FINANCING ENERGY EFFICIENCY PROJECTS FOR FACILITIES AND SERVICES

May 12, 2020 1:00 pm – 2:15 pm

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TODAY'S MODERATOR



CRYSTA GUZMAN

ENVIRONMENT &

DEVELOPMENT PLANNER

NORTH CENTRAL TEXAS

COUNCIL OF GOVERNMENTS

WELCOME EVERYONE!

www.conservenorthtexas.org

TODAY'S SPEAKERS



MATT LOMBARDO

SALES DEVELOPMENT

MANAGER

ENERGY & SUSTAINABILITY

SERVICES

SCHNEIDER ELECTRIC



DUB TAYLOR

CHIEF OPERATING OFFICER

TEXAS PACE AUTHORITY



LISA K. TAMES

SENIOR VICE PRESIDENT

ENERGY SERVICES

BANK OF AMERICA



EDDY TREVINO

DIRECTOR

STATE ENERGY

CONSERVATION OFFICE

(SECO)

WHAT IS NCTCOG?

- Voluntary association of local governments
- Established in 1966

Assists local governments in:

Planning for common needs

Cooperating for mutual benefit

Recognizing regional opportunity

Resolving regional programs

Making joint decisions

One of 24 COGs in Texas

www.nctcog.org



NCTCOG ENERGY MANAGEMENT RESOURCES

- Webinar recordings
- Workshop presentations
- Toolkits
- White papers
- Case studies
- Best practices
- Videos
- Training presentations

Welcome to Conserve North Texas! Browse by Topic r Texas

www.conservenorthtexas.org



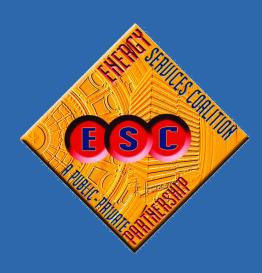
www.gosolartexas.org

Guaranteed Energy Savings Performance Contracting Basics

May 12, 2020

Presented by Matt Lombardo, Outreach Committee, ESC Texas Chapter







ENERGY SERVICES COALITION

TEXAS CHAPTER

The Energy Services Coalition (ESC) is a national network of public, private, and non-profit sector experts engaged in promoting the adoption of energy efficiency and building upgrades through guaranteed energy savings performance contracting (GESPC).

The ESC Texas Chapter is co-chaired by the **State Energy Conservation Office** and is composed of public sector representatives, state agencies, energy service companies, and non-profit energy efficiency organizations.





ESC-TX MEMBERS

- Ameresco, Inc.
- Aqua Energy Services, LLC
- Atlantic Energy Concepts
- Bank of America
- Bee
- Climatec
- D.A. Davidson & Co.
- E3 Entegral Solutions, Inc.
- Eco Engineering, Inc.
- Energy Mitigation
- Envocore
- ESA Energy Systems Associates, Inc.
- ESG a CenterPoint Energy Company
- JAYKAL LED Solutions, Inc.
- Johnson Controls International, Inc.

- McKinstry
- METCO Engineering, Inc.
- Owens Corning
- Performance Services, Inc.
- Schneider Electric
- Siemens
- SmartWatt Inc.
- South-central Partnership for Energy Efficiency as a Resource
- TEESI Engineering
- Texas State Energy Conservation Office
- The Way Companies
- Trane
- Waypoint Lighting

WHY ARE WE DOING THIS WEBINAR?

- Clarify confusion about GESPC value and process
- Education and market development
- Because we believe in it!



Guaranteed Energy Savings Performance Contracting Basics

WHAT IS PERFORMANCE CONTRACTING?

MANY DEFINITIONS

Department of Energy
Texas Code
GESPC Professionals

Guaranteed Energy Savings Performance Contracting (GESPC) is a procurement method for energy, water, renewables, and resilient capital improvements that uses **guaranteed** utility and maintenance savings to pay for the cost of the improvements.

GESPCS ARE NOT

"It is <u>not a way to save money</u>, it is a way to redirect costs and have a positive environmental impact."

"Performance Contracting is not a *financing mechanism*."

"Something that will pay for <u>all the needs</u> with energy savings!"

"It's not too good to be true!"

ENABLING LEGISLATION

- State Agencies
 - Title 10, Texas Government Code §2166.406
 - + SECO Guidelines and Review
- Public Higher Education
 - Title 3, Education Code §51.927
 - + THECB (SECO Guidelines and Review)
- Cities and Counties
 - Title 9, Local Government Code §302
- Public Schools (K-12)
 - Title 2, Education Code §44.901



GESPCs use existing budget to fund needed capital improvements. Energy services companies (ESCOs) provide technical expertise and well-tuned project management programs that help ensure you are using the best technology for your needs. Savings is guaranteed, shifting the risk to the ESCO while helping you meet your efficiency and asset management goals.

