

# 2021 Energy Efficiency Finance Forum: Virtual

May 25–26

## PRELIMINARY PROGRAM

(Presentation times below are EDT)

### TUESDAY, MAY 25

**11:00 am – 1:00 pm**      **Energy Efficiency Financing 101 Workshop** (*Zoom pre-conference workshop*)

*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.

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

**1:00 – 1:15 pm**      **Break**

**1:15 – 2:30 pm**      **Welcome, Keynote Address, and Plenary**

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

Co-chair welcome:      **Alfred Griffin**, Generate Capital

Keynote Address:      **Jigar Shah**, Director for Loan Programs Office, U.S. Department of Energy

**Plenary Discussion: TBD**

Presenter:      **Kim Leinwand Erle**, NY Green Bank

**Jahi Wise**, White House Office of Domestic Climate Policy

**2:30 – 2:45 pm**      **Break**

**2:45 – 3:45 pm**      **Breakout Sessions**

**1A: Commercial Property Assessed Clean Energy (C-PACE) Landscape**

In 2020, cumulative C-PACE investment surpassed \$2 billion, with more than 50% of that total funding energy efficiency improvements that contribute to job growth and help businesses effectively manage their energy use. The panelists will discuss the current C-PACE marketplace, implications of COVID-19, and areas to improve and grow programs.

Moderator: **Elyssa Rothe**, Greenworks Lending

Funding Solutions for Sustainability and Resiliency Upgrades through PACE Financing

Presenter: **Travis Levy**, Hannon Armstrong

PACE Financing and the Climate Mobilization Act in New York City

Presenter: **Peter Erwin**, New York City Energy Efficiency Corporation (NYCEEC)

Successes and Best Practices from a Statewide C-PACE Program in Wisconsin

Presenter: **Kimberly Johnston**, Slipstream

### **1B: What is the Cost Effectiveness and Performance of Residential Energy Loan Programs?**

Homeowners have many options to finance energy efficiency improvements, but the value proposition is not always clear. This panel will showcase two models that make that proposition clearer. It will also discuss how if financial institutions would distinguish loans for energy efficiency projects as performing better than other types of debt it could result in more favorable lending terms for home energy-efficient upgrades.

Moderator: **Megan Campbell**, Opinion Dynamics

Epic Loans: Leveraging Public and Private Capital for Customer Benefits

Presenters: **Blaine Dunn**, City of Fort Collins

**John Phelan**, City of Fort Collins

Financial Performance of Four Residential Energy Efficiency Loan Portfolios

Presenter: **Greg Leventis**, Lawrence Berkeley National Laboratory

Residential ESAs: Lessons Learned

Presenter: **Andy Frank**, Sealed

**3:45 – 4:05 pm** **ZOOM Chat Room for Sessions 1A and 1B**

**4:05 – 4:15 pm** **Break**

**4:15 – 5:00 pm** **ZOOM Networking Social**

## **WEDNESDAY, MAY 26**

**11:20 am – 12:30 pm** **Opening Remarks and Breakout Sessions**

### **2A: Green Banks Have Mobilized Over \$5 Billion in Clean Energy Investments. What Has Been the Efficiency Impact and What Is the Outlook?**

Green Banks in the United States have generated more than \$5 billion in clean energy investment since 2011, leveraging private capital 3-to-1. And now, Congress is getting closer to passing legislation to fund a \$100B national green bank that will support and fund green banks in every state across the country. What has been the impact on scaling energy efficiency and what does the future look like? This panel will bring experts to discuss their program's progress and provide insights to further scale energy efficiency using the green bank model.

