ACI’s Fifth National Conference on Microgrids

Featuring a Tour of the Stone Edge Farm Microgrid Project:

Key Topics Include:

- Intelligent Microgrid Solutions to Satisfy Power Demands and Guarantees Energy and Cost Savings
- Riding the Storm: The Trials and Tribulations of a Privately-Funded Microgrid
- Microgrids, Switching & Protection: The Integration of Renewables into Microgrids or Energy Storage
- Model Based Real-Time Power Management - A Key Element of Any Microgrid Program
- The Design, Control, Testing, and Successful Deployment of an Advanced Microgrid with Pacific Gas & Electric at Native American Reservation in Northern California
- Green Buildings, Distributed Energy Resources and the Grid
- The Accidental Microgrid
- Optimal Microgrid Control Architecture: Centralized, Decentralized, and Distributed Control
- Proven Strategies and Key Concepts to Develop Successful Microgrid Control Systems
- Disruption in the Utility Industry and a Future of Distributed Energy Resources
- Microgrid Market Snapshot: Current Trends and Future Revenue Opportunities
- Microgrids: Market Forecast and Growth Projections Based on Real-World Experience
- Battery Backup Systems Powering Microgrids & Changing Lives around the World

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The Future of Microgrids

The microgrid market is predicted to more than double in the next five years, both in terms of installed capacity and annual value. But as grid edge technologies quickly expand, it’s a new wave of cleaner, more agile, and increasingly complex microgrids being developed, and they have the potential to dramatically change the United States power landscape.

Navigant estimates the overall value of the market for remote power systems to be in excess of $10.9 billion today. The market research company’s analysts forecast this will rise nearly 20-fold over the next decade to $196.5 billion.

Microgrids being deployed today are more flexible and advanced. Enabled by emerging technologies, value propositions are becoming viable that previously were infeasible or too expensive. Where will new microgrid markets emerge over the next five years? Which markets are going to explode? What challenges do microgrids face? How much growth will there be with microgrid installations?

Power equipment companies now investing in pilot microgrid projects and currently available market opportunities will be well positioned for market leadership as the demand for microgrids increases over time.

Attend this industry event to learn how Microgrids provide a real opportunity to improve energy security throughout and to produce energy in a more environmentally friendly way, both by increasing the efficiency of our energy sources and increasing the implementation of renewables.

Speakers Include:

Andy Skumanich  
Founder & CEO  
SOLARVISION

Peter Rusy  
Program Manager  
LOCKHEED MARTIN ENERGY

Craig Wooster  
Project Manager & General Contractor  
STONE EDGE FARM MICROGRID PROJECT

Frank Kling  
Director of Sales & Business Development – North America  
ETAP

Clark Wiedetz  
Director of Microgrid  
SIEMENS

Brendan Owens  
Chief of Engineering  
U.S. GREEN BUILDING COUNCIL

Kevin Normandeau  
Publisher  
MICROGRID KNOWLEDGE

Daniel Fingleton  
Manager, Strategic Growth & Special Projects  
SOLAR TURBINES

Nick Reale  
Project Development Manager, Microgrids  
SOLARCITY

Nishant Sharma  
Director of Sales  
AQUION ENERGY

Steve Drouilhet  
CEO  
SUSTAINABLE POWER SYSTEMS

Paul Wyman  
General Manager, Smart Grid  
LOCKHEED MARTIN ENERGY

Niraj Shah  
Branch Manager – Special Protection Systems  
SEL ENGINEERING SERVICES INC.

Jagmeet Khangura  
Western Region Microgrid Solutions Lead  
BLACK & VEATCH

Peter Asmus  
Principal Research Analyst  
NAVIGANT RESEARCH

David Chiesa  
Director of Business Development for Commercial, Industrial and Govermental Microgrids  
S&C ELECTRIC COMPANY

Vicki Hall  
Director, Technical Solutions  
TROJAN BATTERY Co., LLC

Who Will Attend:

This conference is researched and designed for:

