

2022 Energy Efficiency Finance Forum

Sonesta White Plains Downtown, New York

May 23-25

PROGRAM

Monday, May 23

4:00 – 7:00 pm Registration Open Lower Level

Tuesday, May 24

7:30 am – 5:30 pm Registration Open Ballroom Foyer

9:00 am – 12:00 pm Energy Efficiency Financing 101 Workshop Briarcliff

Sponsored by: National Energy Improvement Fund



Workshop participants will be introduced to the world of energy efficiency finance and gain an understanding of key components that make up an energy efficiency financing program, the most popular financing models, the state of the market, and what drives program performance. Learn about financing related to the three major market sectors: residential, commercial, and government facilities, with a discussion of pros, cons, and applicability of different finance mechanisms available for each. **Special registration required. Attendees must be pre-registered for the workshop to attend.**

The workshop will be presented by **Matthew Brown** and **Jensen Handwork**, National Energy Improvement Fund

12:00 – 1:00 pm Workshop Participants Lunch Plaza D

This lunch is provided for participants in the Energy Efficiency Finance Forum 101 workshop only.

1:00 – 3:00 pm Welcome, Keynote Address, and Plenary Plaza A-C

Introduction: **Steve Nadel**, Executive Director, American Council for an Energy-Efficient Economy

Chair welcome: **David Davenport**, Managing Director, Investment & Portfolio Management,
NY Green Bank

Keynote Presentation: Real Money for Virtual Power Plants – and more!

In this opening keynote presentation, David Nemetzow will share how the DOE Loan Programs Office (LPO) builds a bridge to bankability for innovative technologies. Financing virtual power plants (VPPS) can help more Americans access the associated technologies, such as energy efficiency. The LPO has billions of dollars in financing authority and is ready to partner with energy efficiency and other demand side management players.

Speaker: **David Nemetzow**, Senior Advisor, Loan Programs Office, U.S. Department of Energy

Plenary Discussion: The City of Ithaca's Plan to Electrify Everything to Help Reach Goal of Carbon-neutrality by 2030

Late last year, the City of Ithaca [announced](#) that it is set to become the first city in America to electrify every building by 2030. This panel will bring together some of the stakeholders that are working to ensure this goal is reached. The panel will feature representatives from the City of Ithaca, BlocPower and the Inclusive Prosperity Capital (IPC) to discuss this exciting partnership and the role of affordable financing for building owners.

Moderator: **Megan Campbell**, Senior Vice President, Opinion Dynamics

Panelists: **Vanessa Fajans-Turner**, Executive Director, BankFWD
Cullen Kasunic, Head of Finance, BlocPower
James McIntyre, Chief Strategy Officer, Inclusive Prosperity Capital

3:00 – 3:30 pm **Networking Break** Ballroom Foyer

3:30 – 4:30 pm **Breakout Sessions**

1A: Utility Financing Program Landscape and Case Studies Plaza D

Utility energy efficiency financing programs are an important market ingredient to provide the upfront capital required for energy efficiency upgrades. This panel will feature how different utility financing products (such as on-bill) and regulations can spur energy efficiency upgrades inclusively, as well as a case study of how on-bill financing was the catalyst to retrofit a multifamily building in Germany that resulted in post-renovation savings of 82%!

Moderator: **Darren Hanway**, Southern California Gas

Europe Builds Back WAY Better! A Win-Win-Win Solution for Expanding On-Bill Financing (OBF), Renovation, Sustainability and 80%+ Savings

Presenter: **Hank Ryan**, Efficiency Data & Development

Financing Arrows in the Decarbonization Quiver

Presenter: **Claire Cowan**, Slipstream

Inclusive Eco Financing of Retail Purchases via Utility Marketplaces

Presenter: **Anne Arquit Niederberger**, Enervee

1B: The Flexibility of Green Bank Capital to Fill Market Gaps Scarsdale

Through 2020, green banks in the United States have generated \$7 billion in clean energy investment, leveraging private capital nearly 4-to-1. The flexibility of the capital available from green banks can fill market gaps that may exist from traditional funding sources. This panel will feature how three different green banks

are using this flexibility to invest in energy efficiency, including pre-development capital and a focus on underserved communities.

Moderator: **Doug Sims**, Natural Resources Defense Council (NRDC)

Innovative, Equitable Capital for Scaling Energy Efficiency Building Retrofits with a Focus on Underserved Communities

Presenter: **M. Duanne Andrade**, Solar & Energy Loan Fund (SELF)

Structuring a Flexible Early-Stage Capital Product for High-Performance Building Projects

Presenter: **Tibita Kaneene**, New York Green Bank

Mind the Gap: Leaving No Communities Behind on the Road to a Clean Energy Future

Presenter: **Jean Nelson-Houpert**, D.C. Green Bank

1C: Financing Energy Efficiency in Affordable Housing & Multifamily Properties

Briarcliff

There is an increased focus on social equity in energy efficiency and this is attracting new types of lenders, investors and innovative financing structures aimed at hard-to-reach markets. This panel will feature experts from Elevate, Community Preservation Capital, and RiseBoro to showcase some of these new capital sources and financing structures that are targeting energy efficiency upgrades for affordable multifamily housing – a market that has been traditionally underserved.

