LEVEL

Moderator: Shelley Cohen, *Ameresco*

Panelists: Glenn Moore, *Delmarva* | Scott Lynch, *Delaware Municipal Electric Corporation* | Kevin Quilliam, *Inclime Solutions*

Despite its small size, Delaware continues to increase its solar capacity at a rapid pace. It is not one of the sunnier states, but strong solar policies are driving the industry. The state's renewable portfolio standard (RPS) has set a target of achieving 25% of its power from renewables by 2026, with 3.5% required to come from solar. In addition, the state's net metering law allows third-party solar financing and shared solar, supporting the distributed solar market. This panel will explore the current state of the market and future plans for solar deployment in Delaware.

PRESS AND PERCEPTION

BUNKER HILL, BALLROOM LEVEL

Moderator: Frank Andorka, *Narrative Solutions*

Panelists: Ben Delman, *Tigercomm* | Jim Pierobon, *The Energy Collective* | Tom Matzzie, *Ethical Electric*

It is hard to argue the benefits of solar. However, the solar industry is under attack by wealthy climate deniers who want to curtail solar progress in favor of other more polluting forms of power. In this session, we will highlight the messages that are being conveyed to consumers, and discuss strategies on how to combat this negative attack on our livelihood and our industry.



Women in Solar Energy is the solar industry's only 501(c)3 membership organization dedicated to advancing professional opportunities for women in the solar industry.

We are a proud supporter of Solar Focus 2014, where women comprise 25% of panelists.

To learn more about Women in Solar, visit www.solwomen.org or follow us on Twitter at @SolarWomen.

To become a sponsor of Women in Solar, contact Kristen Nicole, Executive Director, at kristen@solwomen.org.

Speaker Bios

Amit Ronen, GW Solar Institute



Amit Ronen is the Director of the GW Solar Institute and a Professor at the Trachtenberg School of Public Policy & Public Administration at the George Washington University. In this capacity he focuses on the economic, technical, and public policy issues associated with the deployment of solar energy.

Angela Navarro, Southern Environmental Law Center



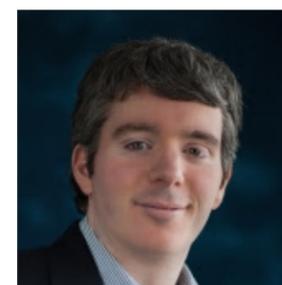
Angela Navarro is a staff attorney in the Virginia office of the Southern Environmental Law Center. She is a member of SELC's Clean Energy and Air team where she focuses on transitioning Virginia's utilities toward increasing investments in solar, wind, and energy efficiency. She is one of the organization's lead attorneys in electric utility proceedings before the Virginia State Corporation Commission, where she has represented state, regional and national environmental groups in proceedings concerning energy efficiency and solar energy program approval, integrated resource planning, resource conversions, and ratemaking.

Anthony E. Clifford, Standard Solar



Anthony E. (Tony) Clifford is MDV-SEIA's Immediate Past President. He joined Standard Solar, Inc. of Rockville, Maryland as its CEO in 2007. Under his leadership the solar photovoltaic developer and integrator has grown rapidly, now employing over 80 full time staff and holding a portfolio of over a thousand residential PV installations and numerous others in commercial, academic, and government markets. Mr. Clifford began his career in solar energy at the Solarex Corporation, the world's first manufacturer of terrestrial solar panels. Clifford earned an MBA from the Darden School of Business at the University of Virginia and bachelor's degree from Penn State University.

Ben Delman, Tigercomm



Ben provides counsel to the firm's clean tech and public advocacy accounts. This includes media relations, content generation and project management. At Tigercomm, he has helped clients earn on-message attention in key mainstream and trade media outlets. He provides media training for Tigercomm clients, having worked with more than 60 individuals to prepare them for print and on-camera interviews.

Speaker Bios

Benjamin "Hayes" Framme, VA Secretariat of Commerce and Trade



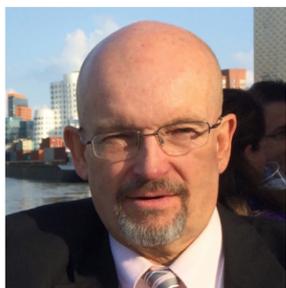
Hayes Framme has been a successful consultant for a variety of major Virginia corporations. He previously worked as a Public Affairs Manager for Capital Results, where he managed strategic communications and government relations work for clients from a variety of sectors of the economy. Prior to this, Hayes worked in the Economic Research office of Altria Client Services, conducting legislative and regulatory research and data analysis. He also served in the Administration of Tim Kaine as Executive Aide to the Governor.

Bill Murray, Dominion



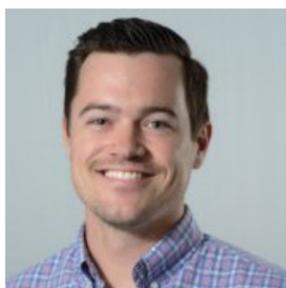
William L. "Bill" Murray is currently managing director of public policy for Dominion, a Fortune 200 energy company doing business throughout the mid-Atlantic, Northeast, and Midwest. He previously worked in the policy office for Governors Tim Kaine and Mark Warner. Prior to working in the Governor's Office, Bill was Vice President for Policy at the Virginia Hospital Association and a senior staff member for the Virginia General Assembly. He has a bachelor's degree from the University of Virginia and a Ph.D. in public administration and policy from Virginia Tech. Bill serves on the Board of the Virginia Chamber of Commerce and the Board of Bon Secours Health Source.

Bob Gibson, Solar Electric Power Association (SEPA)



Bob Gibson is Vice President of Education and Outreach for the Solar Electric Power Association, an educational non-profit. SEPA's work focuses on helping electric utilities integrate and expand solar power as a part of their energy portfolios. Bob leads SEPA's efforts in education and strategic communications, while contributing to SEPA's market analysis and research, and speaking on solar market and utility issues at industry events. Bob came to SEPA from the National Rural Electric Cooperative Association where he led the analysis of renewable energy and energy efficiency technologies and business models.

Brendan Reed, SolarCity



Brendan Reed has spent the past five years in clean energy advocacy and business development. Before joining the PEM team, Brendan worked more than two years selling residential solar in Maryland, Delaware, Virginia and Washington, D.C. Aside from selling he worked closely with company leadership to develop new sales strategies, focusing on whole-home energy offerings that included solar, energy efficiency and energy management products.

Brent Hollenbeck, USPV



Brent Hollenbeck has 24 years of combined executive leadership in the military and private sector and is a leading expert in the design, deployment and operation of advanced distributed energy resources that create value for the host site while also improving grid efficiency and reliability. Hollenbeck's military career culminated at Camp David during the George H. W. Bush administration where he was awarded the Presidential Service Badge. Upon leaving the Marine Corps, Hollenbeck earned his MBA from Mt. St. Mary's College and has subsequently held roles in marketing, business development and executive leadership within Philips N.A., Airpax Corporation, Sensata Technologies, Potomac Energy Fund, TimberRock Energy Solutions and U.S. Photovoltaics, Inc.

Captain John Kliem, P.E., United States Navy



Captain Kliem is a native of Houston, TX. He graduated from Texas A&M University with a Bachelor of Science in Civil Engineering and received his commission from Officer Candidate School at Newport, RI in 1990. He holds a Master of Science Degree in Environmental Engineering from Penn State and a Master of Science Degree in National Strategic Resources from the Industrial College of the Armed Forces. His initial assignments were at the Environmental Department, Marine Corps Air Station, El Toro; The Navy Construction Training Center, Gulfport, MS; NMCB ONE, Gulfport MS; and the Navy Personnel Command, Millington, TN. He is currently assigned as the Division Director for Base Operating Support Programs at Commander Navy Installations Command.