- Microgrid project owners and developers
- Investor-owned, municipal, and co-op utility professionals
- Software developers, technology providers and system integrator players
- Commercial and industrial end users and campus network executives
- Academic and research professionals pushing the industry forward
- Management and technology consultants
- Financial sector players focused on the microgrid opportunity
- Consultants and system integrators
- Utility network planners and engineers
- C&I end users interested in microgrid strategies
- Solar and wind energy project planners
- Regulators and public policy professionals
- Non-governmental development professionals
### Pre-Conference Interactive Workshop • January 18, 2017:

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>2:00 PM</td>
<td>Registration and Coffee</td>
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<tr>
<td>3:00 PM</td>
<td>Chairperson’s Opening Address</td>
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<tr>
<td></td>
<td>Andy Skumanich, Founder &amp; CEO</td>
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<td></td>
<td>SOLARVISION</td>
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<tr>
<td>3:15 PM</td>
<td>Intelligent Microgrid Solutions to Satisfy Power Demands and Guarantee Energy and Cost Savings</td>
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<td>Critical operations need a dependable power system that ensures power is provided to their most significant loads during demanding conditions. Intelligent Microgrid Solutions provide an efficient, reliable and secure energy system that integrates existing power generation assets with new or existing renewable power sources and manages energy demands, whether connected or independent of a utility power grid. This interactive pre-conference workshop will cover how to improve energy efficiency, reduce greenhouse gas emissions, and increase the use of renewable energy, while reducing energy costs.</td>
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<tr>
<td></td>
<td>Workshop Leader: Peter Rusy, Program Manager</td>
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<td>Lockheed Martin Energy</td>
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<td>5:15 PM</td>
<td>Close of Workshop</td>
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### Conference Day One • January 19, 2017:

<table>
<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>8:30 AM</td>
<td>Registration and Coffee</td>
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<tr>
<td>9:00 AM</td>
<td>Chairperson’s Opening Address</td>
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<td>Andy Skumanich, Founder &amp; CEO</td>
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<td>SOLARVISION</td>
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<td>9:15 AM</td>
<td>Riding the Storm: The Trials and Tribulations of a Privately-Funded Microgrid</td>
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<td>The inherent resilience necessitated by the harsh environments for which MicroGrids are designed frequently favors a cautious mentality focused on conventional methods and technologies. In many ways, this hinders open-mindedness, and a willingness to accept failure essential to progress. The resilient and sustainable grid of tomorrow will be formed by new technologies currently being invented, developed, tested, and refined. Stone Edge Farm’s mantra is “We demonstrate what is possible.” This philosophy is embodied by the Stone Edge Farm Microgrid Project, where innovation has enabled a platform for progress not bounded by conventional restrictions. Join Craig Wooster as he discusses the unique challenges, benefits, and rewards of integrating 7 different types of energy storage systems, including bulk hydrogen gas into a privately funded Microgrid housed, on a working winery and farm in the beautiful Sonoma Valley.</td>
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<td>Craig Wooster, Project Manager &amp; General Contractor</td>
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<td>Stone Edge Farm Microgrid Project</td>
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<td>Wooster Engineering Specialties; &quot;Where technology finds purpose&quot;; CA. and OR. Contractors Licenses; General Engineering &quot;A&quot;; General Electrical, C-10; HVAC, C-20; #917526; 20 years in the Marine Industry, and 20 years in the Construction Trades; Specialty Combine Heat Power and Cooling, Off Grid and On-Grid power systems.</td>
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<tr>
<td>9:55 AM</td>
<td>Microgrids: Market Forecast and Growth Projections Based on Real-World Experience</td>
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<td>The growth opportunities for micro-grids are substantial. We provide a quantitative forecast based on our practical experience from multiple installations. By analyzing both the drivers and the impediments, along with the relevant current trends, it is possible to establish a reliable trajectory for the market growth. We forecast levels for the US of at least 5GW by 2020 for the US, and increasing ten-fold in the subsequent decade. The global forecast shows similar growth. The talk will highlight the key market dynamics and outline both the drivers and the drags on the growth. The forecast is extended to 2050 and provides a visionary forecast of where the microgrid market is headed and it’s part in the overall energy production landscape.</td>
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<td></td>
<td>Andy Skumanich, Founder &amp; CEO</td>
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<td>SOLARVISION</td>
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<td>10:35 AM</td>
<td>Morning Refreshment Break and Exhibits</td>
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MODEL BASED REAL-TIME POWER MANAGEMENT - A KEY ELEMENT OF ANY MICROGRID PROGRAM

With increased awareness of Smart Grid technology and the quest to add new renewable power sources to the grid, it’s imperative for owners, designers, and operators of these systems to implement a power management solution that puts them in control of planning, operation, and maintenance of the microgrid system. Utilizing a life-cycle management approach will result in optimum system utilization, lower costs, and maintained financial stability. Today’s power management system requires proven techniques and cutting edge technology to allow electrical power users and producers to be prepared to handle the evolution of the Micro Grid.

