

CESA WEEK 2020: “The Next Ten Years”

February 25-27, 2020 in Berkeley, CA

How to intelligently apply storage as a tool in the toolkit for the cleaner more affordable grid of California’s clean energy future

CESA WEEK 2020: “THE NEXT 10 YEARS”	TUESDAY FEB 25TH	WEDNESDAY FEB 26TH	THURSDAY FEB 27TH
	<i>LITHIUM ION STORAGE SAFETY WORKSHOP</i>	<i>11TH ANNUAL MARKET DEVELOPMENT FORUM</i>	<i>ANNUAL MEMBER MEETING</i>
			
BERKELEY, CA REGISTER TODAY!			CESA CALIFORNIA ENERGY STORAGE ALLIANCE

This year, CESA is proud to present “CESA WEEK”, featuring the exclusive invitation-only 11th Annual Market Development Forum. This flagship week of events brings together 200 executives (CESA members and special invited guests) for intimate exchanges focused on steering the market for grid-connected energy storage in California. The meeting(s) will take place on February 25th and 26, 2020 in Berkeley, California and is structured to encourage out-of-the-box thinking and multi-stakeholder collaboration among California’s high-level executives from CAISO, the CPUC, the legislature, investor owned and publicly owned utilities, community choice aggregators, and energy storage industry members.

CESA WEEK 2020 EVENT PROGRAM HIGHLIGHTS

Last year, the MDF celebrated the 10 years of energy storage progress in the California. This year, we look 10 years ahead to 2030. The conversation will focus on how our industry can help California achieve its 60% renewable electricity goals and the complexities and challenges along the way, while also considering the wildfire and resiliency issues facing CA, and assuring safety is properly incorporated into the industry.

California is now truly 'leaving behind' its old fleet, and transitioning to the new clean energy fleet. Much more storage is needed to support this transition, and CA needs to consider what mix of storage solutions will best serve CA. Policy direction on these matters, including on valuing resiliency and capacity benefits from longer-duration storage solutions, will enable market maturity in the forms of contracting, financing, and operationalizing energy storage deployments. These are big challenges, so we'll work to identify clear and actionable market development concepts through collaboration with audience members and speakers, including leaders from the CPUC, the CAISO, the CA senate, utilities, and CCAs.

EVENT LOCATION

David Brower Center
2150 Allston Way
Berkeley, CA

EVENT SUMMARY

- **Tuesday, February 25, 2020:**
 - Lithium Storage Safety Milestone Development Workshop
 - Board Member Dinner
- **Wednesday, February 26, 2020:**
 - 11th Annual CESA Market Development Forum
 - Back to the Future 80's Networking Bash, at Revival Bar + Kitchen, 2102 Shattuck Avenue, Berkeley
- **Thursday, February 27, 2020:**
 - CESA All-Member Meeting – *CESA Members and Special Invitees Only!*

**AGENDA DAY 1:
Lithium-Ion Energy Storage Safety Milestone Development Workshop
Tuesday, February 25, 2020**

Objective: Assure safe outcomes with the planned deployments of many MWs of energy storage, with a focus on Lithium-Ion battery storage.