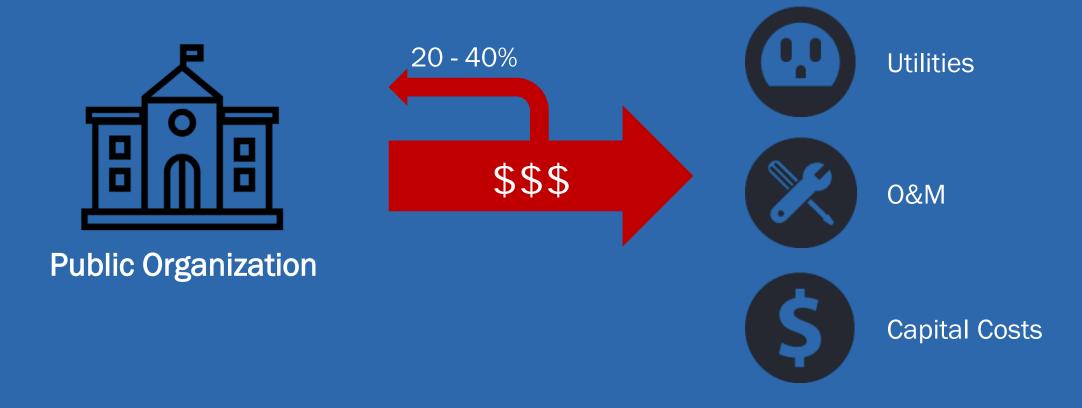
GESPCs Help Address:

- Deferred maintenance
- Building modernization
 - Budget constraints
- Limited in-house capacity or expertise
 - Limited CIP funds
 - Mitigates / eliminates risk
 - Simplification
 - Holistic rather then piecemeal
 - Long term cost savings

BEFORE GESPC



AFTER GESPC



Re-directs Existing Budget into Client Facilities

Utilities / Reactive Maintenance





Progress

Facility Improvements

Fix Deferred Maintenance

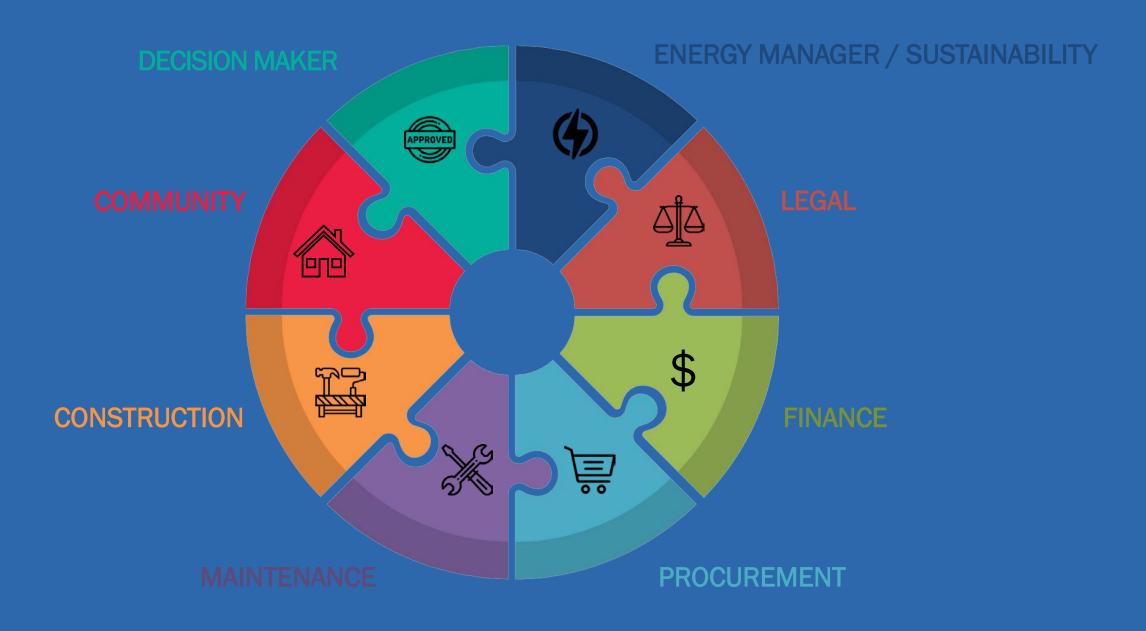
Maximize Bond Measures

Improved Working/Learning Environment





GESPC ALIGNS YOUR STAKEHOLDERS NEEDS



GESPC PROCESS

1. Build Internal Team Build a multi-disciplinary internal team to manage GESPC	3. Request for Qualifications (RFQ) Issue RFQ tailored to entity's needs and goals	5. Investment Grade Audit (IGA) and Scoping ESCO performs detailed audit to determine scope	7. Third-Party Review IGA and supporting documentation reviewed by third party engineer	9. Post Construction Operations and Maintenance (O&M) Measurement and Verification (M&V)
2. Preliminary Audit Free audit to identify possible	4. Select Partner ESCO Conduct interviews with shortlist of providers, check references	6. Submissions ESCO submits results of IGA, M&V Plan, sample documentation, and	8. Project Construction Management and oversight of construction	

draft contract

DEFINING PROJECT SCOPE

Preliminary Assessment vs. Investment Grade Audit

Preliminary Assessment

- Done at no cost to client
- Short few hours at site
- Estimated savings
- No contractor bids, estimated costs
- Used to determine if further action is warranted
- Product is a project profile

Investment Grade Audit

- Done at cost to client
- Duration of 2-6 months
- Guaranteed savings
- Contractor bids, guaranteed costs
- Used to establish the scope of the work agreement
- Intended product is an GESPC

PICKING PARTNERS

Researching & Picking an Energy Services Company (ESCO)

- References Talk to successful (and unsuccessful) projects
- Interview ESCO teams including day-to-day team
- Site visits

Request for Qualifications (RFQ) vs. Request for Proposals (RFP)

- What is the difference?
- Why is it important?
- Are there other ways to procure?
 - Interlocal / Co-op.