Chris Ercoli, SolarCity



Mr. Ercoli is a Deputy Director of Policy and Electricity Markets for SolarCity. He is responsible for implementing energy policy and reducing cost barriers to promote solar growth throughout the Northeast. Prior to SolarCity, Chris conducted detailed feasibility, technical, and financial studies to help clients use energy more intelligently. He has 8 years of experience developing investment level energy audits, and has guided projects through system implementation and performance based compliance. Chris holds a Bachelor's degree in Electrical Engineering from Union College and a Master's degree in Carbon and Energy Management from the University of East Anglia, UK.

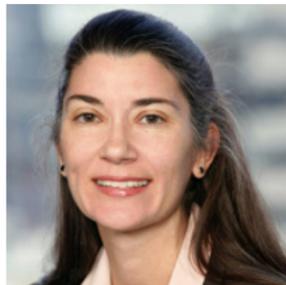
Speaker Bios

Chris Quarterman, Heliosage



As Director of Strategic Planning for HelioSage Energy, Mr. Quarterman has been responsible for establishing the company's national project development strategy. Headquartered in Charlottesville, VA, HelioSage has become one of the fastest growing solar development firms in the country, with projects operational or under development in over 20 states. Managing an analyst team focused on the various legislative, regulatory, economic, and technical factors that create a viable solar market, Mr. Quarterman provides HelioSage with strategic guidance for market entry and allocation of resources and personnel. He is also responsible for leading the firm's direct sales activity with utility off-takers. To date, these collective efforts have resulted in over 250 megawatts of solar PPAs executed nationwide.

Cliona Robb, Christian & Barton



Cliona Robb, LEED® AP, is chair of Christian & Barton's Sustainability: Energy and Green Development practice group and a member of the Energy and Telecommunications department. Her work is typically adverse to monopoly utilities. She represents municipal, industrial, and commercial customers of electric, natural gas, and water utilities regarding rate, service and transmission line siting. She also works on renewable energy transactions involving solar power and wind power. Her work on behalf of providers includes representing competitive telecommunications providers, solar power providers, cable companies, and independent power producers. She is admitted to practice in Virginia.

Colin Murchie, Sol Systems



Colin Murchie co-leads Sol Systems' project origination efforts, serving as the bridge between the company's investment teams and the developers seeking capital. Mr. Murchie's team regularly reviews distributed generation (DG) and utility-scale solar investment opportunities for purchase and/or to structure project finance. In addition, he lends his solar policy expertise to Sol Systems' due diligence process. Mr. Murchie's solar industry experience dates to 2002. As a Director, Policy and Electricity Markets, with SolarCity Corporation, he led the company's state-level advocacy work in a number of East Coast markets during a period of unprecedented progress in developing new solar markets. In addition, he served as a resource to the company's commercial sales team, performing diligence and advisory work on new and emerging solar programs nationwide, and elucidating business models for greater integration into the retail electricity markets.

Dana Sleeper, MDV-SEIA



A native of Maine and a GWU graduate, Dana's most recent roles include Senior Associate at Hanover Research and Executive Director at the Binaytara Foundation. Ms. Sleeper is fluent in Japanese and spent over a year teaching English in Japan. She also serves as Committee Sponsorship Chair for the Ralph Verde Foundation, a non-profit that provides need-based scholarships to high school students. In addition to managing the day-to-day operations of MDV-SEIA, Dana works with Energy Administrations, County Government Officials, Legislators, Fire Marshals, and other key players in the energy industry to represent member interests.

Debbie Dooley, Green Tea Party



Debbie Dooley has been in the IT field for 15 years as a Systems Administrator. In 1987 - 1992 she served as a liaison between the Governor's office and businesses in economic development matters. Debbie has served on the Gwinnett County Election and Voter Registration Board as Vice Chairman. Debbie has been a grassroots activist since 1976 and has been actively involved in over 40 political campaigns and grassroots initiatives. Debbie has successfully fought many tax increases on both the local and state level. She is also very actively involved in lobbying at the Georgia Legislature on different issues, including tough ethics reform.

Elizabeth Stern, MD Attorney General's Office



Elizabeth Stern is an Assistant Attorney General in the Consumer Protection Division of the Office of the Maryland Attorney General. Ms. Stern investigates and brings enforcement actions against businesses and individuals who engage in unfair or deceptive trade practices. Prior to joining the Maryland Attorney General's Office, she was an Assistant Attorney General in the Massachusetts' Attorney General's Office, where she specialized in tobacco enforcement matters, and also worked in private practice. Ms. Stern received her B.A. and J.D. degrees from Cornell University.

Elizabeth Youngblood, MassCEC



Ms. Youngblood is a Project Manager of the Commonwealth Solar Programs at the Massachusetts Clean Energy Center (MassCEC), which is dedicated to accelerating the success of clean energy technologies, companies and projects. Elizabeth is responsible for facilitating both the Commonwealth Solar II and Solarize Massachusetts programs, and has been involved in advancing solar PV projects for public, commercial, and residential customers since 2009. She holds a B.A. in International Relations, and is currently pursuing a Masters of Environmental Management from the Harvard Extension School.

Speaker Bios

Eric W. Hurlocker, GreeneHurlocker



Eric Hurlocker has spent the past twenty years practicing and advising clients in the areas of energy law, commercial transactions and general corporate work. Eric works closely with renewable energy development companies, as well as companies looking to use renewable energy in their operations. In this capacity, Eric has appeared on behalf of clients before the Virginia State Corporation Commission. He has also worked with mid-size and large manufacturing and technology companies in developing procurement and sales agreements, and negotiating sophisticated commercial transactions. Recently, Eric has advised start-up and small consulting and service companies in general corporate and commercial matters.

Francis Hodsoll, VAEIC



Francis Hodsoll founded and leads the Virginia Advanced Energy Industries Association and is the President of E&E Frontiers which he has led since he founded in 2011. Francis Hodsoll is a highly networked executive who combines business development and general management expertise with strong strategy, finance, policy and performance management capabilities. His expertise is in international power plant development, finance, green energy, sustainability, energy efficiency, hydro, solar, wind, biomass, and natural gas.

Francis has held leadership positions in both the private and public sectors including CFO for a power plant owner and operator; Deputy Director of the Federal regulator for offshore energy; and VP in charge of a distributed energy project development group. He earned his MBA from the MIT's Sloan School of Management and his BA in Economics from Colby College.

Frank Andorka, Narrative Solutions



Frank Andorka has been telling stories since he was 11 years old, when he created the "John L. Duck" series – and he's been telling stories ever since. He worked as a freelance writer starting at 17 for The Morning Journal in Lorain, Ohio. For nearly 20 years, he has written about four industries including solar. You may know him best as the Editorial Director for Renewable Energy World Magazine. His stories have won awards from The Press Club of Cleveland, the American Society of Business Press Editors and the Society of Professional Journalists. His message: Provide your customers information the way they want to receive it – and they will be yours for life.

