

8th Edition



# Energy Storage

USA 2026

24 - 25 March 2026

Renaissance Dallas Addison, Dallas, Texas

## Policy, Procurement and Power Demand: Defining the Next Chapter for Energy Storage

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### Post Show Report

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The eight edition of Energy Storage Summit USA, which for the first time collocated with utility solar event SolarPLUS USA, welcomed a combined audience of over 400 attendees, predominately based in the US for multiple angles of discussions around the deployment of energy storage projects in the US.

Morning plenary topical angles such as large load growth, most notably and partly as a result of future large data center builds due to the impact of AI, to the impact of FEOC policy on the supply chain and necessities to safe-harbour were brought to the fore. This gave conference delegates the best insights into how those external impacts would have future consequences for the development of battery storage projects, supply chain integration and procurement, and the financing and bankability of storage.

FEOC compliance had been put in force just eight weeks by the time attendees and speakers combined during on stage and off stage networking on an issue that has the potential to reshape supply chains and financing. A broad spectrum of developers, lenders, and EPCs listened to live case studies on which projects are moving forward and which were stranded.

Through four content streams across two days: Project Lifecycle and O&M, Market Dynamics, Offtakers and Product Requirements and Finance & Investment, stakeholders from the energy storage value chain were able to listen to various industry leaders and game changers across an array of financial, operational, and technical based storage topics and in various content and networking formats.

We look forward to working with many of you again next year and to hearing about the exciting developments that will shape the energy storage landscape in the US by 2027.



David Tran  
Senior Conference Producer  
**2027 Speaking Opportunities**  
✉ [David.Tran@informa.com](mailto:David.Tran@informa.com)





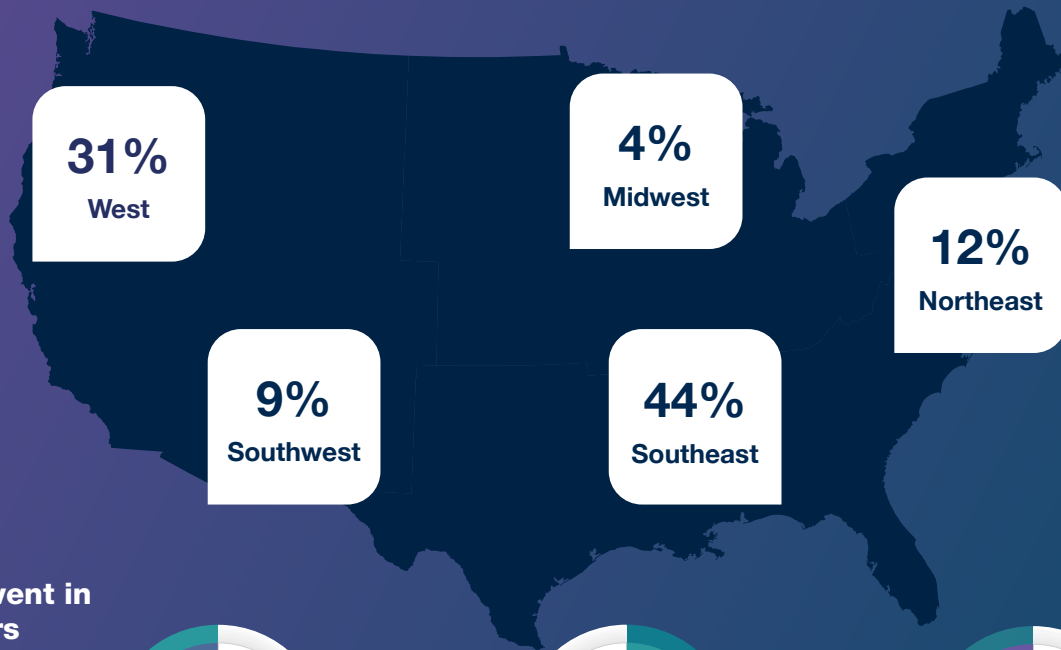
Energy Storage USA 2026 brought fresh insights, valuable connections, and a clear vision for the future of energy in the U.S.