FINANCING

GESPC is NOT a Financing Mechanism, it's a Procurement Methodology

There are many ways to finance a GESPC:

- Tax Exempt Lease Purchase
- Maintenance Tax Note
- LoanSTAR
- Cash / Bond
- Utility Rebates *if available



Title 10, Texas Government Code §2166.406(g):

An energy savings performance contract with respect to buildings or facilities may be financed:

- 1. under a lease/purchase contract that has a term not to exceed 20 years from the final date of installation and that meets federal tax requirements for tax-free municipal leasing or long-term financing, including a lease/purchase contract under the master equipment lease purchase program administered by the Texas Public Finance Authority under Chapter 1232;
- 2. with the proceeds of bonds; or
- 3. under a contract with the provider of the energy or water conservation measures that has a term not to exceed the lesser of 20 years from the final date of installation or the average useful life of the energy or water conservation or usage measures.

MEASURING & VERIFYING RESULTS

Measurement and Verification

• Measurement & verification (M&V) activities ensure legally and contractually required savings guarantees are met in an energy savings performance contract.

When done correctly, M&V:

- Appropriately allocates risk
- Reduces uncertainty of savings estimates
- Accurately assesses costs and energy savings
- Potentially identifies operations and maintenance issues



Utilizes International Performance Measurement & Verification Protocol (Industry Standard)

RESOURCES

- Energy Services Coalition
 - Case studies
 - Sample contract documents
- State Energy Conservation Office
 - Energy Savings Performance Contracting Guidelines for State Agencies
 - Enabling Legislation
- Department of Energy
 - Energy Savings Performance Contracting (ESPC) Toolkit
- SPEER
 - Energy Savings Performance Contracting –
 From the Experts



WANT TO LEARN MORE ABOUT ESC?



ESC Texas Chapter Meeting
Wednesday, June 3, 2020, 1-3 PM
https://bit.ly/2zJdVG9

THANK YOU!



Matt Lombardo 214-507-0175 | matt.lombardo@se.com

Financing for Energy Efficiency Projects for Facilities and Services

May 12, 2020





SPEAKER:

Lisa Tames, ESC Texas Chapter



Financing Options Guaranteed Energy Performance Contracting

- Tax-exempt Lease Purchase Agreements
- Certificates of Obligations
- Maintenance Tax Obligations
- Personal Property Financial Contract Obligations
- Revenue Backed Obligations
- General Obligation Bonds
- Texas LoanSTAR Program (SECO)

What is a Tax-Exempt Lease Purchase Finance Agreement?



Tax-Exempt Lease Purchase Agreement

Fundamentals

- An installment purchase, conditional sale or lease with an option to purchase for nominal value
- Non-appropriation Clause or Firm Term
- Title to the equipment is typically retained by the Lessee
- Interest income is Tax-exempt to the lessor who passes the tax benefit to the Tax-exempt entity in the form of a lower interest cost

Advantages of Equipment and Lease Financing

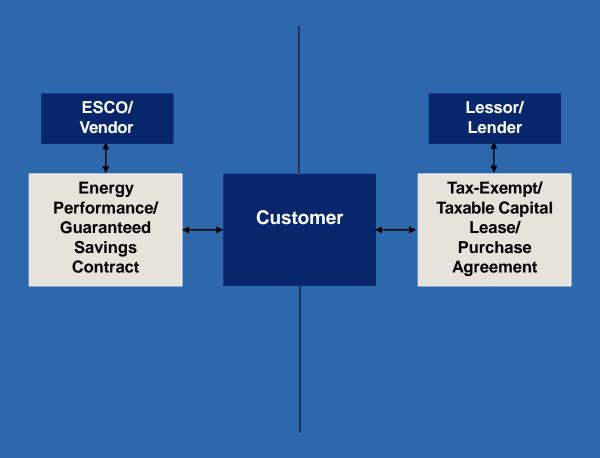


- 100% financing of project costs
- Financing tool that allows Tax-exempt entities to acquire essential use equipment
- Ability to match financing terms to the useful life of the assets payment structure
 - Voter approval may not be required
 - Low transaction expenses
 - Rate locks may be available
 - Simplified process and flexibility to meet timing requirements
 - Ability to stretch reduced Capital Improvement Plan budgets

Energy Performance Contracting Diagram

Financing Example Using a Lease/Purchase Agreement

The issuer's obligations under the Lease/Purchase Agreement are independent of the vendor's obligations under the Energy Performance Contracting Agreement.



Various Project Profiles

Energy Performance Contracts

Central Utility Plants, District Energy/DG Facilities

Renewable Energy

Case Study:

El Paso Independent School District

Tax-exempt Lease Purchase Financing

Transaction Size:

Phase 1 - \$10.8 Million

Structure:

Tax-exempt Equipment Lease Purchase Agreement

Tenor:

Phase 1-15 years plus a 12 month installation period

Equipment Type:

Interior and exterior LED lighting, HVAC Upgrades, water conservation measures, building automation system and controls, sub-metering

Energy Saving

Phase 1 - \$14.8 Million in Guaranteed Energy Savings

S:

THANK YOU!



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646-855-4415

A TX-PACE PRIMER for LOCAL GOVERNMENTS



NCTCOG May 12, 2020

WHAT IS TX-PACE?