This technology will provide a more comprehensive level of intelligent data collection and visualization that can be used to train operators and provide engineers with the tools they require to design and test the operational goals of today’s microgrid. Model-based power management is an essential element for a successful microgrid implementation.

The next generation of power management applications should have the capability to integrate an active blueprint of the system including system topology, engineering parameters, and other pertinent information such as time-synchronized-data acquired for the purpose of visualizing and depicting the actual operation of the system.

The attendee will take-away an understanding of what a true real-time power management application provides when integrated into today’s Micro grid environment. The following features will be discussed:

- Model-based design & simulation
- Online Predictive Simulation
- Intelligent Energy Management
- Intelligent Monitoring and Visualization
- Sequence of Events Playback
- Intelligent Proactive Load Shedding

Frank Kling, Director of Sales & Business Development – North America ETAP

THE DESIGN, CONTROL, TESTING, AND SUCCESSFUL DEPLOYMENT OF AN ADVANCED MICROGRID WITH PACIFIC GAS & ELECTRIC AT NATIVE AMERICAN RESERVATION IN NORTHERN CALIFORNIA

Blue Lake Rancheria, along with Siemens, PG&E and Humboldt State University’s Schatz Energy Research Center, has developed and deployed a fully functioning, advanced microgrid to meet the following goals:

- Manage emergencies by supplying islanded power to critical infrastructure and a certified American Red Cross evacuation center, for at least 7 days
- Showcase integrated microgrid technology
- Exert greater control over energy economics
- Increase demand response capabilities within PG&E’s programs
- Reduce emission of greenhouse gases by integrating a high-penetration of renewable resources
- Resynchronization of the islanded Microgrid to the PG&E service using the Battery Energy Storage System (BESS)
- Operational scenario designs

Learn how this project team designed and implemented one of the first true microgrids in California under the California Energy Commission grant program. Understand the challenges they faced and the lessons they’ve learned during this lighthouse project incorporating a Tesla battery, solar PV array, biomass plant, and building automation system.

Key issues to be covered include:

- The protection scheme considerations due to low fault current in an islanded inverter-based resource configuration
- Day-ahead participation in PG&E’s demand response programs and other forecasting capabilities
- Resynchronization of the islanded Microgrid to the PG&E service using the Battery Energy Storage System (BESS)
- Operational scenario designs

Clark Wiedetz, Director of Microgrid SIEMENS

Clark Wiedetz is the head of a national team charged with the portfolio for advanced controls and microgrid control solutions within the Energy Management Division. Previously, Mr. Wiedetz headed up a National team for the Building Technologies Division of Siemens that delivered distributed generation and renewable energy solutions to Siemens clients. Mr. Wiedetz has more than 19 years of experience in the Energy Services business working with industrial, commercial, higher-ed, government, city and county organizations, helping them conserve and/or produce energy using alternative fuels.

GREEN BUILDINGS, DISTRIBUTED ENERGY RESOURCES AND THE GRID

Over the past decade, the line that separates the supply and demand sides of the power industry has grown increasingly blurry. In that time, technologies which enable supply side actors to engage in strategies that significantly benefit demand side actors (and vice versa) have become seemingly ubiquitous. Unfortunately, frameworks that bridge the gaps between industries are slower in their evolution. The U.S. Green Building Council’s LEED program successfully ushered in the green building boom that began in 2000. In partnership with key power sector stakeholders, USGBC launched the PEER program that is designed to create the same “LEED” type of market transformation in the power sector. When used together, PEER and LEED bridge the implementation chasm between the power and buildings sectors.

