Better Buildings®
U.S. DEPARTMENT OF ENERGY

Financial Ally Roundtable

July 10: 10:30am – 12:00pm

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Agenda

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

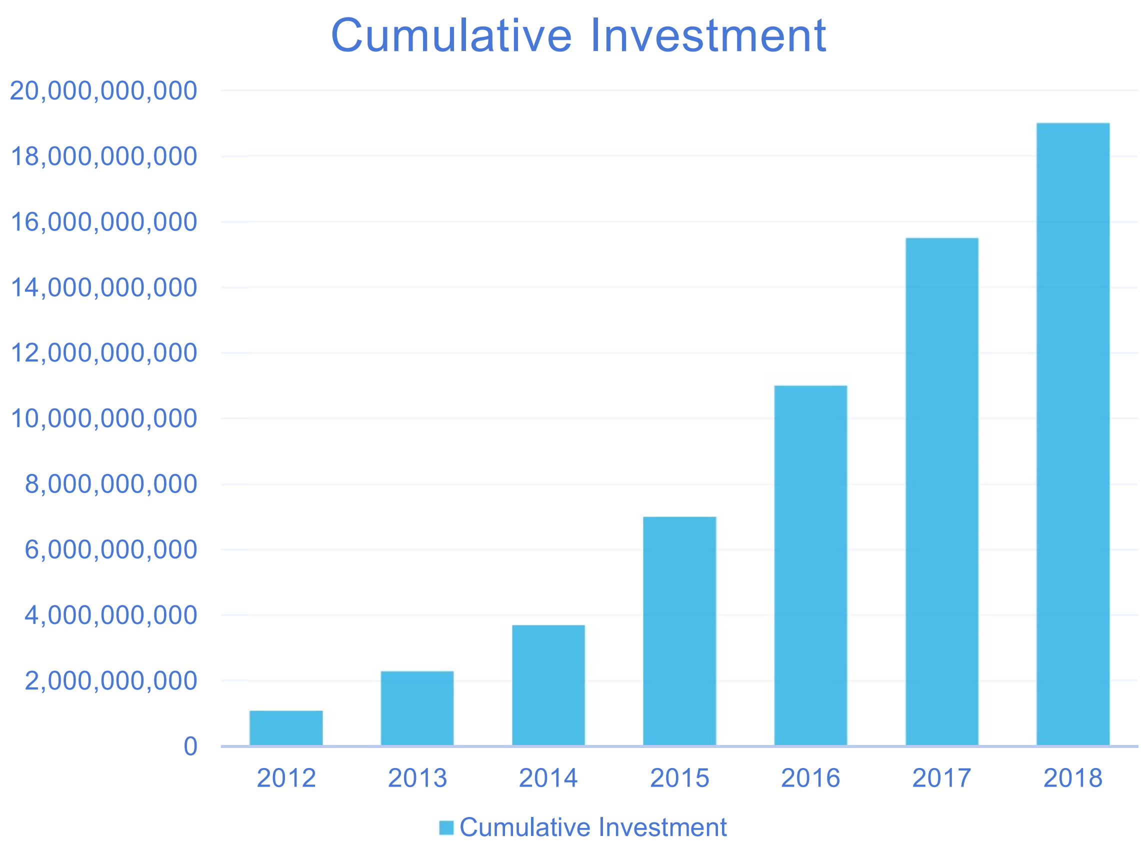
Who are the Financial Allies

- 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

Cumulative Financial Ally Investment by Year



<u>Key Takeaways:</u>

- 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

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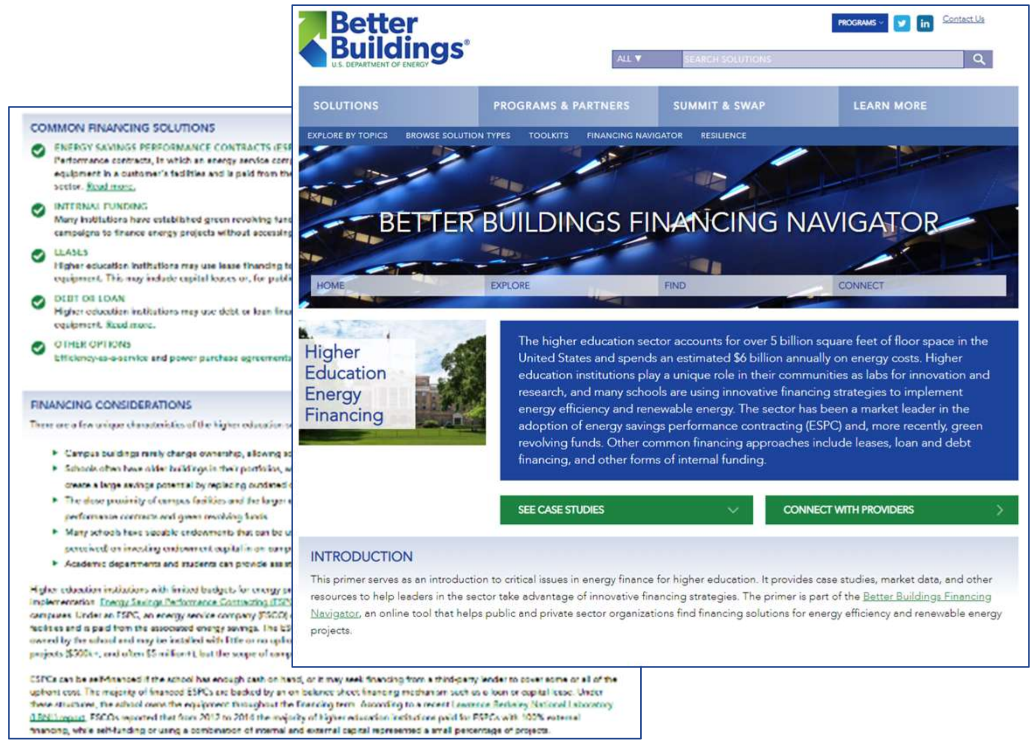
Sector-Specific Energy Financing Primers

- 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

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
POWERING INDEPENDENCE

1866
Hartford Steam Boiler

RENEW
Energy Partners

Around the room introductions and updates

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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?

Thank You!

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