**energy office Training Series: Performance Contracts**

**Performance Contracts: Finance Your Energy Projects and Avoid Pitfalls**

Performance contracts are a way to finance energy improvements and guarantee your savings. You’ll also be able to tap new financing to get the large capital needed for larger projects. But to avoid complications, you have to know how to make them work for you. Come learn from national experts and get prepared for your energy efficiency planning.

**Wednesday, September 9, 2009 at the Book Cadillac Hotel**
8 a.m. - 4:30 p.m., 1114 Washington Boulevard, Detroit, MI 48226

**Agenda**

8:00 - 8:30  
Introduction - Including an update on Michigan’s Energy Efficiency and Conservation Block Grants

8:30 - 10:30  
Performance Contracts - What They Are, How They Work, and Financing Options

10:30 - 10:40  
BREAK

10:40 - 12:00  
Selecting an Energy Service Company

12:00 - 1:15  
LUNCH - Lunch is not included, but great options are in easy walking distance.

1:15 - 2:45  
Investment Grade Audits and Negotiating an Energy Service Agreement

2:45 - 3:00  
BREAK

3:00 - 4:00  
Managing the Project and Measuring Success

4:00 - 4:30  
Q&A and Stories from the Trenches

**Registration**

Seating is limited, so register now. Registration is free for members of SEMCOG, Michigan Municipal League and Michigan Suburbs Alliance. Others may register for $60 starting Sept. 1. Refreshments will be provided and a break will be provided for lunch, with a wide variety of excellent restaurants within easy walking distance. To register, please visit www.warmtraining.org/gov. If you have additional questions, please contact Jacob Corvidae at 313-894-1030 x.119.

For more information, contact the Michigan Suburbs Alliance at 248-546-2380.

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**Featured Speakers**

- **Donald Gilligan**  
  President, National Association of Energy Service Companies

- **Steve Morgan**  
  Co-Founder, Clean Energy Solutions Inc., which provides consulting to governments on energy performance contracts

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The Southeast Michigan Regional Energy Office is a unique collaboration of nonprofits that offers tools for cities to become more energy efficient and reduce their global warming impact, while transforming the region’s image from “Rust Belt” to “Green Belt.” Our mission is to The convene and manage a federation of local governments and civic partners in support of efficient and sustainable energy related policies and practices in southeast Michigan.

The Southeast Michigan Regional Energy Office will improve the market for energy efficient technologies and renewable sources as part of a dynamic education initiative targeting elected officials and staff who would like to implement energy-programming within their community. An innovative means to encourage the development of cooperative energy programming, the Regional Energy Office will transform metro Detroit’s “rust-belt” image by elevating energy efficiency and green technology as economic development tools. By helping municipal leaders understand the importance of energy conservation to today’s creative class workers, we can build their capacity to create more livable communities that will attract talent and help revive Michigan’s economy.