Finance Roundtable

Accelerating scale up of LED street lighting: Financing city LED projects in developing regions

Date: 22nd September 2016
Venue: PWC Offices, 300 Madison Avenue, New York City, Room 22303 on the 22nd floor.
Security registration on Ground Floor (PLEASE BRING PHOTO IDENTIFICATION).

Time(s):
1. Finance Roundtable: 10:00am - 12:30pm
   Networking Lunch / Buffet
2. USA City/Utility Roundtable: 2.00pm – 4:00pm
   Close and networking until 4:30pm

The Climate Group is looking forward to your participation in the closed door discussion on ‘Financing city LED projects in developing countries’ as part of Climate Week NYC on September 22nd in New York.

This event will discuss new approaches to project funding in developing regions, including risk-mitigation instruments that could be supported by foundations and combined with commercial funding, thereby unlocking much larger sources of domestic and international financing. The outcome is to identify viable and sustainable financial structures that can demonstrate the viability of investments in energy efficient the lighting sector, based on repayment using, cities’ energy savings.

We would like to provide you with details for the event, outline agenda and themes for discussion as well as a list of invited participants.

Modus Operandi

The roundtable will be hosted under Chatham House rules. “Participants are free to use the information received, but neither the identity nor the affiliation of the speaker(s), nor that of any other participant, may be revealed”.

## Outline Agenda - Finance Roundtable

### Roundtable: Opening Address
**Damian Ryan**, Acting CEO, The Climate Group
- Roundtable introductions from participants

### Focus on LED Street Lighting
**Dr Peter Curley**, Consultant and LED specialist, The Climate Group
- Presentation on The Climate Group LED city consultation findings, Calls to action for 2025 adoption targets; and introduction to challenges around LED financing.

### LED Finance Overview: WB and IFC perspectives
**Megan Meyer**, Energy Specialist, The World Bank
- Overview of LED financing and new approaches, including global and regional updates from activities eg. Brazil and India

**IFC Speaker – TBC**
- Summary of LED financing approaches and experiences from the IFC.

**Chizuru Aoki** - GEF
- Overview of potential support/grant updates.

### Private Investors/Manufacturers/Donors & foundation perspective
**Brian DePlaut** - Philips Lighting Capital
- Funding risk/models – view from a manufacturer/finance perspective.
- With slide contributions and input from participants around the table.
- **Financiers** – challenges funding LED projects, developing LED investment portfolios, technical/contractual risks, exchange rates, bonds, territorial boundaries, role loan guarantees can play etc.
- **Donors/Foundations** – Energy Efficiency and Energy Access (EE+EA), the enabling role of LEDs, support for developing and testing alternative concessionary seed fund/first loss loan guarantee approaches.

### Supporting Policies to accelerate investments
Contribution from participants around the table.
- Role policies and governments can play in facilitating finance, challenges on how to reduce perceived regional ‘risk’ (Brazil, India), benefits of large national scale programs and co-ordinated policy, bulk procurement etc.

### Accelerating Scale up of LEDs; recommendations from investors / financiers.
**Moderator: Peter Curley, The Climate Group**
- Developing top 5 actions investors/financiers could recommend to help drive focus on LED city adoption, address risk challenges, and the ‘environment’ for creating larger portfolio scale investment opportunities.

### Meeting Summary + next steps
- **Damian Ryan**, Acting CEO, The Climate Group

### Meeting Close
- 12:20 am
- 12:30 am
Invited Participants

Participating in one or both of the LED roundtables.