Key issues to be covered include:

- Engage with the existing green building community to leverage building scale distributed energy resources
- Understand the benefits of PEER certification
- Get started on PEER screening, gap analysis and certification
- Peer energy analysis of advanced controls

Brendan Owens, Chief of Engineering U.S. GREEN BUILDING COUNCIL

Brendan oversees technical development and integration of rating systems at USGBC. In this role Brendan collaborates with teams developing LEED, PEER and other rating systems and led the team that established the over-arching system goals for LEED v4. He is currently working to integrate this thinking into the other programs USGBC collaborates with. Brendan is a member of the integration committee working to align Standard 189.1, the IgCC and LEED. He is board member of the New Buildings Institute and is deputy director of the center for cycling technology at USGBC. Additionally, Brendan is a board member of the foundation USGBC is partnering with to build the William Jefferson Clinton Children’s Center in Port au Prince, Haiti. Brendan is proud to serve as an advisor to the Honor’s College at his alma mater Purdue University. He is also a licensed Professional Engineer and a LEED Fellow.
FUNDING MICROGRID DEVELOPMENT

Microgrids bring technical complexity beyond single-source distributed generation projects. On top of technical complexity, efforts to provide resiliency through Microgrids can increase challenges to financing these projects. In this session we will present cases where multi-party transactions are required, and discuss impacts funding these projects.

Multi-party transactions can complicate projects and extend the time-to-contract. Risk mitigation approaches for single off-taker may not apply for projects with multiple off-takers, each with potentially divergent credit histories, future plans and stakeholder issues to manage. What’s more, managing one customer’s schedule can present prohibitive timing and resource constraints when multiple stakeholders are in the off-take mix.

Funding a Microgrid Project will also look at single off-taker projects, contract types used for these Microgrid projects, pitfalls during project development, financier issues, the importance of understanding third-party developer qualifications, and obligations of the parties.

Paul Wyman, General Manager, Smart Grid
LOCKHEED MARTIN ENERGY
PROVEN STRATEGIES AND KEY CONCEPTS TO DEVELOP SUCCESSFUL MICROGRID CONTROL SYSTEMS

By using a combination of case studies and important concepts this presentation will cover essential steps for successful microgrid control. A microgrid needs to provide resilient and reliable power. To do so, the complete microgrid control system—including devices, configuration, communications, and cybersecurity—must be stable, proven, and thoroughly tested (using hardware-in-the-loop testing, if possible) before it is brought online. The concepts discussed in this presentation will help you reduce microgrid risks and avoid possible pitfalls.

- Easily design a scalable microgrid control system using proven utility grade hardware
- Create a layered cyber secure network to protect microgrid assets and operation from unintended or unauthorized access
- Ensure your microgrid will be able to provide resilient and reliable power
- Minimize project risks with the help of hardware-in-the-loop testing
- Get your microgrid online sooner by taking advantage of devices’ out-of-the-box capabilities

Niraj Shah, Branch Manager – Special Protection Systems
SEL ENGINEERING SERVICES INC.
Niraj Shah is a branch manager for the SEL engineering services Inc (Subsidiary of Schweitzer Engineering Laboratories, Inc. (SEL)). He received his bachelor of engineering degree in instrumentation & control from Gujarat University (India). He is a member of the International Society of Automation (ISA) & IEEE. He joined SEL in 2007. He has more than 19 years of experience in process control, substation automation, electrical power distribution automation (DA), Power Management System (PMS), High Speed Load shedding systems, applications engineering, configuration, and onsite commissioning. His expertise includes PMSs, SCADA, HMIs, energy monitoring systems (EMSs), DA control and simulation, programmable logic controller (PLC) and distributed control system (DCS) programming.

4:45 PM
DISRUPTION IN THE UTILITY INDUSTRY AND A FUTURE OF DISTRIBUTED ENERGY RESOURCES

The utility industry is undergoing significant change with the growth of low-cost distributed energy resources, flat load growth, and a reduction in the use of coal for power generation. Disruptive technologies are here today and on the horizon that will serve as catalysts for change in the industry. The addition of distributed energy resources provides opportunities to the utility industry to innovate and offer new business models and products that bring value to customers and continue the mission of delivering a reliable, safe, and cost-effective supply of energy.

