



CDFA Deal Room  
*at the*  
2015 ACEEE  
Energy Efficiency  
Finance Forum



The CDFA Deal Room at the 2015 ACEEE Energy Efficiency Finance Forum is an opportunity for investors and financiers to find energy projects actively seeking financial backing. The Deal Room is open during the entire Finance Forum, with each project being available for a full day and projects being formally presented at one specific time. Stop by the Deal Room in the Juniper Room to learn more about these energy investment opportunities. Note that discussions with project owners are not limited to their presentation time, many will be available throughout the conference.

### CDFA Deal Room Projects (Monday, June 1)

#### **TreeHouse Brokerage & Development**

Deal Room Day: June 1

Presentation Time: 10:30 AM

Seeking: \$4.5 million in funds to achieve a zero energy community at Sustainability Park (S\*PARK) in Denver, Colorado

Presenter: Jonathan Alpert

TreeHouse Brokerage & Development is deep in the design phase of striving to build a ~220 unit eco-conscious, zero energy community in downtown Denver. There will be approximately 220 units with a large range of unit types from 2,100 SF townhomes to 750 SF studios to 350 SF micro units. Affordable units will comprise 10% of the total number of units, and will be reflective of the total unit mix as part of the IHO requirement. The area is zoned to three stories. Amenities of the site will include roughly 128,000 SF of interior and secure park/open space. An 85,000 SF underground parking garage will provide each unit with a designated parking space, plus additional spaces. There will also be 16,000 SF of commercial space located on two corners of the site. In addition, the Denver Housing Authority and TreeHouse Farms are in partnership to develop and build a 10-15,000 SF greenhouse adjacent to the development.

#### **New World Connection**

Deal Room Day: June 1

Presentation Time: 10:40 AM

Seeking: Funding to purchase solar panels and electronics, install, and test charging stations in the amount of \$20,000-\$100,000. Funders are potentially eligible for 30% Federal Renewable Energy Tax Credit.

Presenter: Anna Terry

New World Connection, Inc. is a Memphis based educational non-profit seeking funding for EV charging stations. The company seeks to make the charging stations urban sculptures to stimulate interest in renewable energy, and to supply power through a VAWT and flexible solar panels. Excess power can also be used for lighting, security cameras, and water fountains. New World Connection is currently in the planning and development stage of their project. They have committed funds to produce five prototype charging stations, and have identified potential source of local funding.



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**Modula S**

Deal Room Day: June 1

Presentation Time: 10:50 AM

Seeking: Equity/Project Finance for \$55M Multifamily Housing Project

Presenter: Heidi Lubin

Modula S is launching our commercial market offering, enabling rapid deployment of net-zero buildings in the multifamily housing markets. We are currently in discussions with the City of Detroit, and will also be evaluating project sites in Idaho and in the Bay Area. In some of these jurisdictions, occupancy rates are near 97-98% and our rapidly deployable technology meets the need for quick, safe, quality housing while providing a rapid return to our investors.

Our proprietary technology, which includes design, construction materials and construction processes, combines to enable structurally and thermally resilient zero net energy buildings. Our thermal envelope technology has been operating successfully in Blaine County, Idaho and has become the preferred insulation method amongst local building inspectors. Coupled with our structural solution and our unique construction methodologies we can enable the construction of zero net energy buildings ranging from residential homes to skyscrapers up to 30 stories or higher. Modula S technology may also be deployed as resilient, off-grid structures for numerous applications including forward operating bases and the treatment of infectious diseases in remote locations; the company is a recent recipient of an award from USAID, The White House Office of Science and Technology Policy, the Department of Defense and the Centers for Disease Control.

**Green Cooling Tower Solutions (GCTS)**

Deal Room Day: June 1

Presentation Time: 3:00 PM

Seeking: Project Finance, \$5-50 million

Presenter: Duchuy Huynh & Tom Tauzin

Green Cooling Tower Solutions (GCTS) is a New Orleans based producer and distributor of green cooling tower technology, which can serve to greatly increase the energy and water efficiency of power plants and industrial processes. GCTS is seeking funding to perform cooling tower upgrades and conversions of traditional once-through cooling systems to closed loop systems, and using salt water makeup for water-sensitive locations such as California. GCTS suggests their system would save plants up to 20 MW compared to other technologies under evaluation for these once-through retrofits. An added benefit of conversion to evaporative cooling systems is an estimated additional 200 Billion gallons of condensation and precipitation per year in California. GCTS is in advanced phases of numerous projects worldwide, including leading utilities and refiners.

**California Alternative Energy and Advanced Transportation Authority (CAEATFA)**

**California Hub for Energy Efficiency Financing (CHEEF)**



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Deal Room Day: June 1

Presentation Time: 3:10 PM

Seeking: The California Hub for Energy Efficiency Financing is providing over \$30 million in credit enhancements to leverage private capital for energy efficiency retrofits in both the residential and commercial sectors. CAEATFA is seeking lending partners to participate in these innovative pilots that will be launched in 2015.

Presenter: Deana Carillo (and other CAEATFA representatives)

*About the CHEEF* : The California Hub for Energy Efficiency Financing is an innovative statewide collaborative effort between the CPUC, CAEATFA, IOUs, lenders and contractors. The statewide platform will provide over \$30 million in credit enhancements, \$10 million in marketing, education and training, on-bill repayment functionality, and a centralized data portal. In addition, the programs will include standardized processes, access to a network of contractors, and project quality assurance requirements. The CHEEF programs are designed to leverage private capital to provide Californians with increased access to more attractive financing for energy efficiency projects in the residential, affordable multi-family, and non-residential market sectors. Learn more about this exciting opportunity to strengthen your green portfolio and grow in this targeted market.

