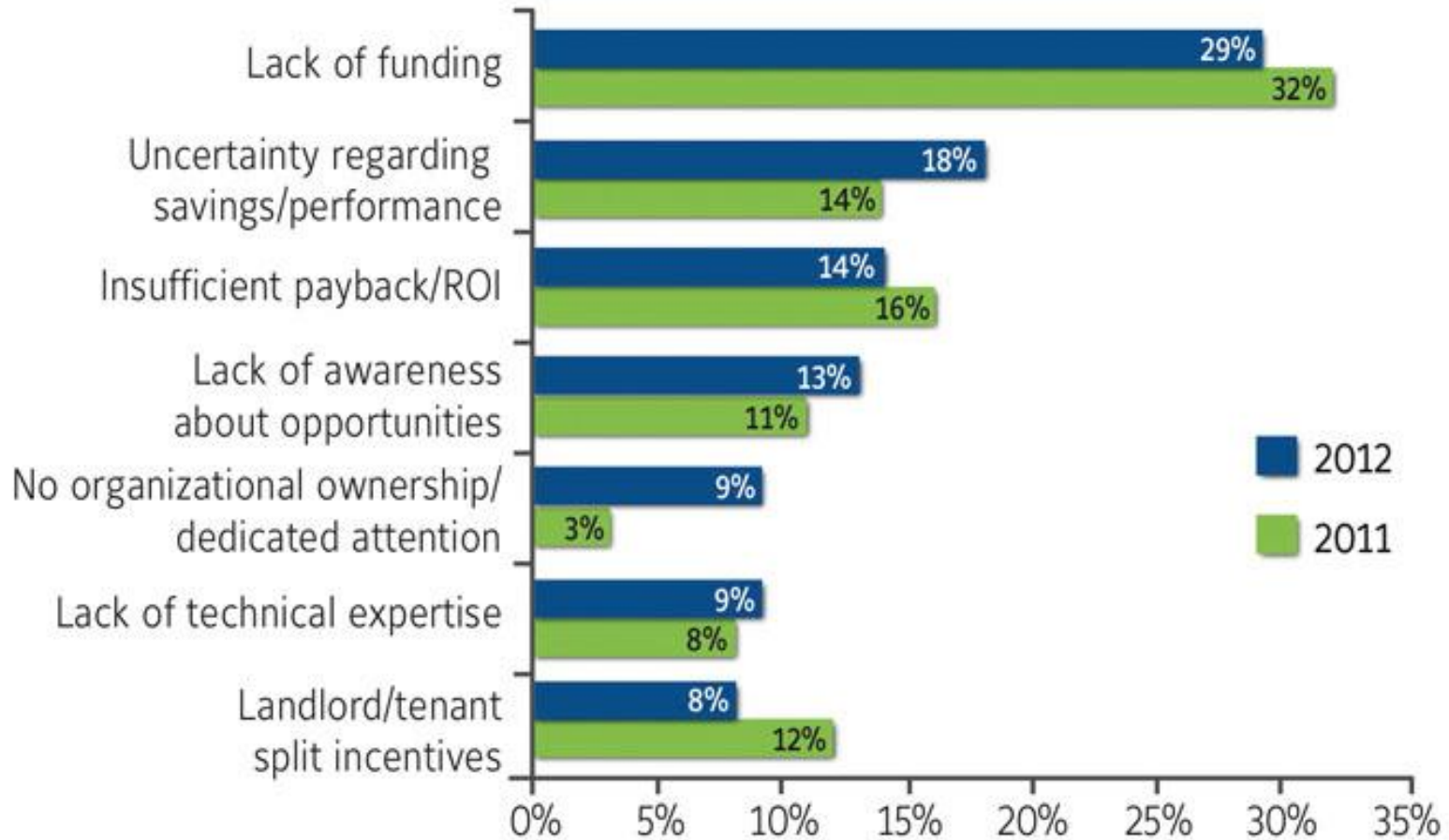


Environmental Defense Fund's  
**Investor Confidence Project**

SPEER SUMMIT 2015



# Energy Efficiency Project Barriers

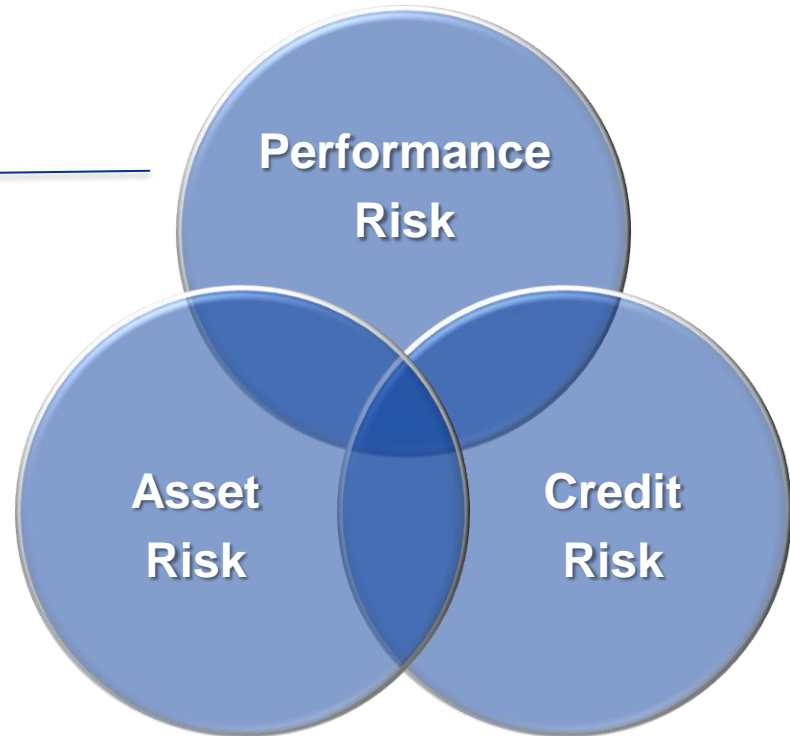


# Breaking Down Barriers to EE Finance



## Project Finance

Long-term financing of projects based upon the projected cash flows of the project rather than the balance sheets of its sponsors.