Moderator: **David Davenport**, NY Green Bank

Micro Financing for Naturally Occurring Affordable Multifamily Buildings

Presenter: **Abigail Corso**, Elevate

Carbon Transition through Financing: Energy Efficiency Finance Products Designed to Catalyze Sustainable Multifamily Projects and Accelerate Growth

Presenters: **Atalia Howe**, The Community Preservation Corporation

Kim Stevenson, Inclusive Property Capital

Putting Together the Capital Stack for New All-Electric Affordable Housing

Presenter: **Kelly Biscuso**, RiseBoro

4:30 – 5:30 pm

Networking Reception

Pleasantville

Wednesday, May 25

7:30 am – 3:30 pm

Registration Open

Ballroom Foyer

8:00 am – 9:00 am

Networking Breakfast

Plaza A-C

8:00 am – 9:00 am

ACEEE Ally Breakfast – *by invitation only*

Yorktown

9:00 am – 10:00 am

Welcome, Keynote and Discussion

Plaza A-C

Bridging the Gap: Ensuring Access to Energy Efficiency for All

This keynote will highlight the foundations of energy justice and why it is necessary that creative, alternative financial solutions exist for expanding access to energy efficiency. As well as how efforts at the U.S. Department of Energy and through the “all of government” Justice40 Initiative provide opportunities for collaboration and coordination to achieve equity.

The presentation will be followed by a discussion led by Holmes Hummel (Clean Energy Works) with Tammy Agard (EETility) and Greg Hale (NYSERDA) on fiscally sustainable and scalable solutions to accelerate investment on inclusive terms.

Welcome: **Nick Henner**, American Council for an Energy-Efficient Economy

Moderator: **Holmes Hummel**, Founder and Executive Director, Clean Energy Works

Keynote Presentation (pre-recorded): **Tony G. Reames**, Senior Advisor, Office of Economic Impact and Diversity, U.S. DOE

Panelists: **Tammy Agard**, Chief Executive Officer, EETility
Greg Hale, Senior Advisor for Energy Efficiency Markets and Finance, NYSERDA

10:00 am – 10:30 am **Networking Break** Ballroom Foyer

10:30 am – 11:30 am **Breakout Sessions**

2A: Energy Efficiency Financing Program Evaluation and Innovation Plaza D

How are energy efficiency financing programs performing, what are some lessons learned that can lead to improvement, and what is being done to innovate? This panel will provide answers to these questions from the perspectives of three programs: New York Green Bank, New York City C-PACE, and GoGreen Financing in California.

Moderator: **Victoria Engel-Fowles**, NYSERDA

New York Green Bank's Market Transformation Impacts

Presenter: **Alex Hill**, Dunsky Energy & Climate Advisors

Early Results and Lessons from New Innovations of the California GoGreen Financing Programs

Presenter: **Kaylee D'Amico**, California State Treasurer's Office

C-PACE in New York City: One Year Later

Presenters: **Fred Lee**, Bayview Asset Management
Andrew Chintz, NYC Accelerator

2B: Different Approaches to Energy Efficiency as a Service Scarsdale

Energy efficiency as a service is an approach to adopt energy-saving upgrades across our built environment through a service agreement with no upfront capital required by the building owner! This panel will feature experts from three different companies that provide energy as service products and share insights on why this financing mechanism is such an important tool to reach property types of all shapes and sizes, as well as share results from recent utility involvement in energy as a service.

Moderator: **Nick Henner**, American Council for an Energy-Efficient Economy

Efficiency as a Service Using EM&V 2.0 Can Cost Effectively Drive Deep Retrofits

Presenter: **Barend Dronkers**, ESource

Allumia's Platform Powering As-a-Service Offerings for Utilities

Presenter: **Cassandra John**, Allumia

Energy Service Agreements

Presenter: **Gopal Vemuri**, Alturus

2C: Market Education of Energy Efficiency Financing Products and Resources

Briarcliff

Energy efficiency financing can be complicated, but there are many great resources available to help educate the market on what the right financing products and programs are for a particular sector or building type. This panel will provide information on how to make the process of seeking financing for energy improvements less complicated and share some of the best resources available to obtain more information on financing energy efficiency.

