Plenary | Thursday, October 29, 1:00–2:00pm

Financing Climate Action

Pamela Reed Sanchez, President & CEO Seneca Park Zoo
Andy Schlatter, Director of Facilities and Campus Planning, MASS MoCA
Sarah Sutton, CEO, Environment and Culture Partners

Agenda

What we'll cover in this session:

1. Welcome and Introductions (15 min)
2. Moderated Panel (30 min)
3. Discussion and Q&A (15 minutes)

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Learning objectives

By the end of this session, you will be able to:

1. Describe the current funding landscape for institutional climate action and the types of support available (capital, capacity building, community engagement).
2. Explain how peer institutions integrated sustainability into capital planning and secured funding, including geothermal and facilities projects.
3. Frame sustainability in language that resonates with funders, members, and donors.
4. Identify one funding strategy or conversation to pursue at their own institution.

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Stop-Start Story of Climate Funding & Focus



2000s	Green Building Boom
2008	Stock Market Crash
2009	Shift to Energy Efficiencies
2015	Paris Agreement!
2017	No Paris
2020	COVID
2021	Paris!
2022	IRA + BIL $$$$
2025	DOGE + No Paris

A Few Words About Language



Say what you mean in a way the listener can hear it

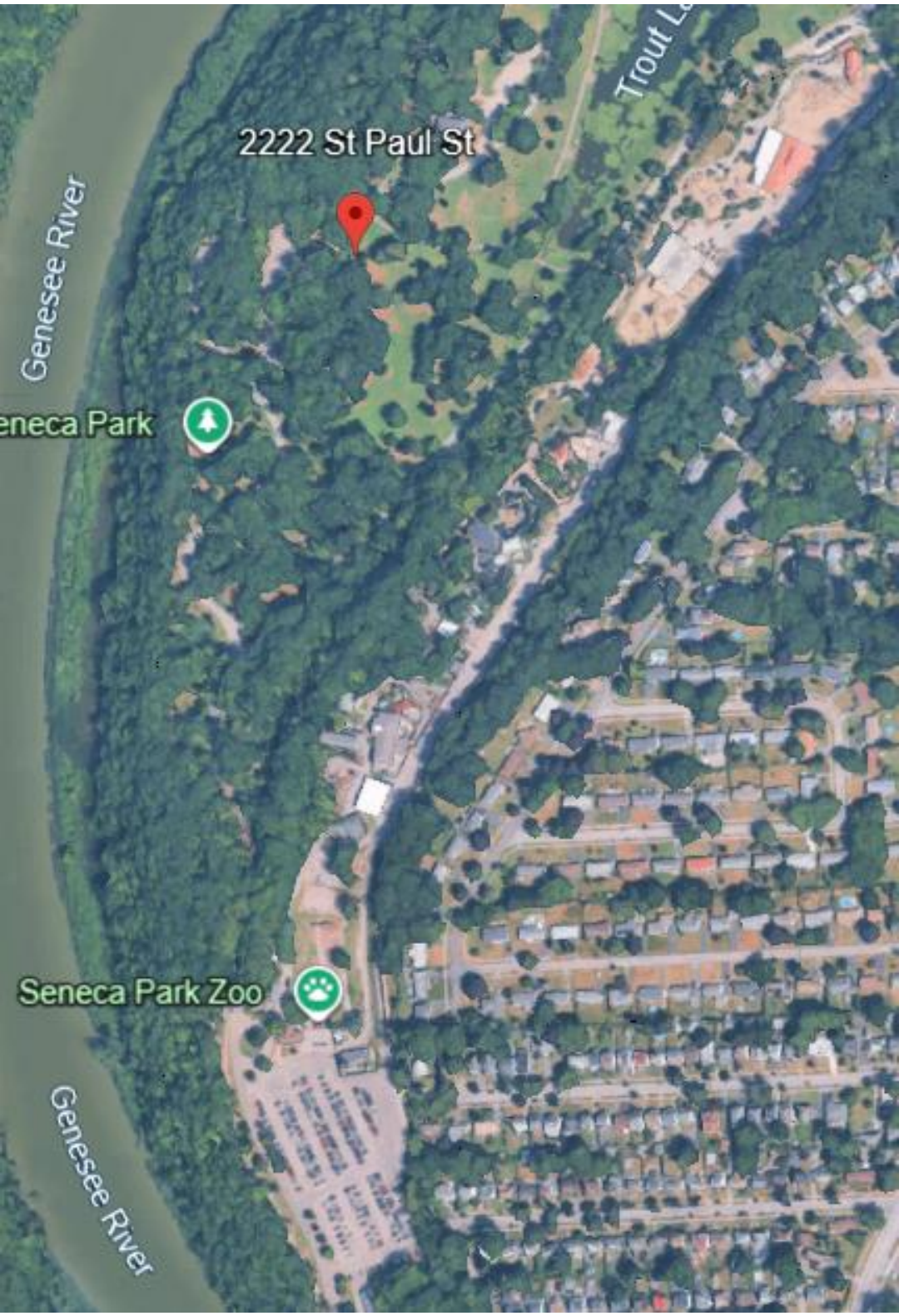


Connect the project to the mission, the mission to listener