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

Michigan Saves: How and Why we Used a Loan Loss Reserve to Attract Private Capital

Presenter: **Mary Templeton**, Michigan Saves

Green Banks and CDFIs: Partnering to Scale Energy Efficiency for LMI Households

Presenter: **Bert Hunter**, Connecticut Green Bank

Working in a Local Market. Building the Product Mix to Meet Local Needs

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

## **2B: Financing Efficiency in Low-to-Moderate Income (LMI) and Affordable Multifamily Housing**

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 ACEEE, StopWaste, Inclusive Prosperity Capital, and Fannie Mae 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: **Stefen Samarripas**, American Council for an Energy-Efficient Economy

Lessons Learned from Piloting Multifamily Financing in the Bay Area

Presenter: **Candis Mary-Dauphin**, StopWaste

New Investors, Lenders, and Products for Efficiency in Low-to-Moderate Income Communities

Presenter: **Kerry O’Neill**, Inclusive Prosperity Capital

Fannie Mae's Green Financing Program

Presenter: **Rachel Cluett**, Fannie Mae

**12:30 – 12:50 pm** **ZOOM Chat Room for Sessions 2A and 2B**

**12:50 – 1:30 pm** **Lunch Break**

**1:30 – 2:30 pm** **Breakout Sessions**

## **3A: Pay for Performance and Metered Energy Efficiency Transaction Structure (MEETS): They Work and are they Ready to Scale**

Innovative business models provide new opportunities for customers to finance energy-efficient building technologies and measures. This panel will discuss a few different flavors in the Pay-for-Performance world of financing energy efficiency improvements and how these structures can continue to disrupt the market and lead to further investment.

Moderator: **Carmen Best**, Recurve

MEETS: A Path to Deep EE in Commercial Buildings

Presenter: **Rob Harmon**, MEETS Accelerator Coalition

Measurement-based Efficiency – the New Grid Resource

Presenter: **Maria Fields**, JouleSmart Solutions

How Sustainable Energy as a Service Is Accelerating Decarbonization

Presenter: **Bob Hinkle**, Metrus Energy

## **3B: Financing the Electrification of Our Built Environment**

To meet ambitious goals to reduce greenhouse gas emissions, policymakers and program administrators around the country are promoting beneficial electrification as an important decarbonization tool for our built

environment. This session will bring together representatives from three programs across the country to discuss how their programs utilize financing to increase participation in their electrification programs.

Moderator: **Michelle Vigen-Ralston**, Common Spark

Connecticut Financing Options for Heat Pumps in Support of Electrification Goals

Presenter: **Stephen Bruno**, Eversource

Financing Heat Pumps in Maine's Homes and Small Businesses

Presenter: **Michael Stoddard**, Efficiency Maine

**2:30 – 2:50 pm ZOOM Chat Room for Sessions 3A and 3B**

**3:15 – 4:15 pm Breakout Sessions**

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

Historic evidence indicates that favorable financing alone will not be enough to scale deep energy retrofits. Standardizing program design and solutions will rapidly make it easier for lenders and financing agencies to understand the solutions, assess their performance and future cash flows, and underwrite a greater proportion of the energy savings to finance energy retrofits, enabling scale. This panel will discuss innovative program designs happening today and strategies being utilized to protect building owners from retrofit performance risk and increase private capital contributions into the financed investment pools.

Moderator: **Clay Nesler**, World Resources Institute

How Do We Reach and Finance the Savings from Deep Building Energy Retrofits?

Presenter: **James Geppner**, NYSERDA RetrofitNY

A National Financing Initiative to Transform Canada's Commercial Building Retrofit Market

Presenter: **Alex Hill**, Dunsky Energy Consulting

Presenter: **Kinga Porst Hydras**, U.S. General Services Administration

**4B: Inclusive Utility Investments: Tariffed On-Bill Programs for Energy Efficiency**

Tariffed on-bill, as an inclusive financing mechanism, is gaining attention among community focused investment funds, regulators, advocates, as well as many utilities. In this session, you will hear perspectives from a Pay as You Save® program administrator, a utility, and regulator on how tariffed on-bill programs can be utilized to expand energy saving opportunities to customers that continue to be underserved, including renters and LMI populations.

Moderator: **Anthony Kinslow**, Clean Energy Works

Roanoke Electric's Upgrade 2 \$ave Program

Presenter: **Marshall Cherry**, Roanoke Electric

Ameren Missouri PAYS and Program Portfolio Design Considerations

Presenter: **Craig Aubuchon**, Ameren Missouri

Why are Advocated and Regulators in Arkansas, Missouri, Virginia, and More, Aligning to Promote and Approve PAYS Programs?

Presenter: **Tammy Agard**, EETility

**4:15 – 4:35 pm ZOOM Chat Room for Sessions 4A and 4B**