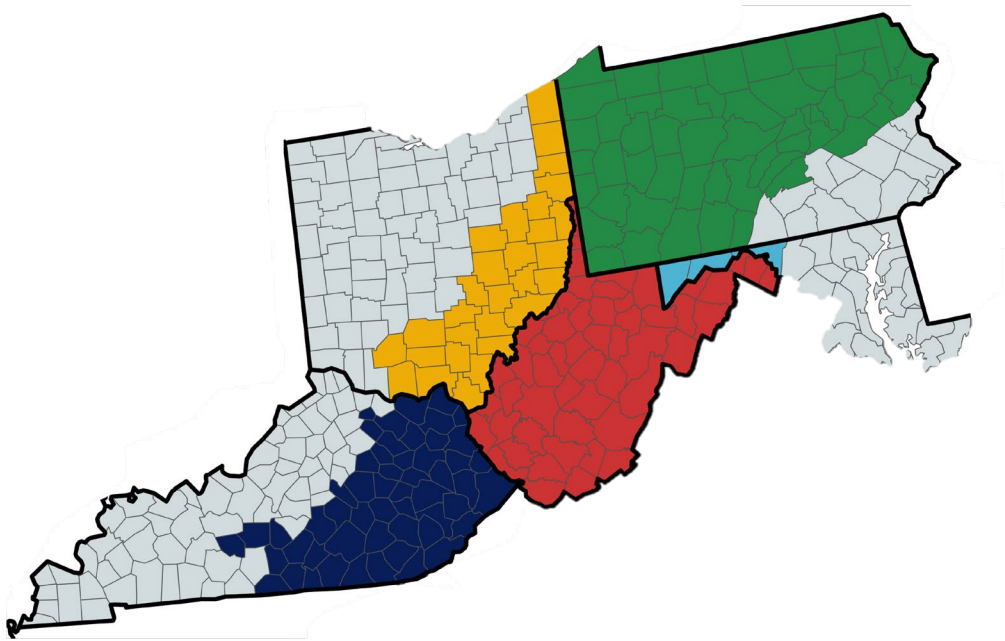


WELCOME



Addressing an identified need

The Appalachian Regional Commission has funded the Sustainable Finance Hub to accelerate sustainable development and renewable energy in Kentucky, Maryland, Ohio, Pennsylvania, and West Virginia



Renewable Energy Generation

Transportation electrification

Energy efficient buildings

Clean energy supply chain manufacturing

Hub Goals

Pre-Project Market Development

Create connections and relationships between project owners, developers, contractors, financial institutions

Project Development and Contracting Resources

- Facilitate project owners to develop good quality, fundable projects
- Explore developing standards for contracts including Responsible Contractor Policies, Project Labor Agreements, Community Benefits Agreements, etc.
- Assist with developing quality RFPs and help with marketing
- Explore aggregated procurement opportunities.

Project Financing Resources

Uniquely provide access to Heartland's network of Taft-Hartley Asset Managers and the IBEW-NECA platform of labor aligned capital providers for capitalization.

Hub Partners



Task: Assemble Project Development Resources

- Catalog and educate about financing sources
- Create accessible resource library
 - Community and labor agreements
 - Responsible procurement/contractor policies
 - Model RFPs
 - Joint procurement guides
- Develop directories of trusted financiers, contractors, and experts
- Mobilize academic/ research resources

Task: Organize and Mobilize Industry Partners

Investors – Funders – Developers – Organized Labor

- Understand hurdles to capital absorption
- Categorize successful project typologies
- Promote opportunities to leverage federal funding
- Convene an investment review committee
- Explore creation of a pre-development fund

Task: Convene and Survey Potential Project Owners

Local Government – Higher Education – School Districts – Institutions

- Identify project pipeline
- Understand capacity and capitalization constraints
- Catalog common barriers and areas for acceleration of projects
- Emphasize and encourage urban-rural collaboration
- Document and publicize key efforts and case studies

Engagement during the planning process

Appalachian Sustainable Finance Hub Co-Lab

Exploring the unique role that higher education institutions play in regional development and sustainability initiatives.



Lara Fowler,
Chief Sustainability Officer,
Penn State University



Aurora Sharrard,
Assistant Vice Chancellor for Sustainability,
University of Pittsburgh



Erienne Olesh,
Executive Director for Innovation and
Commercialization,
West Virginia University



Brandi Robinson,
Assoc. Teaching Professor for Energy and
Sustainability Policy,
Penn State University

September 26, 2024

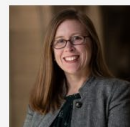


Appalachian Sustainable Finance Hub Co-Lab

Where is Investment Headed? A conversation focused on how project funders select sustainable projects in different sectors.



