

DEAL ROOM

In the Project Deal Room we'll be exploring some of the barriers to and potential solutions for financing energy efficiency projects. One at a time, projects will be pitched to the crowd in approximately six minutes, which will be followed by twenty minutes of Q&A. The intention of the Project Deal Room is to facilitate preliminary connections between representatives of projects ready to develop and financing tools that can bring those projects to life, providing business opportunity on both sides of the deal. We encourage everyone in the crowd to participate in this collaborative brainstorming exercise, and kindly request the tone to remain positive and restricted time for each project honored.

DEAL ROOM PROJECTS

1. Tiffany Zulkosky, Nuvista Light & Electric Cooperative

What: Multiple non-residential building retrofits

Where: Quinhagak

Contact information: tzulkosky@nuvistacoop.org, 907-562-3103

2. Amber McDonough, Siemens

What: Boiler heating plant & controls upgrade in 5-story office building

Where: Sitka

Contact Information: amber.mcdonough@siemens.com, 907-227-3734

3. Tom Harris, Kwan Energy

What: Upgrade 30-yr old boiler with Yanmar Energy Micro CHP System

Where: Anchorage

Contact Information: atomharris@gmail.com, (907)227-2744

EVENT QUESTIONS OR FEEDBACK

We'd love to hear your thoughts about this event. Was it a success? How can we make it a more valuable opportunity for you and other participants next year? Would you be interested in staying engaged in the conversation about financing efficiency or other energy projects? Contact Katie Conway at the Alaska Energy Authority: kconway@aidea.org, 907-771-3078.



ENERGY EFFICIENCY FINANCE SEMINAR

WHEN

January 14, 2016
8:30 am — 5 pm

**SAVE ENERGY,
SAVE MONEY,
MAKE MONEY.**

WHERE

Alaska Pacific University
Carr-Gottstein Lecture Hall

**INVEST IN
EFFICIENCY.**



ENERGY EFFICIENCY FINANCE SEMINAR

Alaska Energy Authority is proud to host the first Alaska Energy Efficiency Finance Seminar, with support from Alaska Housing Finance Corporation (AHFC), Alaska Pacific University (APU), United States Department of Agriculture (USDA) Rural Development office, Alaska Growth Capital, Alaska's Small Business Development Center (SBDC), Anchorage Economic Development Corporation (AEDC), the Municipality of Anchorage and with underwriting from the Alaska Industrial Development and Export Authority (AIDEA).

Energy efficiency is widely recognized as a critical first step in saving energy and money at the building and community scale. A few years ago it seemed Alaska was awash in grant funding to pay for all sorts of projects – including building efficiency improvements – but that era has passed. Today the future of energy efficiency projects – and the ability of public and private commercial building owners to pay for them – lies in figuring out how to finance projects. The Energy Efficiency Finance Seminar will bring together building owners and energy efficiency project developers with lenders of many stripes to explore how Alaska can overcome the barriers to commercial building energy efficiency finance, grow this market, and ultimately benefit statewide end-users as well as the economy.

KEYNOTE SPEAKERS



Toby Rittner is the President & CEO of the Council of Development Finance Agencies (CDFA). He has been featured extensively in *The Bond Buyer*, *Wall Street Journal*, *Bloomberg*, *NPR* and other national media publications concerning the advancement of development finance tools. He is the author of CDFA's highly acclaimed *Practitioner's Guide to Economic Development Finance* and an adjunct faculty member at The Ohio State University and Carnegie Mellon University teaching planning for sustainable economic development. Rittner has also advised state and federal government leaders, including President Obama's Administration

Transition Team, on economic development finance policy. Prior to joining CDFA, Mr. Rittner was the Director of Legislative Affairs and former Director of Training for the International Economic Development Council (IEDC). Mr. Rittner previously served on the U.S. Environmental Protection Agency's Environmental Financial Advisory Board. Mr. Rittner holds a Bachelor of Arts in Political Science and a Master's of City and Regional Planning degree from The Ohio State University.



F.L. Andrew Padian has 35 years of experience in the unique building science of multifamily buildings, and has performed detailed energy analysis on hundreds of buildings across the country. He runs a private consulting business out of NYC working across the country. Previously, he was Vice President for Energy Initiatives for The Community Preservation Corporation (CPC), a not-for-profit affordable housing mortgage lender, where he worked in the implementation of the Green Financing Initiative (GFI) and NYC's Sandy Recovery Program (Build it Back), working with CPC staff and building owners across New York City and State. Prior to CPC, Andy started the Multifamily Buildings

Division for Steven Winter Associates, Inc., worked for the Association for Energy Affordability and as an independent consultant, and toiled in the NYC Mayor's Energy Office and the NYC Department of Housing Preservation and Development.

Register today at www.akenergyauthority.org

AGENDA

8:30 – 8:45

Doors open & networking

8:45 – 9:00

Welcome & Introductions: AIDEA & AEA

9:00 – 9:15

Opening Remarks: Mayor Ethan Berkowitz

9:15 – 10:00

Morning Keynote Speaker: Toby Rittner

Energy Efficiency Financing: Programs & Money & Tools, Oh My! An overview of best options for financing energy efficiency in commercial buildings based on national best practices and future trends

10:15 – 12:00

EE Financing 101: A Panel for Building Owners & EE Champions on the critical components of a bankable investment from the lenders' perspective & how to bring your efficiency project to fruition via loans and other finance tools

1. A primer for understanding the finance world lingo in an EE finance context – Chris Anderson, AIDEA
2. What determines rates and how do we work with the full portfolio of finance options – Jesse Janssen, Alaska Growth Capital
3. Understanding the CFO's decision making process: opportunity cost vs. core competencies & the impact of debt – Eric McCallum, Arctic Wire Rope & Supply
4. From audit to investment: turning an efficiency project work plan into a finance proposal – Amber McDonough, Siemens

12:00– 1:00

Lunch & Keynote Speaker: Andrew Padian

Going green with energy efficiency: saving energy generates financial opportunity for building owners and lenders alike. "Green" means money and it's great for business!

1:15– 2:40

Efficiency Investing 101: A Panel for Lenders on how efficiency projects are calculated and business opportunities in this growing market segment

1. Financing EE in the commercial building sector – Toby Rittner, CDFA
2. Brokering energy projects: understanding the role of project developers big and small – Dena Strait, Bettisworth North
3. Success stories to learn from – large project case study: Northrim Bank and APU, \$2.5 million deal for \$340,000 annual savings – Deborah Johnston, APU
4. Success stories to learn from – small project case study – Renee Johnson, USDA

3:00 – 4:45

Efficiency Project Deal Room: Facilitated by Jon Bittner, AEDC

Pre-selected projects will be presented to the audience for group brainstorming. This will be a friendly collaboration aiming to help project representatives make preliminary connects with lenders/financers who can help bring energy and cost savings to fruition.

4:45 – 5:00

Closing Remarks & Participant Survey