*ABOUT CAEATFA*: CAEATFA – a financing authority of the California State Treasurer’s office -- assists the State in reducing greenhouse gas emissions, increasing the deployment of sustainable and renewable energy sources, implementing measures that increase the efficiency of the use of energy, creating high quality employment opportunities, and lessening the state’s dependence on fossil fuels. To support these goals, CAEATFA provides financial assistance and credit enhancements to leverage private capital – administering a current portfolio of over \$140 million – through various financial incentive programs.

### **Intelliroof**

Deal Room Day: June 1

Presentation Time: 3:20 PM

Seeking: We seek a \$5 million investment for the creation of an independent residential energy efficiency lending product in major markets in California, Texas, Florida, and Arizona to offer competitive rates to borrowers, reflecting an interest rate premium to the borrower which factors the lower risk profile of an energy efficient home loan. We'll sell these products for the lending entity, and are open to brand licensing for a 3.75% interest in the new entity.

Presenter: Josh Kammerer

Intelliroof is an entrepreneurial energy efficiency company serving new builders and the retrofit market in Texas, Florida, California, and Arizona. Intelliroof leverages modern technologies such as cool roofs and insulation to bring older homes up to date, and lower energy costs for new homes. Intelliroof is seeking lenders interested in partnering with their organization, either formally or informally, to write competitive rate loans to interested customers.



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## CDFA Deal Room Projects (Tuesday, June 2)

### **New York City Energy Efficiency Corporation (NYCEEC)**

Deal Room Day: June 2

Presentation Time: 10:20 AM

Seeking: \$25 million secured credit facility

Presenter: Fred Lee

NYCEEC is a financial services non-profit providing energy efficiency financing solutions to New York City building owners. NYCEEC provides financing and technical solutions to local and municipal facilities, residential and multifamily properties, commercial real estate, infrastructure projects, and distributed generation. The organization is seeking firms interested in investing in their loan fund to capitalize a wide range of projects and sites.

### **Baltimore Microgrid Project**

Deal Room Day: June 2

Presentation Time: 10:30 AM

Presenter: Bracken Hendricks

### **Vermont Energy Investment Corporation (VEIC)**

Deal Room Day: June 2

Presentation Time: 2:50 PM

Seeking: \$100,000 in seed capital

Presenter: Brian Pine

VEIC is a Burlington, Vermont based non-profit focused on reducing the economic and environmental costs of energy use. VEIC is seeking funding for a new project for low-income families, which combines high-performance (net-zero) modular homes and grid interactive electric vehicles, which can recharge from and supply power to the homes, to reduce energy and build wealth for low-income homeowners. VEIC seeks a venture philanthropist to provide \$100,000 in seed funding for the "Mod for You". In-state resources have supported zero net energy modular home development and resulted in 20 homes throughout Vermont. The Transportation ESCO is supported by the 11<sup>th</sup> Hour Project. Our work on grid interactive vehicles has received funding from the Canaday Foundation, Efficiency Vermont and New York State. Actual construction, siting, and microgrid installation costs will be project-financed. VEIC will examine transportation patterns, home energy use, and electric grid components of mobile home parks to select the site. Seed funding will support: a business plan; supply chain efficiencies; financing models and sources; technology and energy storage requirements for an EV- and solar-powered micro-grid; identification of mobile home residents and a product delivery system. The total budget required to support this project is \$300,000. VEIC is flexible on the structure of financial participation – grants, equity; debt; convertible notes. This venture has strong local support from private and public funders.



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**Chicago Infrastructure Trust Project**

Deal Room Day: June 2

Presentation Time: 3:00 PM

Seeking: <http://shapechicago.org/initiatives/>

Presenter: Claire Tramm

*Energy Efficient Buildings and Facilities:* Chicago Infrastructure Trust structures tax-exempt Energy Savings Agreement (ESA) and provides \$12.9M in private financing at 4.95% interest over 15 years to upgrade 60 City buildings. Now working on similar transactions with CPS, Parks, Water, Museums, and Zoos.

*Lighting Grid:* Existing streetlight infrastructure for ~400,000 lamps across the City structurally dated and energy inefficient. Chicago Infrastructure Trust seeks to evaluate and retrofit full inventory of street, alley, traffic, and underpass lights with cost-effective, energy efficient lights. Also, use streetlight platform to deliver other revenue-producing, cost-saving, or safety-enhancing public goods/services.

Not in Attendance

**Benchmark Pet Food Products**

Contact Information: [Edward.Nelson@fultoncountyga.gov](mailto:Edward.Nelson@fultoncountyga.gov)

Seeking: Estimated Investment or Loan: \$2.5-5.7 million

Benchmark Pet Food Products is an Atlanta-based pet food manufacturer and distributor that produces premium health pet foods in recyclable and sustainable packaging. They are seeking funding for a new project to make their 250,000 sq ft facility more sustainable. Benchmark is currently in the planning and development stage of their project. The company has issued a \$70 million bond inducement and submitted a \$100 million loan application for approval to help fund their project, and in addition has identified a number of state and local resources that may be leveraged to help finance the improvements.