

2017 NEW YORK REV SUMMIT

April 24-25, 2017
ConEd Offices
4 Irving Place
New York, NY

POST-CONFERENCE WORKSHOP

Streamlining Microgrid Development, Design and Implementation

*Challenges, Opportunities, and
Solutions Roadmap*

TUESDAY, APRIL 25, 2017



EUCI is authorized by IACET to offer 1.0 CEUs for the conference and 0.4 CEUs for the workshop

HOST UTILITY



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OVERVIEW

The 2017 New York Power Summit will discuss current projects, unanticipated roadblocks, and innovative solutions to meeting New York's Reforming the Energy Vision (REV) goals and implementation. Speakers will address the justification for each project, as well as the projects' cost, cost recovery, and technical implementation. Utilities will provide the latest updates on their REV-related projects, including:

- Con Edison's Brooklyn Queens Demand Management Program
- Central Hudson's CenHub Customer Engagement Platform
- LIPA's Long Island South Fork Non-Wires Alternatives
- National Grid's upcoming REV projects

A panel of experts will discuss regulatory and policy updates. Attendees will receive critical REV-related updates from NYSERDA and New York Green Bank. The roster of distinguished speakers will discuss practical considerations and technological advancements moving forward. Panelists will provide information regarding similar initiatives that are occurring in states like Minnesota, California, and Hawaii. Attendees will learn fresh information about cutting-edge projects and leave with all their questions answered.

LEARNING OUTCOMES

- Discuss REV-related policy and regulatory updates
- Describe Con Edison's Brooklyn Queens Demand Management Program
- Assess NYS Reforming the Energy Vision (REV) opportunities
- Address CenHub Customer Engagement Platform
- Review NYSERDA energy storage update
- Describe cost, operational, and other considerations for a smooth path forward
- Discuss Long Island South Fork Non-Wires alternatives
- Evaluate National Grid's REV-related projects
- Explain New York Green Bank project updates
- Describe Minnesota's e21 Initiative, as well as projects similar to REV in California, Hawaii, and across the country

SPONSORSHIP OPPORTUNITIES

Do you want to drive new business through this event's powerful audience? Becoming a sponsor or exhibitor is an excellent opportunity to raise your profile before a manageably sized group of executives who make the key purchasing decisions for their businesses. There is a wide range of sponsorship opportunities available that can be customized to fit your budget and marketing objectives, including: Platinum, Gold, or VIP sponsor, Reception host, Tabletop exhibit, Lanyard sponsor, Luncheon host and Breakfast host.



"This was an excellent conference with a manageable size that made it great for networking with other attendees."

Sr. Combined Heat & Power, Schneider Electric

AGENDA

MONDAY, APRIL 24, 2017

7:30 – 8:00 am

Registration and Continental Breakfast

8:00 – 8:05 am

Welcoming Remarks

Matthew Ketschke, Vice President, Distributed Resource Integration, Con Edison

8:05 – 8:30 am

Keynote Presentation

Audrey Zibelman, Chairman, New York State Public Service Commission

8:30 – 10:00 am

Panel: Policy & Regulatory Updates

- New & emerging regulatory considerations
- Clean energy standards
- Rate design reform
- Additional REV-related updates

Moderator: Paul DeCotis, Senior Director, Energy & Utilities Practice, West Monroe Partners

Joe Hally, Director - Strategic Planning, Central Hudson

Clarke Bruno, Senior Vice President, Anbaric Transmission

Mark Chambers, Director, Mayor's Office of Sustainability, NYC Office of the Mayor

Darren Suarez, Director of Government Affairs, The Business Council of New York State

James Gallagher, Executive Director, New York Smart Grid Consortium

Daniel Spitzer, Partner, Hodgson Russ, LLP

10:00 – 10:30 am

Networking Break

10:30 am – 12:00 pm

Con Edison: Meeting REV Goals



Brooklyn Queens Demand Management Program

- The BQDM (Brooklyn Queens Demand Management) program is one of the earliest and largest utility initiatives that is incentivizing development of a designed portfolio of non-traditional resources, such as fuel cells, batteries, combined heat and power (CHP), energy efficiency and demand response, in a targeted area to provide sufficient load relief to defer building major new infrastructure.
- The \$200 million program would result in deferring approximately \$1 billion of new infrastructure investments, including a major substation by over 5 years, generating benefits for customers while also allowing the utility to receive a regulated return and a potential small additional performance based incentive on investments it makes as part of the initiative.

