

2017 Energy Efficiency Finance Forum

Chicago, Illinois • Fairmont Chicago • May 21 – 23, 2017

PROGRAM *(tentative)*

Sunday, May 21

12:00 - 7:00 pm **REGISTRATION OPEN**

1:00 - 5:00 pm **EEFF 101** *(Separate Registration Required)*

Workshop Presenters: **Laura James**, Cadmus
Philip Quebe, Cadmus

Sponsored by: **CADMUS**

The workshop provides an introduction to the world of energy efficiency finance. Participants will have an opportunity to learn which models are working and how to finance efficiency projects.

5:30 - 7:30 pm **RECEPTION**

Monday, May 22

7:00 am - 6:30 pm **REGISTRATION OPEN**

7:30 am - 8:30 am **CONTINENTAL BREAKFAST**

8:30 - 10:30 am **WELCOME, KEYNOTE AND PLENARY**

Introductions: **Brian Stickle**s, American Council for an Energy-Efficient Economy

Co-Chair Welcome: **Anmol Vanamali**, Vermont Energy Investment Corporation

Keynote Address

Speaker: **Jeffrey Eckel**, President, CEO, and Chairman of Hannon Armstrong

Plenary Panel: The Future of Energy Efficiency Financing

Moderator: **Scott Bernstein**, Center for Neighborhood Technologies

Speakers: **Sandy Fazeli**, National Association of State Energy Officials
Karen Zelmar, Pacific Gas and Electric Company
Daniel A. Seligman, Ceres, Inc.
Amy Brusiloff, Bank of America

10:30 - 11:00 am **NETWORKING BREAK**

1A: On-Bill in the Field

Moderator: **Wesley Holmes**, Southeast Energy Efficiency Alliance

Speakers: **Tammy Agard**, EEtility
Mary Templeton, Michigan Saves
Anne Saliers, Holland (MI) Board of Public Works
Matthew Brown, Harcourt, Brown and Carey LLC

Description: Updates on Tariffed On-Bill in the American Southeast and how Holland Board of Public Works, with guidance from Michigan Saves and Harcourt, Brown & Carey, built a municipal on-bill program from the ground up.

1B: Fundraising Sources and Investment Decisions

Moderator: **Jeffrey Schub**, Coalition for Green Capital

Speakers: **Bonnie Norman**, E³ International
Susan Leeds, New York City Energy Efficiency Corporation
Bert Hunter, Connecticut Green Bank

Description: There are many ways to get energy financing initiatives up and running, but those different sources of funding have direct impact on what and how energy projects are financed. Presenters from several energy financing organizations with varying funding sources will provide a conversation about funding opportunities, challenges in accessing capital, and the important decisions made based on the funding source.

1C: Commercial Market Insights for Energy Efficiency Financing

Moderator: **Megan Campbell**, Opinion Dynamics Corporation

Speakers: **Joe Indvik**, JDM Associates
Greg Leventis, Lawrence Berkeley National Laboratory
Jérôme Bilodeau, Dunsky Energy Consulting

Description: This session will explore how to leverage market insights to identify and capture opportunities in energy efficiency financing. What do we know about commercial customers today as it relates to energy efficiency investments and financing? This session will draw from research studies and practical experience serving business customers across the country.

1D: Emerging Financing Opportunities in the Midwest – (Midwest track)

Moderator: **Ian Adams**, Clean Energy Trust

Speakers: **Donald Drohan**, Metrus Energy
Colin Bishop, Renew Financial (*invited*)
Kevin Johnson, Clean Capital (*invited*)

Description: The panel will explore emerging and niche finance opportunities in the Midwest. In the face of low power prices in the region, where do the best opportunities lie? What lessons can be learned from recent projects and from related sectors to help get projects completed?