Geoff Mirkin, Solar Energy World



Geoff has spent the majority of his career with Homefix Corporation, focusing on market expansion. In 2000, Mirkin purchased one of Homefix Corporation branches and grew sales by more than \$4 million per year until 2008, when he sold his interest in Homefix. In 2009, Mr. Mirkin and his partners launched Solar Energy World which is a self performing residential and commercial solar integrator. Mr. Mirkin's leadership roles include sales, marketing, training, operations and customer relations. Mr. Mirkin now sits on both the board of directors and the policy committee of Maryland/DC Solar Energy Industry Association (SEIA). He brings a track record of building successful organizations, combined with a passion for renewable energy. Mr. Mirkin was born and raised in Montgomery County MD. He currently resides in Gaithersburg, MD with his wife Franki of 18 years and his daughter Paige 15 and son Max 12.

Glenn Moore, Delmarva Power



Glenn Moore is responsible for building and maintaining community, business and government relationships as the Vice President of Delmarva's New Castle region. The position strengthens Delmarva Power's focus on the customers and communities in the New Castle region, which comprises New Castle County in Delaware and Cecil and Harford counties in Maryland. A 20-year veteran of Delmarva Power, Moore has held a number of positions across the utility. Those positions were in Corporate Planning, the Gas Division, Human Resources and, most recently, he served as the company's Customer Advocate. Moore is an alumnus of the University of Delaware, where he earned both a bachelor's and master's degree in economics.

Hannah Masterjohn, Vote Solar



Hannah leads New Markets work for Vote Solar, focusing on Shared Solar business models and new state markets. She previously managed the Solar America Cities program at the U.S. Department of Energy, helping 25 cities across the country advance solar policies. Hannah has degrees in Environmental Policy and Political Economy from UC Santa Barbara and Clark University.

Speaker Bios

Jason Rooks, Clean Energy Strategies



Jason Rooks is a Georgia native with more than a decade of experience lobbying the Georgia General Assembly and consulting on political campaigns in Georgia. He is currently serving as Director of Government Affairs for GaSEIA. Mr. Rooks also directed Taxpayers for Energy Efficiency, a successful statewide ballot initiative campaign in 2010. As a well-respected voice on renewable energy and energy efficiency, he has helped create numerous clean energy incentives through legislation and regulatory actions at the Georgia PSC. From 2002 to 2008, he served as Executive Director of Georgia Conservation Voters. Prior to that, founded a start-up company in the Silicon Valley, and he started his professional career as a practicing attorney Gainesville, Georgia.

Jim Pierobon, The Energy Collective



As a career-long advocate for cleaner, safer and more secure energy solutions, Jim creates and helps execute digital campaigns for a variety of trade association/NGO, government agency, smart grid, renewable energy and utility clients through Pierobon & Partners. He provides updates on these columns at TheEnergyFix.com. He has co-managed the energy and environmental practice at Ogilvy Public Relations Worldwide, served as VP-Market Development and Chief Marketing Officer of Standard Solar, and was the Chief Energy Writer at the Houston Chronicle.

Joel Cohn, CPA, CohnReznick



Joel Cohn is a partner in the Transaction Consulting Group of CohnReznick. Since 1995 he has provided transaction structuring advice and technical services to sponsors of various tax credit projects. His broad experience in raising tax equity brings to bear solutions where business goals and tax rules would appear to conflict. The key is having an understanding of the goals of the various stakeholders, and the alternative ways those goals can be achieved. His advice has included maximization of credits through re-categorization of costs, contract restructuring and tax planning, all while working within the framework of tax law; creation of transaction structures designed to satisfy the key agendas of various stakeholders; exit strategy development for investors/ developers - including the creation of various option strategies; development of strategies which maximize sponsor return on investment; and creation of transaction structures that permit economic participation by nonprofits.

Jon Hillis, Prospect Solar



As Vice President of Prospect Solar and Senior Project Manager at Prospect Waterproofing Company, Mr. Hillis has sold and managed over \$250 million in commercial construction contracts in the Washington, DC metropolitan area during a 27 year career. During the past three years Mr. Hillis has been managing all levels of operations and market development for Prospect Solar and specifically during the past year has increased his level of participation within MDV-SEIA, with the primary goal of creating a market for distributed generation solar in Virginia. As the current Co-Chair of the Virginia Committee of MDV-SEIA Mr. Hillis has been responsible for developing a plan moving forward with a Governor that is seen as friendly to our industry and environmental causes. This plan includes educational outreach to residents, businesses, legislators, local governments, and utilities to discuss how all can work together to use solar energy and distributed generation for economic benefit and to create a better energy future for Virginia.

Kate E. Brandt, White House CEO



On April 23rd, 2014 Kate E. Brandt was appointed by President Obama to serve as the Administration's Federal Environmental Executive. In this capacity, she is responsible for promoting environmental and energy sustainability across Federal Government operations including 360,000 buildings, 650,000 vehicles, and \$460 billion annually in purchased goods and services. The Office of the Environmental Executive works collaboratively with the Executive Office of the President and each of the Federal agencies to implement the President's Executive Order on Federal Sustainability (EO 13514) and the GreenGov initiative.

Katharine Bond, Dominion



Katharine Bond is currently director of public policy for Dominion, a Fortune 200 energy company doing business throughout the mid- Atlantic, Northeast, and Midwest. She is also the executive director of the Dominion Foundation, the company's philanthropic arm. Katharine has over fifteen years experience in corporate financial planning, governance, and compliance. In her current role she is responsible for financial management and governance of the Dominion Foundation, certain aspects of regulatory management, as well as strategic public policy issues facing Dominion. She has a bachelor's degree from the Longwood University and a Master's Degree from Virginia Commonwealth University. She is an active community volunteer residing in Hanover, Virginia with her husband Mark and their four children.

Speaker Bios

Katherine Neebe, Walmart



Katherine joined Walmart's sustainability team in June 2013 and leads Walmart's external stakeholder relationships, focused on key partnerships with non-profit organizations, government agencies and multi-stakeholder alliances. In addition, she manages and responds to emerging environmental issues for the company. Previous to Walmart, Katherine spent six years at WWF managing one of the world's largest corporate-NGO partnerships, a \$97MM sustainability-driven initiative with The Coca-Cola Company focused on water. Over the past 16 years, Katherine has worked with a wide range of corporate, government and nonprofit organizations. Weaving together her intensive business experience and commitment to social and environmental responsibility, she brings a practical ability to ground sustainability into actionable terms. Katherine received her MBA from The Darden School at UVa in 2004 and has a BA in English from Colorado College.

Ken Stadlin, Kenergy Solar



Ken Stadlin is the President of Kenergy Solar. Mr. Stadlin founded Kenergy Solar to pursue his vision of creating a passionate, capable, and innovative firm with the expertise and resources to serve the growing renewable energy needs of the mid-Atlantic region. A successful regional sales manager for over 20 years, he began in the food industry and transitioned to the telecom industry in the mid 1990's where he managed a sales region covering Maine to Virginia. Throughout his career, he has focused on providing proactive, intelligent solutions to clients and becoming a trusted advisor to customers through his success in helping them achieve their goals. Mr. Stadlin has earned NABCEP Certificates of Completion for Code Compliance, Basic PV Design, and Commercial PV Systems Design, Specification, and Planning. He holds an MBA from the University of Maryland, and a BA degree in Philosophy from the University of Virginia.