Time	Session Title & Objective	Speakers	Learning Objectives
12:00 – 1:00 PM	Networking Luncheon & Welcoming Remarks	<ul style="list-style-type: none"> Alex Morris, Executive Director, CESA Roger Lin, Vice President of Marketing, NEC and CESA <u>Safety Working Group</u> Chair 	Set the stage for safety landscape for energy storage in CA
1:00 – 1:30 PM	Safety and Resiliency in California’s New Era	Sandy Goldberg, Advisor to Clifford Rechtschaffen, Commissioner, California Public Utilities Commission, and assigned Commissioner on Resiliency-related, Safety, and Risk proceedings	Highlight areas for industry focus, updates, and engagement on safety, resiliency, and fire-safety
1:30 – 2:30 PM	Understanding the Safety Landscape	<ul style="list-style-type: none"> Jim Trudeau, Global Business Development Manager, UL Drew Lebowitz, Sr Consultant, DNV-GL Dan Gottuk, PhD, Chief Technology Officer, Jensen Hughes Moderator: Sarah Busch, CESA 	Share of key areas of Safety Practices being developed, including standards, safety tools, planning, etc.
2:30 – 3:00	Networking Coffee Break		
3:00 – 3:20 PM	Lessons Learned so Far	<ul style="list-style-type: none"> Peter Gibson, VP Energy Storage, LG Chem Fluence – Speaker TBD 	Understand how seriously safety events are taken and how we can all learn from them
3:20 – 4:15 PM	Augmenting safety both now and in the future	<ul style="list-style-type: none"> Mike Simpson, Sr Technical Leader, EPRI (invited) Roger Lin, VP Marketing, NEC Energy Solutions Moderator: Alex Morris, Executive Director, CESA 	Highlight key safety innovations or practices and define them as milestones for an assuredly safe energy storage future
4:15 – 4:45 PM	Creating milestones toward a safe future	Janice Lin, Co-Founder & Director Emeritus, <u>CESA</u>	Capture key takeaways for future activities

AGENDA Day 2:
11th Annual Market Development Forum
Meeting California’s Grid Needs through 2030: The Role of Energy Storage
Wednesday, February 26, 2020

Objective: CESA members and California policy, CCA, and utility leaders collaborate regarding policy, regulatory, and market-driven factors that can better enable energy storage resources to support the California grid.

Theme: “The Next 10 Years”: Energy storage is becoming a major part of the state’s toolkit, and the CPUC has modeled a need for potentially 10,000 MW of energy storage by 2030. This day will focus on the evolving needs of the California power sector and seek to uncover how to structure a stable and useful energy storage market that supports California in achievement of both near-term resiliency and long-term (2030) renewable energy and carbon reduction goals.

Time	Session Title & Objective	Speakers
8:00 – 9:00 AM	Networking Breakfast	
9:00 – 10:00 AM	Welcome, Introductions, and Ground Rules Every attendee will be invited to introduce themselves and be a part of CESA’s interactive Markets and Policy Day meeting	<ul style="list-style-type: none"> • Alex Morris, Executive Director, CESA • Mona Tierney-Lloyd, Senior Director, Western Regulatory Affairs at Enel X North
10:00- 10:30 AM	Market Transformation: Creating the Future An academic assessment of where grid-related storage is in the arc of its market development. This concept will inform discussions throughout the day.	<ul style="list-style-type: none"> • Clark Kellogg, Professor, UC Berkeley Haas School of Business
10:30- 11:00 AM	Networking Coffee Break	
11:00- 11:30	The Calculus of 6 + Hours Storage = ? Hear LA’s Decision-Calculus for long-duration, pump-hydro storage, and hydrogen storage solutions for meeting clean energy needs.	<ul style="list-style-type: none"> • Jason Rondou, Director of Clean Grid LA Strategy, Los Angeles Department of Water & Power
11:30- 12:15	Beyond Pilot: Diversity or All- Source Solicitations for 6+ hour Storage The state should explore and procure diverse durations, and perhaps types, of storage. When, by whom, and how should this occur?	<ul style="list-style-type: none"> • Janea Scott, Commissioner and Vice Chair, California Energy Commission • Jason Burwen, Vice President, Energy Storage Association • Gabe Petlin, Grid Reliability & Planning, CPUC • Erin Childs, Manager, Strategen