- Benchmarking
- Asset Labeling
- Disclosure

- On-Bill Repayment
- Commercial PACE
- Green Banks

## Near-Term: Increase Deal-Flow

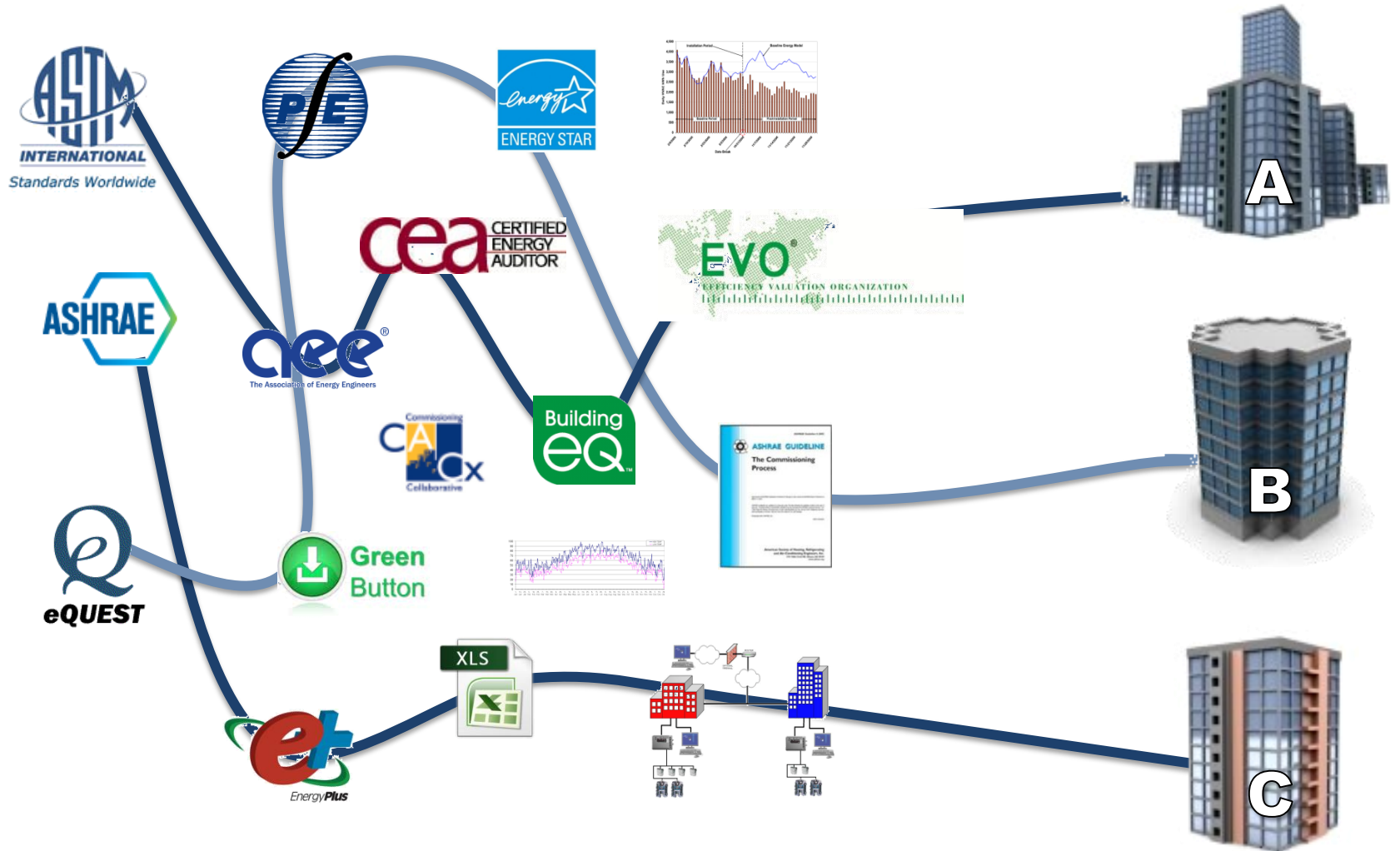
- Increase Confidence in Savings
- Reduce Transaction Costs
- Streamline Origination Process



## Long-Term: Reduce Performance Risk

- Develop Data to Manage Performance
- Attract Project Finance Investors
- Enable Portfolios and Securitization

# How Do You Know What Your Getting?



# ICP Energy Performance Protocols

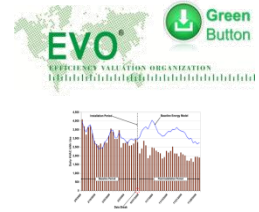
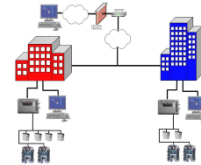
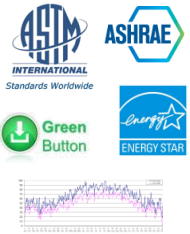
## Baselining

## Savings Calculation

## Design, Construction, Verification

## Operations, Maintenance, Monitoring

## Measurement & Verification



**BASELINING**

- Existing Building
- Drawings
- Weather File
- Energy Usage
- Energy Rates
- Occupancy

**SAVINGS**

- Model File
- Calibration Data
- Bid Packages
- Certifications

**VERIFICATIO**

- Cx Plan
- Cx Authority
- Test Procedures
- Facilities Req.