Kevin Quilliam, Incline



Kevin Quilliam is the CEO of InClima, a company dedicated to managing and running renewable energy solicitations, request for proposals (RFP) and procurement programs for utilities and public entities. InClima currently runs the Delaware statewide annual SREC procurement program and the annual Delaware state-wide SREC spot auction on behalf of Delmarva Power/Peopco Holdings, as a statewide grant program for solar, solar hot water, wind, and geothermal on behalf of the Delaware Sustainable Energy Utility (SEU) and the Delaware Department of Natural Resources & Environmental Control and the SEU upfront SREC purchase program. InClima is a spinoff from SRECTrade, which Kevin co-founded in 2007 and grew into the leading marketplace for renewable energy credits (SRECs and RECs).

Lidija Sekaric, Department of Energy



Dr. Lidija Sekaric manages the SunShot's Technology to Market Program. Her team's portfolios spans start-up incubation programs, technology commercialization pathways, innovation in manufacturing, cost analysis, and strategic programs and analysis. Prior to joining SunShot, she served as a senior advisor in the office of the Under Secretary of Energy and as a technical and market advisor on some of the world's largest distributed solar generation projects. Prior to joining DOE, Dr. Sekaric conducted research in nanoscale science and engineering - her accomplishments include record-setting devices in nanophotonics, electronics, nanomechanics and sensors. She has over 40 scientific publications, and holds 23 U.S. patents. Dr. Sekaric received her Ph.D. and M.S. in Applied Physics from Cornell University and her A.B. from Bryn Mawr College.

Marci Zaroff, ECOpreneur



Marci Zaroff, AKA the eco-fashionista, coined the original term Eco-fashion in 1996, after a decade working with natural/organic food and beauty. Concerned about the fact that 10% of global carbon impact comes from the textile industry, she pioneered Portico Brands, Under the Canopy and FASE. In addition, she helped define the US and Global Standards for organic fiber certification for organic and sustainable textiles apparel and home fashions. Executive Producer of the documentary "Thread", she also serves on the Board of the Organic Trade Association, Textile Exchange and AllergyKids. She is in the process of building a factory in Fairfax, Virginia using solar and geothermal energy. Zaroff will address the carbon footprint of the fashion industry and how solar can help offset it.

Marta Tomic, Maryland Energy Administration



Marta is the Maryland Energy Administration's Solar & Geothermal Clean Energy Program Manager. Marta manages and sets incentive levels for MEA's Clean Energy Grant Program that fund residential and commercial scale solar PV, solar thermal and geothermal heating & cooling systems. In her role, Marta also co-manages the successful Game Changer Program and is working to streamline permitting across Maryland's jurisdictions. Marta works alongside MEA's policy team to address market barriers and ensure Maryland's policies continue to support a vibrant solar economy. She is currently pursuing a Master of Science in Energy Policy and Climate at Johns Hopkins University and obtained her undergraduate Bachelor's degree in Biology from the University of Virginia, with a specialization in Environmental and Biological Conservation. Marta also holds a NABCEP PV Technical Sales Certification.

Speaker Bios

Matthew Mooney, E.ON



Matthew Mooney works as a Solar Development Manager at E.ON, a leading energy company. In his role, he delivers value on a portfolio of utility-scale PV development assets through a combination of greenfield, mid, and late-stage development, project analysis, risk reduction, and deal origination; manages all aspects of project development from greenfield to construction start including transmission interconnection process; conducts due-diligence and analysis on new opportunities (acquisitions, partnerships, proposals); and works with other groups regarding off-take of power, project proposals, arrangements for finance, and construction and operations.

Melanie Santiago-Mosier, SunEdison



Melanie Santiago-Mosier serves as the Director of Government Affairs, Midwest and South East US at SunEdison. She previously served as the Director of Regulatory and Legislative Affairs at Washington Gas Energy Services and was responsible for oversight of the company's governmental relations in Maryland, Pennsylvania, Delaware, Virginia and the District of Columbia. Previously, Santiago-Mosier served as the first Director of Legislative Affairs for the Maryland Public Service Commission, where she developed and managed comprehensive legislative strategy and communications programs. Santiago-Mosier has also served as a policy analyst for the Maryland General Assembly, and was most recently Government Affairs Manager for Astrum Solar, Inc.

Michael Rogerson, SolarEdge



Mike has over 12 years of experience in the semiconductor and solar industries. His background includes over 10 years at Applied Materials working in the Semiconductor and Solar divisions and over 3 years working on leading CIGS technologies to commercialize products at MiaSole and NanoSolar. Currently, Mike serves as the Marketing Manager for SolarEdge North America.

Mike Chagala, Sullivan Solar Power



Michael Chagala is the Director of Information Technology at Sullivan Solar Power, one of California's 10 largest solar energy firms. Sullivan Solar Power has installed over 19 million watts of clean, renewable energy and has serviced over 3,000 residential and commercial customers since opening its doors over 10 years ago. Michael manages the company's technology infrastructure and online marketing. He credits much of his success to a passion for SEO and conversion optimization, and is currently focused on workflow design. Including positions at AIG and Sony, Michael has cloud storage experience and was a finalist for the San Diego Business Journal Information Technology Executive of the Year award. Michael has been featured in Greentech Media, Forbes, Wired, Bloomberg, and the New York Times for his innovative work with Google Glass.

Mike Healy, Nextility



Mike Healy serves as Policy Chair of MDV-SEIA. He is a partner and Director of Market Development for Nextility (previously known as Skyline Innovations) in Washington, DC, a solar thermal finance and development company. He leads the company's market development efforts, including new business development, strategic partnership development, and government affairs. Prior to Nextility, Mike led the photovoltaic division of smart grid company, GridPoint, where he focused primarily on utilizing solar PV as a distributed peaking power resource and established a national network of solar PV installers. Mr. Healy spent a several years on Capitol Hill as an energy policy specialist, and has been actively engaged with policy makers at the state and federal levels, most recently focusing on solar thermal policy initiatives.

Nicole Steele, GRID Alternatives



Nicole Steele, Executive Director of GRID Alternatives Mid-Atlantic, has over 10 years of experience in the environmental and energy fields in the areas of urban planning, grassroots advocacy, policy development, program design and implementation as well as many other disciplines. Prior to joining GRID Alternatives, she managed the Alliance to Save Energy's Policy team's development program and budget, external communications, and high profile initiatives including energy efficiency in city planning and the Alliance's Commission on National Energy Efficiency Policy. Nicole was also the Director of the Energy Efficiency and Conservation Block Grant (EECBG) Program, a 2009 American Reinvestment and Recovery Act (ARRA) stimulus program, for Loudoun County, Virginia. Nicole was a legislative and long-range land use planner for the county. Ms. Steele also has a background in campaign management, grant management and review, state and local policy making, and green building.

Speaker Bios

Peter Olmsted, Vote Solar



Peter Olmsted is the East Coast Solar Policy Advocate for the Vote Solar Initiative. For the past 10 years, Peter has dedicated himself to working in the public and non-profit sectors to address some of the country's most pressing environmental and energy issues. At Vote Solar, Peter is responsible for driving solar markets on the East Coast through removing barriers and implementing key policies that will bring solar to scale and into the mainstream. He was previously energy policy staff for the Delaware Senate Energy & Transit Committee where he helped to shape the state's Renewable Portfolio Standard and net metering foundations. Peter has a Masters of Energy and Environmental Policy from the University of Delaware and a Bachelor of Arts in Environmental Studies from Skidmore College.

Ralph Mannion, Kingspan Energy Inc.