Peter Curley – Consultant and LED specialist, The Climate Group
Arianna Tozzi – Project Officer, The Climate Group
Damian Ryan – Acting CEO, The Climate Group
Chizuru Aoki – Lead Environmental Specialist, Global Environment Facility (GEF)
Ms Minenhle Bhengu – Assistant Protocol Officer, KwaZulu-Natal Department of Cooperative Governance & Traditional Affairs
Rachel Brekke - Aide to the commissioner Solomon
Geoff Bristow – Regional Energy Programme Manager, PA Department of Environmental Protection
Brian Buckley – Policy Research and Analysis Associate, NEEP
Brian Carlstrom – Deputy Associate Director, Natural Resource Stewardship and Science National Park Service (NRSS)
Jeff Cassis – SVP - Global Lighting Systems, Philips Lighting
Upendra Chivukula – Commissioner, New Jersey Board of Public Utilities
Brian DePlautt – Head, Philips Lighting Capital NAM
Ms Nomusa Dube-Ncube – MEC, Dept Cooperative Gov. & Traditional Affairs, KwaZulu-Natal
Jake Elder – Organizational Strategist and Climate/Resiliency Advocate, Bloomberg Associates
Thierry Fornas, President, EcoAct:
Angie Fyfe – Executive Director, ICLEI - Local Governments for Sustainability
Jacob Galardi – Analyst, Emerging Energy & Environment Group (EEE)
Fabrice Guercy - Capital Project and Infrastructure, Price Waterhouse Cooper
Rhaman Johnson – Regulatory Advisor, Confidential Aide, New Jersey Board of Public Utilities
Anadi Jauhari – MD, Emerging Energy & Environment Group (EEE)
Jeremy Levin – Senior Energy Specialist, International Finance Corporation (IFC)
Jennifer Layke – Director - Building Efficiency Initiative, World Resources Institute (WRI)
Renou le Chateuier - Manager, Communications & Marketing; EcoAct
Wenxin Li – Associate Operations Officer, International Finance Corporation (IFC)
Cindy Malinchak – State and Local Government Segment, Philips Lighting
Luiz Maurer – Principal Industry Specialist, The World Bank (WB)
Crystal Mcdonald – Project Officer, USA Department of Energy
Megan Meyer – Energy Specialist, The World Bank (WB)
Sean Mongan – Director of Business Markets Sales, National Grid
David Mole – Fundraising, The Climate Group
Alvaro Nunez, Business Development Manager at Munich Reinsurance America, Munich Re
Russell Pullan – Chair, CoPower
Chris Recchia – Commissioner, Department of Public Service, State of Vermont
Daniel Rogers – Manager, ICF International
Conor Riffle - Director, Cities and Data Product Innovation
Jigar Shah – Co-Founder, Generate Capital Inc
Nisht Shah – Director of Marketing, Philips Lighting
Dianne Solomon – Commissioner, State of New Jersey
Brad Tito, Program Manager, Communities and Local Government, NYSERDA
Harry Verhaar - Head of Global Public & Government Affairs, Philips Lighting
Michelle Wyman – Executive Director, National Council for Science and the Environment (NCSE)
George A. Woodbury – President – LightSmart Energy Consulting, LLC
Brandon Zaharoff – Investment Professional, Pegasus Capital Advisors
Mrs Mandisa Zungu – Director: Spatial Planning, KwaZulu-Natal Department of Cooperative Governance & Traditional Affairs
Other Invited TBCs:

Divya Bendre – Green Bonds Responsible Investment, Sustainability, HSBC
Rick Bunch – Director, South East Michigan Street Lighting Consortium
Katy Clarke – Energy Efficiency Office, US Department of State
Jill Duggan – Director of Policy and Director of The Prince of Wales’s Corporate Leaders Group (CLG) University of Cambridge
Daniel Esty - Hillhouse Professor of Environmental Law and Policy, School of Forestry & Environmental Studies and Clinical Professor of Environmental Law & Policy, Yale Law School
Noah Horowitz - Senior Scientist/Director, Center Energy Efficiency, Energy & Transportation, NRDC
Paul Lussier – Lecturer, Yale School of Forestry & Environmental Studies
David Norwood – Sustainability Coordinator, Mayor’s Office, City of Dearborn
Michael Northrop - Program director for the Sustainable Development grant-making program, Rockefeller Brothers Fund
Russell Patterson – Fellow, Yale Center for Environmental Law & Policy
Rick Sedano – Director, Regulatory Assistance Project (RAP)
Helen Spence-Jackson – Senior Programme Manager, Cambridge Institute for Sustainability Leadership University of Cambridge
Terri Wills – CEO, World Green Building Council (WGBC)
Roundtable Location

PWC Offices, 300 Madison Avenue, New York City, Room # 22303, 22nd floor

- 300 Madison is located on the corner of 42nd street and Madison Ave. The main entrance is on 42 and Madison. The building extends to 41st street and has a rear entrance on 41 and Madison.

- Upon entering the main entrance, guests will go up an escalator to the main lobby.

- You will go a security desk and will be issued a building pass. *(Please have photo ID)*. A security guard will escort guests to the 22nd floor (our reception floor for PwC).
Contact Information

We look forward to greeting you on the 22nd Sept, and if you have any questions please do not hesitate to contact:

Dr Peter Curley: pcurley@theclimategroup.org

Arianna Tozzi: atozzi@theclimategroup.org