



# Municipal Energy Finance Workshop

This Energy Finance workshop is geared towards all municipal staff, elected officials, and others interested in learning how calculate the financial value of energy efficiency projects and how to best present this to senior decision makers and the general public.

The hands-on workshop will empower participants to use tools to understand the basics of third-party financing mechanisms, utilize take-home software to analyze energy projects, build your energy efficiency project business case, and present an effective business case to senior management.

All participants will receive a detailed workshop package and access to an online toolkit with loads of information about best practices, new technologies, available funding programs... and much more. This workshop will help you implement many of the projects identified in your *Regulation 397/11* required *energy conservation plan*.

The last series of workshops quickly sold out. Beat the rush and register today!

## Content

Explores the principles, concepts, and available tools for Municipal Energy Finance including:

- A quick review of Regulation 397/11 requirements
- Overview of key financial terms including the difference between Net Present Value and Internal Rate of Return
- Performing a financial analysis of an EE Project
- Simulating the capital decision process to select the EE projects that deliver the greatest value
- Preparing and presenting an EE project business case
- Linking energy management to asset management
- Full analysis of a municipal case study
- How to develop an effective elevator pitch
- Basics of energy performance contracting (EPCs)
- Calculating project costs and cash flows
- Tips on how to start implementing some of the projects identified in your municipal energy conservation plan
- Latest on incentives available from the gas and electric utilities

*"Following attendance at an AMO/LAS Energy Management Workshop, our small urban municipality has benefited immensely, with respect to energy savings, through participation in both LAS's electricity and natural gas procurement programs. We continue to benefit from timely, reliable and accurate advise related to energy management issues, through our ongoing relationship with staff contacts at AMO/LAS".*

*Rick St. Dennis, Smith Falls*

## Who should attend?

Anyone who makes energy-related decisions within your organization:

- Treasurers
- CAOs and senior managers
- Councillors
- Facility managers
- Parks and Recreation Managers
- Public Works Staff
- Energy Managers
- Contractors and Consultants

## Sessions Presented by:

This workshop is facilitated by Stephen Dixon and Garth White and is supported by **Natural Resources Canada**



## What Should I Bring?

- Your municipality's latest Energy Consumption Report
- Your municipality's Energy Conservation Plan
- Any existing energy plans
- Laptop (if possible)



## ENERGY WORKSHOP REGISTRATION FORM

All workshops run from 8:30AM – 4:00PM. Please check the session you wish to attend below:

Please type or print clearly. Use one form per registrant. Payment to accompany registration form.

Please fax registration form to (416) 971-9372, or email registration form to [events@amo.on.ca](mailto:events@amo.on.ca).

Full name: \_\_\_\_\_

Title: \_\_\_\_\_

Municipality/Org: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

All workshops run from 8:30AM – 4:00PM. Please check the session you wish to attend below:

X	DATE	LOCATION	COST
	Sep 16, 2015	<b>Timmins</b> – Days Inn 14 Mountjoy Street South	<b>\$400.00 plus HST</b> (\$452.00)  HST#: 133946921RT001
	Sep 17, 2015	<b>Owen Sound</b> – Best Western Inn On The Bay 1800 2 <sup>nd</sup> Avenue East	
	Sep 18, 2015	<b>London</b> – Best Western Lamplighter Inn 591 Wellington Road South	
	Oct 20, 2015	<b>Kingston</b> – Four Points Sheraton 285 King Street East	
	Oct 21, 2015	<b>Peterborough</b> – Holiday Inn 150 George Street	
	Oct 22, 2015	<b>Gravenhurst</b> – Howard Johnson 1165 Muskoka Rd South	



LAS would like to thank Union Gas & the Ministry of Energy for supporting this event

Payment Method:

☐ Cheque Payable to: Local Authority Services - 200 University Ave, Suite 801, Toronto, ON. M5H 3C6

**Credit Card:** ☐ MasterCard ☐ Visa - Pay by cheque or request an invoice and receive a 5% discount on your registration.

Card # \_\_\_\_\_

Name on Card \_\_\_\_\_

Expiry Date \_\_\_\_\_

Signature \_\_\_\_\_

Submit

**Refund Policy:** Cancellations must be made in writing and received by LAS 14 days prior to the date of the selected workshop session. An administration fee of \$ 50.00 + 13% HST (\$56.50) will apply. Please send cancellation request to [events@amo.on.ca](mailto:events@amo.on.ca) or via fax at 416-971-9372.

By completing this registration form you are providing the Local Authority Services (LAS) with consent to send information on all activities related to current and future LAS Energy Workshops. If you wish to no longer receive information from LAS on this event please contact [events@amo.on.ca](mailto:events@amo.on.ca) to unsubscribe.