



WASTE TO BIOGAS & CLEAN FUELS FINANCE & INVESTMENT SUMMIT

March 3-4, 2015 | Biltmore Hotel & Suites | Santa Clara, CA

Waste to Biogas and Clean Fuels Finance & Investment Summit Agenda

Tuesday, March 3, 2015 – Summit Day One

8:00-8:50 *Registration & Networking Breakfast*

8:50-9:00 *Opening Remarks by Summit Chair:*

Session I: Federal & State-Level Waste to Biogas Incentives & Drivers

9:00-9:45 *Keynote Panel Discussion:*
**Federal Policies & Incentives in Support of Waste Conversion
Projects**

Moderator:

Johannes Escudero, *Executive Director*, COALITION FOR
RENEWABLE NATURAL GAS

Panelists:

Chris Cassidy, *Renewable Energy Advisor*, USDA

Charlotte Ely, *Life Scientist*, EPA Region 9, ENVIRONMENTAL
PROTECTION AGENCY

Daniel B. Fishman, *Technology Manager*, Bioenergy Technologies
Office, U.S. DEPARTMENT OF ENERGY

9:45-10:30 *Keynote Panel Discussion:*
California's Waste Conversion Funding & Grant Opportunities

Moderator:

Greg Kester, *Director of Renewable Resource Programs*, CALIFORNIA
ASSOCIATION OF SANITATION AGENCIES

Panelists:

Amrith Gunasekara, Ph.D., *Science Advisor to the Secretary*,
CALIFORNIA DEPARTMENT OF FOOD AND AGRICULTURE

Julia Levin, *Executive Director*, BIOENERGY ASSOCIATION OF
CALIFORNIA

Karri Ving, *Resource Recovery and Pollution Prevention Manager*, SAN

FRANCISCO PUBLIC UTILITIES COMMISSION WASTEWATER
ENTERPRISE

10:30-10:45 *Networking Break*

**Session II: Municipalities, Developers, Off-Takers, Generators, Waste Management
& Landfill Industry Biogas Plans**

10:45-11:45 *Panel Discussion:*

Municipalities Waste to Biogas Projects Plans & Prospects

To meet the challenge of growing municipal waste, municipalities continue to explore their options for incorporating waste to energy projects into their waste management strategies. A number of localities are either in the exploratory, planning or procurement stage. This panel of municipal representatives will share their perspectives on the opportunities for waste to biogas projects. They will talk about the factors driving their interest in these projects and will also discuss the type of relationships they are looking to establish within the waste to biogas development community.

- How would landfill and wastewater treatment operators like to see the waste to biogas market develop?
- How do they evaluate different proposals?
- Do they use price or other characteristics?
- How do they weigh technology risks?
- How do they evaluate alternative technologies?
- What is the impact of the political and public participation processes?
- What criteria will they use in making decisions?
- What kind of financial arrangements work best for municipalities?
- What financial models are they exploring?
- How does the regulatory environment affect municipalities' ability to structure deals with waste to energy developers?
- How flexible can they be in project negotiations to assure that projects will be financeable?

Moderator:

John F. Pierce, *Partner*, PERKINS COIE LLP

Panelists:

Mirka Januszkiewicz, *Director of Waste Management Services*,

REGION OF DURHAM, ONTARIO, CANADA

William M. Merry, P.E., B.C.E.E., *General Manager*, MONTEREY

REGIONAL WASTE MANAGEMENT DISTRICT

Christopher Sheppard, *Civil Engineer*, LOS ANGELES COUNTY

DEPARTMENT OF PUBLIC WORKS

Brett Storey, *Senior Management Analyst, Planning Department*,

PLACER COUNTY

Jo Zientek, *Deputy Director, Environmental Services Department*, CITY
OF SAN JOSE

11:45-1:00

Panel Discussion:

Developers Outlook on the Waste to Biogas Sector and Plans for Creating Value via Biogas

The biogas market is expanding and new projects continue to gain traction in the marketplace. This panel will discuss the future of the biogas market and the opportunities for extracting value from organic waste streams.

- How is the biogas market evolving?
- What level of projects are we likely to see in the future?
- What will be the key factors in putting together successful deals?
- What financing avenues are they pursuing?
 - Views on PPAs and Alternative Revenue Models
 - Views on Tax Equity and Capital Markets

Moderator:

David Hattery, *Partner*, K&L GATES

Panelists:

Kevin Best, *CEO*, REALENERGY, LLC

Chris Davis, *Vice President, Development*, MONTAUK ENERGY HOLDINGS

Eric Herbert, *CEO*, ZERO WASTE ENERGY, LLC.

