# 2018 Energy Efficiency Finance Forum

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

## PROGRAM

### Monday, May 21

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
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<tbody>
<tr>
<td>7:30 am–5:00 pm</td>
<td>REGISTRATION OPEN</td>
</tr>
<tr>
<td>8:30 am–noon</td>
<td><strong>Energy Efficiency Finance 101 Workshop</strong> <em>(Separate registration required.)</em></td>
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<td>8:30 am–noon</td>
<td><em>Sponsored by: Cadmus</em></td>
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<td>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.</td>
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<td><strong>PACE Workshop</strong> <em>(Separate registration required.)</em></td>
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<td>8:30 am–noon</td>
<td><em>Sponsored by: PACENation</em></td>
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<td>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.</td>
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<td><strong>On-bill Workshop</strong> <em>(Separate registration required.)</em></td>
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<td>8:30 am–noon</td>
<td><em>Sponsored by: Harcourt Brown &amp; Carey</em></td>
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<td>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.</td>
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<td>Noon–1:00 pm</td>
<td><strong>NETWORKING LUNCH FOR MORNING WORKSHOP PARTICIPANTS</strong></td>
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</table>
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, Dunsopa 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
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