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		<ul style="list-style-type: none"> Alex Morris, Executive Director, CESA
12:15 – 1:15 pm	<p>Luncheon with Break-Out Groups</p> <p>Tamalpais Room, 2nd Floor: Focused lunch discussion break-outs with option of two topics:</p> <ul style="list-style-type: none"> Resiliency: How California can assign a value to resiliency Letter from the future: In 2030, California has exceeded its 60% renewable goals with the help of energy storage. This is how we did it. <p>Hazel Wolf Gallery, 1st Floor: Networking lunch</p>	
1:15 – 1:45 PM	<p>Resiliency: What it Means to the State Views from the Capital and a Wildfire Fire Victim and hear of Sacramento’s considerations and the real-world effects of fires and PSPS</p>	<ul style="list-style-type: none"> Senator Henry Stern, California State Senate
1:45 – 2:30 PM	<p>We want resiliency and we want it now! Design, Explore, and Promote rapid adoption of storage-enabled resiliency solutions</p> <ul style="list-style-type: none"> Identify and resolve barriers Identify Market Accelerators Address Equity 	<ul style="list-style-type: none"> Vicken Kasarjian, Chief Operating Officer, Marin Clean Energy Shana Lazerow, Legal Director, Communities for a Better Environment Nora Hawkins, SGIP Program Manager, California Public Utilities Commission Fernando Valero, Director of Advanced Clean Technology, SDGE (invited) Jin Noh, Policy Manager, CESA
2:30 – 3:00 PM	<p>Networking Coffee Break</p>	
3:00-3:45	<p>Electrification and Energy Storage: A Vision of the Future by SCE</p>	<p>Carla Peterman, SVP Regulatory at Southern California Edison</p>
3:45-4:45	<p>10 Years Out: Growing Pains, Reliability and Resiliency Planning for 2030</p> <ul style="list-style-type: none"> Learn of key goals and needs for our electric systems and how storage take on more roles for ensuring a reliable grid. Ensure storage and grid transformation goals benefit all Californians 	<ul style="list-style-type: none"> Liane Randolph, Commissioner, California Public Utilities Commission Mark Rothleder, Vice President, California ISO Beth Vaughan – Executive Director, California Community Choice Association Alex Morris (moderator)
4:45 – 5:15 PM	<p>Wrap-Up and Reflection</p>	<p>Alex Morris, Executive Director, CESA</p>
6:00 – 9:30 pm	<p>Back to the Future: 80’s Bash! A Networking Party with Music, Dinner and Dancing</p> <p>Revival Bar + Kitchen, 2102 Shattuck Avenue, Berkeley, CA</p>	

WHO ATTENDS MDF?

Attendees include CESA members, developers, utilities, system operators, regulators and policy makers.

2019 MDF Attendees: A Selection

174 Power Global	Director, Energy Storage
8minutenergy	Vice President of Storage Integration
ABB	Industry Solutions Executive
Able Grid Energy Solutions	Chief Commercial Officer
Amber Kinetics, Inc	Vice President, Development Engineering
Amber Kinetics, Inc	Business Development Engineer
American Energy Society	President
American Honda Motor Co., Inc	Manager of Environmental Business Development
CA State Assemblyman Kevin Mullin	Policy Director
California Energy Commission	Supervisor
California ISO	Executive Director
California ISO	Infrastructure and Regulatory Policy Developer
California ISO	Market Infrastructure and Regulatory Policy Manager
Center for Sustainable Energy	Senior Project Manager
City of San José - Community Energy	Division Manager
Clean Power Alliance	Director, Power Planning & Procurement
Con Edison Clean Energy Business	Director of Project Development
Consolidated Edison Development	Senior Manager - Origination
California Public Utilities Commission	Supervisor, Grid Planning and Reliability
California Public Utilities Commission	Sr. Analyst
California Public Utilities Commission	Commissioner
California Public Utilities Commission	Demand Response
Customized Energy Solutions Ltd.	Senior Advisor
Director, Technology Partnerships	LG
Doosan GridTech	Director of Global Sales and Business Development
E.ON	Director, Energy Marketing
E.ON	Development Manager
Eagle Crest Energy	President
Earthjustice	Staff Attorney
East Bay Community Energy	CEO
EDF Renewables	Associate Director
EDF Renewables	Director - West, Distributed Solutions
Ellison Schneider Harris & Donlan LLP	Attorney
eMotorWerks / Enel X	VP, Market Operations & Policy



