

# 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.

**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.

12:00 – 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:** **Leigh-Golding DeSantis**, COO and Co-Founder of SparkFund  
**Susan Leeds**, Co-CEO, NYCEEC

**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

Presenter: **Paul Mathew**, Lawrence Berkeley National Laboratory

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

**Matthew Arnold**, Managing Director and Global Head of Sustainable Finance at JPMorgan Chase

### 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

Advancing a Clean Energy Economy in Central Appalachia

Presenter: **Hannah Vargason**, Natural Capital Investment Fund

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: Evolution of Residential Loan Programs and Their Effectiveness

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

Exploring Financing Influence and Cost-Effectiveness Relative to Rebates

Presenters: **Alan Elliott**, Opinion Dynamics  
**Alex Hill**, 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: **Bruce Torkelson**, Lime Energy

Small Business Market Insights on Financing Energy Efficiency

Presenters: **Jake Millette**, Opinion Dynamics  
**Leslie Malone**, Dunsky Energy Consulting

#### 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  
**Panama Batholomy**, Investor Confidence Project  
**Michael Burke**, CLEAResult

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