TEXAS PROPERTY ASSESSED CLEAN ENERGY (FINANCING)

A simple way of paying for capital projects with no money out of pocket

What: Long term, low cost 100% financing for energy efficiency, water conservation and distributed generation projects

<u>Where</u>: **Commercial** (including non-profit), **industrial** (manufacturing/agricultural) and **multi-family** (5+units) **properties**

<u>How</u>: Repaid via **special property assessment** over the useful life of the improvements

- State Authorized
- Local Government Enabled & Non-profit Administered
- Voluntary & Open Market



PACE is a WIN-WIN-WIN

- <u>Property Owners</u> lower utility bills, energy independence, energy efficiency, property value increase
- <u>Contractors</u> source of increase in business, more local hiring, best practices, keeping up with technology advancements
- <u>Lenders</u> new loans, steady & stable process, fully collateralized, Tax Assessment lien position, improved asset value
- Communities increased economic development and jobs, improved building infrastructure, more appealing building stock and plants
- State of Texas reduced peak demand, enhanced grid reliability, distributed generation as resilient power source, improved air quality, water resource conservation



WHAT TX-PACE DOES



Creates Local Jobs . Improves Resource Conservation . Saves Money



Texas PACE answers the question... How are we going to pay for it?

TX-PACE is transforming how developers, owners, and contractors look at projects

Proving that there is a clear path forward for energy and water efficiency, and distributed generation projects in existing buildings and plants



ELIGIBLE IMPROVEMENTS

Projects that reduce energy or water usage or generate energy onsite

Energy

- High efficiency chillers, boilers, and furnaces
- Mechanical system modernization
- Air cooled systems to water or geothermal cooled systems
- > Energy management systems and controls
- High efficiency lighting upgrades
- Building envelope improvements
- Combustion and burner upgrades
- Fuel switching
- Heat recovery and steam traps
- Renewable/DG energy systems

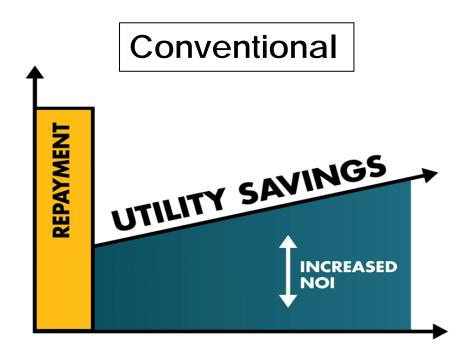
Water

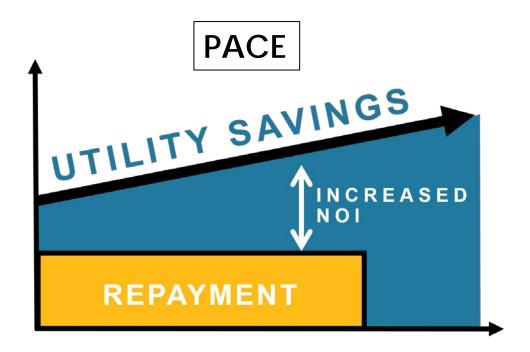
- > High efficiency water heating systems
- Water conservation systems
- Wastewater recovery and reuse systems
- Alternate, on-site sources of water (A/C condensate, rainwater, RO reject water, foundation drain water, etc.)
- On-site improvements to accommodate reclaimed water use
- Water management systems and controls (indoor and outdoor)
- High efficiency irrigation equipment



WHY TX-PACE?

Lower Utility Costs & Increased Net Operating Income







HELPS OVERCOME INVESTMENT BARRIERS

Investment Barrier	TX-PACE Solution
Upfront capital	No upfront capital needed
Short financing term / long ROI	Funded up to life of equipment (20 years+)
Lack of funding	100% financing – not a personal or business loan
Landlord / tenant split incentives	Can be passed to tenants
Short-term ownership	Stays with the land - is transferred upon sale



FINANCIAL IMPACT OF TX-PACE

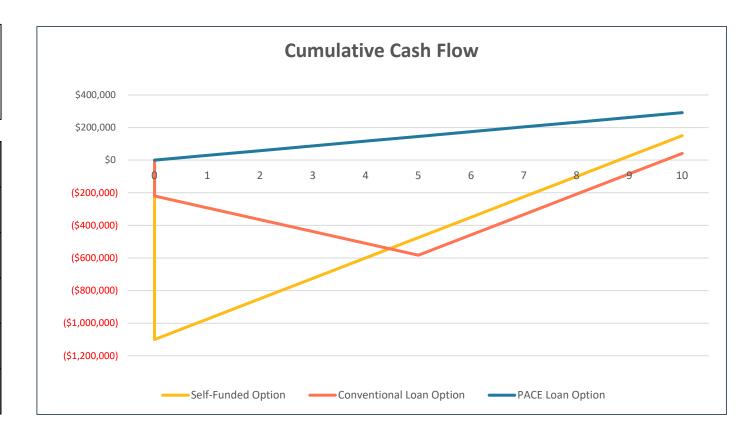
- Increases property value with no capital investment by building owner
- Generates positive cash flow immediately