**OPERATIONS**

- BMS Points
- Fault Plan
- Maintenance Plan

**MEASUREME**

- M&V Model
- Regression Model
- Adjustments
- Impact
- Baseline Adjustments

# Investor Confidence Project Protocols

	Commercial	Multifamily
Large Projects (project size <\$1M)	EPP – Large Commercial	EPP – Large Multifamily
Standard Projects (project size <\$1M)	EPP – Standard Commercial	EPP – Standard Multifamily
Targeted Projects (limited interactivity)	EPP – Targeted Commercial	EPP – Targeted Multifamily

# INVESTOR READY ENERGY EFFICIENCY™



Project  
Development and  
Engineering



Project  
Lifecycle  
Management

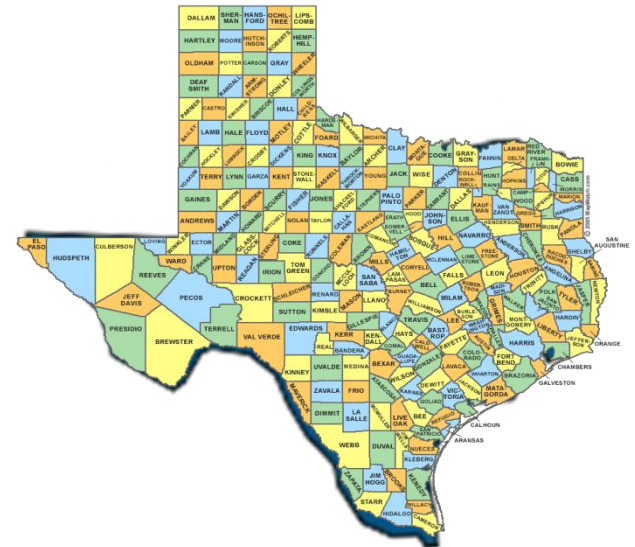


Third Party  
Verification

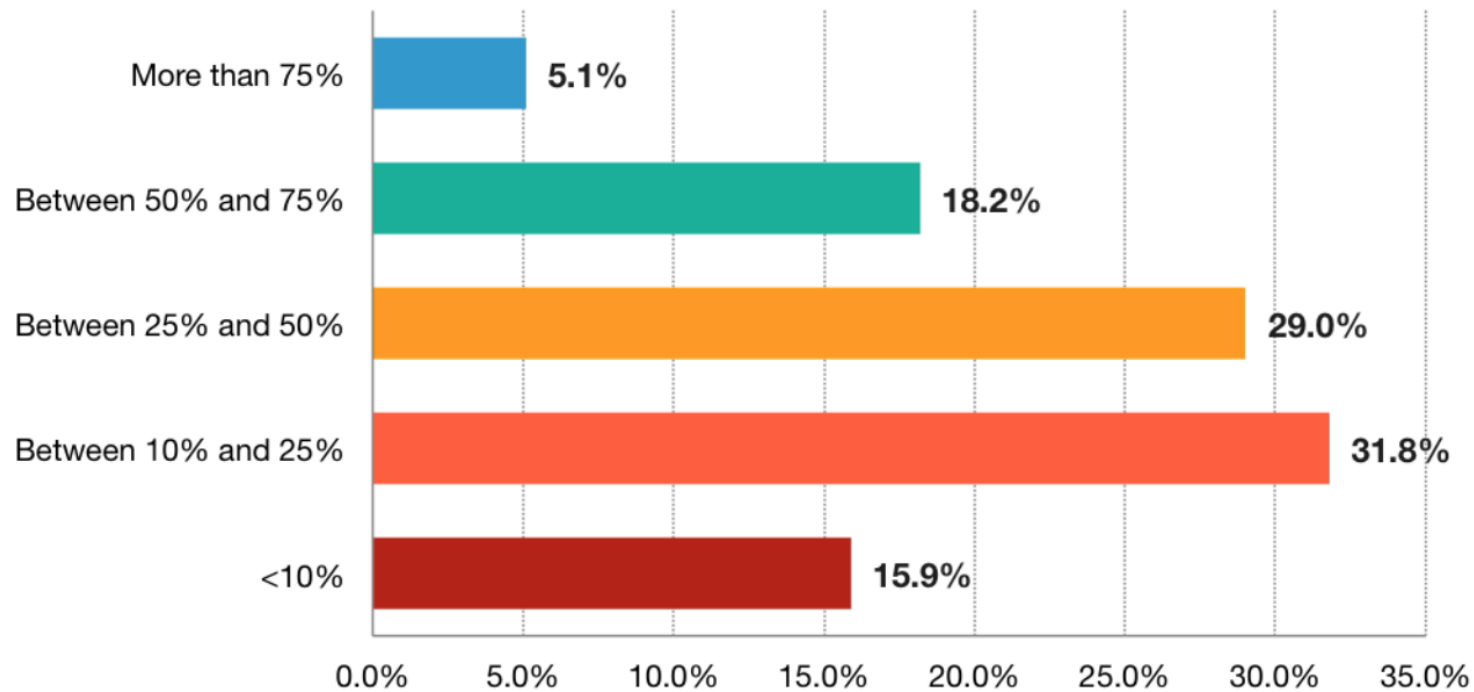


# ICP in Texas

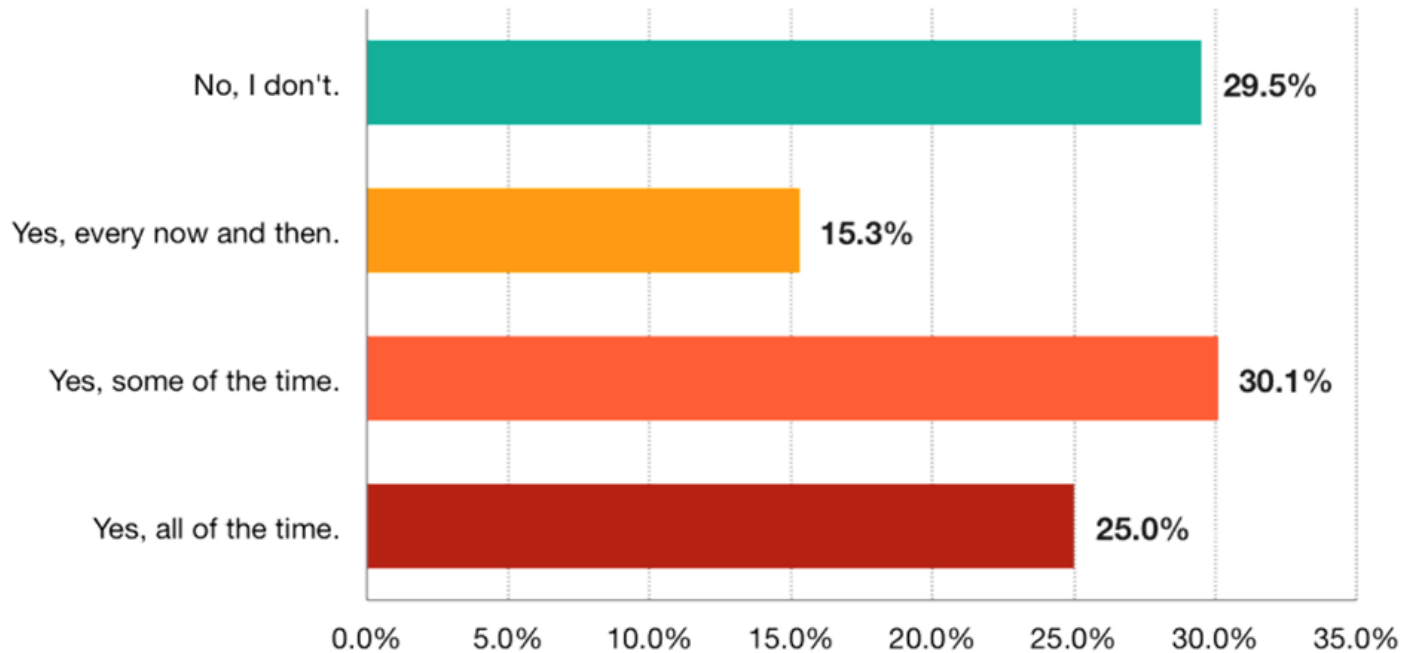
- Texas Pace-in-a-box includes ICP protocols as the standard technical requirement for TX PACE.
- Worked for over a year with stakeholder working group including State Energy Conservation Office.
- ICP will provide the system to credential quality projects for PACE administrators.
- Developing ICP System implementation plan to create regional roll-out leveraging ICP Credentialed Providers.