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Encored, Inc.	CMO
Enel	Sr. ISO Market Specialist
Energy Vault	Cofounder
ENGIE Storage	Policy and Market Development
ENGIE Storage	Policy
Fluence	Business Development Associate
Fluence	Market Applications Director
Fluence	Market Applications Director
Frontier Energy, Inc.	Vice President
General Electric	Sales Engineer, Energy Storage Solutions
General Electric	Sales Leader, Energy Storage
GRID Alternatives	Policy & Regulatory Affairs Director
Gridwell Consulting	Senior Partner
Gridwell Consulting	CEO
Gridworks	Senior Fellow
Iontra LLC	Founder & CTO
LADWP	Senior Manager
Lawrence Berkeley National Laboratory	Senior Scientist
Lendlease Energy Development	Developer
LG Chem	VP Energy Storage
Lockheed Martin	Head, Product & Applications Engineering
Lockheed Martin Energy	Head of Business Analytics - Energy Storage
Lockheed Martin Energy	Sales Manager, Energy Storage
Lockheed Martin Energy	Energy Storage Market Strategy Manager
Lockheed Martin Energy	Director Sales and Marketing, Energy Storage
Low Carbon Grid 2030 Study	Project Manager
LS Energy Solutions	Director of Sales and Business Development
LS Power	Director, Origination/Power Marketing
LS Power Development, LLC	Manager, Energy Storage Systems
Magnum CAES	CEO
Magnum CAES	Magnum CAES
Munich Re	Vice President, Green Tech Solutions
NantEnergy	Chief Marketing Officer
NantEnergy	CTO
Nautilus Solar Energy, LLC	Business Development Director
Navigatio Capital	President
NEC Energy Solutions, Inc.	VP Global Sales
NEC Energy Solutions, Inc.	Director, West Coast Sales
NEC Energy Solutions, Inc.	VP Marketing
NEIA	Deputy Secretary General



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NextEra Energy	Executive Director
NextEra Energy	Director
NextEra Energy	Principal
NEXTracker Inc.	Sr. Director Global Marketing
NGK Insulators	CEO, TeMix Inc.
Nuvve	Director, Business Development
Ormat	Program Manager
Ormat/Viridity	Director of Development
Peninsula Clean Energy	Chairman, Board of Directors
Peninsula Clean Energy	Director of Power Resources
Peninsula Clean Energy	Renewable Energy Analyst
Peninsula Clean Energy	Power Resources Manager
PG&E	Expert Product Manager - Energy Storage
Pintail Power LLC	President
PolyJoule, Inc.	CEO
Primus Power	Chief Commercial Officer
Public Advocates Office	Utilities Engineer
Range Energy Storage Systems	Consultant
Recurrent Energy	Director
Recurrent Energy	Managing Director, EPC
San Jose Clean Energy	FUSE Executive Advisor
SDG&E	Advanced Technology Policy Manager
SDG&E	Director, Growth & Technology Integration
Silicon Valley Clean Energy	Director, Decarbonization & Grid Innovation
Silicon Valley Power	Resource Analyst
SMUD	Govt Affairs Rep
SoCalGas	Manager, Public Policy & Planning
Southwest Generation	Vice President, Business Development
Southwest Generation	Sr. Vice President
Stoel Rives LLP	Partner
Stoel Rives LLP	Associate
Sunrun	Director of Public Policy
Tenaska Power Services Co.	Senior Director, Strategic Technology
Tesla	Managing Policy Advisor
Tesla	Sr. Managing Policy Advisor
True North	Owner/Cambridge LCF Group
Vice president	Soltage
Voltaiq, Inc.	Business Development and Operations Analyst
VRB Energy	Business Development Manager
WattTime	Analyst
Wellhead	President