Mike Ibarra
Vice President, Investor
Relations at Richmond Capital Management

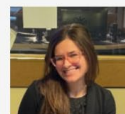


Jessica Mooney,
Project Developer,
Duquesne Light Company



Ramsay Stevens
Program Director,
Project Development Platform

Communities Driving Change: Follow up conversation with community institutions driving sustainable projects forward.



Rebecca Kiernan,
Director of Collaborative Funding,
CONNECT



Andrew Chiki,
Deputy Service-Safety Director at City of
Athens, Ohio

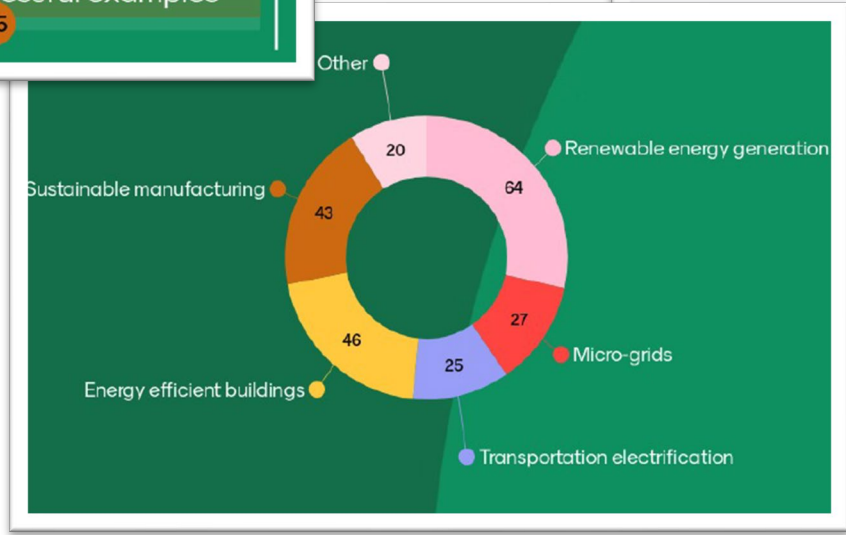
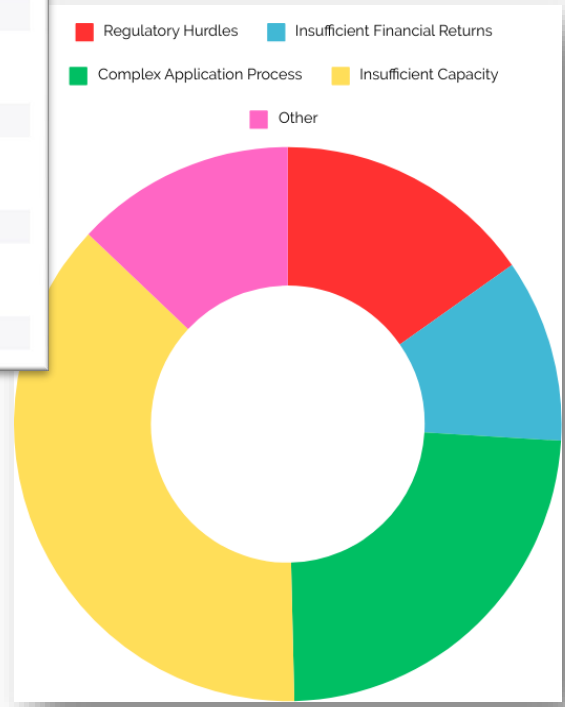
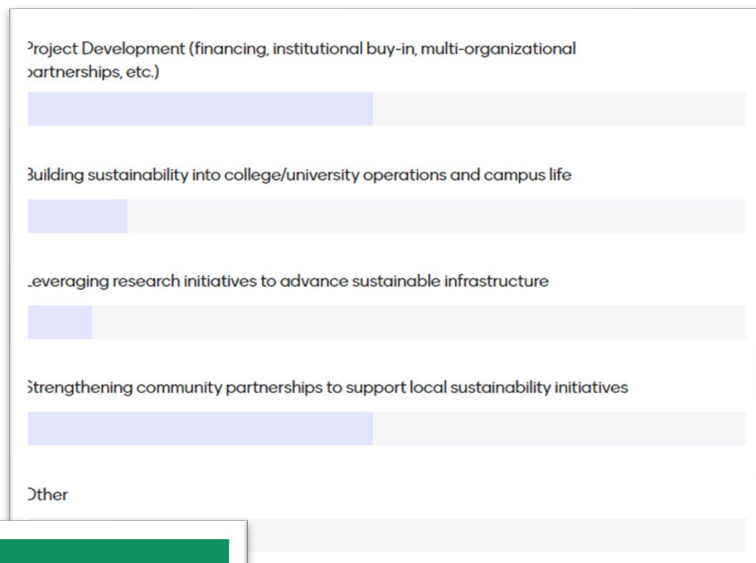
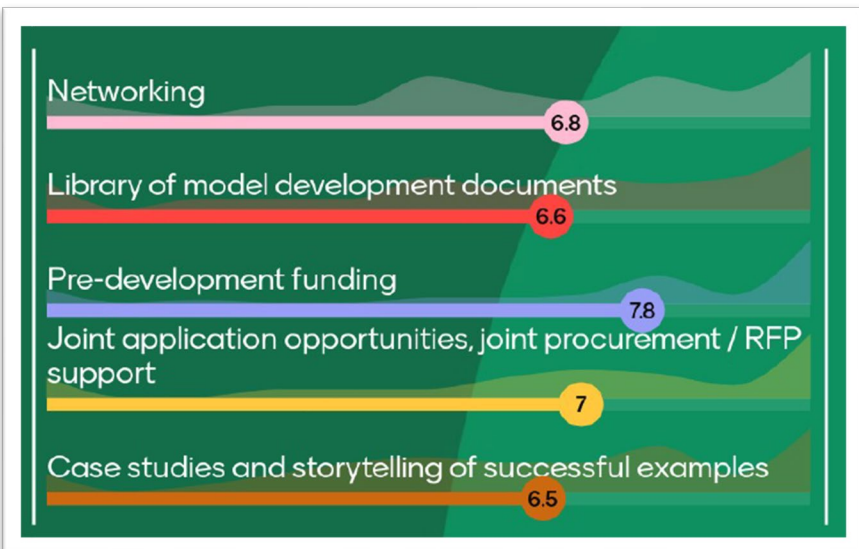
Workshop Overview