Vicki Kuo, Director, Energy Efficiency Programs, Con Edison

Alexandra Bykov, Project Manager, Orange & Rockland Utilities

REV Demonstration Projects Overview

- Con Edison is partnering with energy innovators to lower costs, test advanced technologies, and design new replicable business models through demonstration projects. The utility is trying out ways to power our homes and businesses reliably at lower costs while reducing emissions. As with all things REV, clean, resilient, and more affordable energy are the driving forces. Through these projects, Con Edison is looking to:
 - o Help utilities and their partners figure out the most effective ways to utilize distributed energy resources like rooftop solar and energy storage
 - o Test new approaches to assess value, explore options, and stimulate innovation before implementing projects full-scale
 - o Deliver observable results and actionable information within a reasonable timeframe

James Brennan, Demonstration Projects, Con Edison



AGENDA

MONDAY, APRIL 24, 2017 (CONTINUED)



NYS Reforming the Energy Vision (REV) Opportunities

- NYS has ambitious clean energy goals
 - a. 50% renewable generation by 2030
 - b. A large part of this is driven by energy efficiency savings
- Con Edison's role in achieving states objectives
 - a. Doubling energy efficiency programs over next three years
 - b. Shared solar program for LMI
 - c. Voluntary green market
- Con Edison is proposing an innovative model to provide low income customers with access to renewable energy
- Con Edison is on will build solar resources on company-owned property and provide the net benefits to participating customers

Lori Lybolt, Director, Utility of the Future, Con Edison

Christopher Raup, Director, Utility of the Future (shared solar), Con Edison

12:00 – 1:00 pm

Group Luncheon

1:00 – 2:30 pm

Central Hudson Case Study



- CenHub Customer Engagement Platform
 - o Customer experience
 - o Lessons learned
 - o Impact on energy efficiency
- CenHub Peak Perks (CH's non-wires alternative)
 - o Strategy and reason behind the non-wires filing
 - o Success so far
 - o Innovative incentive mechanism
- Behind the Curtain
 - o Cultural change & integration
 - o IT integration
 - o Contracts and requirements - Protecting Central Hudson and its customers

Paul Colbert, Associate General Counsel, Central Hudson

Laura Butler, Director Digital Customer Experience, Central Hudson

2:30 – 3:15 pm

Energy Storage in New York State

This session will provide an overview of developments in the energy storage sector including:

- Pricing trends and major technical advances
- Policy implications and opportunities for energy storage in New York state
- NYSERDA interventions including efforts to reduce soft costs

Jason Doling, Program Manager - Energy Storage, NYSERDA (invited)

3:15 – 3:45 pm

Networking Break

AGENDA

MONDAY, APRIL 24, 2017 (CONTINUED)

3:45 – 5:00 pm

REV: A Path Forward

- How to properly structure markets on the distribution system so both DER providers and incumbent utilities can thrive
- How are utilities restructuring in order to meet REV goals?
- Operational reliability
- Keeping costs low
- Maintaining rates
- Earning revenues from “market-facing platform activities”
- How other states are accomplishing goals similar to REV (Maryland, Minnesota, California, Hawaii)