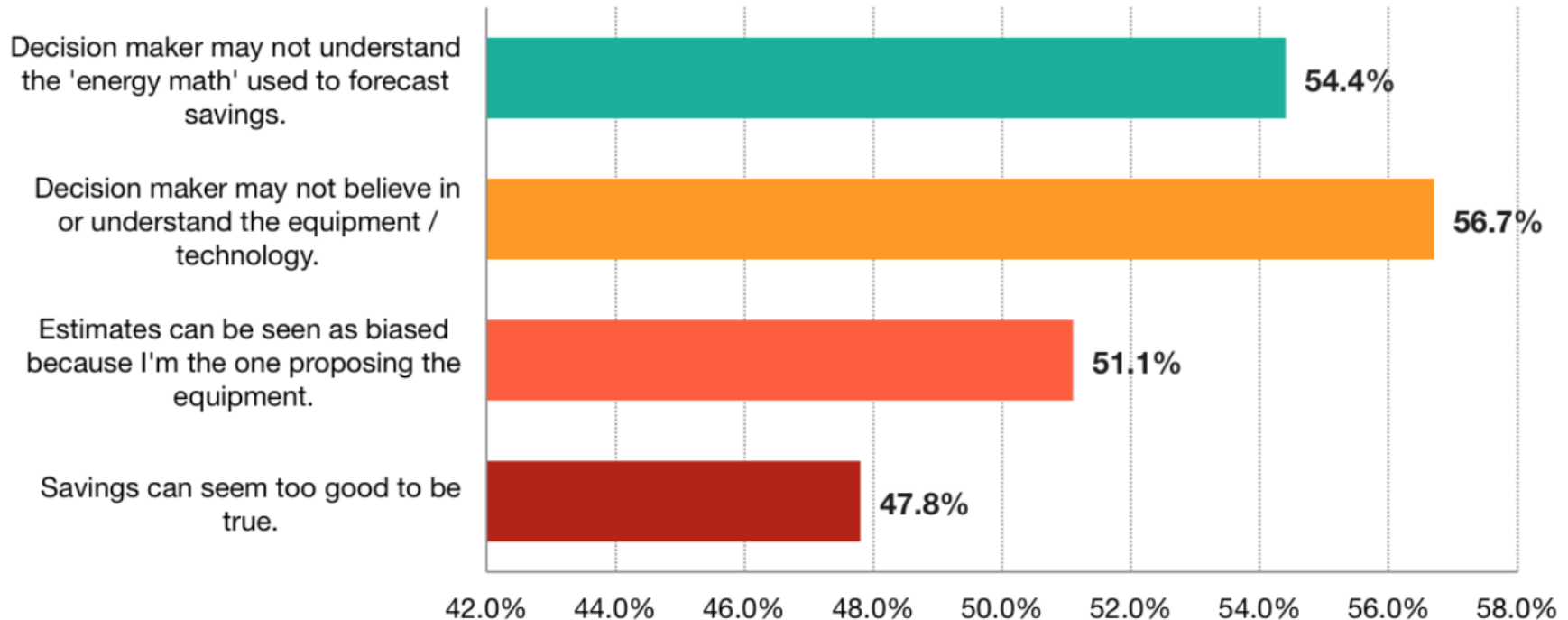
Of the projects that you propose, approximately what percent get approved and funded?



