WELCOME TO YOUR SUMMIT

2019 PACENATION SUMMIT

APRIL 3 - 5
AUSTIN, TX

#PACENATIONSUMMIT2019
PACENation
Summit 2019

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AGENDA

10:00 - 7:00pm
SUMMIT REGISTRATION OPEN
4TH FLOOR

2:00 - 4:00pm
PACE 101 WORKSHOP
ROOM 406
Leader: Tommy Doeverport, Petros PACE Finance
Speakers: Michael Karslosky, MSK Resources, LLC; Elyssa Rothe, Greenworks Lending; David Sykes, Chapman & Cutler LLP; James Vergara, PACEfunding; Michael Yaki, CleanFund Commercial PACE Capital

An intensive workshop on the fundamentals of PACE. Learn how PACE works in a real-time application, where it is available, who can use it, and what it can be used for. The Workshop will cover Legislation and Administration, Financing and Capital Features and a broad review of Commercial & Residential basics.

4:00 - 5:30pm
DIVERSITY & INCLUSION FIRESIDE CHAT AND RECEPTION
ROOM 406
Leader: Kimberly Lewis, U.S. Green Building Council
Speakers: Jessica Bailey, Greenworks Lending; Byron DeLeas, Ygrene Energy Fund; Bali Kumar, Lean & Green Michigan; Chef Love, Cornerstone Group International; Michael Yaki, CleanFund Commercial PACE Capital

PACE Nation's mission is to make PACE financing available to all, and it is paramount that our employees and partners are reflective of the vastly diverse communities we wish to reach. By integrating diversity and inclusion more fully, we will advance our ability to respond to the evolving marketplace and serve PACE market participants. Join members of PACE Nation's Diversity and Inclusion Committee and other leaders in this community for a wide-ranging discussion of building diversity and equity into the core of the PACE marketplace for customers, employees, communities, and all stakeholders.

5:30 - 7:00pm
WELCOME RECEPTION
Location: Hilton, 4th Floor Governor's Ballroom Lobby

7:30 - 5:00pm
BUFFET BREAKFAST
Location: Hilton, 4th Floor Governor's Ballroom

9:00 - 10:15am
PLENARY SESSION
GOVERNOR'S BALLROOM

Welcome
David Gabrielson, Co-Executive Director, PACENation

Mansoor Ghori, Co-Founder & CEO, Petros PACE Finance

Charlene Heydinger, President, Texas PACE Authority; Executive Director, Keeping PACE in TX

Presentation
Bill Magnes, President & CEO, Electric Reliability Council of Texas (ERCOT)

Dub Taylor, Director, Texas State Energy Conservation Office (SECO)

10:15 - 10:45am
NETWORKING BREAK

10:45 - 11:45am
TRACK 1 RESILIENCY
ROOM 406
Leader: Erin Deedy, Erin L. Deedy, P.A.
Speakers: Lara Cottingham, City of Houston; Abby Johnson, Abacus Property Solutions; Jay Murdoch, Owens Corning; Rafael Perez, Ygrene Energy Fund

Panelists will discuss preventative measures, rebuild-efforts, and the bold leaders on the forefront of recovery with flooding, earthquakes, hurricanes, and fires.

12:00 - 1:00pm
LUNCH
GOVERNOR'S BALLROOM

2:00 - 3:00pm
NETWORKING BREAK

10:45 - 11:45am
TRACK 2: PACE PRACTICES FOR PROGRAM DESIGN & ADMINISTRATION
ROOM 408
Leader: Jane Elias, Sonoma County, CA
Speakers: Casey Daily, Western Riverside Council of Governments; Brad Knyel, Energy Efficient Equity; Mark Schmidt, PACENation

Come participate in an engaging discussion with residential PACE administrators and operators that have programs operating in multiple states. Learn about their program design and administration considerations in starting a program and adapting their programs based on market influences.

10:45 - 11:45am
TRACK 3: PACE AS A TEXAS SIZED ECONOMIC DEVELOPMENT TOOL
ROOM 412
Leader: Hon. Cynthia Long, Williamson County, TX
Speakers: Natalie Campos Goodman, Incentifind; Heather Lepeska, City of Dallas; Carlton Schwibb, Texas Economic Development Council

Hear from PACE stakeholders in Texas. How is PACE spurring economic development in the state, and where are the most promising areas for growth?

10:45 - 11:45am
TRACK 4: C-PACE NEW CONSTRUCTION - MEETING PUBLIC POLICY GOALS
ROOM 410
Leader: Ethan Stier, PACE Equity
Speakers: Rachel Davis, Petros PACE Finance; John Kinney, CleanFund Commercial PACE Capital; Sol Tarsia, CounterpointeSRE

New construction has emerged as an accelerating segment of the C-PACE market. Hear from experts that are paving the way. Learn about what surfaces when exploring PACE to fund energy improvements to new buildings and how they have been addressed in the market.

11:45 - 1:00pm
LUNCH
GOVERNOR'S BALLROOM

2:00 - 3:00pm
NETWORKING BREAK

4:00 - 5:00pm
TRACK 1: C-PACE PROJECT FROM START TO FINISH
ROOM 406
Leader: J. Caleb Bell, Bricker & Eckler LLP
Speakers: Mackey Dykes, CT Green Bank; Laura Frank, PFM Financial Advisors LLC; Anna Lee, Norton Rose Fulbright US; Andrea Rowes, David Taussig & Associates

In this session, dig into the details of a C-PACE project from multiple angles: origination, administration, financing, and more.