[View the Full Photo Gallery](#) ▶

# 2026 Snapshot

## Attendees by State



## 2026 Event in Numbers

Co-located with:



## Delegates attended the event to uncover more about the following:

- The latest developments in large-scale solar and co-located storage, hybrid revenue modelling, and project optimisation strategies
- Insights from senior developers, investors, utilities, and offtakers shaping the next phase of U.S. solar deployment
- Practical approaches to navigating FEOC concerns, supply chain risk, and evolving procurement requirements
- Best practice for securing interconnection, permitting at pace, and strengthening community buy-in
- The implications of changing ITCs, PTCs, and federal policy on project bankability and long-term returns
- Real-time intelligence on M&A activity, tax equity, debt structuring, and private capital flows
- Opportunities for partnerships, joint ventures, and project development across the solar and storage value chain
- How to expand their network across developers, IPPs, investors, utilities, EPCs, and technology providers
- How to position their business at the centre of a key U.S. gathering uniting both the solar and storage communities



# Top Sessions

## Regional Roundtables: The Organized Grid Operators That Are Set for Incoming Demand

### CAISO market roundtable:



**Karolina Maslanka,**  
Policy Director, California Energy  
**Storage Alliance**

### PMJ market roundtable:



**Aniruddh Mohan**  
Energy Associate  
**The Brattle Group**

### ERCOT market roundtable:



**Warren Lasher**  
President  
**Lasher Energy Consulting**

### ISO New England market roundtable:



**Yujie Hu**  
Supervisor, Market Development  
**ISO New**



**Gordon Drake**  
Director of Market Design & Analysis  
**ERCOT**

### MISO roundtable:



**Christov Churchward**  
Senior Advisor, Corporate Strategy  
**Independent System Operator (MISO)**

## Where will the Load come from? Forecasting US Power Demand Growth



**Lori Cobos**  
President  
**Cobos Strategies, LLC**



**Latrice Harkness**  
Director of Engineering  
**North American Electric**



**Patrick Hughes**  
SVP of Technical and Industry Affairs  
**NEMA**



**Chad Seely**  
Senior Vice President, Regulatory Policy,  
General Counsel, Chief Compliance  
Officer, and Corporate Secretary  
**ERCOT**

## FEOC in Practice: Compliance, Costs, and Capital



**Nate Picarsic**  
Founder  
**Horizon Advisory**



**Andrew Waranch**  
President and CEO  
**Spearmint Energy**



**Keith Martin,**  
Co-head of Projects,  
United States  
**Norton Rose Fulbright**



**Feizhen Lu**  
Senior Vice President of  
Procurement and Supply Chain  
**Hecate Energy**



**Sara Kayal**  
VP of Engineering and  
Procurement  
**AMPYR Energy USA LLC**

# What Our Attendees Thought

Q

Will you Attend Energy Storage Summit USA 2027?

**87%** said Yes 

Quality of Speakers

**61%** 

said Very Good or Higher



Did the Conference Facilitate any New Business for You?

**53%**

said Yes



Networking & Quality of Meetings

**78%**

said Good or Higher



Programme Structure & Timings

**62%**

said Very Good or Higher



Q

Did you Make the Contacts that you Wanted to Make at the Summit?

**78%** said Yes  

# 2026 Speakers Include

The 2026 Summit welcomed speakers from across the USA region to share their experience and expertise with attendees.



**Karolina Maslanka**  
Policy Director  
**California Energy Storage Alliance**



**Ryan Browne**  
Vice President, Investments  
**Captona**



**Gordon Drake**  
Director of Market Design & Analysis  
**ERCOT**



**Felipe Cajiao**  
Vice President - Investment Strategy & Analytics  
**esVolta**



**Keith Martin**  
Co-head of Projects, United States  
**Norton Rose Fulbright**



**Kevin Imboden**  
Global Director of Market Research & Intelligence  
**EdgeConneX**



**Chad Seely**  
Senior Vice President, Regulatory Policy, General Counsel,  
Chief Compliance Officer, and Corporate Secretary  
**ERCOT**