Example

Efficiency Upgrade: \$1.1M

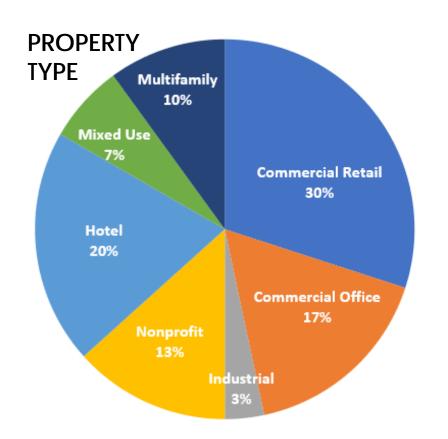
Savings: \$125K/yr

Project Cost	\$1,100,000	
Term	20 Yrs @6%	
Annual Pmt	(\$95,903)	
Avg Annual Savings	\$125,000	
NOI Impact	\$29,097	
Value Impact (@7.5%)	\$296,629	

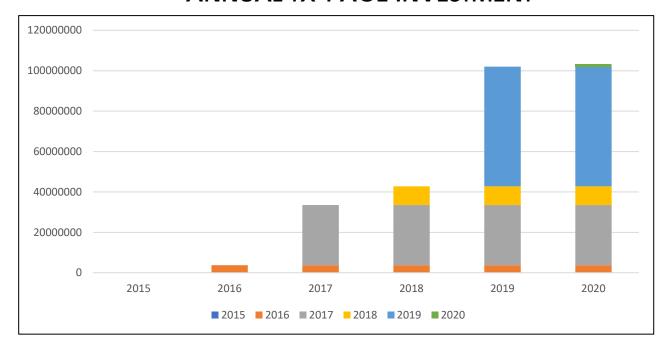




TX-PACE BY THE NUMBERS



ANNUAL TX-PACE INVESTMENT



MEASURE TYPE

Energy Efficiency: 55% / Water Conservation: 33% / Distributed Gen: 12%

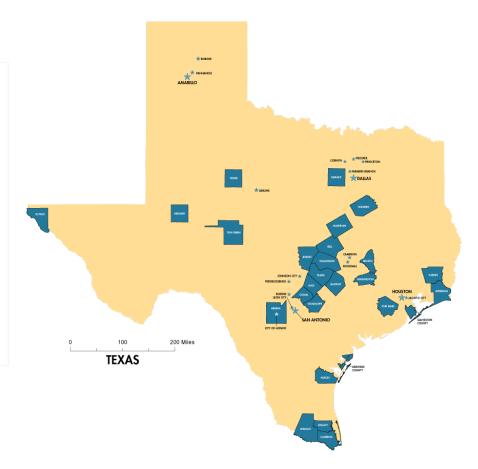


THE GROWING TX-PACE MARKET

- > \$106 million of investment to date
- > 60% of state population covered

COUNTIES

Aransas County	Bastrop County	Bell County
Brazos County	Burnet County	Cameron County
Comal County	El Paso County	Fisher County
Fort Bend County	Galveston County	Guadalupe County
Hardin County	Hays County	Hidalgo County
Jefferson County	Medina County	McLennan County
Midland County	Navarro County	Nueces County
Tarrant County	Tom Green County	Travis County
Washington County	Willacy County	Williamson County



CITIES

City of Abilene	City of Amarillo	City of Boerne	
City of Borger	City of Cameron	City of Corinth	
City of Dallas	City of Farmers Branch	City of Fredericksburg	
City of Hondo	City of Houston	Jacinto City	
Johnson City	City of Leon Valley	City of Panhandle	
City of Princeton	Town of Prosper	City of Rockdale	
City of San Antonio			



LOCAL ADOPTION PROCESS



City/County/Political Subdivision

- 1) Post Report on how PACE program will work
- 2) Public briefing/discussion (optional)
- 3) Pass Resolution of Intent to establish PACE program
- 4) Public hearing (required)
- 5) Pass Resolution to Establish PACE program
- 6) Select administrator

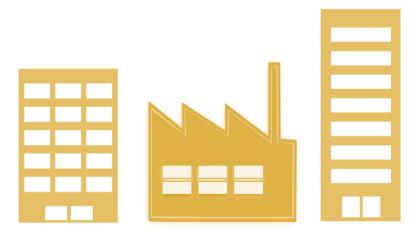




Local Governments



Property Owners





TEXAS★**PACE**

AUTHORITY





Service Providers

HOW PACE WORKS

A Building Owner:

finds a contractor

selects a project identifies a capital provider

applies to PACE program

If the owner, building, and project all meet PACE requirements:

the owner signs a contract with the PACE program, which places a senior lien on the property

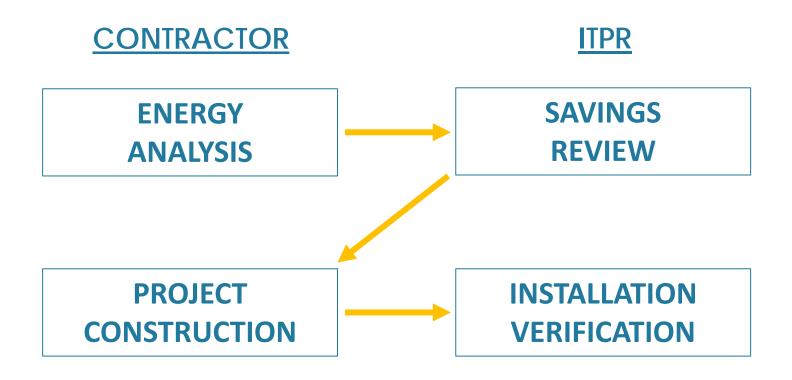
capital provider signs a contract with the county in exchange for the assessment payments

the capital provider supplies funding

contractors complete the project the owner sends installment payments directly to the lender