Gareth Lucken, Ph.D., *President and CEO*, METT GROUP

Kelly Sarber, *Environmental Finance – Project Development*, STRATEGIC MANAGEMENT GROUP

1:00-2:00

Networking Luncheon

2:00-2:45

Panel Discussion:

Utilities Perspectives on Acquiring Biogas Energy from Waste

Utilities' perspectives on waste to energy continue to evolve. This session will share the latest perspectives on their options, share their current waste to energy plans, and discuss what they are looking for from the waste to biogas projects.

- How does biogas energy from waste stack up against other renewable energy projects?
- What parameters do waste to biogas projects need to meet to be cost-efficient options to meet utilities' renewable energy goals?
- What project characteristics work well?
- What PPA terms and conditions are they willing to consider?

Panelists:

Jim Lucas, *Market Development Manager*, SOUTHERN CALIFORNIA GAS COMPANY

Leesa Nayudu, *Resource Planning Manager, Power Supply*, PASADENA WATER AND POWER

Valentino M. Tiangco, *Biomass Program Manager*, SACRAMENTO MUNICIPAL UTILITY DISTRICT (SMUD)

2:45-3:30

Panel Discussion:

The Waste Management & Landfill Industry's Investment Plans for Biogas

The waste management and landfill industries will play a central role in driving the future of waste to biogas. This session will focus on the current perspectives and plans from leaders in industry.

- What role does waste to biogas play in future plans?
- What business models will support these plans?
- What project development activities can be expected in the next two years?
- What kind of relationships are trying to be established and how will they be structured?
- What support for emerging technologies can be expected?

Panelists:

Harvey Gershman, *President*, GERSHMAN, BRICKNER & BRATTON, INC.

Keith Henn, *Vice President*, TETRA TECH BIOENERGY

Victoria O. Johnson, *Director*, CITY OF CHARLOTTE SOLID WASTE SERVICES

Paul Stout, *West Region Vice President*, CORNERSTONE/BIOCNG

Chuck White, *Director Regulatory Affairs*, WASTE MANAGEMENT

3:30-4:00

Networking Break

Session III: Getting Waste to Biogas & Clean Fuels Projects Financed

4:00-4:45

Panel Discussion:

Opportunities in Bond Financing & PPP

- New and innovative financing structures for waste conversion 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
- 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

Moderator:

John F. Pierce, *Partner*, PERKINS COIE LLP

Panelists:

Michael J. Land, *Director*, BAKER TILLY CAPITAL, LLC

Lester H. Krone, *Managing Director, Co-Head of Alternative Energy Finance Group*, STERN BROTHERS & CO.

Harvey Gershman, *President*, GERSHMAN, BRICKNER & BRATTON, INC.

4:45-5:45 *Panel Discussion:*

Financing the Next Generation of Waste Conversion Projects

Representatives from the financial community will share their perspectives on the options for financing waste to biogas technology and projects.

- Recent activity and current status of financing waste to biogas projects
- Factors driving demand for capital—and the supply of commercial loans and equity investment
- What role is government, strategic and financial investors likely to play in financing industry growth?
- What opportunities are available for these groups to work together in financing?
- For investors looking to invest in the industry, what are they waiting to see? What are the problems that keep them from investing in deals?
- In what circumstances will debt financing be available?
- What are the features of the current financing environment that it is most important for developers to focus on?

Moderator

David L. Benson, *Partner*, K&L GATES

Panelists:

Scott Foster, *Managing Director*, BOSTONIA PARTNERS

George Longo, *Managing Director, Head of Project Finance Group*, RAYMOND JAMES

Christopher Lord, *Managing Director*, CAPIRON INC.

John J. McKenna, *Managing Director*, HAMILTON CLARK & CO.

5:45-6:45 *Networking Reception*

Wednesday, March 4, 2015 – Summit Day Two

8:00-8:50 *Registration & Networking Breakfast*

8:50-9:00 *Opening Remarks by Summit Chair:*

9:00-9:30 *Presentation:*

Impact of the Renewable Fuel Standard (RFS) Cellulosic Ethanol Classification Expansion on Biogas & Biofuel Projects

Recent changes by the EPA to the Renewable Fuels Standard (RFS) allowing certain biogas projects to qualify as an advanced cellulosic biofuel improves opportunities for biogas to be utilized as a vehicular fuel by qualifying it as an advanced cellulosic biofuel. Biogas-derived

Compressed Natural Gas (CNG) and Liquefied Natural Gas (LNG) produced from landfills, municipal waste-water treatment facility digesters, agricultural digesters, and separated MSW digesters all now qualify under the RFS. This presentation by a representative from the United States Environmental Protection Agency will outline waste conversion opportunities and incentives for clean transportation.