- **Site Tours:** Attendees participated in a guided tour of an on-site local solar project, where they witnessed firsthand the impact and operation of sustainable infrastructure projects.
- **Afternoon Breakout Sessions:** Post-lunch, the workshop transitioned into interactive breakout sessions. These sessions were designed to delve deeper into the challenges of project development and discuss scalable solutions.

» 5 Breakout Room Discussions

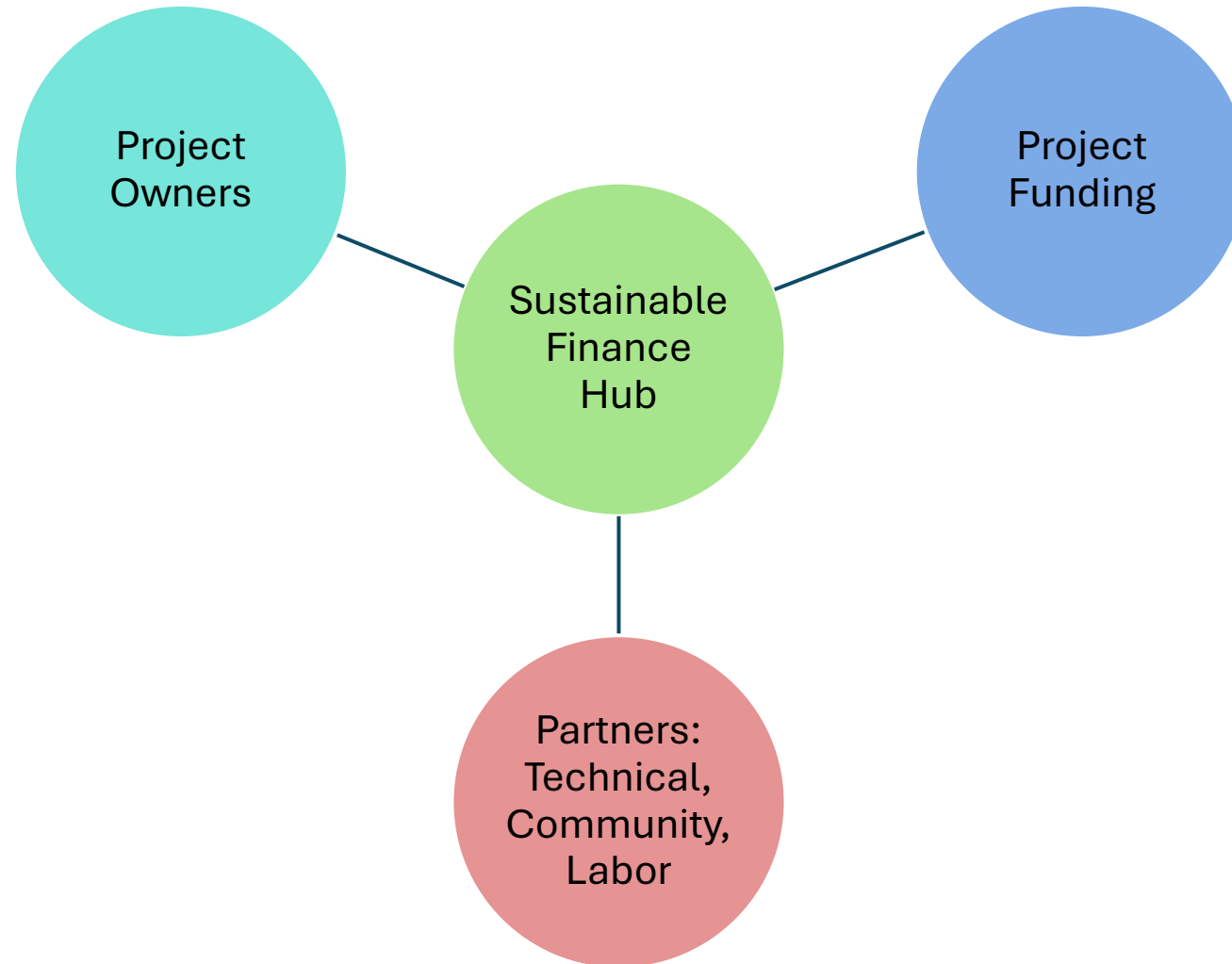
Engagement during the planning process



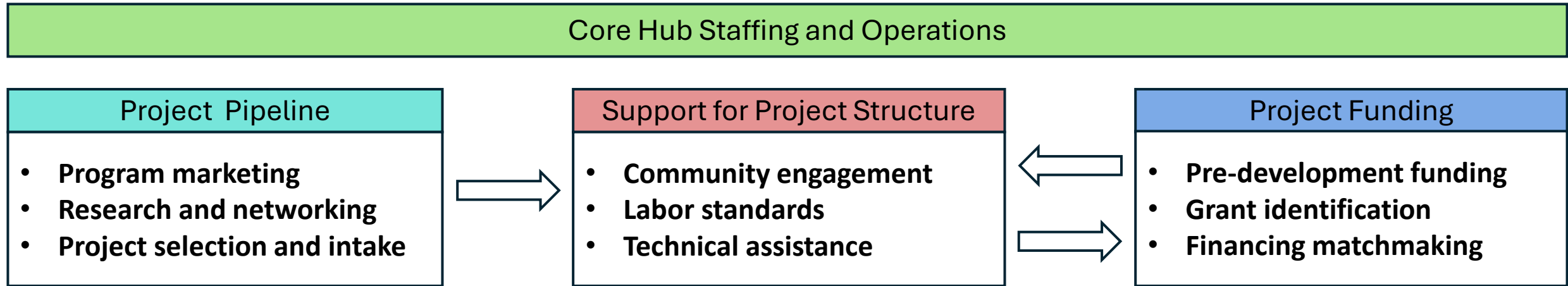
Takeaways: Common Barriers and Needs for Support

- **Finance and Funding:** Access to funding, including grants, loans, and tax credits, was a recurring theme across all sectors.
- **Political Will:** The need for political will, community education, and addressing misinformation was evident in multiple sectors.
- **Qualified Labor and Workforce:** The need for skilled labor and workforce development was a common concern.
- **Technical Assistance:** Access to technical assistance for project development, implementation, and management was highlighted.
- **Collaboration and Partnerships:** The importance of collaboration between different sectors, government levels, and stakeholders was emphasized.