Ralph has over 20 years technical, commercial and business management experience in the global building services industry. Ralph started his Kingspan career in 1998, working as National Sales Manager with Kingspan Insulation in Ireland, and has since taken on several international roles across the broader Kingspan Group. Based in the US for 10 years from 2002, Ralph was Global Sales Director and then General Manager for Tate Access Floors prior before taking up the Managing Director role of Kingspan Insulated Panels North America. He moved back to Ireland in late 2011 to take up a role as Divisional Managing Director of Kingspan Environmental. In April 2014 Ralph took up his current role as President of Kingspan Energy Inc, a rapidly developing business within the Kingspan Group. Kingspan Energy provides fully financed rooftop PV systems for the global commercial & industrial building sector.

Ramal Moreland, M&T Bank



Ramal Moreland is a Vice President and Relationship Manager in the Baltimore Middle Market Group with M&T Bank covering private and public middle market and large corporate businesses. As a relationship manager Ramal has covered diversified and renewable energy companies. Currently, he is co-sponsoring a bank-wide whitepaper to provide frameworks for underwriting utility scale solar projects and residential solar funds. Ramal has been in commercial banking for the past nine years. Prior to joining M&T Bank he worked for US Bank and LaSalle Bank in Chicago where he spent time lending to real estate developers and working on the real estate capital markets team. Ramal Graduated from the University of Michigan - Dearborn with a Bachelors in Business Administration and the University of Chicago Booth School of Business with a Masters in Business Administration.

Rhem Wooten, Hannon Armstrong



Mr. Wooten is the executive vice president, origination and has been with Hannon Armstrong as a managing director since October 2010. Mr. Wooten has worked in the energy industry for more than 30 years, and has extensive experience in project development, commodity trading/risk management and project finance. Mr. Wooten previously held a number of senior management positions, including serving as president of Duke Energy Corporation's domestic and international independent power production affiliates from 1988 to 1996, as managing director, origination and operations of Duke/Louis Dreyfus from 1996-1997, chief executive officer of Merchant Energy Group of the Americas (MEGA) from 1997 to 2000, as president and chief executive officer of Pradium, Inc. from 2000 to 2001 and as president of Allied Syngas Corporation from 2004 to 2010.

Rhone Resch, Solar Energy Industries Association (SEIA)



Rhone Resch is the President and CEO of the Solar Energy Industries Association (SEIA), the national trade organization for America's solar energy industry. During his nine-year tenure at SEIA, solar has experienced record-breaking growth, becoming one of the fastest-growing industries in the United States with more than 6,100 companies and nearly 120,000 employees.

Often referred to as the "voice of solar energy in America," Rhone is the architect of SEIA's strategic priorities designed to achieve a 10 GW annual market in the U.S. by 2015. Today, clean, affordable solar energy is generating enough electricity to power more than 1.5 million homes - including the White House - and its popularity is continuing to grow, with 9 out of 10 Americans supporting an expanded use of solar nationwide.

Rick Peters, Solar Energy Services



Rick Peters is the president of Solar Energy Services, the regional leader in the design-build of commercial scale solar water heating systems. In addition to leading SES in this solar contracting niche, Rick and his team manage a robust solar PV and solar water heating installation business for residential and small commercial customers. Since entering the solar industry in 2008, Rick has been involved in regional solar policy initiatives at the state and local level, serving on the board of directors of the regional solar trade association since 2010, and as president of MDV-SEIA since 2012. Prior to entering the solar industry, Rick was a partner and vice president at Dataprise, a regional information technology services company. Rick's earlier professional experiences include work as an engineering project manager for the US Navy as well as various manufacturing management positions for a Fortune 500 company. Rick holds a mechanical engineering degree from Marquette University and an MBA from the University of Maryland's Smith School of Business.

Speaker Bios

Rob Threlkeld, General Motors Company



Rob Threlkeld is Global Manager, Renewable Energy for General Motors. In this role he manages the nearly 70 megawatts of renewable energy that make up GM's global renewable energy portfolio. He is responsible for assessing the feasibility of future projects as they pertain to GM's overall sustainability strategy and negotiating long-term power purchase agreements with projects underway at various facilities across the globe.

As part of GM's sustainability team, Threlkeld is charged with sharing renewable energy best practices to an internal and external audience to further GM's reputation as a responsible corporate citizen. He travels around the country to speak to a number of different groups on the topic of renewable energy, explaining how companies large and small, alike, can benefit from the use of renewables.

Ron Wedeking, Clean Energy Collective



Ron Wedeking brings over 30 years of business development experience to CEC with companies such as NCH Corporation, Akzo Nobel and Veolia Water as well as smaller start-up companies in construction and energy. Since 2009 Ron has worked in the solar energy sector and has specialized in distributed generation for commercial, industrial and utility scale customers in Oregon, California and the Northeast. To date, Ron and his teams have been responsible for over 30 MW of PV solar installations including a 4.26 MW project in Edison, NJ which was the largest rooftop solar installation in the US when it was constructed.

Rutherford "Bo" Poats, Pace Global



Mr. Poats is a Vice President at Pace Global, LLC, a Siemens Business, where he serves as Deputy Director of Pace Global's Commercial and Technical Advisory Solutions, with a focus on power and mid-stream fuel supply and sustainable energy planning, market advisory, valuation, and related due diligence services and financing transactions support. Mr. Poats brings over 30 years and one hundred project closings of experience to his responsibilities at Pace Global, serving IPP, industrial, utility, developer and financial client interests in energy project development, finance, restructuring and M&A transactions. He also serves as an expert witness in related legal and regulatory forums. Mr. Poats was previously an energy group manager for an international energy project advisory firm, working in approximately 20 different country environments for multi-lateral financial institutions.

Scott Lynch, Delaware Municipal Electric Corporation



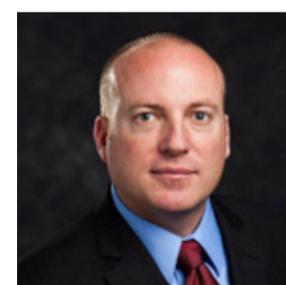
Scott is currently the Energy Services Manager for the Delaware Municipal Electric Corporation (DEMEC). He oversees the energy legislative and programmatic activities of the nine municipal electric distribution companies in Delaware. He previously worked as an energy program planner at the Delaware Energy Office (DEO). As a planner he was responsible for overseeing utility green energy incentives and state energy legislation. He has a Masters in Energy and Environmental Policy and a Bachelors in Geology from the University of Delaware. He is a Certified Energy Manager and Building Performance Institute certified Residential Energy Auditor.

Scott Thomasson, NewBuild Strategies LLC



Scott Thomasson is president of NewBuild Strategies LLC, an energy and infrastructure consulting firm in Washington, DC. He most recently served as a policy director at a nonprofit think tank and has testified before Congress about current proposals for financing infrastructure.

Scott Wiater, Standard Solar



Under Mr. Wiater's leadership, Standard Solar has been named one of the Fastest Growing Private Companies in America in 2010 and 2011 according to Inc. magazine, significantly expanding its commercial footprint and reinforcing its leadership positioning as the solar partner of choice. Mr. Wiater has an extensive background in executive management, operations and supply chain management in startup companies as well as established corporations. Previous positions included Executive Vice President at Peak Technologies, a global systems integration company, and Director of Operations for Radio Frequency Identification at Motorola (Symbol Technologies).