Moderator: David Smith, Director of Energy Services, Burns Engineering

Michael DeSocio, Sr. Manager, Market Design, New York ISO

Joe Hally, Director- Strategic Planning, Central Hudson

Michael Conway, Director - Grid Integration, Borrego Solar

TUESDAY, APRIL 25, 2017

7:30 – 8:00 am

Continental Breakfast

8:00 – 9:00 am

Long Island Power Authority: Long Island South Fork Non-Wires Alternatives

- Issue: Due to load growth, existing resources and transmission infrastructure on South Fork will not reliably meet customers’ future needs beginning in 2017
- Objective: Acquire sufficient local resources to reliably meet projected load growth and defer the need for new transmission until at least 2022 in the South Fork (and through 2030 in the Montauk area)
- Broadly scoped RFP allowed for load reduction, energy efficiency, renewable generation, energy storage, and conventional generation connected to substations, distribution feeders, or at customer facilities
- Local community groups involved throughout selection process (subject to NDAs)
- Recommended projects include demand response and efficiency (8.3MW), battery storage (5.1MW), and offshore wind (90MW)
- Supports statewide policy goals (REV, Clean Energy Standard)

Justin Bell, Director of Rates and Regulation, Long Island Power Authority



9:00 – 9:45 am

Update on New York Green Bank Activities & Finance Options

- Overview of NY Green Bank (NYGB)
 - o Background
 - o Mission and mandate
 - o Market engagement activities
- Description of NYGB activity to date
 - o Types of roles played in solar, efficiency, wind and transactions
 - o Types of financing products offered and market barriers addressed
- Specific roles with utilities
 - o Financing for streetlight conversions
 - o On Bill Repayment

Alfred Griffin, President, New York Green Bank

AGENDA

TUESDAY, APRIL 25, 2017 (CONTINUED)

9:45 – 10:15 am

Networking Break

10:15 – 11:45 am

National Grid's Current REV Projects

This session will discuss National Grid's

- View of the REV process
- Current REV projects
- Learning through updates of respective demos
- REV projects: Moving forward

Jonathan Nickerson, Project Manager, New Energy Solutions Group, National Grid



11:45 am – 12:30 pm

Moving Forward: Approaches from Other States

This panel will discuss regulations and projects similar to REV across the country. Panelists will analyze Minnesota's e21 Initiative, as well as projects in California and Hawaii, among others. The panel experts will discuss project similarities and differences, as well as highlights and roadblocks in each state.

Lorenzo Kristov, Principal Market and Infrastructure Policy, California ISO

Doug Scott, Vice President, Strategic Initiatives, Great Plains Institute

Rick Umoff, Regulatory Counsel and Director, State Affairs, Solar Energy Industries Association

Sara Baldwin Auck, Director, Regulatory Program, Interstate Renewable Energy Council

SPEAKERS

Sara Baldwin Auck, Director, Regulatory Program, Interstate Renewable Energy Council

Alexandra Bykov, Project Manager, Orange & Rockland Utilities

Justin Bell, Director of Rates and Regulation, Long Island Power Authority

Andy Bochman, Energy Sector Security Strategy, Idaho National Laboratory

James Brennan, Demonstration Projects, Con Edison

Clarke Bruno, Senior Vice President, Anbaric Transmission

Laura Butler, Director Digital Customer Experience, Central Hudson

Mark Chambers, Director, Mayor's Office of Sustainability, NYC Office of the Mayor

Paul Colbert, Associate General Counsel, Central Hudson

Michael Conway, Director - Grid Integration, Borrego Solar

Michael DeSocio, Sr. Manager, Market Design, New York ISO

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POST-CONFERENCE WORKSHOP

Streamlining Microgrid Development, Design and Implementation

Challenges, Opportunities, and Solutions Roadmap

TUESDAY, APRIL 25, 2017

OVERVIEW

Microgrids are an important step forward for grid reliability, security, and resiliency. Motivated in part by NYSERDA's \$40 million dollar microgrid prize, hundreds of New York communities are exploring microgrid options. New York is poised to be a national leader regarding development in this field. But while microgrids offer exciting opportunities, it is crucial to facilitate a smooth implementation process from both a technological and financial standpoint.