THE PROCESS - PROJECTS





CONGREGATION BETH ISRAEL

Austin / Travis County



Measures:

- > HVAC
- BAS controls
- Window film

Utility Incentives:

\$11,000

Assessment Total:

\$452,105

Utility Savings:

20%Annually





Butler Brothers Building - Dallas

City of Dallas

Measures:

- > HVAC
- Lighting
- Insulation, roof
- Windows
- Plumbing fixtures

Incentives:

\$21 million Historic Tax Credits

Assessment Total:

\$23.9 million

Annual Utility Savings: 40%

Electric: 6.6 million kWh

Water: 700K gallons





CAPITAL STACK APPROACH: DEVELOPER

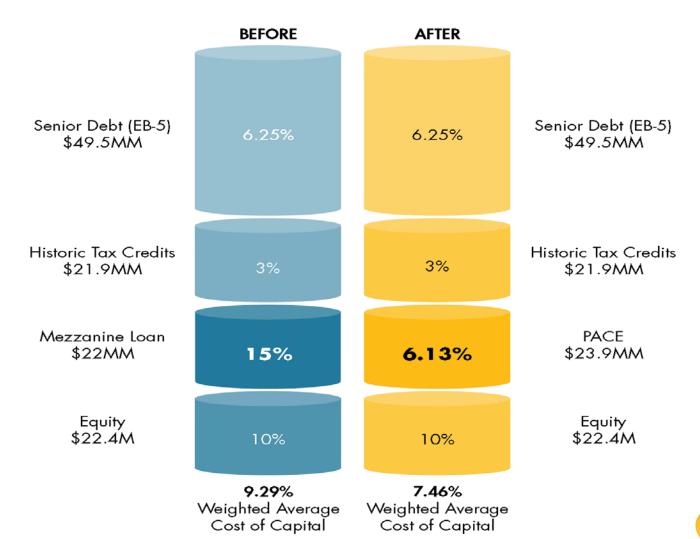
Redevelopment Example

Before

- > \$116M
- > 9.29% cost of capital

After

- > w/\$24M PACE loan
- > \$118M
- > 7.46% cost of capital (-20%)





ELGIN GENERAL STOREElgin / Bastrop County



Measures:

Solar PV

Incentives:

USDA: \$31,000

Utility: \$38,000 (Oncor)

Assessment Total:

\$120,000

Utility Savings:

Electric: 26% Annually





R.J. LIEBE COMPANY

Corsicana / Navarro County



Measures:

- > HVAC
- LED lighting

Assessment Total:

\$325,000

Utility Savings:

30% Annually



> ~75 new, permanent manufacturing jobs



AGAIN...PACE is a WIN-WIN-WIN

- <u>Property Owners</u> lower utility bills, energy independence, energy efficiency, property value increase
- <u>Contractors</u> source of increase in business, more local hiring, best practices, keeping up with technology advancements
- <u>Lenders</u> new loans, steady & stable process, fully collateralized, Tax Assessment lien position, improved asset value
- Communities increased economic development and jobs, improved building infrastructure, more appealing building stock and plants
- <u>State of Texas</u> reduced peak demand, enhanced grid reliability, distributed generation as resilient power source, improved air quality, water resource conservation



RESOURCES

- Texas PACE Authority: <u>www.texaspaceauthority.com</u>
 - TX-PACE Program Guide and Technical Standards www.texaspaceauthority.org/Documents/Program%20Guide.pdf?dl=0
 - Events and Training www.texaspaceauthority.org/event-directory
- Texas State Energy Conservation Office (SECO)
 https://comptroller.texas.gov/programs/seco/funding/pace.php
- PACENation: https://pacenation.org/
- US Department of Energy www.energy.gov/eere/slsc/property-assessed-clean-energy-programs



QUESTIONS?

Dub TaylorChief Operating Officer
dub@texaspaceauthority.org



TEXAS' OPEN-MARKET PACE PROGRAM ADMINISTRATOR

www.TexasPACEAuthority.org





LoanSTAR

for

Public K-12 Schools

Local and County Governments

Public Higher Education Universities

State Agencies

NOTICE OF LOAN FUND AVAILABILITY

Maximum loan size per application \$8 million (\$3 million min for repaid ARRA)

> Loan Payback Requirements ≤10 yrs (≤15 yrs) / ≤EUL

Maximum number of loans three per applicant

Interest Rates
General fund - annual rate of 2 percent
Repaid ARRA fund - annual rate of 1 percent.

Applications Reviewed on a first-come, first-served basis.

