



U.S. DEPARTMENT  
*of* **ENERGY**

Federal Energy  
Management Program

# Financing Roundtable

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T01-S03, August 5<sup>th</sup>, 2025

**FEMP Summer CAMP** (Courses Aligned with Mission Priorities)

# Agenda

- Session Learning Objectives
- Introductions
- Moderator led Q&A
- Conclusion



# Tim Unruh

Executive Director

National Association of Energy Services Companies (NAESCO)

# Session Learning Outcomes

1. Recognize how financing works in performance contracts.
2. Identify common challenges associated with financing performance contracts.
3. Recognize best practices and lessons learned from experienced financiers, utilities, and energy service companies.
4. Assess innovative financing approaches across different performance contracting mechanisms.



# Elizabeth “Beth” Brown

Director – Finance

Ameresco



## Peter Flynn

Managing Partner  
Bostonia Partners



# Karen Gierhart

Managing Director – Energy Services  
Bank of America Global Leasing



# Dan Harsh

Senior Director of Project Finance  
Energy Systems Group



# Questions?

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# Thank You

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