Presenter:

Johannes Escudero, *Executive Director*, COALITION FOR RENEWABLE NATURAL GAS

9:30-10:30

Panel Discussion:

Exploring Coprocessed Renewable Fuel Production at Petroleum Refineries

Petroleum refineries can produce RIN- and LCFS credit-generating renewable fuels utilizing coprocessing techniques and existing refinery assets, thereby accomplishing sustainability goals and mitigating regulatory compliance costs. Coprocessing small percentages of renewable feeds through an existing diesel or kerosene Hydrotreater or FCC can cost-effectively generate RINs and LCFS credits. The panel will speak to the technical, operational, regulatory, and economic aspects of these renewable fuel production pathways, including sharing lessons learned.

Moderator:

Erin L. Heitkamp, *Global Sustainability Practice Leader*, WENCK ASSOCIATES, INC.

Panelists:

Chuck Red, *Vice President, Fuels Development*, APPLIED RESEARCH ASSOCIATES, INC.

Sergio A. Robledo, *Technical Manager, Hydroprocessing Catalyst & Technology*, HALDOR TOPSOE, INC.

Ben Saydah, *President*, CARBON STRATEGIES, INC.

Mark Schuck, *Technical Leader*, MONROE ENERGY

Todd Taylor, *Shareholder*, FREDRIKSON & BYRON, P.A.

10:30-11:00

Networking Break

11:00-11:30

Case Study:

TBD

Tom Moore, *President*, CHP CLEAN ENERGY, LLC / BIOSPARK

Chuck Rogers, *Wastewater Superintendent*, CITY OF THOUSAND OAKS

11:30-12:15

Panel Discussion:

Fleet Operators' Perspectives on the Business Case for Alternative Clean Fuels & Vehicles

Fleet operators' renewable fuels investment decisions will be pivotal in shaping the future of the alternative vehicle marketplace. Many fleet operators are in the process of assessing the risks and rewards of alternative clean vehicle adoption. When assessing the business case they are working their way through a number of issues, for example infrastructure development, vehicle acquisition costs, and performance capabilities. This panel of fleet operators will discuss how they have been conducting their assessment and what they have learned along the way.

- What are the key elements that are needed to support the business case for fleet adoption?
- How do Biofuels/CNG/LNG from waste stack up against these elements in your analysis?
- How comfortable are you with such issues as biofuels, CNG/LNG technology, safety, costs?
- How do you view the choice between infrastructure options: build vs. third party contracting vs. the use of public infrastructure? Does this change for regional vs. long-haul applications?
- What is the payback period for investment?
- What can gas providers and third party infrastructure developers do to enhance the business case?

Panelists:

Doug Bond, *Transportation Services Manager*, ALAMEDA COUNTY

Rick D. Longobart, *Facilities, Fleet, and Central Stores Manager*, CITY OF SANTA ANA

David Worthington, *Fleet Manager*, COUNTY OF SONOMA

12:15-12:45 *Presentation:*

Conversion of Biogas to Other Intermediates of Higher Value

Michael R. Schuppenhauer, Ph.D., *President and Chief Executive Officer*, FARMATIC INC.

12:45-1:45 *Networking Luncheon*

1:45-2:45 *Panel Discussion:*

CleanTech Leaders Fueling Biofuels, CNG & LNG Industry Growth
Industrial, commercial and municipal interest in waste to biofuels projects remain high due to the nexus with renewable energy and sustainability goals so the name of the game is to now get projects started and in the pipeline to demonstrate performance. Learn how some of the industry leaders are navigating the project development landscape and are growing the market in unconventional ways.

Moderator:

Steffi Becking, *Biofuel Technology Analyst & Reporter*, ADVANCED BIOFUELS USA

Panelists:

Eric M. Bowen, *Vice President, Corporate Business Development & Legal Affairs*, RENEWABLE ENERGY GROUP (REG)

Nick Lumpkin, *Director, Business Development*, CLEAN ENERGY RENEWABLE FUELS

Christopher Standlee, *Executive Vice President*, ABENGOA BIOENERGY

2:45-3:15

Case Study:

St. Landry Parish Landfill's Biogas to Fuel Project

Representative, ST. LANDRY PARISH SOLID WASTE DISTRICT

3:15-3:45

Networking Break

3:45-4:15

Presentation:

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4:15-5:00

Panel Discussion:

Infrastructure Developers' Plans to Roll out Infrastructure

Panelists:

Dennis Pick, *Chief Executive Officer*, ULTIMATE CNG, LLC

Bill Renz, *General Manager*, GAIN CLEAN FUEL

Rob Strange, *Southwestern Sales Director*, TRUSTAR ENERGY

5:00

Summit Adjourns