Application Submission
Open enrollment through Aug. 31, 2020 – 2 p.m. CT



General Guide

Eligible Borrowers

- Public taxpayer supported entities
- 10 Texas Gov't Code §2305.032
- 34 Tex. Admin. Code §19.41-45

Loan Qualification Criterion

- Permanently affixed
- Own and Occupy

Third Party Review



306 loans \$532 million

\$647 million saved

Loan Recap

- K-12 schools
 - 144 (\$138,350,000)
- Local and County Governments
 - 58 (\$149,000,000)
- Hospital Districts
 - 13 (\$7,400,000)
- Higher Education
 - 17 (\$54,900,000)
- State Agencies
 - 74 (\$183,000,000)



www.seco.cpa.texas.gov



Funding & Incentives

SECO Funding Opportunities

LoanSTAR Revolving Loan Program

Other Funding Resources



Programs

Alternative Fuels Program

Clean Energy Incubators

Industrial Energy Efficiency

Innovative Energy Demonstration Program

Local Governments Program

Schools Program

State Agency and Higher Ed. Program

Pantex Program

Watt Watchers



Energy Codes

Training & Code Compliance

Energy Code Adoption Process

Code Contacts

Commercial & Multi-Family Construction

Single-Family Construction

State-Funded Buildings

Local Ordinances

Texas Water Conservation Standards



Resources

Combined Heat and Power in Texas

Energy Efficiency Best Practices Guide

Energy Savings Performance Contracting

Remote Energy Audits



About Us

Contact Us

Contract Portal

Sign up to receive updates 🗹





Energy Reporting

State Agencies and Institutions of Higher Ed.

Local Government

Utilities

Schools

SECO Funding Opportunities

https://comptroller.texas.gov/programs/seco/funding/



SECO FUNDING OPPORTUNITIES

Throughout the year, SECO announces various funding opportunities to support efficiency programs. Funding opportunities include Notice of Loan Fund Availability for the LoanSTAR program, Request for Applications for energy efficiency grants and Requests for Proposals for qualified firms to contract with SECO on projects.

Notice of Loan Fund Availability — LoanSTAR Program

Posted Oct. 18, 2019 — The Texas LoanSTAR (Saving Taxes and Resources) revolving loan program provides low interest rate loans to assist Texas public institutions by financing their energy-related cost-reduction retrofit projects.

Open enrollment through August 31, 2020

Sign up \mathbb{Z} to receive notifications from SECO when new funding opportunities become available.



Sign Up!

www.seco.cpa.texas.gov



Funding & Incentives

SECO Funding Opportunities

LoanSTAR Revolving Loan Program

Other Funding Resources



Programs

Alternative Fuels Program

Clean Energy Incubators

Industrial Energy Efficiency

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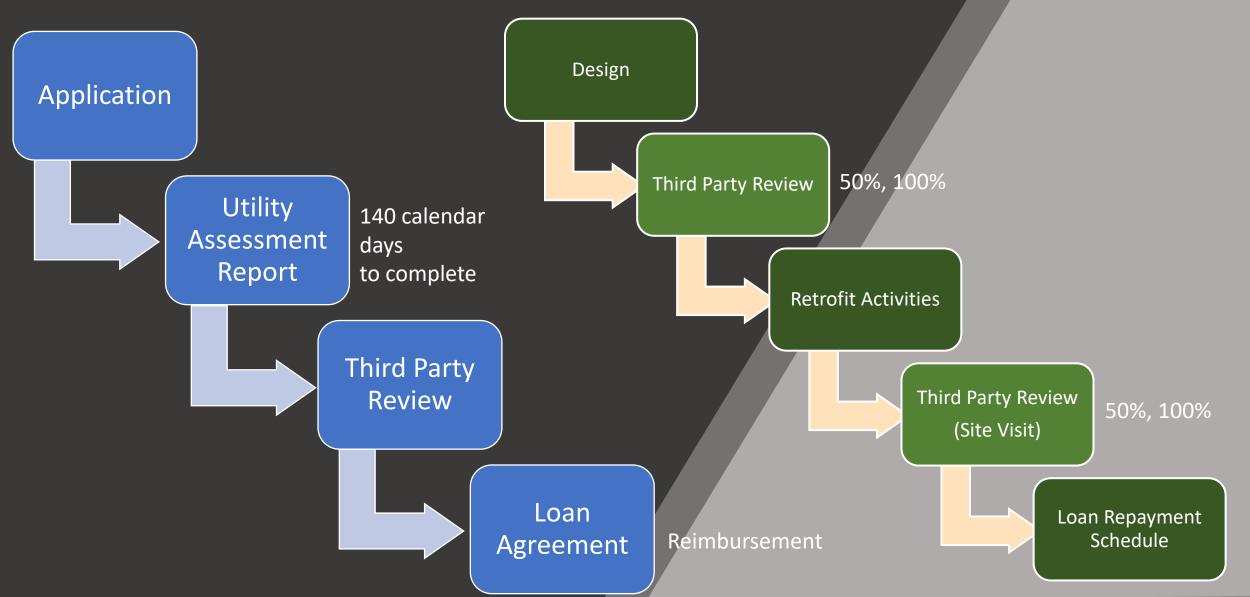
Contract Portal

Sign up to receive updates 🗹





Loanstar Process





LOANSTAR TECHNICAL GUIDELINES

The LoanSTAR Program requires that a detailed Energy Assessment Report be prepared according to the following LoanSTAR Technical Guidelines.

LoanSTAR Guidebook, Volume I (Word)

Volume I provides a road map for engineers preparing Energy Assessment Reports for the LoanSTAR Program. It identifies policies to be followed for project calculations and outlines the required format for presenting the projects to SECO for technical evaluation.

LoanSTAR Guidebook, Volume II (Word)

Volume II provides simplified calculation methods for many common energy savings measures. These calculation methods are reduced to look-up and fill-in-the-blank procedures and are provided as an aid for analysts.