2:00 - 3:00pm
TRACK 2: R-PACE SECURITIZATIONS
ROOM 408
Leader: James Vergara, PACEfunding
Speakers: Francisco Flores, Winston & Strawn LLP; Cecil Smart, Kroll Bond Rating Agency

This panel will discuss R-PACE securitizations from the perspectives of PACE providers, rating agencies, investors and financial institutions. Speakers will examine the factors affecting the future success of securitization for R-PACE assets.

2:00 - 3:00pm
TRACK 3: OPPORTUNITY ZONES
ROOM 410
Leader: Mike Centore, PACENation
Speakers: Harry Allen, Council of Development Finance Agencies; Heather Ashline, Travis County, TX

Opportunity zones are a hot topic for real estate investors, developers, and local governments. How can C-PACE providers leverage the excitement in this space to improve the efficiency, renewable capacity, and resiliency of buildings within opportunity zones? Hear from PACE advocates and experts in opportunity zones and development finance.

2:00 - 3:00pm
NETWORKING BREAK
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**TRACK 1: C-PACE SECURITIZATIONS**
**ROOM 406**

**Leader:** Peter Morgan, Winston & Strawn LLP  
**Speakers:** Irene Eddy, DBRS; Greg Saunders, CleanFund Commercial PACE Capital; Sandeep Sinhath, ING Capital; Jim Stanislaus, Petros PACE Finance

2018 saw the completion of multiple C-PACE securitizations, and as the C-PACE market grows, more are expected. In this panel, hear perspectives from the experts in offering, structuring, and rating these deals and the unique challenges and opportunities in building a new asset class.

**TRACK 2: R-PACE CONSUMER PROTECTIONS**
**ROOM 408**

**Leader:** Colin Bishop, PACENation  
**Speakers:** Ryan Barkus, Florida Development Finance Corporation; Casey Deely, Western Redskins Council of Governments; Olivia White, Renew Financial

Join a discussion centered on the importance of consumer protection policies, and the policy outlook at the state and federal level.

**TRACK 3: TRANSACTIONS IN TEXAS**
**ROOM 412**

**Leader:** Tommy Davenport, Petros PACE Finance  
**Speakers:** Phil Gehnt, Munsch Hardt Kopf & Harr, P.C.; Marina Badoian Kriticos, Texas PACE Authority; Andrew Meyer, Twain Financial Partners; Brently Weber, Prosperity Bank

C-PACE in Texas continues to grow. In this session receive a complete rundown C-PACE program in the Lone Star State from A to Z.

**TRACK 4: EMERGING MARKETS**
**ROOM 410**

**Leader:** Josh Smith, Petros PACE Finance  
**Speakers:** Holly Edging, The Sustainable Energy Fund; Kristina Klomich, GNE Finance; Susan North, Energie NY; Aaron Otwames; NYC Mayor’s Office of Sustainability; CT Energy Management Inc.

PACE continues to expand into new markets as property owners and municipal leaders learn about PACE’s benefits. In this panel, hear from stakeholders in Texas, Pennsylvania, New York, and Europe on all aspects of implementing PACE programs in new markets.

**NETWORKING BREAK**
**4:00pm - 5:00pm**

**TRACK 1: C-PACE PRACTICES FOR PROGRAM DESIGN & ADMINISTRATION**
**ROOM 406**

**Leader:** Cliff Kellogg, C-PACE Alliance  
**Speakers:** Lily Li, Hancock Software; Lynn Parins, Foley & Lardner LLP; Genevieve Sherman, Greenworks Lending; Jason Stringer, Wisconsin Energy Conservation Corporation

Hear from PACE experts on best practices for C-PACE program design and administration, including: starting and implementing a C-PACE program, developing program guidelines, designing a program from the perspective of a platform, and meeting the diverse needs of property owners, local governments, and PACE providers.

**TRACK 2: THE IMPORTANCE OF DATA**
**ROOM 408**

**Leader:** Donald Gilligan, National Association of Energy Service Companies  
**Speakers:** Beau Engman, PACE Equity; Matt Golden, Open Energy Efficiency; Stephanie Mah, Morningstar Credit Ratings

The panel will discuss the importance of data in developing and running PACE programs; lessons learned from the ESCO industry, information needed to develop effective PACE programs, and how to best make the case for PACE with data.

**TRACK 3: TEXAS CASE STUDIES**
**ROOM 412**

**Leader:** Marina Badion Kriticos, Texas PACE Authority  
**Speakers:** Kristine Canady, ECAS; Tim Crockett, PACE Building Efficiency & C & C Development; Rachel Davis, Petros PACE Finance; Jennifer Smith, Congregation Beth Israel

A panel of subject matter experts will discuss examples of how TX PACE is lowering operating costs and financing energy efficiency, water conservation and distributed generation upgrades to existing buildings across the state.
DOWNLOAD INSTRUCTIONS:
1. In the App Store or Google PlayStore, download the app “WHOVA”
2. Click “Find Your Event” and search for “PACE”
3. Click “2019 PACENation Summit” and join the event
4. Enter your email address and create a password
5. If asked for an access code, enter “Summit2019”

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