12:30 - 1:30 pm

NETWORKING LUNCH

1:30 - 3:00 pm

BREAKOUT SESSIONS

2A: New Construction: Performance Contracting and Energy Efficiency Financing

Moderator: **Frank Greb**, SeventhWave

Speakers: **Iain Campbell**, Rocky Mountain Institute
Beau Engman, PACE Equity
Jean Ascoli, ComEd
Michael Tobin, CBRE

Description: Performance contracting and energy efficiency financing can drive deep energy efficiency in new construction, overcoming traditional barriers such as higher first costs, competition for capital, short hold periods, split incentives and uncertain energy performance. This panel brings together consulting, financing, development and utility experts who are pioneering these two distinct, but related, strategies in new construction.

2B: The Role of CDFIs in Energy Efficiency Finance

Moderator: **Amy Brusiloff**, Bank of America

Speakers: **Sadie McKeown**, Community Preservation Corporation
Esther Toporovsky, Enterprise Community Partners
Stacie Young, Community Investment Corporation
Roger Clark, Reinvestment Fund

2C: Leveraging Utility Rebate Programs to Reach Small and Medium Commercial Customers

Moderator: **Matthew Brown**, Harcourt Brown & Carey LLC

Speakers: **Alex Hill**, Dunsy Energy Consulting
Julie Volpe-Walker, American Electric Power
Stephen Moritz, Encenativ Energy

Description: This panel will focus on a scalable, replicable, and effective way to ensure an integrated combination of financing with utility rebates and incentives. AEP Ohio has launched a new commercial finance offer, with support from HBC Energy Capital and Encenativ Energy that combines a third party (non-utility) finance offer with the utility incentive/rebate application, making the application and approval process stress-free and easy for contractors. It makes it easy for utilities to have good visibility into what projects are being financed and how the financing combines with their rebate/incentive programs. In addition, Rhode Island has begun new efforts on financing for the commercial sector, Dunsy Energy Consulting's, Alex Hill, will describe.

2D: Overcoming Barriers to Energy Efficiency Finance in Rural America (Midwest track)

Moderator: **Will Baker**, Midwest Energy Efficiency Alliance

Speakers: **Tammy Agard**, EEtility
Miguel Yanez, Environmental and Energy Study Institute
Mary Warren, United States Department of Agriculture, Rural Energy Savings Program (*invited*)
Michael Volker, Midwest Energy (*invited*)

3:00 - 3:30 pm NETWORKING BREAK

3:30 - 5:00 pm PLENARY PANEL

Keynote Address

Speaker: **Charles Hookham**, CMS Energy

Plenary: Financing Efficiency to Reduce Infrastructure Investment Costs – The Trump Private Sector Financing Plan

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

5:30 - 7:30 pm RECEPTION

Tuesday, May 23

7:00 am - 4:00 pm REGISTRATION OPEN

7:30 - 8:30 am CONTINENTAL BREAKFAST

8:30 - 10:30 am KEYNOTE AND PLENARY

Introductions: **Brian Stickles**, American Council for an Energy-Efficient Economy

Co-Chair Welcome: **Joel Freehling**, Chicago Bridge & Iron

Keynote Address

Speaker: **Chris Wheat**, Office of the Mayor City of Chicago

Plenary Session: Philanthropic Investing

Moderator: **Kim Dempsey**, The Kresge Foundation

Speakers: **Peter Adamczyk**, Vermont Energy Investment Corporation
Allison Clark, The MacArthur Foundation
Alison Corwin, The Surdna Foundation
Benjamin Healey, The Connecticut Green Bank

10:30 - 11:00 am NETWORKING BREAK

11:00 am - 12:30 pm BREAKOUT SESSIONS

3A: Financing Energy Resilience

Moderator: **Aaron Koch**, City of Chicago (*invited*)

Speakers: **Joel Freehling**, Chicago Bridge & Iron
Mark Goodson, Chicago Bridge & Iron (*invited*)

Andrew Salkin, 100 Resilient Cities Program (*invited*)
Paul Herman, HIP Investor (*invited*)

3B: Advancing PACE Financing with Regional & Statewide Administrators

Moderator: **Chris Jones**, Cincinnati Greater Energy Alliance

Speakers: **George Caraghiaur**, PACENation
Andrew Levin, Lean and Green Michigan

Description: Since 2009, over 30 states have enacted CPACE-enabling legislation, which has resulted in over 1,000 buildings being funded with PACE investments. However, with all of the great accomplishments to date, there still remains a large gap in regional & statewide implementation of CPACE. This panel of CPACE experts will provide an overview of the existing state of CPACE programs and will discuss what needs to be accomplished to increase their number.

