

# Energy Finance Workshop

## Innovative Financing Tools for Energy Efficient Buildings



How to do energy efficiency retrofits with low up-front financing costs



### DRAFT AGENDA

**When:** July 30, 2012 10am to 3pm

**Where:** COG Board Room, 3rd Floor, 777 North Capitol St NE, Washington, DC

**Teleconference Number:** 209-647-1000

**Passcode:** 789498#

10:00-10:10 Welcome and Introductions

10:10-10:45 Overview of the Opportunity and Demand for Efficient Financing  
Mechanisms for Clean Energy Projects

*Christopher Berendt, Drinker Biddle & Reath, LLP*

*Michael Karlosky, Wells Fargo Securities*

*Chris Lohmann, U.S. Department of Energy*

10:45-Noon Case Studies: Examples of Financing Approaches at Scale

*John Nelson, Wall Street Without Walls*

*Tom Cochran, North Avenue Research LLC*

*Andy Seth, Climate Communities*

*John Byrne, Delaware SEU*

*Kevin Allen, Urban Energy Advisors*





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### AGENDA page 2

Noon-12:30 Lunch

12:30—1:30 What are the Prerequisites for an Effective Deal?

*Baird Brown, Drinker Biddle & Reath, LLP*

*Blake Ratcliff, Institute for Building Technology and Safety (IBTS)*

*Tom Cochran, North Avenue Research LLC*

- break -

1:45-3:00 Open Discussion, Sharing, and Wrap Up

Experience, Opportunities, Resources, and Priorities

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### EVENT OVERVIEW

#### Purpose of the Event

Examine how innovative finance can help public agencies retrofit their building portfolios for energy efficiency. Ideal for municipal building and energy managers, public agency financial officers, and private sector finance professionals and impact investors.

#### Overview

How can public building energy efficiency retrofits save energy, money and protect credit ratings at the state, county and city levels? Dissecting the issues and setting the stage for the day's discussion.

#### Case Studies

What are the hurdles to achieving energy retrofits with innovative finance? How do case studies help identify the path to efficiency for both building management and public finance of retrofit efforts?

#### Prerequisites for Effective Deals

What is the prescribed pathway to managing building retrofits with innovative finance? What are the standards necessary to implement innovative finance at scale?

#### Opportunities for a Pilot in the Washington Area

What are the necessary engineering, financial and political components for implementing a pilot project? What do finance professionals need to give a green light to project finance? What's the next innovation in project finance for public building energy retrofit?

