



# Finding the Finance: A Sustainable Cities Workshop

Sunday, October 16th  
8:30 a.m. – 5:30 p.m.

Westin Harbour Castle Hotel  
1 Harbour Square, Toronto,  
ON M5J 1A6, Canada

Welcome to the “Finding the Finance” Sustainable Finance Convening will draw from the expertise of CDP and the USDN Sustainable Finance Project Team (led by City of Palo Alto and HIP Investor) with insights from SSG, a full service sustainability firm and a CDP Accredited Service Provider; DNV-GL, an energy and climate consulting firm; and Neighborly, an online bond marketplace that streamlines issuance for public agencies and enables all types of investors to participate. These entities have deep insight into investor opportunities and cities’ financing needs. The workshop will draw from CDP’s new Matchmaker project for financing urban climate mitigation projects, and the USDN Finance Scan, Toolkit and Convening (2016 USDN Innovation Fund Project).

Time	Activity	
8:30	Registration and coffee	
9:00	<b>Welcome and Aims of the Day</b> Aims of the workshop and introductions  Setting the Stage- Billions and billions: The investment need and opportunity  The Gap between the billions and cities’ current Office of Sustainability Funding practices/projects  <b>Introductions:</b> <ul style="list-style-type: none"> <li>• What experience does your municipality have with raising funds for investment in climate action or sustainability? Can you identify key barriers?</li> <li>• What questions do you have?</li> </ul>	Nils Moe, Managing Director, USDN, Katie Walsh, Senior Manager, CDP Cities, Yuill Herbert, Director, Sustainability Solutions Group, Sarah Moe, Senior Consultant, Sustainable Buildings & Communities, Paul Herman, CEO, HIP Investor
10:00	<b>Opening panel: What are investors looking for?</b> What are investors looking for when they assess projects in cities? What are the critical early project preparation steps in procurement and de-risking that cities should be taking? What types of projects in cities do investors already finance, and what would make those attractive? What 3rd party financing is available to cities through which mechanisms and on what terms? What do investors think cities should be doing to create enabling environments for investment in projects in cities, and initiated by municipalities?	Chris Fowle, Moderator on behalf of CDP Julia Langer, CEO, Toronto Atmospheric Fund Frank Carnevale, CEO, Bridgepoint Group Jon Naimon, Managing Director, Light Green Advisors Eric Glass, Senior Portfolio Manager, Alliance Bernstein

Time	Activity	
11:00	<b>How to finance a project?</b> <b>Introduction to USDN Toolkit with case studies</b>	Paul Herman, CEO, HIP Investor, Sarah Moe, Senior Consultant, Sustainable Buildings & Communities DNV-GL
12:00	<b>Lunch</b>	
1:00	<b>Developing Projects, Creating Pipelines, and Securing Funds</b> How do you create an environment that enables municipal sustainability staff to have their projects prioritized and funded? How can you make decisions about which projects to pursue? How do the cities value, communicate and fund their top priority projects?	Robin Hacke, Senior Fellow, Kresge Foundation
2:00	<b>Identifying and prioritizing projects in practice</b> <i>Case study from the City of Toronto</i>	Yuill Herbert, Director, Sustainability Solutions Group
2:30	<b>Small table discussions</b> In small groups, participants focus on a project from a municipality and work through an in-depth, systematic exploration of financing needs and opportunities, including private capital.	
3:15	<b>Report back to larger group</b>	
3:30	<b>Break</b>	
3:45	<b>Finding the money through Partnerships: Neighborly</b> Explore Neighborly's online bond marketplace that streamlines issuance for public agencies and enables all types of investors to participate	Rodrigo Davies, Chief Product Officer at Neighborly
4:15	<b>Bridging the gap- The CDP Matchmaker model</b> Deep dive into Matchmaker. How can this service be best designed to facilitate investments into urban projects?	Katie Walsh, Senior Manager, CDP cities
5:15	<b>Conclusion</b>	

Thank you workshop organizers and sponsors



**Neighborly**



**SUSTAINABILITY**  
SOLUTIONSGROUP



urban sustainability  
directors network