This workshop will begin with an overview of the current microgrid market. It will provide a background and updates about cutting-edge projects. The speaker, who has hands-on experience with several current projects, will review the technical, financial, and commercial challenges and solutions to microgrid deployment. He will also discuss critical microgrid design considerations.

The workshop will showcase opportunities to streamline microgrid processes in order to increase infrastructure resilience. Attendees will discuss technical solutions to successful microgrid deployment. The speaker will also describe business and financial opportunities to facilitate effective microgrid adoption, including various financial structures for microgrid projects and legal/contractual strategies. Attendees will have the opportunity to learn about technical and financial considerations of microgrid deployment through real-life, forward-thinking case studies.

LEARNING OUTCOMES

- Provide a brief overview of the microgrids market
- Discuss current project updates and trends
- Describe the technical, financial, and commercial challenges to microgrid implementation- and the solutions
- Discuss critical factors for microgrid design
- Explain how streamlining microgrid technology can increase infrastructure resilience
- Describe business and financial opportunities to facilitate effective microgrid adoption
- Explain how to leverage energy markets and programs
- Address legal/contractual strategies to facilitate
- Utilize real-life, forward-thinking case studies to provide practical application of technological and financial solutions

AGENDA

1:00 – 1:30 pm

Registration

1:30 pm – 5:00 pm

Workshop Timing

Microgrid Overview – Opportunities and Challenges

- State of the market
 - o Recent updates
- Microgrid implementation
 - o Where?
 - o How?
 - o Which microgrids?
 - o Why
- Challenges to deploying microgrids
 - o Technical
 - o Financial
 - o Commercial
- Opportunities for microgrid deployment

How Streamlining can Accelerate Microgrid Penetration and Increase Infrastructure Resilience

- Technical solutions
 - o Leveraging technologies and systems to enable streamlining
 - o Identify viable options
 - o Working with utilities
 - o Critical design considerations
 - o Case studies
- Business and financial solutions
 - o Utilizing 3rd party structures, special purpose entities and public-private partnerships
 - o Leveraging energy markets and programs
 - o Legal/contractual strategies to aid streamlining
 - o Case studies

INSTRUCTOR



David Smith

Director of Energy Services, Burns Engineering

Dave has over 30 years of energy industry experience with a background in combined heat and power, microgrids, renewable energy, project finance, energy efficiency, innovative technologies, sustainability, planning and public policy. Dave is a proven systems thinker who, over the course of his career, has led many campus energy and sustainability master planning projects with an emphasis on identifying integrated, holistic strategies to maximize cost savings, energy resilience and environmental benefits. Dave has presented at many industry conferences and has been a guest lecturer at the University of Pennsylvania and Green Mountain College, speaking on topics ranging from sustainable energy to smart grids, cogeneration and advanced microgrids. Dave earned his A.B. degree in Economics from Harvard University and a Master of Science in Energy Management and Policy from the University of Pennsylvania.

INSTRUCTIONAL METHODS

Case studies, PowerPoint presentations, group discussion, and a site visit will be used in this event.

REQUIREMENTS FOR SUCCESSFUL COMPLETION

Participants must sign in/out each day and be in attendance for the entirety of the conference to be eligible for continuing education credit.

IACET CREDITS



EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

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Flatiron Building 175 5th Ave
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0.6 miles away

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5 Madison Ave
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EVENT LOCATION

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- POST-CONFERENCE WORKSHOP ONLY:
 TUESDAY, APRIL 25, 2017: US \$595
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- I'M SORRY I CANNOT ATTEND, BUT PLEASE EMAIL ME A LINK
 TO THE CONFERENCE PROCEEDINGS FOR US \$395

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

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Substitutions & Cancellations

Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before March 24, 2017 in order to be refunded and will be subject to a US \$195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of conference cancellation, EUCI's liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices at (201) 871-0474.