

2012 SolarTech Leadership Summit Abstracts

Feb. 7, 2012

Performance & Finance Session

SolarTech's Performance and Finance committees are collaborating to drive a series of sessions on "Solar as an Asset" class. This session will explore what actual system performance data is necessary to enable insurance actuaries and rating agencies to accurately evaluate the actual vs. as designed; long term degradation; and reliability. Then explore how to best work with these risk evaluation institutions, and banks to lower the perceived risk; improve liquidity; and create low cost financial products for consumers and investors. This session will address five key questions at strategic and tactical levels, nationally:

1. Minimizing the Solar Risk Premium: The roundtable will discuss the cost of capital and the risk premium for solar PV in various markets including residential, commercial and utility scale.
2. The roundtable will discuss the cost of capital and the risk premium for solar PV in various markets including residential, commercial and utility scale.
3. The roundtable will discuss the cost of capital and the risk premium for solar PV in various markets including residential, commercial and utility scale. Role of standardization throughout the photovoltaic value chain
4. The cost of capital from different industry sectors and the level of standardization needed in actuary data, contracts and other transaction elements to drive down risk premiums.
5. The Role of Independent Third Parties in Evaluating/Minimizing Risk in the Commercial and Distributed solar generation segment with experts from the Engineering Evaluation, Financial Evaluation and Insurance industry.
6. The round table will explore minimizing solar system output uncertainty. Current trends in standardize system design, documentation, simulations, monitoring and O&M practices will be discussed.
7. The Role of Policy in Managing Risk for Solar: The panel will discuss opportunities to significantly reduce the cost of capital for solar PV installation through policy changes.
8. What roles need to be defined among the various industry players and who should fulfill those roles?
9. What skill, training workforce development needs are require attention in order to grow this part of the industry at the pace desired?
10. Can we quantify all of the above and the impact on soft costs?

The three scheduled sessions for Performance & Finance will build upon the announced collaboration by SolarTech's and CalCEF's to drive solar as an Asset Class. Led by Tim Keating, VP of Marketing and Field Operations, Skyline Solar; Todd Grenich, Managing Partner, Grenich Capital; Tom Tansy, Program Manager, SolarTech; Dan Adler, President, CalCEF; and a round table of industry experts with the end goal to publish actionable plans and roadmap for Solar3.0 leading to a 50% reduction in hidden financing costs in 90% of the domestic markets by 2015.

Permitting Inspection and Interconnection Session

SolarTech's Permitting and Interconnection committees are collaborating to drive a series of sessions on how to create and drive model best practices in permitting, inspection and utility interconnection for residential and small commercial PV projects. This session will explore current business as usual; existing model practices, codes and standards; explore training gaps and process gaps; and recommendations to drive adoption of fully vetted improvement recommendations. This session will also explore how credentialing can be leveraged to streamline permitting, inspection and interconnection process for Solar3.0. This session will tackle five key questions at strategic and tactical levels, nationally:

1. What kind of codes and model processes currently exist and who inhibits broad adoption?
2. What kinds of codes and model processes are required to meet the long term vision and what is that vision? How can credentialing play a role? What will it take to create and adopt a truly online solution?
3. What roles need to be defined among the various industry players and who should fulfill those roles?
4. What skill, training workforce development needs are require attention in order to grow this part of the industry at the pace desired?
5. Can we quantify all of the above and the impact on soft costs?

The three scheduled sessions for Permitting, Inspection and Interconnection will be led by Greg Sellers, President, Burnham Energy; Ezra Auerbach, Executive Director, NABCEP; Wendy Boyle, Director of Operations, SolarTech; and a round table of industry experts with the end goal to publish actionable plans and roadmap leading to a 50% reduction in hidden costs in 90% of the domestic markets by 2015.

Installation Session

SolarTech's Installation committee, the National Roofing Contractors Association (NRCA), and the N. American Board of Certified Energy Practitioners will drive a series of conversations on how to create and implement comprehensive model best practices, codes and standards for solar PV installations to increase quality, reduce risks, and drive down costs at all stages of the value chain.

This session will review the current landscape of existing model practices, codes and standards; explore training, quality, or process gaps that may contribute to fire risk, premature equipment failure, or damage to building envelopes. Participants will then drive towards consensus recommendations on actionable improvements for industry and credentialing executives to better inform comprehensive training and certification of workers at all stages of the value chain, along with ways credentialing can be applied to reduce risks, costs, and project delivery times. This session will tackle six key questions at strategic and tactical levels, nationally:

1. Building upon the successful release of the Microinverter and AC Module Application Guide, can the industry build on this document and/or drive adoption?
2. Exploring how Europe handles "Plug & Play" can the US adopt these electrical interconnection standards and how?
3. Roof penetrations without the application of proper roofing technology and practices is one of the leading long term hidden installation risks. How does the industry drive better adoption of codes and training?
4. What roles need to be defined among the various industry players and who should fulfill those roles?
5. How do certification organizations serve the needs of a rapidly growing workforce but not at the expense of a fragmented landscape of programs, credentials, and brands?
6. Cost/Benefit of Credentials – Case studies on the impact of reducing risk, increased quality, and lower costs for consumers.
7. Cost/benefit of a Consolidated Roadmap and Action Plan of all of the above.

Facilitating the session will be: Doug Eakins, Business Development Manager, Wieland Electric; James Kirby, Associate Executive Director, NRCA; Ezra Auerbach, Executive Director NABCEP; TBD, Director or VP of Construction of a major solar installation company (Ask additional integrators to provide their input here), David McFeely, Program Director, SolarTech; and a round table of industry experts with the end goal to publish actionable plans and roadmap leading to a 50% reduction in hidden costs in 90% of the domestic markets by 2015."

Workforce Development Session

SolarTech's Workforce committee is driving a session on how to create and drive model best practices in training and workforce development to support industry growth. This session will explore current practices; existing model practices, employer needs; explore training gaps and real-time labor market needs gaps; and recommendations to drive adoption of programs that better serve employer needs. This session will also explore how credentialing can be leveraged to streamline process for Solar3.0, and improve the skills of employees and their work-product quality. This session is by invitation only and will follow a unique structure throughout the two days. This session will address five key questions at strategic and tactical levels, nationally:

1. What kinds of model programs currently exist and how do we scale them?
2. What kinds needs were identified in the other Summit sessions and how should those needs be addressed?
3. How can credentialing play a role? What are the roles and opportunity differences between community colleges, universities and private institutions?
4. What roles need to be defined among the various industry players and who should fulfill those roles?
5. Can we quantify all of the above and the impact on soft costs?

This unique session and process will be led by Justin Bradley, Principle, Bradley Group; Rick Kuhn, Director, Foothill-DeAnza CCD; Catherine Ayers, Program Manager, Foothill-DeAnza CCD; Ezra Auerbach, Executive Director, NABCEP; Andrea Luecke, Executive Director, The Solar Foundation; Dr. Meghna Virick, Professor, San Jose State University; Jim Caldwell, Director, Workforce Incubator; Laura Caccia, Program Manager, Nova Workforce; Barbara Halsey, Director, California Workforce Association; and a round table of industry experts with the end goal to publish actionable plans and roadmap leading to a 50% reduction in hidden costs in 90% of the domestic markets by 2015. HR, workforce and training professionals interested in participating in this session should contact Justin Bradley @ Justin.bradley@bradley-group.net.