Financial Ally Roundtable

July 10: 10:30am – 12:00pm
1. Quick update on Financial Allies progress
2. Around the Room Introductions and Ally Updates
3. **Discussion!!**
   - Finance and resilience
   - Priorities and new activities for next year
   - Open discussion
Who are the Financial Allies

- 47 leading financing companies
- Primarily project originators
- Some institutional secondary market investors and specialty providers (e.g. performance insurance)
- Active in all sectors including C&I, MUSH, multifamily, and residential across the U.S.
- Finance a wide range of technologies
- Represent large, medium, and start-up companies
Goals of the Financial Ally Program

- **Recognize** the Allies for their success
  - 5 goal achievers in 2019, 23 total

- **Educate** the market about financial products available
  - Webinars, conferences, Navigator, etc.

- **Connect** building owners and vendors with financing providers
  - Navigator, speed dating, etc.

- **Unlock** the market with case studies and best practices
  - 15+ Ally developed case studies
Key Takeaways:

- Allies funded $3.4B in 2018
- Allies funded $19B cumulatively between 2012 and 2018
- Significant year over year growth
Key accomplishments in the last year
Sector-Specific Energy Financing Primers

- **Sectors include:**
  - Commercial
  - Healthcare
  - Higher Education
  - Industrial
  - Multifamily
  - State and Local Government

- **Sections include:**
  - Common Barriers
  - Common Financing Solutions
  - Financing Considerations
  - State of the Market
  - Better Buildings Case Studies
  - Next Steps
Efficiency-as-a-Service Toolkit

- Toolkit highlights different EaaS models in use and range of projects from different sectors
- Case studies from:
  - Allumia
  - Citi
  - Metrus Energy
  - Redaptive
  - Sparkfund

Available at: https://betterbuildingssolutioncenter.energy.gov/toolkits/efficiency-a-service
The Better Buildings Financing Navigator is an online tool that helps public and private organizations find financing solutions for energy efficiency and renewable energy projects.

New features include:
- Renewable financing options
- Sector specific primers
- Advanced search function
- Streamlined design

Market traction
- 15,000+ users since launch
- 50,000+ total pageviews

Available at: https://betterbuildingssolutioncenter.energy.gov/financing-navigator
New Financial Allies in the Past Year

- Munich RE
- Skyview Ventures
- Hartford Steam Boiler
- RENEW Energy Partners
Around the room introductions and updates
The Next Big Thing? Finance + Resilience

- DOE is considering a new initiative on the intersection of finance and resilience for commercial buildings
- Participants: Building owners and investors, Financial Allies, and insurance companies
- Activities: Roundtable, toolkit of resources, virtual mini-conference
- Key topics
  - Measuring financial portfolio risk and building a resilience improvement plan
  - Mitigating insurance risk and cost
  - Resilience risk disclosure and reporting protocols (e.g. TCFD, GRESB)
  - Accessing capital for resilience improvements
Other Priorities

- Basics of energy finance section on Navigator
- Green bonds
- Highlight emerging issues in commercial PACE (new construction and securitization)
- Expand on efficiency-as-a-service resources
- Internal funding
Open Discussion

- What would you like to see DOE focus on?
- For anyone who didn’t bring up a barrier earlier, is there anything you would like to share?
- What is a trend that you are most excited about?
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