Speaker Bios

Senator Kevin S. Parker, New York State Senate



Senator Kevin S. Parker is a Democratic member of the New York State Senate, representing District 21. He was first elected to the chamber in 2002. As of the 2014 session, he serves as Assistant Democratic Conference Leader for Intergovernmental Affairs. Parker previously served as Majority Whip. Parker previously served as the Special Assistant to Assemblyman Nick Perry and also lead advance for Hillary Clinton for United States Senate in 1999 and 2000. He then ran for New York City Council in 2001 but was not elected.

Parker earned his B.S. in Public Service from Pennsylvania State University in 1989 and his M.S. in a New School for Social Research from the Graduate School of Management and Urban Policy in 1993. He is currently attending the City University of New York Graduate School and University Center for his PhD in Political Science. His professional experience includes working as Project Manager for the New York State Urban Development Corporation, as a Professor in African Studies and Political Science and as a legislative aide for New York City Council Member Una Clarke.

Shayle Kann, GTM Research



Shayle Kann directs GTM Research, the market analysis, advisory and consulting division of Greentech Media. Shayle manages the full research program and analyst team with responsibility for strategy, business development, and product development. An expert on solar markets, he has presented at conferences around the world, been featured in publications such as The Economist, New York Times, Wall Street Journal, Washington Post, Forbes, Bloomberg, Reuters, and Financial Times, and spoken at Harvard, Yale, MIT and Columbia. He has also testified in front of the U.S. House of Representatives Natural Resources Committee on the state and future of the U.S. solar market.

Shelley Cohen, Ameresco



Ms. Cohen has twelve years of experience in environment and energy related fields. Located at Ameresco's DC office, Ms. Cohen specializes in renewable energy and energy conservation project development with a special emphasis on landfill gas utilization projects. Currently, Ms. Cohen is in the process of developing five landfill gas utilization projects. Prior to joining Ameresco, Ms. Cohen was the Team Lead of EPA's Landfill Methane Outreach Program. In her capacity as Team Lead, Ms. Cohen directly assisted about 20 potential LFG utilization projects to overcome barriers to project development. Her involvement in these projects involved LFG project assessment and feasibility, LFG development training, permitting, air quality compliance, project design, and end use application and identification.

Steven Eisenberg, SRECTrade



Steven Eisenberg serves as the Chief Executive Officer of SRECTrade. Steven is responsible for overseeing the company's day to day management and operations. During his tenure, Steven has helped establish and grow the firm's over-the-counter brokerage, auction and SREC management services. Since joining SRECTrade in 2010, Steven has focused on bringing transparency and efficiency to the SREC markets. He has helped electricity suppliers, corporate institutions, and project owners execute transactions and navigate the complexities of dealing in the PJM and MA solar carve-out programs. Prior to SRECTrade, Steven was an Associate with Macquarie Capital Advisors in their investment banking group. He worked on over \$2 billion of transactions including mergers and acquisitions, debt restructurings, and refinancings. Born and raised in California, Steven lives in San Francisco with his wife. When he's not thinking about SRECs, he's running through the Presidio or scouring the city for the best new restaurant.

Susan Elliott, City of Charlottesville



In her role as the City of Charlottesville's Climate Protection Program Coordinator, Susan is responsible for managing, participating, and supporting City and community initiatives that move to reduce greenhouse gas emissions associated with activities community-wide. Through existing and previous efforts, a foundation of successful projects, practical local experience, and collaborative relationships within the City and throughout the community have been formed. One key program objective focuses on evaluating and easing all steps in the process to increase the energy efficiency and amount of renewable energy generated within City buildings and community buildings.

Tim Bagley, Alexandria Emerging Technology Center



An experienced businessman, Tim currently serves as President of the Alexandria Emerging Technology Center (AETC). As President of the AETC, he is engaged in Leadership, management, fundraising, and communications for a business incubator fostering entrepreneurship and innovation in the fields of sustainability, energy and resilience. Tim is also the founder and CEO of BEST Energy, an energy advisory company that helps companies to reduce energy expenses and improve operational efficiencies. Tim began his career in the financial services industry as a stock broker with Charles Schwab and spent time as a proprietary equities trader off the Chicago Board of Trade. He holds a Bachelor's of Science in International Studies from the University of South Carolina. A lifelong Alexandrian, Tim enjoys traveling and spending time with his young son.

Speaker Bios

Tim Haines, Washington Gas Energy Systems



Tim leads the Project Delivery department at Washington Gas Energy Systems, a department of talented professionals who develop and execute design/build projects focusing on energy savings. Projects have included cogeneration systems, boiler and chiller plant modernizations, electrical system upgrades, and energy management and control systems. Mr. Haines's highest priority is the safety of the employees, clients and subcontractors affiliated with WGES, after which the focus is on customer satisfaction in overseeing the management of multiple programs and projects. His career experience includes engineering, project and program management, and commissioning of projects ranging in cost from tens of thousands to one hundred million dollars. He has experience with many power generation technologies, including solid, liquid and gas-fueled, as well as solar, wind and bio-fuels.

Timothy Heinle, groSolar



Heinle has led successful solar and wind energy projects across the U.S. and has closed numerous commercial transactions during his 18-year career and has most recently joined groSolar as the Director of Business Development. He has held management positions with Duke Energy, Magellan Resources Group, Pace Global Energy Services, Community Energy, and most recently as Vice President of Pace Consulting at Siemens. Timothy earned his BA in Government from Georgetown University and his MBA from College of William and Mary.

Tom Matzzie, Ethical Electric



Tom Matzzie is Founder, President and CEO of Ethical Electric. For more than a dozen years Tom built big online communities for causes that disrupted incumbents in the space. His work developed innovations that today are best practices in online civic engagement. He is a widely recognized expert in this field. The New York Times Magazine profiled Tom's work with MoveOn.org calling him "a rising star." He has raised more than \$150 million online from millions of cause-related donors. Tom continues to advise causes and companies in the social impact sector and he serves on the board of the Community Power Network. In addition to pulling together the Ethical Electric team, Tom applies his deep experience in cause marketing to the customer acquisition program.

Whitman Fulton, Infinite Invention



Whitman Fulton is a cleantech entrepreneur with over 16 years of experience in renewable market forecasting and analysis, business model development for distributed generation, and programmatic deployment of energy efficiency and renewables. He focuses on developing and applying emergent technology in order to unlock transformative business models. Mr. Fulton is currently CEO of Infinite Invention, a two-time award recipient of the DOE's Sunshot program, and developer of the Solar Socket, a technology for plug-and-play interconnection of residential PV to the grid.

William Reisinger, VA Attorney General's Office



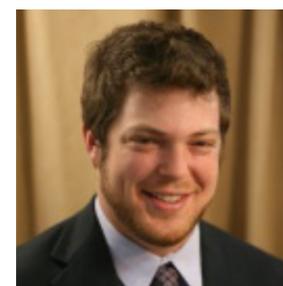
Will Reisinger serves as an Assistant Attorney General in the Office of the Attorney General of Virginia. Mr. Reisinger represents ratepayers in energy and utility matters before the Virginia SCC, FERC, and the Supreme Court of Virginia. Prior to joining the Attorney General's Office, he was a staff attorney for a non-profit environmental organization, where he worked to enforce state and federal environmental standards. Mr. Reisinger has published articles about various energy and utility issues, including federal climate legislation, state renewable energy portfolio standards, and the impact of Clean Air Act regulations on coal-fired power plants.