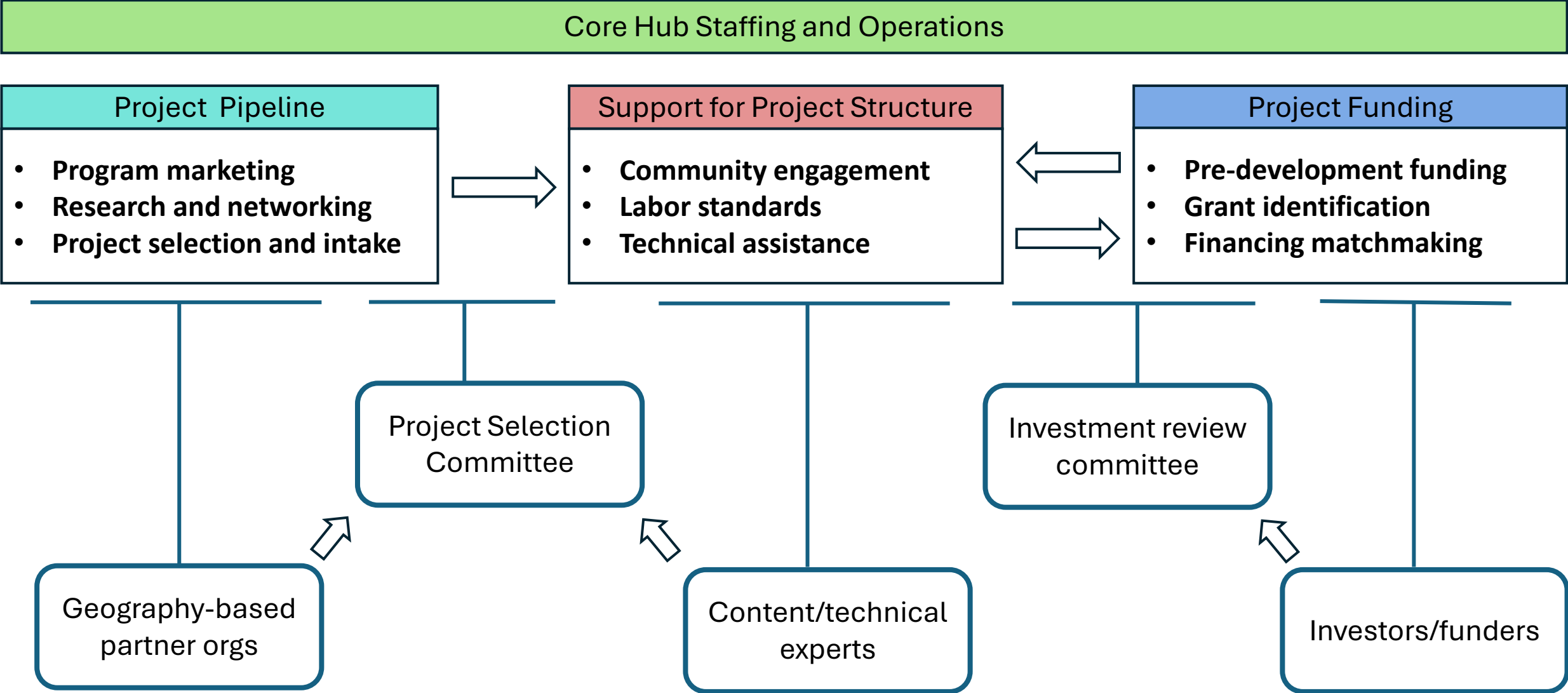
Implementing a Sustainable Finance Hub



Implementing a Sustainable Finance Hub



Implementing a Sustainable Finance Hub



Hub partnerships are the key to success



How Do You Fit Into the Hub?

Name: _____

Organization: _____

Choose one (check box):

- Hub Supporter
- Project of the Hub
- Content Expert
- Project Investor/Funder

Briefly describe your interest or contribution:

Roles:

Project Investor/Funder

Helps invest in or funds projects that come through the Hub.

Content Expert

Brings expertise in: community benefits, labor standards, technical assistance, or financing.

Hub Supporter

Supports the operations or growth of the Hub—whether through financial contributions, letters of support, or other forms of institutional backing.

Hub User

Uses the services of the Hub to advance a sustainable infrastructure project.

Hub partnerships are the key to success



Who Else Should Be Involved?

Name: _____

Organization: _____

Choose one (check box):

- Hub Supporter
- Project of the Hub
- Content Expert
- Project Investor/Funder

Why should we connect with them?

Roles:

Project Investor/Funder

Helps invest in or funds projects that come through the Hub.

Content Expert

Brings expertise in: community benefits, labor standards, technical assistance, or financing.

Hub Supporter

Supports the operations or growth of the Hub—whether through financial contributions, letters of support, or other forms of institutional backing.

Hub User

Uses the services of the Hub to advance a sustainable infrastructure project.