Attendees will learn how:
- Technologies are disrupting the utility industry
- Distributed energy resources enhance the ability of the grid to integrate renewable energy
- Lessons learned from deployments to-date can be used to improve future projects

Jagmeet Khangura, Western Region Microgrid Solutions Lead
BLACK & VEATCH
Jagmeet K. Khangura is the Western Region Microgrid Solutions Lead within Black & Veatch’s global energy business. She is a subject matter expert in microgrids. She also has extensive experience in renewable energy projects including resource assessments, feasibility studies, due diligence (technical and economic analysis) of specific technologies, optimization of solar plant design, and economic analyses of renewable energy projects. Jagmeet recently finished a year assignment working for the US Navy Utilities Division as a renewable energy technology and microgrid expert. Jagmeet was also a lead engineer for a USTDA funded effort for development of two rural microgrids in India.

5:35 PM
CLOSE OF DAY ONE

CONFERENCE DAY TWO • January 20, 2017:

8:30 AM
REGISTRATION AND COFFEE

9:00 AM
TRANSPORTATION TO TOUR

9:45 AM
TOUR: STONE EDGE FARM MICROGRID PROJECT

Stone Edge Farm, is a beautiful 15-acre organic farm and vineyard located in Santa Rosa, Sonoma County, California. This microgrid is unique in terms of its three modes of operation with reference to the grid. Like other microgrids, it can run as an island, disconnected; while connected, it can import power from the grid. What is unique is the third mode: its ability to run parallel, that is, to operate while connected to the grid and import or export energy.

They built a microgrid in order to have the capability of providing their own power. The farm has seven metered service entrances with PG&E, the local electric company. While one of these connections allows them to send generated power back to the grid, all of them allow for redundancy in case the microgrid needs assistance.

The original goal for the Stone Edge Farm Microgrid Project was to reduce the farm’s carbon footprint by 50%. Within the first year of construction, they surpassed this goal. Currently, the goal is to discover how far below zero carbon emissions we can actually achieve. Our assets currently include: 300+ solar panels, a natural gas microturbine, an alkaline electrolyzer, hydrogen storage and a vehicle refueling station, a PEM fuel cell, and 300+ kW of batteries.
MICROGRID MARKET SNAPSHOT: CURRENT TRENDS AND FUTURE REVENUE OPPORTUNITIES

The presentation will sum up latest research from Navigant Research into current costs attached to Microgrids, market drivers, forecasted growth and best bets for microgrid opportunities. Will also highlight market barriers and a few example case studies. Will conclude with a look into the crystal ball about growth in US, North America and the rest of the world.

Key issues to be covered include:

- What are the leading market opportunities for Microgrids in U.S. and globally?
- How has the market changed over the last 5 years—and what trends are driving adoption in which Microgrid market segments?
- How fast and how large is this market—and what portions of the revenue generated are flowing into which technology and development categories?

Peter Asmus, Principal Research Analyst

Navigant Research

Peter Asmus is a Principal Research Analyst contributing to Navigant Research’s Smart Energy practices, with a focus on emerging energy distribution, integration and optimization smart grid models such as nanogrids, microgrids and virtual power plants. Asmus has over 25 years of experience in energy and environmental markets, as an analyst, writer, and consultant. His expertise also extends to renewables such as wind power, marine hydrokinetics and solar energy. Asmus has been managing Navigant Research’s microgrid syndicated research service since 2009. In that role, he has served as the lead author of over 35 different reports covering topics as diverse as different microgrid global market segments (ranging from off-grid, remote communities to direct current (DC) data centers), capacity and revenue forecasts, technology evaluations and regulatory analysis. During the course of this research, he has also profiled over 50 market player active in this space.

MICROGRIDS, SWITCHING & PROTECTION: THE INTEGRATION OF RENEWABLES INTO MICROGRIDS OR ENERGY STORAGE

A look into the future of the distribution system. How the proliferation of distributed generation, in the form of renewables, combined with distribution automation will lead to a grid of microgrids. A discussion about understanding the engineering challenges of integrating renewables and discussing how you use microgrids to add renewables into your system more effectively. The requirements, benefits, and lessons learned on integrating renewables and energy storage into microgrids.

