



2015 Energy Efficiency Finance Forum

A Critical Moment

Marriott Marquis • San Francisco, CA • May 31 - June 2, 2015

CONFERENCE PROGRAM

Sunday, May 31

12:00 pm to 7:00 pm

REGISTRATION OPEN

1:00 pm to 5:00 pm

EEFF 101

Separate Registration Required.

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Workshop Coordinator: **Pat McGuckin**, *Cadmus*

This workshop will guide participants through the key decisions in creating an energy efficiency financing program, with pros and cons from a variety of stakeholder perspectives. Participants will learn about the six key program components – from target markets to credit enhancement – and the seven most common program models – from third-party private lending to PACE and on-bill repayment. Participants will put the information to use in an interactive session to design a finance program based on their organization's specific needs or on a typical real-world scenario.

5:00 pm to 7:00 pm

WELCOME RECEPTION

Monday, June 1

7:00 am to 7:30 pm

REGISTRATION OPEN

7:00 am to 8:00 am

CONTINENTAL BREAKFAST

8:00 am to 5:30 pm

CDFA DEAL ROOM OPEN

8:00 am to 10:30 am WELCOME AND PLENARY SESSION

Co-Chair Welcome: **Sheridan Pauker**, *Wilson, Sonsini, Goodrich & Rosati*
Bruce Schlein, *Citi*

Introductions: **Casey Bell**, *American Council for an Energy-Efficient Economy*

Envisioning a Mature Market

Moderator: **Bruce Schlein**, *Citi*

Speakers: **Bill Campbell**, *Equilibrium Capital*
Bert Hunter, *Connecticut Green Bank*
Cisco DeVries, *Renewable Funding*

Description: The market potential for EE investment is large, and it's being approached in a variety of ways. In recent years we've focused on finding solutions to deploy at scale and serve hard-to-reach markets. What does a mature market look like?

10:30 am to 11:10 am AM BREAK

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CDFA Deal Room is Active.

11:00 am to 12:30 pm CONCURRENT SESSIONS

1A

Building Volume: Recent Breakthroughs on the Path to Scale

Moderator: **Charlotte Kim**, *Wilson, Sonsini, Goodrich & Rosati*

Speakers: **JP McNeil**, *Renovate America*
Dave Jaros, *Noesis*
Josh Heald, *Pemco Capital*
James Vergara, *Deutsche Bank*

Description: Unlocking more of the estimated \$1 trillion market opportunity in energy savings is a monumental endeavor by any measure. In this panel, we will examine some recent breakthroughs and the factors that contributed to their success. We will also share lessons learned and discuss how the growth of third-party financing, advances in software and big data tools, and other key market trends may help more stakeholders “get to yes” and increase project volume and origination in the future.

1B

The Great Debate: Financing, Rebates, and the Future of Efficiency

Moderator: **Philippe Dunsky**, *Dunsky Energy Consulting*

Speaker: **Alfred Griffin**, *New York Green Bank*
Bob Hinkle, *Metrus Energy*
Tom Eckman, *Northwest Power and Conservation Council*

Description: Financing and rebates are both tools to achieve long-term energy efficiency goals, but how do they compare? Panelists will debate the real costs and benefits of innovative financing programs, the extent to which they should substitute – or complement – traditional incentive-based programs, and good stewardship of ratepayer dollars. The panel will also explore disruptive forces in the delivery of energy services that could change the debate in the future.

12:30 pm to 1:30 pm**LUNCH****1:30 pm to 3:00 pm****BREAKOUT SESSIONS**2A**Financing Through Contractor Networks**Moderator: **Megan Campbell**, *Opinion Dynamics*Speaker: **Ramsay Stevens**, *E-Capital Development*
Dennis Quinn, *Joule Assets*

Description: This session will start with an overview of leveraging contractors to market energy efficiency finance programs, segments of contractor firms to know, and why they are a magic key to opening the customer door for financing. Next, it will explore pathways to engaging contractors as a facilitation channel for energy efficiency finance initiatives and the contractor channel from multiple perspectives. Attendees will learn how to ensure success with contractors and what that means for the financial value of investments.

2B**Big Deals: Recent Developments in Securitization**Moderator: **Dan Sullivan**, *PricewaterhouseCoopers*Speakers: **Brian Schneiderman**, *Self-Help Credit Union*
Alan Riska, *Cypress*
Adam Zimmerman, *Craft3*

Description: It has been an eventful year for building energy efficiency as an asset. Here we will discuss lessons learned from recent deals.

2C**Focus on California: Experimentation and Progress in the Golden State**Moderator: **Jeanne Clinton**, *California Public Utilities Commission*Speakers: **Deana Carillo**, *CAEATFA*
Frank Spasaro, *Southern California Gas*
Paul Blagbrough, *Union Bank*
David Cohen, *Center for Sustainable Energy*

Description: From on-bill repayment pilots to PACE securitizations and the potential establishment of a green bank, California is experimenting and learning quite a lot. This panel will provide an in-depth look at the evolution of the on-bill pilots, and look to the future of energy efficiency finance throughout the state.

