

2018 Energy Efficiency Finance Forum

Tarrytown, New York • Doubletree by Hilton Hotel • May 21–22, 2018

PROGRAM

Monday, May 21

7:30 am–5:00 pm

REGISTRATION OPEN

8:30 am–noon

Energy Efficiency Finance 101 Workshop *(Separate registration required.)*

Sponsored by: Cadmus

The workshop provides an introduction to the world of energy efficiency finance. Instructors will help participants understand the key components that make up an energy efficiency financing program, review many of the most popular financing models, discuss the state of the market, and provide insight on what drives program performance, including best practices for program design.

PACE Workshop *(Separate registration required.)*

Sponsored by: PACENation

This workshop will go through the principles of PACE. Participants will learn how PACE works in real-time application, where it is available, who can use it, and what it can be used for. The workshop will cover the basics of PACE, fundamentals of PACE financing, where legislation has passed, where programs are active, and what the future looks like for PACE.

On-bill Workshop *(Separate registration required.)*

Sponsored by: Harcourt Brown & Carey

This workshop provides an introduction to the concept and practice of on-bill finance and repayment. If you think all on-bill means the same thing, think again. There are many varieties of on-bill and presenters will walk you through the different varieties available. The workshop will help participants determine if on-bill, in any variety, is a useful path to pursue. Presenters will pull from real-life examples throughout the discussion.

Noon–1:00 pm

**NETWORKING LUNCH FOR
MORNING WORKSHOP PARTICIPANTS**

1:00–3:30 pm WELCOME, KEYNOTE AND PLENARY SESSION

Introductions: **Steven Nadel**, American Council for an Energy-Efficient Economy

Co-chair welcome: **Alfred Griffin**, President, New York Green Bank

Keynote Address

Richard Kauffman, Chairman of Energy and Finance for New York, Office of Governor, Andrew M. Cuomo

Plenary Panel: Derisking Decarbonization: Making Green Energy Investments Blue Chip

Moderator: **Dan Reicher**, Executive Director of the Steyer-Taylor Center for Energy Policy and Finance, Stanford University

Panelists: **Pier LaFarge**, Co-Founder and CEO, SparkFund
Jonathan Maxwell, Co-Founder and CEO, Sustainable Development Capital LLP

3:30–4:00 pm NETWORKING BREAK

4:00–5:30 pm BREAKOUT SESSIONS

1A: RetrofitNY: Financing Models for Net Zero Energy Retrofits of Multifamily Affordable Housing

This panel will include a summary of RetrofitNY, a new initiative aimed at catalyzing a net zero energy retrofit market at scale. Achieving scale for this market will require, among other things, the ability to underwrite all (or at least a major portion) of the projected operational savings from these renovations. Several leading multifamily lenders will discuss various financial mechanisms that could help achieve these aggressive underwriting standards.

Moderator: **Greg Hale**, New York State Energy Research and Development Authority, NYSERDA

Presenters: **Sadie McKeown**, Community Preservation Corporation
Susan Leeds, New York City Energy Efficiency Corporation
Chrissa Pagitsas, Fannie Mae

1B: On-Bill Market Update

Moderator: **Philip Henderson**, Natural Resources Defense Council

On-Bill Financing: Expanding the Reach of Energy Efficiency Programs

Presenter: **Vincent Wynne**, Pepco Holdings

NegaWatts-as-a-Service: Nationwide On-Bill Financing for Residential Efficiency

Presenter: **Katie Theiss**, Arcadia Power

On-Bill Financing: Assessing Its Feasibility for Your Utility

Presenter: **Mathieu Poirier**, Dunsky Energy Consulting

1C: Energy Efficiency Financing in Commercial Buildings

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

Integrating Building Energy Efficiency into Commercial Real Estate Transactions

Presenters: **Paul Mathew**, Lawrence Berkeley National Laboratory
Nancy Wallace, University of California, Berkeley Business School

Navigating Recent Trends in Commercial Energy Efficiency Financing

Presenter: **Joe Indvik**, RE Tech Advisors

What Does It Take to Make a Commercial Financing Program Work?

