

THE ANCA ENERGY ONE STOP

Driving the North Country to a more resilient & localized energy economy.

2016 Clean Energy Economy Conference

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OVERVIEW

- **Framing the Discussion:** ANCA & energy goals
- **Background:** Origins of the Energy One Stop (EOS)
- **Framework:**
 - Energy Circuit Riders
 - Public-Purpose Project Financing
- **Timeline**
- **Pilot Projects:** 10 by '18
- **Next Steps**
- **Q & A**
- **Stakeholder Input:** Survey

FRAMING the DISCUSSION: ANCA

ANCA is...

ANCA is an independent non-profit organization working to build dynamic local economies that sustain thriving communities in Northern New York. Since 1955, ANCA has leveraged the investment of hundreds of millions of dollars into key sectors that drive sustainable local economic development. www.adirondack.org

Regional Advocacy

Local Economies

Clean Energy

FRAMING the DISCUSSION: ANCA energy goals

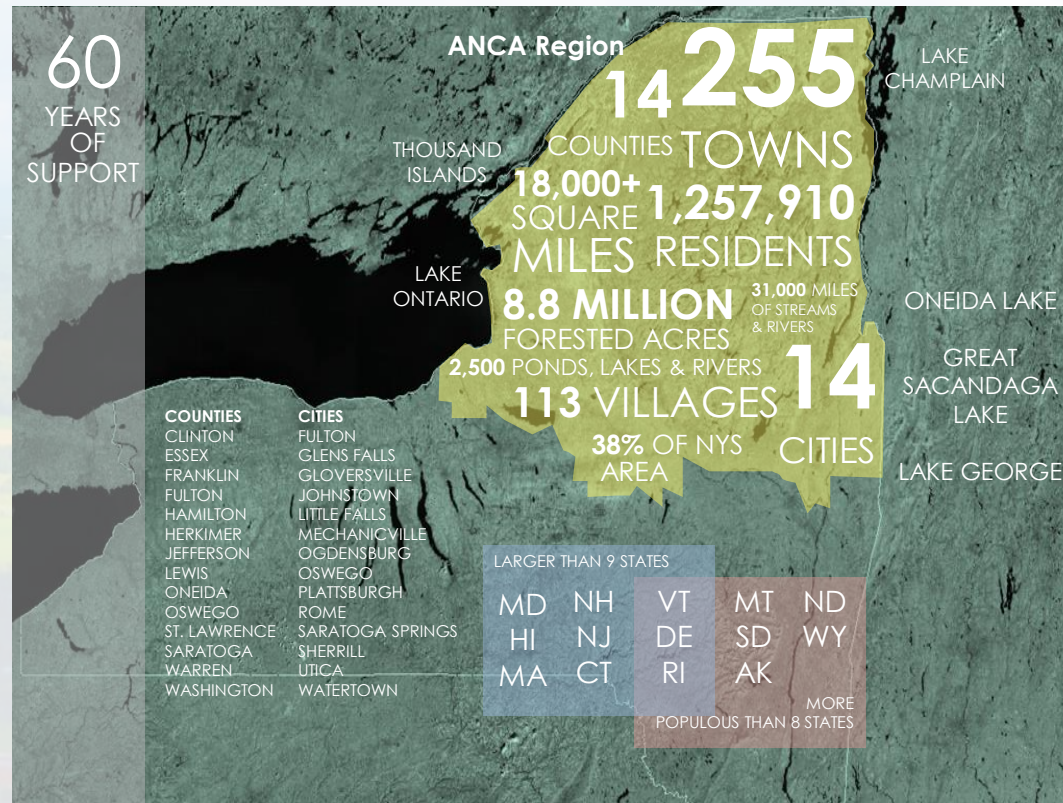
ANCA 5-year strategic energy goal:

Drive the North Country to a more resilient and localized energy economy

Success looks like:

- Continued double-digit growth in installed renewable energy systems (regional)
- Alignment of sustainable wood supply management & growth practices
- Measurable increases in biomass supply chain job creation/retention
- Measurably reduced energy bills for regional municipal governments
- Region as model for renewable energy drivers of local economic development
- Growth and diversification of funding for ANCA's energy programs

FRAMING the DISCUSSION: ANCA region



**Pilot Region =
REDC North Country**

Clinton
Essex
Franklin
Hamilton
Jefferson
Lewis
St. Lawrence

BACKGROUND

The challenge

- Rural municipal buildings & schools = underserved market
- Particularly evident in the North Country
- Low-moderate income (LMI) communities are prevalent
- Limited access to natural gas
- Added cost to tax payers
- Higher greenhouse gas (GHG) emissions from building sector

BACKGROUND

Barriers

1. Limited staff, budget, and dependable information to identify potential cost saving opportunities
2. Limited access to expertise needed to pursue the project and/or implement the improvements
3. Limited access to acceptable financing

FRAMEWORK

ENERGY CIRCUIT RIDERS (barriers 1 & 2)

outreach, support, time, capacity, expertise, data tracking

+

PUBLIC-PURPOSE PROJECT FINACING MECHANISM (barrier 3)

cash-flow-positive, long-term, low rate, creative

FRAMEWORK: Energy Circuit Riders

Role: Work from within, act as a “plus 1”

- **Steward** capital improvements as trusted advisers
 - direct support and counsel
 - connection to qualified experts
- **Provide access** to a current portfolio of available options
- **Stay abreast** of available relevant information through ongoing training
- **Advocate** for communities and their members within specified territories

“Play an integral role in developing, driving and implementing solutions to overcome barriers to acceleration of adoption of clean energy and energy efficiency in the public-purpose sector, affecting measureable monetary savings, job creation, and reductions in greenhouse gas emissions.”

FRAMEWORK: Energy Circuit Riders

Responsibilities

- Establish long-term, stable relationships
- Identify goals for/barriers to successful implementation of energy projects
- Assist in understanding and selecting the best available opportunities
- Develop project pipeline

FRAMEWORK: Energy Circuit Riders

Responsibilities

- Develop creative solutions and test market-based approaches to overcoming barriers
- Implement pilot projects, evaluate success, make adjustments as needed
- Collect baseline data, contribute to data collection and regional building database development

FRAMEWORK: Public-Purpose Project Finance

Cash-flow-positive transactions

- No out of pocket costs
- Regional lending partners
- Creative solutions, case-by-case
- Energy Circuit Riders in project management role

TIMELINE: 3-year Project Window

2015

- Project scope and contract negotiation

2016

- Training Curriculum & Portfolio
- Outreach to regional municipalities and school districts
- 4 Energy Circuit Riders by Q3
- Business Plan development for public-purpose financing

2017

- Project Pipeline development & Building Baseline Profiles
- Project selection
- Commitment (& implementation)

PILOT PROJECTS: NYSERDA/CGC

10 projects before 2018

- From energy efficiency to systems-level upgrades/additions
- Utilize regional expertise: energy auditors, contractors, installers, financial institutions, etc.
- Letters of commitment from building owners and lenders
- Energy Circuit Riders steward project implementation and track impacts (data collection)

NEXT STEPS

Anticipated activities in summer 2016

- Hire and train Energy Circuit Riders
- Engage municipal and school district leaders across region
 - County-wide meetings
 - One-on-one meetings/site visits
 - Webinars (?)
- Begin to identify likely projects
- Develop Energy One Stop portal on ANCA website

The ANCA Energy One Stop TEAM

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Q & A

Stakeholder Input/Feedback Survey

Please help us to create the most useful approach and tools.

Contact us to get involved!

Visit our website: www.adirondack.org

Call our office in Saranac Lake: [518-891-6200](tel:518-891-6200)

Visit our **TABLE** to learn more.

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