**Victoria Carey**  
Director – GRE Technical  
**Bank of America**



**Allison Perlman**  
Partner  
**Troutman Pepper Locke**



**Andrew Waranch**  
President and CEO  
**Spearmint Energy**



**Tom Colebatch**  
Managing Director - Commodities and Global Markets Group  
**Macquarie**



# Key Themes for 2026

This year's Summit introduces our most innovative and strategic networking program ever designed, delivering unprecedented opportunities to connect with decision-makers, thought leaders, and potential partners across the energy storage ecosystem. Beyond traditional networking breaks, we've created focused engagement opportunities that drive meaningful business relationships and industry advancement:



**Grid Connection  
Reform, Bottlenecks  
and Market Design**



**M&A, Valuations &  
Market Consolidation**



**Routes to Market,  
Financing and  
Bankability**



**LDES & Technology  
Pathways Beyond  
Lithium**



**Optimisation, Trading  
and Revenue Stacking**



**Supply Chain Risk  
& Critical Minerals**



**Datacentres, AI and  
Demand Growth**



**Safety, Fire  
Risk & Critical  
Infrastructure**



**Policy Uncertainty:  
FEOC compliance and  
tariff impact**



**Recycling, Second  
Life & ESG  
Obligations**

We are always keen to hear from the market, get in touch with the team if you have any suggestions for next year's event!



# Delegate Breakdown

## Company Activity

This Summit is designed for and consistently has C-Level, Senior Management, Project Managers, Consultants and key industry stakeholders from across the entire Energy Storage ecosystem.



**Legal & Financial  
Advisory**



**Policymakers &  
Regulators**



**Optimisers/Trading**



**Banks**



**Manufacturers**



**Developers &  
IPPs**



**Consultancies**



**Funds & Asset  
Owners**



**Software & Data  
Intelligence Providers**



**Transmission &  
Distribution System  
Operators**



**EPCs & System  
Integrators**



**LDES Companies**



**Offtakers**

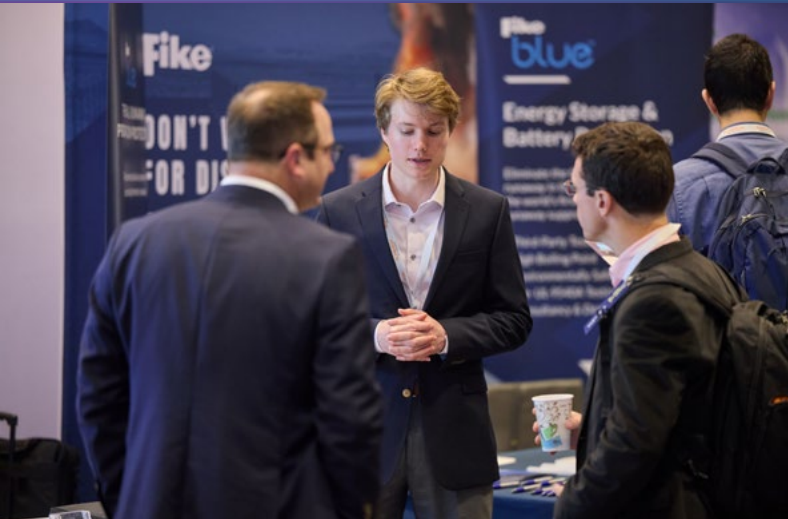


**Utilities**

## Companies That Attended Include:



# Conference Highlights



“ I especially enjoyed connecting with my fellow panelists and meeting so many engaged participants who are directly involved in building the future of ERCOT’s storage fleet.”

**Allison Perlman**, Partner, **Troutman Pepper Locke**



“ I enjoyed the Dallas show and got a lot of valuable insights into the American market, as I’m based in Austria.”

**Christoph Malzer**, Sales Operations Manager, **Navitasoft**



“ The organizing team did a very good job running the event, compiling the agenda and topics and I think it was useful for a lot of industry participants.”

**Zami Dar**, Sr. Director Energy Storage Strategy, **Pivot Energy**



“ What set it apart was the quality of discussions around asset management and performance engineering: real depth, from people who clearly operate in this space day to day. Dallas brought together the right crowd, and the conversations reflected that.”