Moderator: **Rachel Cluett**, Fannie Mae

Making Sense of Decarbonization Financing: How the Department of Energy is Simplifying the Process

Presenter: **Kyle Saltsman**, RE Tech Advisors

Avoid the Mismatch: U.S. Environmental Protection Agency's Updated Tools to Help Find the Right Solution for the Situation

Presenter: **David Tancabel**, U.S. Environmental Protection Agency

Educating the Financial and Energy Professionals

Presenter: **Andrew Padian**, Energy Consultant

11:30 – 12:45

Networking Lunch

Plaza A-C

1:00 pm – 2:00 pm

Breakout Sessions

3A: Maximizing Impact from the Energy Efficiency Revolving Loan Fund Program

Plaza D

The Bipartisan Infrastructure Law (BIL) includes \$250 million for an Energy Efficiency Revolving Loan Fund (RLF) Capitalization Grant Program available to states. With the opportunities presented by this new program as context, the session will discuss lessons learned from past efforts to create RLFs and case studies of successful RLFs. The session will feature expert perspectives on RLF design and implementation as well as invite attendees to share resources or insights states can leverage to maximize impact from the program.

Moderator: **Sean Williamson**, U.S. Department of Energy

Revolving Loan Funds: Lessons, Recommendations and Tools

Presenter: **Matthew Brown**, National Energy Improvement Fund

Lessons from Existing Revolving Loan Funds: Supporting Success in the Commercial Sector

Presenter: **Sam Cramer**, National Association of State Energy Officials

Leveraging Private Capital to Accelerate Clean Energy Investments in Michigan: Insights from 2010 and Opportunities in 2022

Presenter: **Mary Templeton**, Michigan Saves

3B: Commercial Property Assessed Clean Energy (C-PACE) Landscape

Scarsdale

Cumulative C-PACE investment is well over \$2 billion, with around 50% of that total funding energy efficiency improvements that contribute to job growth and help businesses effectively manage their energy use. This panel will feature use cases and perspectives on how C-PACE can be a useful financing mechanism to complete complex energy upgrades at different market segments all around the country

Moderator: **Kate Cusack**, Nuveen Green Capital

Small Business C-PACE, Breaking Down Barriers

Presenter: **Kim Johnston**, SlipStream

PACE Case(s): An Exploration of Net Zero and CHP Projects Fueled by PACE as Use Cases Expand

Presenter: **Michele Pitale**, Counterpointe Sustainable Real Estate

Innovation to Provide Low-Cost PACE Capital for Low Carbon Buildings

Presenters: **Mark Lyles**, New Buildings Institute

Tricia Baker, PACE Equity

3C: When You Build It ... A Case Study of Pay as You Save® (PAYS) at Scale!

Briarcliff

PAYS program design, funding mechanisms and strategies to scale differ based on utility types, regulatory requirements, and program goals for inclusivity. This panel discussion will feature people from each perspective who together helped make Missouri the first State in the country where every IOU in the State will soon be offering PAYS.

Moderator: **Tammy Agard**, EEtility

Presenters: **Geoff Marke**, Missouri Office of Public Council

Alissa Greenwald, Renew Missouri

Elizabeth Ruder, Evergy

2:00 pm – 2:30 pm

Networking Break

Ballroom Foyer

2:30 pm – 3:30 pm

Breakout Sessions

4A: How Do We Reach and Finance the Savings from Deep Energy Retrofits?

Plaza D

What are the approaches and changes necessary in the financing ecosystem to support the scaling of deep energy retrofits? This panel will share innovative approaches of how deep savings are being financed and achieved in residential and commercial properties.

Moderator: **Troid Edwards**, National Grid

Financing Replicable Deep Energy Retrofit Solutions

Presenter: **James Geppner**, Retrofit NY

How Energy Service Agreements Can Increase Home Energy Retrofits

Presenter: **Andy Frank**, Sealed

4B: Financing Clean Transportation

Scarsdale

Transportation accounts for around 30% of greenhouse gas emissions in the USA, which means the transportation sector offers huge potential to slash greenhouse gas emissions through electrification. This panel will bring together industry experts to speak on the important role financing structures play to electrify our transportation system.

Moderator: **Steve Nadel**, American Council for an Energy-Efficient Economy

Financing EVs and EV Supply Equipment

Presenter: **Elizabeth Wolfe**, U.S. Department of Energy, Loan Programs Office

Financing School Bus Electrification Efforts

Presenter: **Michelle Levinson**, World Resources Institute

NY Green Bank: Financing Clean Energy

Presenter: **Burr Tweedy**, NY Green Bank

4C: Accelerating Residential Financing Programs and Products

Briarcliff

Homeowners have many options to finance energy efficiency improvements, but the value proposition is not always clear, which delays adoption. This panel will feature how energy efficiency improvements can be incorporated in the mortgage process, how available financing programs need to be more widespread and inclusive, and how Canada's Community Efficiency Financing Initiative has allocated \$300 million to accelerate investment in the residential energy efficiency sector.

Moderator: **Luz McCarthy**, Eversource

Financing Energy Improvements in the Mortgage

Presenter: **Veronique Bugnion**, Clearly Energy

Residential EE Financing 2.0 – Making A Good Thing Better

Presenter: **Chris Nichols**, HomeWorks Energy

Accelerating Residential Financing: Canada's \$300M Community Efficiency Financing Initiative

Presenter: **Mathieu Poirer**, Dunsky Energy & Climate Advisors