2D**Corporate Social Responsibility and Beyond: Energy Efficiency as an Investment**Moderator: **Faith Taylor**, *Wyndham Worldwide*Speaker: **Kathleen Hokanson**, *KOAN Energy Consultants* (invited)
David Posner, *Alliance to Save Energy*
Susan Harper, *Bank of America*

Description: This session will take a close look at how corporate sustainability decision-makers are looking at energy efficiency as an asset within their real estate portfolios.

3:00 pm to 3:30 pm**PM BREAK**

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3:30 pm to 5:30 pm AFTERNOON PLENARY SESSION**The Policy Landscape: Impact on Energy Efficiency Finance and Role as a Demand Driver**

Moderator: **Sheridan Pauker**, *Wilson, Sonsini, Goodrich & Rosati*

Speakers: **Sara Hayes**, *American Council for an Energy-Efficient Economy*
Abhilasha Wadhwa, *California Energy Commission*

Description: This is a "critical moment" for energy efficiency finance, and policy at the federal, state and local level has an important role to play. Hear the latest developments from key industry experts.

5:30 pm to 7:30 pm EVENING RECEPTION**Tuesday, June 2****7:00 am to 4:30 pm REGISTRATION OPEN****7:30 am to 8:30 am CONTINENTAL BREAKFAST****8:30 am to 4:30 pm CDFA DEAL ROOM OPEN****8:30 am to 10:15 am PLENARY SESSION**

Recap and Announcements: **Casey Bell**, *American Council for an Energy-Efficient Economy*

Risk, Confidence, and Decision-Making: A Real Estate Perspective

Moderator: **Allison Porter**, *DTZ*

Speakers: **Ed Novy**, *American Realty Advisors*
Sara Neff, *Kilroy Realty*
Will Teichman, *Kimco* (invited)

Description: Real estate owners pursue investment decision processes based on internal priorities, market realities, and expected results. Successful energy efficiency finance programs must understand and interact with these processes in order to capture demand. In this session, major real estate owner representatives discuss their perspectives on decision-making processes for choosing energy efficiency projects and financing options.

10:15 am to 10:45 am AM BREAK

CDFA Deal Room is Active.

10:45 am to 12:00 pm BREAKOUT SESSIONS

3A

Multifamily Finance: New Opportunities and Lessons Learned

Moderator: **Lauren Ross**, *American Council for an Energy-Efficient Economy*

Speakers: **Karyn Sper**, *Fannie Mae*
Fred Lee, *New York City Energy Efficiency Corporation*
Barun Singh, *WegoWise*
Matt Schwartz, *California Housing Partnership Corporation*

Description: This session focuses on opportunities for energy efficiency finance in the multifamily sector. The session will start with a discussion of recent federal efforts to increase transparency of energy consumption in multifamily buildings and the implications for loan performance. Panelists will also discuss successful efforts among utilities and the housing community to overcome traditional barriers to multifamily energy efficiency finance. Attendees will learn about innovative financing strategies and products that are designed to meet the unique needs of multifamily building owners and developers.

3B

Co-selling Energy Efficiency and Solar

Moderator: **Emily Martin Fadrhonc**, *Lawrence Berkeley National Lab*

Speaker: **Claire Tramm**, *Effortless Energy and Chicago Infrastructure Trust*
Juan Pablo Alban, *Enerdigm Capital Management*
Claire Broido Johnson, *Next Step Living*

Description: Between 2008 and 2013, rooftop solar grew an average of more than 50 percent per year in the U.S. Energy efficiency providers can look to the meteoric growth in solar to understand what strategies they can use to accelerate adoption. This panel will explore the challenges of applying these approaches and co-selling energy efficiency with solar: what works, what doesn't, and what are the limits to applying solar strategies to energy efficiency? The panel also will consider the role of financing options and tax supports for solar versus energy efficiency, as well as consumer motivations for investing in solar, energy efficiency, or both.

3C

Residential PACE: Market Update and Regulatory Considerations

Moderator: **Pat McGuckin**, *Cadmus*

Speaker: **Cliff Staton**, *Renewable Funding*
Scott McKinlay, *Renovate America*
Jane Elias, *Sonoma County Energy Independence Project*

Description: Residential PACE is proving enormously successful in California and is now operating in six states across the country. What have been the keys to success and lessons learned? What will it take to replicate this success nationwide?