Yuri Horwitz, Sol Systems



Yuri Horwitz is the Chief Executive Officer at Sol Systems. He has led the company since its inception in 2008, focusing on its strategic development and managing the firm's relationships with institutional and private capital clients. Mr. Horwitz has been involved in the energy and environmental policy fields for the last decade and is a recognized subject matter expert on solar finance and SRECs. Under his leadership, Sol Systems has facilitated financing for approximately 100 MW of solar assets.

Zach Axelrod, Nextility



Zach Axelrod started his career in the energy industry as a wholesale power market analyst at ICF International. He moved to Director of Market Solutions at GridPoint Inc., an Arlington, VA based smart grid company, where he structured smart grid transactions while building one of the industry's first comprehensive financial models. Mr. Axelrod left GridPoint in August 2009 to start Skyline Innovations (now known as Nextility) with the idea of helping mid-sized businesses implement clean energy solutions through an easy to understand shared savings model. Before GridPoint, he worked in power market analysis, including valuation of power generating assets and financial modeling for power market transactions at ICF International.

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CohnReznick LLP provides clients with forward thinking advice that helps them navigate complex business and financial issues. With more than 2,500 employees nationwide, we provide the resources, technical skills and deep industry knowledge to help them succeed. Our clients in the renewable energy business world include investor-owned utilities, developers, investment banks and private equity firms, tax equity investors and financial institutions, insurance companies, independent power producers, commercial and industrial entities, and infrastructure companies.

MARYLAND ENERGY ADMINISTRATION (MEA)



The mission of the Maryland Energy Administration (MEA) is to promote affordable, reliable, clean energy. MEA's programs and policies help lower energy bills, fuel the creation of green collar jobs, address environmental and climate impacts, and promote energy independence.

NEXTILITY



Nextility is a new type of energy company that uses advanced technology to ensure that businesses of all types and sizes are saving money on their energy bills. Our Solar Energy offering delivers guaranteed savings through commercial-scale solar water heating and solar electricity (PV) systems. Our Power & Gas offering delivers highly competitive plans for power and natural gas supply without the usual hassle associated with shopping for energy. Our employees are single-mindedly focused on delivering a great customer experience that defines our "Energy Friendly" motto.

SOLARCITY



SolarCity is America's largest solar power provider. We make clean energy available to homeowners, businesses, schools, non-profits and government organizations at a lower cost than they pay for energy generated by burning fossil fuels like coal, oil and natural gas. Our approach is to install systems to the highest engineering standards while making the switch simple for our customers. We've revolutionized the way energy is delivered by giving customers a cleaner, more affordable alternative to their monthly utility bill.

STANDARD SOLAR



Standard Solar, Inc. is a leader in the full-service development, construction, integration, financing and installation of solar electric systems. Dedicated to making solar solutions more accessible to businesses, institutions and governments, the company is leading the way to energy independence. Committed to offering responsible and energy cost-saving solar solutions that conform to the highest standards, Standard Solar is one of the most trusted and respected solar companies.

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AMERESCO



Ameresco helps organizations meet energy saving and energy management challenges with an integrated comprehensive approach to energy efficiency and renewable energy. Leveraging budget neutral solutions like energy savings performance contracts (ESPCs) and power purchase agreements (PPAs), we eliminate the financial barriers that traditionally hamper energy efficiency and renewable energy projects.

CANADIAN SOLAR



Founded in 2001 in Canada, Canadian Solar Inc., (NASDAQ:CSIQ) is one of the world's largest and foremost solar power companies. As a leading vertically integrated manufacturer of solar modules, specialized solar products and turnkey PV project solution provider, Canadian Solar operates in six continents and has delivered more than 5.0GW of premium quality solar modules to customers in over 70 major solar markets. Canadian Solar is committed to providing high quality solar products, solar solutions and services to customers around the world. For more information about our company, products and solutions, please visit www.canadiansolar.com.

ETHICAL ELECTRIC



Ethical Electric is an energy company that does good. We power as many American homes and businesses as possible with 100% clean energy from renewable sources like wind and solar. We use profits to fund causes that benefit our planet and advance equality, peace, justice and opportunity.

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For over 15 years, groSolar has consistently been one of the nation's leading solar firms providing the highest quality and innovative solutions for solar energy generation. Our firm has engineered, supplied, and constructed projects from coast to coast. Our goal is to provide our customers with the most competitively priced, highest quality, on-time solar system that will meet or surpass the client's needs.

HANNON ARMSTRONG



Hannon Armstrong makes debt and equity investments in sustainable infrastructure projects. We focus on profitable projects that increase energy efficiency, provide cleaner energy, positively impact the environment, or make more efficient use of natural resources. With over 30 years of experience, Hannon

Armstrong works primarily with Global 1000 clients on essential infrastructure projects involving the U.S. federal, state and local governments as well as institutions and private developers. We target projects that have high credit quality obligors, fully contracted revenue streams and inherent economic value.

HELIOSAGE



HelioSage Energy is a solar energy development firm with a national pipeline including more than 300 megawatts of executed Power Purchase Agreements. The principals of HelioSage have developed and financed 540 megawatts of renewable energy facilities, representing over \$1 billion USD in invested capital.

KINGSPAN ENERGY



Kingspan Energy is a provider of cost-saving energy solutions for industrial and commercial buildings. We are part of Kingspan Insulated Panels, the market leader in the design, development and delivery of advanced energy-saving building envelope products and solutions.

SOL SYSTEMS



Sol Systems is a boutique financial services firm that offers investor clients direct access to the renewable energy asset class and provides developers with sophisticated project financing solutions. Founded in 2008, Sol Systems focuses on meeting the most critical needs of the industry, including SREC monetization, capital placement, tax equity, and

New Market Tax Credits. To date, the company has arranged financing for thousands of projects and facilitated hundreds of millions in investment on behalf of Fortune 100 companies, private equity, family offices and individuals.

SOLAREEDGE



SolarEdge provides an end-to-end distributed solar power harvesting and PV monitoring solution, maximizing the power generation of residential, commercial and large-scale PV system

installations by up to 25%, for a faster return on investment. Module manufacturers, installers and home owners enjoy the benefits of SolarEdge solutions which allow maximum energy by design by optimal roof utilization through constraint free design, module-level MPPT, and enhanced maintenance and accurate troubleshooting through module-level monitoring. Another benefit is the guaranteed automatic DC shutdown for installers, maintenance personnel and firefighters through the unique SafeDC™ mechanism.

USPV



At USPV, our mission is to Make Solar Simple. Expanding solar electricity generation isn't just about the technology—it's about the financing, too. Our goal is to provide current and potential solar PV system owners with the help they need to make their investment as financially profitable as it is globally responsible.

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ABB



ABB provides the most comprehensive portfolio of products, systems and solutions along the solar PV value chain that enable the generation, transmission and distribution of solar power for both on-grid and microgrid applications. ABB's offering include inverters, low-voltage and grid connection,

stabilization and integration products, complete electrical balance of plant solutions as well as a wide range of services including operations and maintenance, and remote monitoring.

AEE



AEE Solar was founded by David Katz 1979 as Alternative Energy Engineering with the goal of bringing renewable, non-polluting power to homes and businesses in the northern California coastal redwood region. Thirty years later, AEE continues to deliver the products, training and support needed to succeed. We supply resellers, contractors, integrators, and installers the field-tested,

reliable products they need to design, install and maintain renewable energy systems.