Presenter: **Mary Templeton**, Michigan Saves

6:00–7:30 pm **NETWORKING RECEPTION**

Tuesday, May 22

7:30 am–4:30 pm **REGISTRATION OPEN**

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

8:30–10:30 am **WELCOME, KEYNOTE AND PLENARY SESSION**

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

Co-chair welcome: **Anmol Vanamali**, Vermont Energy Investment Corporation

Keynote Address

Erin Robert, Executive Director, Sustainable Finance, JPMorgan Chase & Company

Plenary Panel: Property Assessed Clean Energy (PACE) and Consumer Protection

Moderator: **Candace Vahlsing**, Senior Advisor for Energy, Climate, and Environment for U.S. Senator Michael Bennet, State of Colorado

Panelists: **Cisco DeVries**, Chief Executive Officer, Renew Financial
Jon Rao, Attorney, National Consumer Law Center

10:30–11:00 am **NETWORKING BREAK**

11:00 am–12:30 pm **BREAKOUT SESSIONS**

2A: Serving Rural Communities

Moderator: **Mary Shoemaker**, American Council for an Energy-Efficient Economy

On-Bill in Rural Communities

Presenter: **John-Michael Cross**, Environmental and Energy Study Institute

Manufactured Housing: A Nexus of Clean Energy and Affordable Housing Finance

Presenters: **Mark Wyman**, Energy Trust of Oregon
Desiree Sideroff, Craft3

2B: Green Bank Evolution

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

From Failed to Troubled and Beyond

Presenter: **Gwen Yamamoto Lau**, Hawaii Green Infrastructure Authority

Green Banks: Working at All Levels

Presenter: **Tom Deyo**, Montgomery County Green Bank

Colorado's Portfolio Approach to Clean Energy Financing

Presenter: **Paul Scharfenberger**, Colorado Energy Office

2C: Multifamily Lending — Panel Discussion

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

Panelists: **Sadie McKeown**, Community Preservation Corporation

Katie Elmore, Community Investment Corporation

Esther Toporovsky, Enterprise Community Partners

Chrissa Pagitsas, Fannie Mae

12:30–1:30 pm NETWORKING LUNCH

1:30–3:00 pm BREAKOUT SESSIONS

3A: What a Mature Market Looks Like

Moderator: **Andrew Nih**, Southern California Gas Company

Exploring Financing Influence and Cost-Effectiveness Relative to Rebates

Presenters: **Megan Campbell**, Opinion Dynamics

Leslie Malone, Dunsky Energy Consulting

Building Markets by Reducing Risk, Fostering Collaboration, and Listening to the Customer

Presenter: **Kerry O'Neill**, Connecticut Green Bank

Trends in Single Family Energy Efficiency Loan Programs

Presenter: **Miriam Joffe-Block**, California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA)

3B: PACE Market Update

Moderator: **Greg Saunders**, CleanFund Commercial PACE Capital, Inc.

A New ERA of PACE Financing

Presenter: **Colin Bishopp**, Renew Financial

Lessons in Commercial PACE Leadership: The Path from Legislation to Launch

Presenter: **Sean Williamson**, US Department of Energy

R-PACE and Consumers: Mortgage Payment Impacts and Consumer Protection Developments

Presenter: **Jeff Deason**, Lawrence Berkeley National Laboratory

The Progression of PACE in New York

Presenter: **Susan Morth**, Energize NY

3C: Innovative Multifamily Financing

Moderator: **Trenton Allen**, Sustainable Capital Advisors

Leaving Nothing on the Table: Lessons from Integrating Energy Efficiency and Solar Resources in Affordable Multifamily Buildings

Presenter: **Dan W. York**, American Council for an Energy-Efficient Economy

Is the Unicorn Real? ESCO Services for Affordable Housing

Presenters: **Jeffrey Greenberger**, Affordable Community Energy Services Company
Adler Prioly, Reinvestment Fund

Discussion of Case Studies from a Full-Service ESCO that Uses a Blended Finance Approach to Meet the Needs of Building Owners with a Public Purpose

Presenter: **Brian Pine**, Commons Energy

3:00–3:30 pm NETWORKING BREAK

3:30–5:00 pm BREAKOUT SESSIONS

4A: Efficiency as a Service

Moderator: **Miriam Wrobel**, Miriam Wrobel Consulting

Energy Efficiency as a Service

Presenters: **Bob Hinkle**, Metrus Energy
Paul Bienstock, Citi

Residential Energy Savings Agreements (ESAs) in Practice

Presenter: **Andy Frank**, Sealed

4B: Small Business Financing

Moderator: **Robert Lurie**, New York Power Authority

Challenges to Financing Energy Efficiency Projects among Small Businesses

Presenter: **Lloyd Kass**, Lime Energy

Small Business Market Insights on Financing Energy Efficiency

Presenters: **Jake Millette**, Opinion Dynamics
Alex Hill, Dunsky

4C: Data Standardization: How to Inspire Confidence with Machine Learning, Finance, Insurance, and Real Time Metering

Moderator: **David Tine**, HSB/MunichRe

Presenters: **Megan Fisher**, NYSERDA
Lauren Salz, Sealed
Matt Golden, Open Energy Efficiency (OpenEE)
Panama Batholomy, Investor Confidence Project

ACEEE would like to recognize the following sponsors and Ally program contributors for their generous support of the 2018 Energy Efficiency Finance Forum.

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