

5th Annual

WASTE TO ENERGY

DEVELOPMENT & FINANCE SUMMIT

January 23-25, 2013 | Chicago, IL

Pre-Summit Workshop January 23, 2013

Structuring Financeable Waste to Energy Projects Workshop

About the Workshop

What does it really take to get a waste to energy project financed in the post tax grant era? The Workshop will be dedicated to answering this question in depth. The workshop will have a double focus. First, it will examine the trends in financial markets and types of financing opportunities available to waste to energy projects. Second, it will stress the key requirements that projects need to meet to successfully secure finance in the current market for waste to energy projects.

Draft Agenda

8:00 – 9:00 *Registration and Breakfast*

9:00 – 9:15 **WELCOME AND INTRODUCTION BY THE WORKSHOP LEADER**

9:15 – 10:00 **TODAY'S PROJECT FINANCE MARKETS FOR WASTE TO ENERGY PROJECTS**

- Recent activity in and current status of financing waste to energy projects
- Key participants/providers of capital for waste to energy projects
- Factors driving demand for project finance—and the supply of commercial loans and equity investment
- Public policy drivers
 - Outlook for continued subsidies and incentives
 - State vs. Federal drivers
- Hurdles and opportunities in today's markets
- Where is the waste to energy finance market headed?

Adam Bernstein, *Managing Partner*, NEW ENERGY CAPITAL

10:00 – 11:00 **RISK EVALUATION IN WASTE TO ENERGY PROJECT DEVELOPMENT**

- The importance of identifying and allocating risk in getting projects financed
- Identifying and assessing risk of waste to energy projects
 - Development and site risks
 - Offtake: volume/price
 - Construction

- Performance/technology
- Operation & maintenance
- Management
- Credit risk of/to various parties
- Special risks issues in waste to energy projects

Audrey C. Louison, *Member*, MINTZ, LEVIN, COHN, FERRIS, GLOVSKY and POPEO, P.C.

11:00 – 11:30 *Networking Break*

11:30 – 12:15 **ATTRACTING EQUITY INVESTORS TO WASTE TO ENERGY PROJECT**

- Financial yardsticks used by investors
- Matching investor risk appetites with project traits
- Main techniques investors use for analyzing and assessing project risk
- Corporate cost of capital as a basis for evaluating project returns
- Trade-off between leveraging equity returns and the need to provide credit support
- Subordinated debt vs. equity and factors affecting choices between them
- Tax equity structures in the post-stimulus environment

Michael E. Hoffman, *Managing Director*, WUNDERLICH SECURITIES, INC.

12:15 – 1:45 *Group Luncheon*

1:45 – 2:30 **DEBT FINANCING**

- The current state of the debt market
- The roles of capital providers in waste to energy financings— arrangers, participants, underwriters, agent banks, tax equity and strategic equity
- Who are the players—and what roles do they play?
 - Non/limited recourse senior secured bank debt
 - Non/limited recourse senior secured institutional debt
 - Mezzanine/sub debt
 - Equity bridge
 - Multi-tranche debt
 - Construction vs. term loan
 - Fully amortizing vs. mini-perm
 - Tax equity
- Commercial lenders' approaches to project credit analysis

Todd E. Alexander, *Partner*, CHADBOURNE & PARKE LLP

2:30 – 3:30 **OPPORTUNITIES IN BOND FINANCING, PPP & PPA's**

- New and innovative financing structures for waste to energy projects using bond financings
- Opportunities to obtain public grants
- Opportunities to obtain public investment
- Opportunities to access municipal financing

- Options for structuring public private financings
- Options for structuring power purchase agreements

John M. May, *Managing Director*, STERN BROTHERS & CO.

3:30 – 4:00 *Networking Break*

4:00 – 5:00 **UNDERSTANDING THE VALUE OF ENVIRONMENTAL ATTRIBUTES IN BIO-METHANE PROJECTS**

- Opportunities for adding revenue streams from carbon offsetting and tax credits
- Monetizing methane destruction offsets
- Carbon offset protocols for anaerobic digestion projects