Sponsors

ALLIED BUILDING SUPPLY



Allied Building Products Corp. was established in Jersey City, NJ in 1950 as a family-operated roofing and custom sheet metal fabrication business. Our territory was the New York / New Jersey metropolitan area with just five employees, two small trucks, 700 square feet of office space, 5,000 square feet of warehouse space and a burning desire to build for the future.

CAPITALTRISTATE



CapitalTristate provides solar products, electrical products, lighting, and services to contractors, builders, and end-users in the Mid-Atlantic States. We service our customers from 43 locations throughout Maryland, Pennsylvania, West Virginia, and Virginia and from our

220,000 square foot headquarters and CDC in Upper Marlboro, Maryland. We currently stock over \$40M of inventory and offer same day pick up or next day delivery. Our mission is to be the electrical distributor of choice.

DELMARVA POWER



Delmarva Power, a subsidiary of Pepco Holdings, Inc. (PHI), delivers safe, reliable and affordable electric service to more than 503,000 customers throughout Delaware and along the Eastern Shore of Maryland, and natural gas to 124,000 customers in northern Delaware.

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ENERGI



We are a leading provider of specialized insurance programs to targeted sectors of the energy industry in the United States & Canada. Our core insurance programs provide traditional property and casualty insurance coverage and related risk management services. Our specialized insurance risk management expertise in the energy sector enables us to provide differentiated safety, loss prevention and claims management services.

GORDON FEINBLATT LLC



Gordon Feinblatt LLC, established in 1953, is one of Maryland's premier full-service law firms with more than 60 attorneys and over 20 paralegals. Our size assures proficiency in virtually every area of the law

without sacrificing personalized attention to our clients. Our attorneys provide a spectrum of legal services for businesses, institutions and individuals. We present our clients with innovative solutions applicable to their unique problems and circumstances, providing a legal advantage to people doing business in Maryland.

GREENEHURLOCKER



GreeneHurlocker, PLC, located in Richmond, Virginia, was founded in 2012 by Brian R. Greene and Eric W. Hurlocker, who together have nearly 40 years of experience practicing law. The firm provides a broad range of litigation, energy law, administrative/regulatory law, and corporate services.

The firm represents clients before state and local agencies, state commissions, the Federal Energy Regulatory Commission, and state and federal courts in Virginia, Maryland, and Washington, D.C., and around the United States.

M+W GROUP



M+W Group is a leading global engineering and construction partner for technology-based clients in the segments Electronics, Photovoltaics, Battery Cells, Life Sciences, Chemicals, Science & Research, Energy & Environment Technologies, Automotive, IT & Telecoms, Space & Security.

PROSPECT SOLAR



Prospect Solar, LLC was established in 2010 as the professional's choice for design/build solar photovoltaic energy system installation. We draw from the construction industry experiences of our sister company, Prospect Waterproofing Company. A foundation of over

20 years of roofing and waterproofing expertise allows us to provide our clients exceptional quality and value.

SECURE FUTURES



Secure Futures, LLC, a solar development company headquartered in Staunton, VA, combines state-of-the-art solar technology with an innovative business model to make commercial scale solar readily affordable in Virginia, helping customers to realize the economic benefits, environmental benefits, and community benefits of solar energy.

SOLAR ENERGY SERVICES



Solar Energy Services, Inc. (SES) is a solar installation and services contractor with decades of experience serving Maryland, DC and Virginia. SES is the regional leader in the design-build of commercial scale solar water heating systems, deploying more than 25 systems per year in the mid-Atlantic. In addition, SES installs and services all forms of distributed solar for the residential and small commercial markets.

The company's expertise includes solar PV, solar water heating, solar space heating and solar pool heating - where these technologies are often installed in complementary designs.

SOLAR ENERGY WORLD



Headquartered in Elkrige Maryland, we are a leading provider and installer of solar electric systems and solar hot water systems for residential and commercial property owners in the Maryland and Washington DC metro area. With over 1,500 solar installations since our founding in 2009, Solar Energy World is the fastest-growing, independently-owned and operated solar company in the Maryland/DC metro area.

SOLAR SOLUTION



Our company was founded in 2009 and has steadily grown in the solar PV market. Solar Solution is driven by the pursuit of a cleaner, healthier world. We provide alternative energy options, such as a solar system that can be installed on your home in Washington DC. We are a local certified CBE firm in the District of Columbia. Having installed over 60% of all the solar systems in the District of Columbia, we understand the many different hurdles when it comes to DC contracting.

SUNEDISON



SunEdison is your trusted partner for innovative, intelligent energy solutions around the globe. We have built our business by putting our customers first, and focusing on addressing each customer's unique solar energy needs. Through our integrated service approach, we partner with you, help you navigate your way through the solar landscape and offer uniquely tailored solutions and flexible financing.

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Since 1985 SunPower has been leading global solar innovation. SunPower® solar panels consistently deliver more energy and long-term peace of mind with the highest performing solar power systems available. SunPower is the solar energy choice of more homeowners and businesses around the world.

TENK SOLAR



tenKsolar designs, manufactures and markets high efficiency and highly reliable photovoltaic solutions based on its proprietary RAIS module technology. The company offers complete, turnkey commercial rooftop solar PV arrays providing the solar industry's lowest energy costs, low-voltage safety and low installation cost. Founded in 2008, tenKsolar is headquartered in Minneapolis, Minnesota.

VIRGINIA ADVANCED ENERGY INDUSTRIES



VAEIC promotes policies that support open markets for clean and secure advanced energy technologies in order to create jobs and position Virginia as a magnet for talent and innovation in the advanced energy sector. VAEIC represents the leading clean, advanced energy technologies with an economic interest in Virginia and a passion for a sustainable future. Utilizing our coalition's commercial and political strength and deploying our collective capabilities, we are building an inexorable momentum that will - over time - enable a transformation of the Virginia energy landscape.

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Washington Gas Energy Systems, Inc., an affiliate of Washington Gas Light Company and a subsidiary of WGL Holdings (NYSE: WGL), design-builds and owns custom energy solutions that deliver financial, operational and carbon reduction results for customers across the United States. Washington Gas Energy Systems is focused on energy efficiency projects and commercial distributed generation assets including solar, fuel cells and combined heat and power technologies. Washington Gas Energy Systems currently owns over 55 MW of commercial-scale solar projects throughout the U.S. in 11 different states.

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SRECTrade is one of the largest SREC transaction and management firms in the industry, with over 140 MW of solar assets under management. The company facilitates the brokerage of spot and forward contract SREC transactions in the over-the-counter markets. Additionally, SRECTrade hosts monthly spot auctions for SRECs, allowing buyers and sellers to seamlessly execute transactions across multiple SREC markets in an efficient online format.

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Greentech Media (GTM) produces industry-leading news, research, and conferences in the business-to-business greentech market. Our coverage areas include solar, grid modernization, energy efficiency, and other non-incumbent energy markets. GTM

Research, the research arm of the company, provides competitive intelligence reports, data subscriptions, and strategic consulting. Using our extensive network and in-depth analysis, GTM hosts conferences for in-person networking and deal-making. GTM has operations in Boston, New York, and San Francisco. For more information, visit greentechmedia.com and follow us on Twitter: @greentechmedia or LinkedIn.

TESLA



Tesla Washington DC brings our revolutionary retail concept to our nation's capital. From interactive experiences to friendly Product Specialists, Tesla is redefining the way cars are sold. Stop in to learn more about our groundbreaking electric vehicles. Tesla Washington DC is located at the corner of K Street and 11th Street.



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