TYPES OF PROJECTS FUNDED:

- * Energy Efficient Lighting
- * High Efficiency HVAC
- * Energy & Water Efficiency Management Systems
- * Energy Recovery Systems
- * Building Shell Improvements
- * Load Management Measures
- * Energy Management Information Systems and Metering
- * Whole Building & Systems Commissioning
- * Electric Demand Reduction
- * Power Factor Correction
- * Load Shifting (eg, TES)



Frequently Asked

Questions

WHO CAN DEVELOP A UAR?

A Professional Engineer licensed in the State of Texas with knowledge and experience with mechanical, electrical and building envelope systems found in institutional and commercial facilities; knowledge and experience in energy efficiency retrofits; understanding of building and operations procedures; knowledge and experience in conducting energy analyses and preparing comprehensive reports on the findings.

WHAT CONTRACTING MECHANISMS CAN BE USED?

- Design/Bid/Build
- Design/Build
- Energy Saving Performance Contracts (ESPC)

CAN WE APPLY FOR A LOANSTAR LOAN ON PROJECTS ALREADY STARTED OR CONSTRUCTED?

No expense paid prior to obtaining final loan agreement signatures for both parties will be reimbursed except the fee paid for completion of the UAR.

NOTE: All project expenses are to be included in the itemized cost estimates required by UAR submission.



RECENT REVISIONS:

Texas Historical Society (THC)

If the structure is 45 years old or older, listed or eligible for listing in National Register for Historic Places, located in National Register Historic District, or is in a locally designated Historic District, borrower must consult with THC regarding review of 36CFR §800.5 to determine the potential for damage caused by LoanSTAR funded projects.



Eddy Trevino, Director 512-463-1876 eddy.trevino@cpa.texas.gov

www.seco.cpa.texas.gov



QUESTIONS



MATT LOMBARDO

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CONSERVATION OFFICE

(SECO)

JOIN US IN JULY



UPCOMING JULY 2020



Procurement
Options to
Support Energy
Reduction



Workshops and Training Opportunities

On the calendar below you can find events, workshops, seminars, webinars, and training opportunities in the North Texas region related to water, energy, and transportation. You can add events to your own caldendar, or subscribe to the entire calendar to have it next to your own calendar.

Upcoming Events

day <	> May 202	20 🗸		₹ Subscribe	Month \	Week Schedule
SUN	MON	TUE	WED	THU	FRI 1	SAT 2
3	0	5	6	7	8	9
10	11	12 • 1pm Webinar: Fin	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

Past Events and Event Documents

Facility Retrofits to Reduce Overall Energy and Water Consumption

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THANK YOU!

Presentations, upcoming webinars, and training opportunities posted at www.conservenorthtexas.org

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Matt Lombardo is a representative from the Energy Services Coalition Texas Chapter. He has 10+ years of experience in the Guaranteed Energy Savings Performance Contracting Industry and continues to work in it as a Sales Team Manager for Schneider Electric. He has wide ranging experience in the industry having held different roles in both early project development and in assuring ongoing project performance during the guarantee period. Matt holds an MBA from the University of Texas at Dallas. He and his wife Melanie reside in Celina, TX with their two wonderful little children.

Lisa Tames is a Senior Vice President and Senior
Leasing Sales Specialist in Bank of America's Global
Leasing Energy Services Group. She focuses on the
origination and structuring of energy-related
financings in the Central and Rocky Mountain States
and has originated over \$200 million in transactions
for borrowers in the government, NFP, healthcare
and general industry sectors, as well as with ESCOs
and energy equipment manufacturers and utilities.
Prior to joining Bank of America, Lisa was a credit
underwriter and originator in the Healthcare and
Energy/ Government Group at CitiCapital. Lisa has
over 30 years of experience in banking and finance at
large financial institutions. She holds a B.S. in
Business

Dub Taylor joins Texas PACE Authority as chief operating officer after 20 years as the director of the Texas State
Energy Conservation Office (SECO). Under his leadership, SECO helped the state make the most of domestic energy, reduce state and local government energy costs and promote cost-effective clean energy technologies. This work included overseeing engineering technical assistance across Texas and growing the LoanSTAR (Loans to Save Taxes And Resources) financing program to over \$200 million, with SECO originating and servicing hundreds of loans to public entities while maintaining a zero default rate.

Prior to SECO, Taylor's public sector experience includes six years with the Texas Railroad Commission's Alternative Fuels Research and Education Division. Taylor's private sector experience was focused in commercial real estate, property appraisal and property tax consulting. He is a native of Dallas and graduate of the University of Texas at Austin.

Eddy Trevino is the Director of the Texas State Energy Conservation Office (SECO). In addition to his daily management and oversight activities, he oversees the State Energy Program activities, the LoanSTAR revolving loan program, and the Clean Energy Incubator initiative.

Under Mr. Trevino's management of the LoanSTAR revolving loan program, fund value has increased to \$230 million with over 325 loans. There have been no loan defaults over the life of the loan program.

Between September 1, 2018 and July 31, 2019, the Clean Energy Incubator program activities resulted in an economic impact of \$28,435,933 to the state of Texas.

Mr. Trevino's professional designations include a registered Professional Engineer and a Certified Energy Manager. He has 29 years of engineering and management experience. While attending the University of Texas at Austin, Mr. Trevino earned the following degrees: Bachelor in Architectural Engineering (1980), an MBA (1986), and a Master in Technology Commercialization (2001).