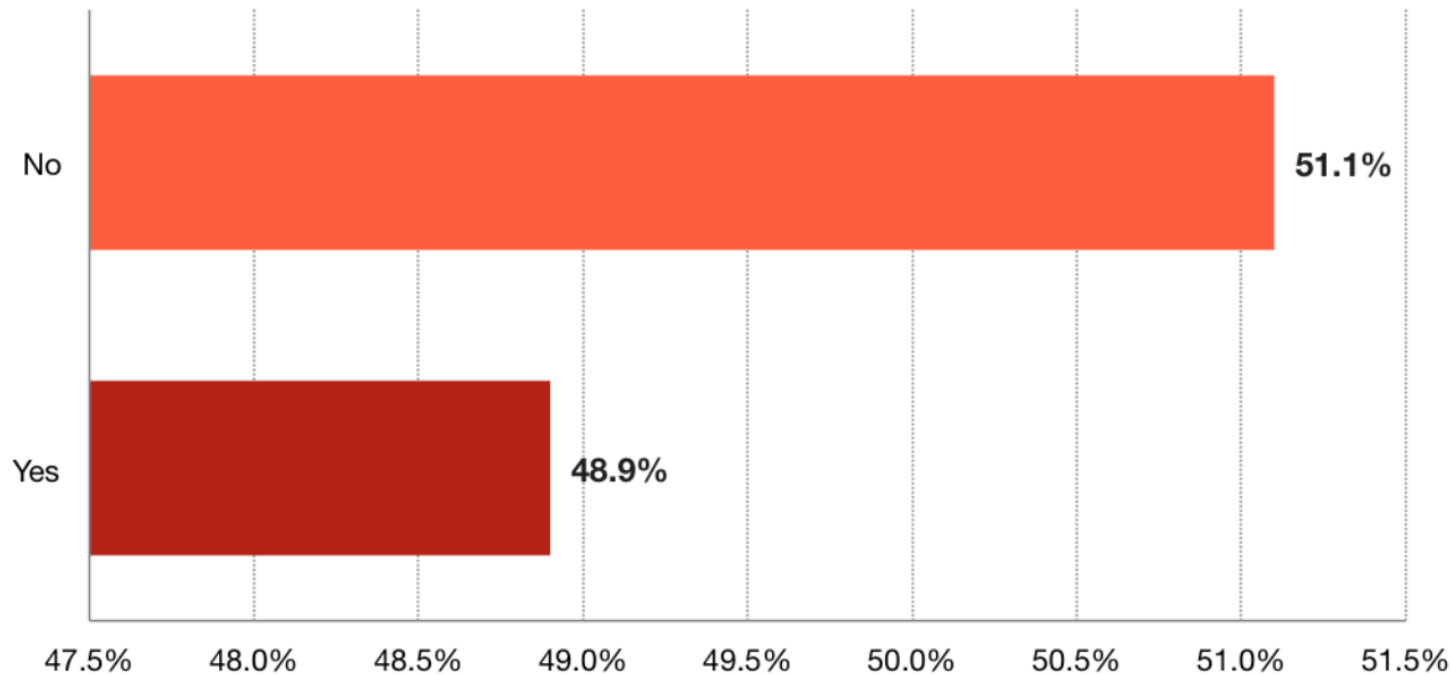
As part of your proposals, do you offer options for 3rd party financing, such as loans, equipment leases or programs (like PACE)?



# What are the most common reasons the decision maker doesn't always trust your savings estimates?



# Does the decision maker always believe your projects' energy savings forecasts?



# Investor Confidence Project

[www.EEperformance.org](http://www.EEperformance.org)

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