

NASEO

*National Association of
State Energy Officials*

It's Not Just About the Money

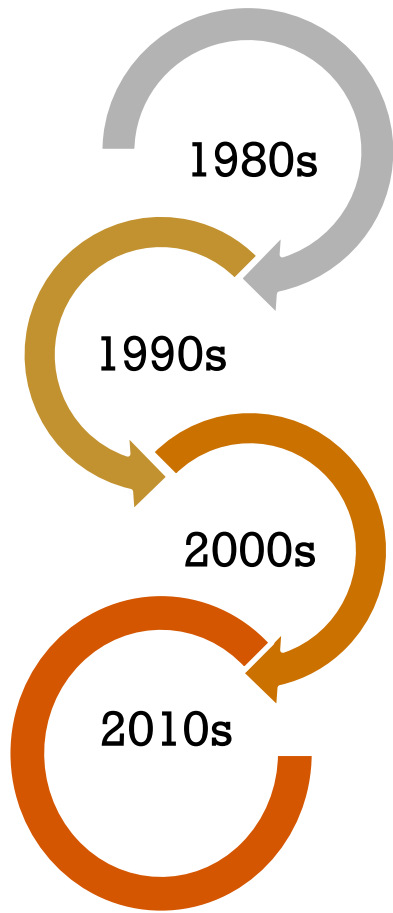
Structuring Programs and Financing to Deliver Results

David Terry, Executive Director, NASEO

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A History of State Financing Innovation



- Revolving loan funds; experimentation with programs for public facilities (heralding energy savings performance contracting)
- Risk-oriented technology innovation funds; focus on commercialization more prominent
- Accelerated use of public benefit funds for cost-effective efficiency and renewables (\$7b/year)
- Expansion of public-private partnerships, targeting market barriers in all sectors and utilizing range of mechanisms



NASEO State Energy Financing Report

Practitioner's Perspective

- Describes range of program activities that must occur *with* financing
- Success defined in energy and cost savings, but also in terms of financing demand, customer satisfaction, and operational sustainability

Focus on Commercially Available Technologies

- Focuses on commercially available energy efficiency and renewable energy technologies and services

Breadth of Programs and Mechanisms

- Detailed coverage of 22 state programs, 2 local programs, and 2 private sector innovations offered nationwide
- Key market sectors covered (excluding utility-scale renewables) : residential, commercial and industrial, and MUSH
- Major financing types covered



NASEO State Energy Financing Report:

Program Research and Guidance

Methodology

- Literature review
- Development of criteria to evaluate programs and identify success drivers
- Extensive interviews to obtain detailed program information and analysis

Report Advisory Committee

- Jeff Pitkin, NYSERDA;
(Co-Chair, NASEO Financing Committee)
- Al Christopher, Virginia Department of Mines, Minerals and Energy;
(Co-Chair, NASEO Financing Committee)
- Peter Adamczyk, Vermont Energy Investment Corporation
- Elizabeth Bellis, Energy Programs Consortium
- Cisco DeVries, Renewable Funding
- Pat McGuckin, The Cadmus Group
- Dan Scripps, Advanced Energy Economy
- Peter Smith, Pataki-Cahill Group
- Tom Weithman, Center for Innovative Technology
- Stockton Williams, HR&A Advisors
- Mark Zimring, Lawrence Berkeley National Laboratory



NASEO State Energy Financing Report

Preliminary Findings



- It's (mostly) NOT about the cost of money
- One size does not fit all
- Financing is necessary, but not sufficient
- There is greater need for financing
- Private sector participation is critical

		TYPE OF FINANCING							
		Revolving Loan Funds	Credit Enhancement	On-bill	PACE	Bond Financing	Secondary Market	ESPC	Green Banks
SECTOR									
PRIVATE	Residential	Mass Saves HEAT Loan Program Nebraska Dollar and Energy Savings Loans	Michigan Saves Home Energy Loan Program	Green Jobs, Green New York On-Bill Recovery S. Carolina Help My House Pilot	Vermont Residential PACE Program	St. Louis County SAVES	Pennsylvania Keystone HELP Program	Connecticut Clean Energy Financing and Investment Authority	
	Commercial	Tennessee Pathway Lending Program Virginia Commonwealth Energy Fund	Alabama SAVES Michigan Saves Business Energy Financing	Efficiency Kansas On-Bill Financing Program	Florida PACE Funding Agency	Oregon State Energy Loan Program	Edina Emerald Energy Program		Colorado Private Sector Energy Savings Performance Contracting Pilot
	Industrial	Ohio Energy Efficiency Loan Fund for Manufacturers							
PUBLIC	MUSH Market	Texas LoanSTAR Fund				New Mexico Clean Energy Revenue Bond Program Wisconsin Energy Efficiency Revenue Bond Program	Citigroup Warehouse Funding Facility with Green Campus Partners ESPC for Water/Wastewater Treatment Facilities	Minnesota Guaranteed Energy Savings Program Green Bank of Kentucky	
<p><i>Note: Some programs in this matrix may fall under multiple categories or sectors.</i></p>									



Questions?
Thank you!

David Terry
Executive Director, NASEO

dterry@naseo.org



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