3C: The Role of Utilities, ESCOs and Financers in the Transportation Revolution

Moderator: **Bethany Whitaker**, Vermont Energy Investment Corporation

Speaker: **Jeff Monder**, Green Mountain Power

Description: Capital costs are a major barrier to increasing deployment of electric transit vehicles. Yet, electric transit buses generate real value to a variety of stakeholders. For example, electric buses have lower fuel costs and maintenance expenditures than diesel vehicles, reducing operating costs for transit agencies. Electrifying transit buses create value for utilities by increasing the demand for their product (electricity) and by offering an opportunity to flatten the electrical load and stabilize demand. Electric transit buses also reduce carbon emissions, which provide a financial value in some regional markets. This panel will explore business models that would leverage the value of electric transit buses to fund and / or finance their capital costs and accelerate development of the market for vehicles.

3D: From Model to Mainstream: The Evolution of Multifamily Retrofit Financing in Chicago

Moderator: **Julia Friedman**, Midwest Energy Efficiency Alliance

Speakers: **Anne Evens**, Elevate Energy
John Markowski, Community Investment Corporation
TBD, ComEd

Description: This panel will explore the evolution of the Energy Savings Program, a nationally recognized initiative, designed to help owners of multifamily affordable rental housing reduce operating costs by conserving energy and cutting their utility bills. Launched in 2008 by Community Investment Corporation and its partner, Elevate Energy, the program has grown into the largest and most effective program of its kind in the country. Panelists will discuss the one-stop shop model, program activity elements of the program's success, and lessons learned focusing on the integration of the financing component from a unique pilot into CIC's larger loan pool.

12:30 - 1:30 pm

LUNCH

Keynote Address

1:30 - 3:00 pm

CONCURRENT SESSIONS

Concurrent I: Role of Financing in State Efficiency Target Setting and Potential Studies

Moderator: **Alex Hill**, Dunskey Energy Consulting

Speakers: **Chris Kramer**, Energy Futures Group
Angie Lee, Navigant (*invited*)
Greg Hale, New York Governor's office (*invited*)

Concurrent II: Efficiency Financing for Low and Moderate-Income (LMI) Households: Current State of the Market, Issues, and Opportunities

Moderator: **Johanna Zetterberg**, United States Department of Energy

Speakers: **Greg Leventis**, Lawrence Berkeley National Laboratory
Bruce Schlein, Citi

Description: Come hear a variety of perspectives on energy efficiency financing for low and middle income customers. Get an overview from the SEE Action Network of products in the marketplace, how these products are working, consumer protection considerations and expansion opportunities. Look to the future with lessons from the solar industry for efficiency financing from one of the country's biggest banks. And get an on-the-ground update on program administrator approaches to serving these communities who may stand to gain the most from efficiency upgrades.

3:00 - 3:30 pm

NETWORKING BREAK

3:30 - 5:00 pm

CONCURRENT SESSIONS

Concurrent III: Deep Retrofits without Incentives or Death Spirals: Exploring the Metered Energy Efficiency Transaction Structure (MEETS™)

Speakers: **Rob Harmon**, MEETS™ (The Metered Energy Efficiency Transaction Structure)
Ian Guerry, Ecova
Joseph Fernandi, Seattle City Light

Description: The Metered Energy Efficiency Transaction Structure (MEETS), currently piloted in Seattle, aligns the interest of all stakeholders to achieve deep retrofits of existing buildings and deeply-efficient design of new buildings. The panel will discuss the drawbacks of existing approaches to deep EE and how MEETS resolves them.

Concurrent IV: Project Finance in Energy Efficiency Pay for Performance and Procurement

Moderator: **Colin Gibbs**, CLEAResult

Speakers: **Matt Golden**, Open EE Meter

5:00 pm

FORUM ADJOURNS

**ACEEE would like to recognize the generous support of the following
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