

ENERGY EFFICIENCY FINANCE SEMINAR

January 14, 2016
8:30 am — 5 pm

Alaska Pacific University
Carr-Gottstein Lecture Hall

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

**INVEST IN
EFFICIENCY**

- 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**