**Lennart Hinrichs**, Executive Vice President & General Manager Americas, **TWACE**

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## OUR ENERGY STORAGE SUMMIT SERIES

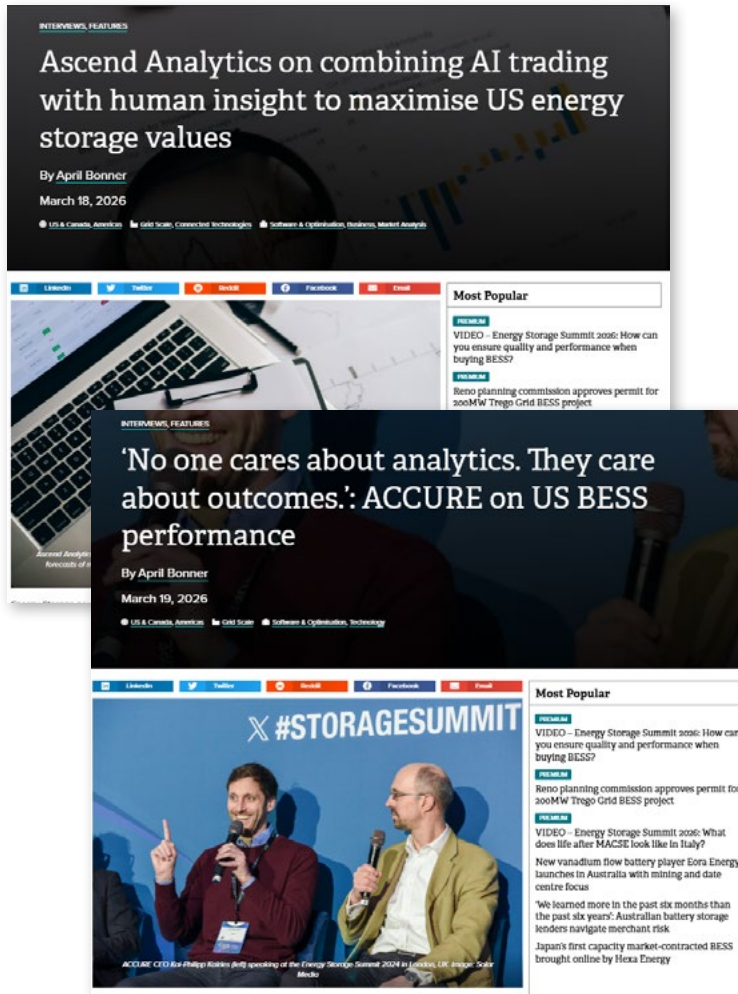
Each Summit provides targeted access to high-level audiences, thought leadership opportunities, and the chance to build meaningful partnerships in growing storage markets.

Energy Storage Summit <b>Stuttgart</b>	9 - 11 June 2026 <b>Stuttgart, Germany</b>
Energy Storage Summit <b>Middle East</b>	1 - 3 September 2026 <b>Dubai World Trade Centre, Dubai</b>
Energy Storage Summit <b>Berlin</b>	15-16 September 2026 <b>Berlin, Germany</b>
Energy Storage Summit <b>Central Eastern Europe</b>	6 - 7 October 2026 <b>Warsaw, Poland</b>
Energy Storage Summit <b>India</b>	22 - 24 October 2026 <b>Greater Noida, India</b>
Energy Storage <b>Awards</b>	19 November 2026 <b>London, UK</b>
Energy Storage <b>Summit</b>	23 - 24 February 2027 <b>London, UK</b>
Energy Storage Summit <b>Australia</b>	March 2027 <b>Sydney, Australia</b>
Energy Storage Summit <b>USA</b>	March 2027 <b>Dallas, Texas, USA</b>

[View our Energy Storage Summit Series >](#)

### Unrivalled News Coverage

In-depth analysis on important topics and industry developments, covering notable projects, business models, policies and regulations, technical innovations and more, makes the website, with a dedicated team of full-time editors and writers located around the globe, an essential resource for anyone within the energy storage value chain.



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