David Chiesa, Director of Business Development for Commercial, Industrial and Govermental Microgrids

S&C Electric Company

BATTERY BACKUP SYSTEMS POWERING MICROGRIDS & CHANGING LIVES AROUND THE WORLD

The establishment of off-grid networks, also known as mini grids or micro grids, around the world is increasing as a way to supply power to remote towns, villages and areas that are not connected to the main electric grid, or only have access to electricity a few hours a day. Battery-based microgrid systems ensure that these areas have access to energy 24/7, enabling remote communities to operate lighting, communications, radios, TV and other electrical equipment.

Access to these types of devices, play a vital role in enhancing productivity of local businesses and foster the development of commercial activities in developing regions of the world. In addition, battery-based installations reduce operating costs which diesel powered installations face such as the rising costs of fuel consumption, fuel transportation, and maintenance of diesel generators.

Key issues to be covered include:

- The unique power storage requirements of off-grid photovoltaic networks
- The effects of partial state of charge on deep-cycle batteries and the benefits of carbon additives.
- Types of deep-cycle battery technologies best for particular installations – Flooded, AGM or Gel
- Overview of Trojan customer applications in Colombia, Haiti and Nigeria

Vicki Hall, Director, Technical Solutions

Trojan Battery Co., LLC

As director of the energy solutions team for Trojan Battery Co., Vicki Hall is responsible for the company’s global deployment of energy storage solutions. She oversees Trojan Battery’s application engineering support which includes charger/inverter testing and evaluation of energy system applications for the company’s global customer base. She also manages Trojan’s global technical support team which addresses technical questions that come in via Trojan’s toll-free technical support hotline and the company’s website. Prior to joining Trojan Battery in 2006, Hall served as technical marketing manager for FIAMM Technologies, a manufacturer of batteries for the telecom industry. She also managed original equipment (OE) engineering for Exide Technologies, formerly GNB Technologies, an original equipment manufacturer (OEM) battery supplier for automotive, utility and heavy-trucking manufacturers such as Ford, Mercedes Benz, John Deere and Peterbilt. While with GNB Technologies, Hall held various quality services positions and played an integral role in the company receiving the Ford Motor Company Gold Supplier for Quality award. Hall served as a bioenvironmental engineering technician in the United States Air Force and is a veteran of the First Gulf War, “Operation Desert Storm.” She received her bachelor of science degree in biology from Coastal Carolina University in Conway, South Carolina.
Active Communications International, Inc. (ACI) is a leader in conference planning and production. With offices in Chicago, London, Pune, Portland, Poznań and Milwaukee, we produce world-class events focusing on areas of most relevance to our served industry sectors. We are dedicated to deliver high-quality, informative and value-added strategic business conferences where audience members, speakers, and sponsors can transform their business, develop key industry contacts and walk away with new resources.

Mission Statement:
ACI's mission is to unite key industry influencers and leaders to build strong relationships and enable our clients to achieve operational efficiencies, maintain competitive advantage in the marketplace, and increase their profitability.

Quality:
ACI invites senior-level executives and key industry leaders to share their insights and real-life working experiences with our audience. Our unique conference format offers an intimate and time-efficient educational development platform where our attendees can meet one-on-one with the people that can assist them in achieving their goals.

Research:
ACI offers cutting-edge conferences that are developed through extensive research and development with industry experts to bring you the latest trends, forecasts, and best practices.

Experience:
Our team of experienced conference producers and managers know you and your business demands. ACI has the resources, knowledge, and experience to create the events you need to remain on the forefront of your industry.

Flamingo Conference Resort & Spa
2777 4th Street
Santa Rosa, CA 95405
An Iconic Hotel in the Heart of Sonoma Wine Country and Santa Rosa historic landmark, The Flamingo Resort and Spa offers all the modern amenities with a retro vibe. Anchored by The Spa and Health Club—a world-class facility, the hotel is convenient to the Sonoma County and Napa Valley Wine Country, shopping, restaurants, and nightlife. The new lobby, designed for comfort by Jonathan Rachman, welcomes leisure and business guests with its spa-like color scheme and sleek yet warm furnishings.

END OF CONFERENCE AND AFTERNOON REFRESHMENTS

3:30 PM
CHAIRPERSON'S CLOSING ADDRESS
Andy Skumanich, Founder & CEO
SOLARVISION

3:40 PM
END OF CONFERENCE AND AFTERNOON REFRESHMENTS