

# FINANCING EE: THE FORGOTTEN BARRIER

A variety of barriers can prevent the funding of energy efficiency projects, from lack of similar projects for comparing expected savings to unclear metrics for analyzing performance. Fortunately, specialized financing mechanisms are available to help overcome upfront costs and other financing barriers. Participants will ask:

- Where to start?
- What are the steps?
- Did it work?
- Where do I get the help?

Industry leaders need to collaborate on data collection and research efforts to help prove the link between energy efficiency and financial performance.

This workshop will be the starting point for addressing the forgotten barrier and showcasing solutions for Abu Dhabi's retrofit market.

## BENEFITS OF ATTENDING

- High quality course material including check lists, contacts, and examples
- Effective and targeted training and advice provided by an accredited provider, operating to the highest industry standards
- Certificate of completion signed by course instructor
- Coffee breaks and afternoon lunch
- CEUs and CPU points: 0.7 and 2.0

## SEPARATELY BOOKABLE

## WORKSHOP FEES

Workshop Fee: Early bird: \$699  
Government Fee: Early bird: \$399

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Team Discount: Deduct \$100 per delegate

Register by email: [helpdesk@etc-mea.com](mailto:helpdesk@etc-mea.com)

Register by phone: +971 4 420 8149

# WORKSHOP AGENDA 11 DECEMBER 2017 WESTIN GOLF RESORT & SPA ABU DHABI, UAE

**13:00-13:45**  
**OPENING LUNCH FOR WORKSHOP ATTENDEES ONLY**

**13:45-13:55**  
**REGISTRATION & OPENING**

**13:55-14:15**  
**SESSION 1: ENERGY EFFICIENCY CASE & BARRIERS**

**14:15-15:00**  
**SESSION 2: FINANCING, THE MISSING LINK**

**15:00-15:45**  
**SESSION 3: FUNDAMENTALS OF EE FINANCING**

**15:45-16:00**  
**SESSION 4: ADDRESSING THE FINANCING GAP**

**16:00-16:15** SNACKS & COFFEE BREAK

**16:15-16:45**  
**SESSION 5: THE ROLE OF MEASUREMENT & VERIFICATION (IPMVP)**

**16:45-17:30**  
**SESSION 6: EXAMPLES OF EE FINANCING (CASE STUDIES)**

**17:30**  
**SESSION 7: CLOSING REMARKS, CERTIFICATES & END OF WORKSHOP**

## WHO ATTENDS

- Energy Service Companies (ESCOs)
- Utilities & Regulators
- Buildings Owners
- Renewable Energy Experts
- Banks/Financial Institutions
- Facilities Management
- Design engineers & Consultants

# FINANCING MODELS FOR ENERGY EFFICIENCY (EE) PROJECTS

PARTNERS



Efficiency  
Valuation  
Organization



ECONOLER



MR. PIERRE LANGLOIS  
PRESIDENT, ECONOLER

VICE CHAIRMAN, EFFICIENCY  
VALUATION ORGANIZATION  
(EVO)

INTERNATIONAL ENERGY  
EFFICIENCY FINANCING  
PROTOCOL (IEEFP)  
COMMITTEE, MEMBER

WITH MORE THAN 30 YEARS OF EXPERIENCE IN THE CLEAN ENERGY SECTOR PIERRE IS ONE OF THE MOST RENOWNED INTERNATIONAL EXPERTS IN DESIGN, FINANCING, IMPLEMENTATION AND MONITORING OF ENERGY EFFICIENCY AND RENEWABLE ENERGY(RE) PROJECTS AND PROGRAMS.

HE HAS LED PIONEERING IMPLEMENTATION OF EE FINANCIAL MECHANISMS, CLEAN ENERGY POLICY DEVELOPMENT AND DEMAND-SIDE MANAGEMENT INITIATIVES. MORE SPECIFICALLY IN ESCO START UP AND OPERATIONS.

HE IS THE AUTHOR OF SEVERAL PUBLICATIONS FOR ORGANIZATIONS SUCH AS NRCAN THE INTERNATIONAL ENERGY AGENCY AND THE WORLD BANK HIS BOOKS INCLUDE: **ESCOS AROUND THE WORLD: LESSONS LEARNED IN 49 COUNTRIES** AS WELL AS THE **WORLD ESCO OUTLOOK.**

## DATE, VENUE & CITY

11 DECEMBER 2017 (13:00-17:30)  
WESTIN RESORT & SPA ABU DHABI, UAE

EMAIL TO REGISTER: [HELPDESK@ETC-MEA.COM](mailto:HELPDESK@ETC-MEA.COM)

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