

Speaking Engagements | March 16 - 19, 2025

2025 Infocast Solar + Wind Finance & Investment Summit

Arizona Biltmore, LXR Hotels & Resorts
2400 E Missouri Ave
Phoenix, AZ 85016

SPEAKERS

[John J. Leonti](#)

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Troutman Pepper Locke is a proud sponsor of the 2025 Infocast Solar + Wind Finance & Investment Summit, taking place in Phoenix from March 16 – 19, 2025. This premier event brings together leaders in finance, solar, wind, and storage, offering unparalleled networking opportunities. Consistently rated by attendees as the top venue for forging deals and establishing valuable business connections, it stands out as a must-attend gathering for industry professionals.

John Leonti will be moderating “Understanding Today’s Storage Financing,” where the session will explore the landscape for investing in and financing storage projects, as well as where the market is headed in 2025. John will facilitate the panel discussion on:

- How do you finance storage: PPAs, ESCAs, merchant plays vs tolling agreement? How much is contracted? What does revenue look like in a ‘typical’ deal, and what are the capital needs? Are TE and TC sales complicating valuations? Is the instability of energy communities an issue?
- Charging/discharging, ancillary: What are the standards and practices, and who is paying for what in O&M? Are there use cases beyond arbitrage? Is capital cost/availability harder for some uses?
- What is driving the reduction in battery prices, and how long will it last? Some batteries from China are being held under forced labor concerns: is there a fix? Where are costs headed generally?
- Expectations vs reality: How does today’s economic landscape affect forward curves and future storage bankability? How does this change across power markets? Pre- and post-election?

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