3D

Making It Count: Showcasing Financing's Value in Maturing Utility Portfolios

Moderator: **Chris Kramer**, *Energy Futures Group*

Speaker: **Angie Lee**, *Navigant*
Laura James, *Cadmus*
Bob Wirtshafter, *Wirtshafter Associates*

Description: As energy efficiency financing programs continue to grow, utilities and other program administrators are increasingly treating financing as a mature and integral portfolio strategy. Large-scale efforts in some jurisdictions have led program administrators try to quantify the benefits of financing approaches from both a planning and evaluation perspective. These efforts have raised a number of important questions. For example, how can program administrators project the amount of additional savings that financing programs may help program administrators obtain? How can evaluation be used to track progress over the short and long term, informing program design and potentially tying into performance incentives? How can regulators determine the influence of financing on a portfolio's overall cost-effectiveness, and how can programs assess the impact of financing within broader efforts to effect large-scale market transformation?

12:00 pm to 1:30 pm**LUNCH AND KEYNOTE ADDRESS**

Speaker: **The Honorable John Chiang**, *California State Treasurer*

1:30 pm to 2:45 pm**BREAKOUT SESSIONS**

4A

Financing Resiliency Initiatives and the Distributed GridModerator: **Genevieve Sherman**, *Connecticut Green Bank*Speaker: **Sy Kim**, *NRG*
Eric Cutter, *Energy and Environmental Economics, Inc.* (invited)
Micha Kotch, *New York State Energy Research and Development Authority* (invited)**Description:** We are witnessing a growing trend toward resiliency investment. This panel will provide a background on new technology and discuss how energy efficiency is being incorporated into deals.

4B

Optimizing Green Bank PotentialModerator: **Jeff Schub**, *Coalition for Green Capital*Speakers: **Teveia Barnes**, *California Infrastructure and Development Bank*
Cyd Miyashiro, *Hawaii Green Infrastructure Authority***Description:** Many states are establishing green banks to leverage private sector dollars for clean energy investment. This panel features some of the banks that are currently in development, and explores their role in deploying energy efficiency at scale.

4C

New Business Models for Financing Energy EfficiencyModerator: **Matthew McNerney**, *American Council for an Energy Efficient Economy*Speakers: **Alex Hill**, *Dunsky Energy Consulting*
Peter Adamczyk, *Vermont Energy Investment Corporation/Commons Energy*
John MacLean, *Energy Efficiency Finance Corporation*
David Berliner, *CoPower***Description:** As increasing sources of capital are being deployed in energy efficiency projects and investments around the country, new business models are being developed to address harder to reach sections of the economy, and to implement deeper energy efficiency savings. This session will share insights from the energy efficiency financing frontier on what is changing in the space and how innovative business models are reaching higher to save.

4D

Segmenting the Small Commercial MarketModerator: **Joel Freehling**, *CB&I*Speaker: **Stephanie Rico**, *Wells Fargo* (invited)
Bob Rinaldi, *Commercial Industrial Finance*
Angela Ferrante, *Spark Fund***Description:** The small commercial market is can be complicated to navigate. It features a variety of building types and ownership models. This panel will feature companies that have been successful in segmenting and delivering services to this space.**2:45 pm to 3:15 pm****PM BREAK***CDFA Deal Room is Active.*

3:15 pm to 4:30 pm**BREAKOUT SESSIONS**

5A

Perspectives on Marketing Energy Efficiency FinanceModerator: **Vanessa Richter**, *Conservation Services Group*Speaker: **Brad Kates**, *Opinion Dynamics*
Harry Charalambides, *Willdan Group*

Description: A key to tapping this critical moment for energy efficiency finance is driving demand. Hear about recent efforts to market energy efficiency finance.

5B

Developing Effective Products for Low- to Moderate-IncomeModerator: **Lori Bamberger**, *Saving Neighborhood Energy*Speaker: **Martha Jane Murray**, *Clinton Climate Initiative*
Avni Jamdar, *Emerald Cities*

Description: This session will focus on efforts to achieve equity in the delivery of energy services for low- to moderate-income customers. It will also highlight opportunities for energy efficiency to improve the financial health of this market segment.

5C

Financing Program Data PracticesModerator: **Johanna Zetterberg**, *US Department of Energy/See Action Financing Committee*Speakers: **Kerry O'Neill**, *Connecticut Green Bank*
Mimi Frusha, *Renewable Funding*
James Finlay, *Finlay Consulting*

Description: This panel will review existing practices for energy efficiency financing program data collection, with an eye towards how these practices can help program administrators and policy makers improve program design and lenders and investors more accurately account for risk, increase lending, and ultimately lower financing costs. The panel will be followed by a full-room discussion on identifying the most critical common data fields to be collected across programs, and issues in defining them.

5D

Examining the Financial Value of Credit EnhancementModerator: **Richard Jones**, *HSB Insurance*Speakers: **Tim Stoate**, *Toronto Atmospheric Fund*
Chris Lohmann, *Energi Insurance Services*
Matthew Brown, *Harcourt, Brown & Carey*

Description: This session will explore how recent developments in insurance and credit enhancement will facilitate easier and cheaper assessment of financial risk and thereby increase the volume of financing of energy efficiency.

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