Whatever you do, keep the conversation alive


Monroe County's
Seneca Park Zoo


2222 St Paul St
Genesee River
eneca Park
Seneca Park Zoo
Genesee River


Visitor Centers














preserv

Visitor Experience | entry from ground level



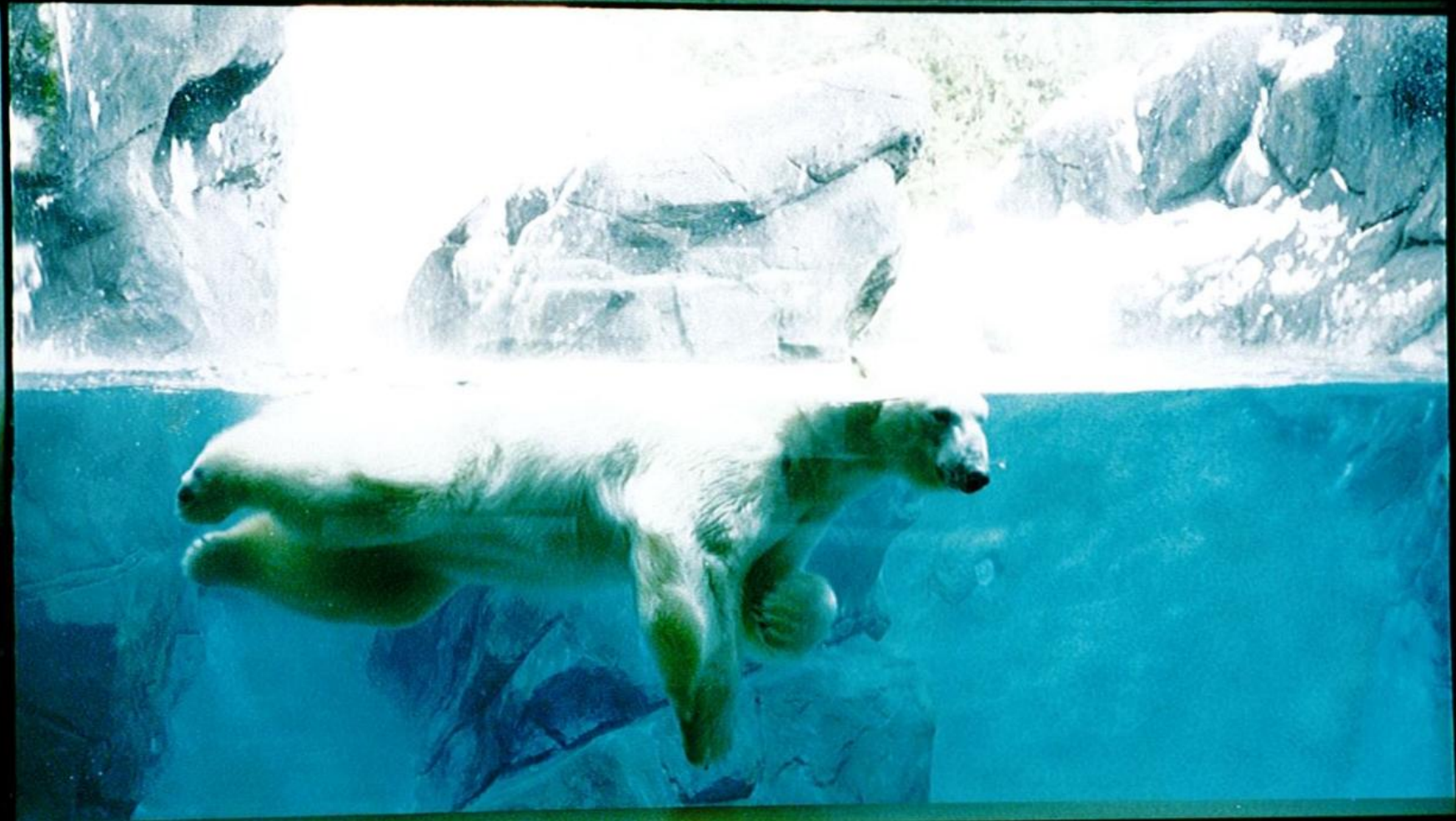
CambridgeSeven

Visitor Experience | primate bridge winter




Tropics | south orangutan habitat winter










Smith





WHAT IS MASS MoCA ?

CONTEMPORARY VISUAL AND PERFORMING ARTS ON AN ADAPTED HISTORIC FACTORY CAMPUS



XU BING, *PHOENIX* 2013



SOLID SOUND MUSIC FESIVATL

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695,000
Square Feet of Building Space
24
Acres of land
5.5
Acres of roof
127+
Average building age (years)
2,015
Windows
1,938
Rooftop Solar Panels
MASS MoCA

A STRATEGIC APPROACH TO SUSTAINABILITY AND STEWARDSHIP

TAKING CARE OF A LOT OF OLD BUILDINGS, WITH NOT A LOT OF MONEY





1 **Reduce Overall Energy Demand**

Optimize Building Envelope and System Efficiency
Leverage Utility-Funded Incentive Programs

2 **Decarbonize, Incrementally**

Generate renewable power on-site wherever possible.
Reduce reliance on fossil fuels.

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SELECTED MASS MOCA CAMPUS ENERGY EFFICIENCY PROJECTS: 2025-26

ENERGY USAGE REDUCTIONS/UTILITY COST REDUCTIONS



Transformer Replacements
165,498 kWh/yr
$41,000/yr



Central Chiller VFD
28,000 kWh/yr
$11,000/yr



HVAC Pipe Insulation
2500 gas therms/yr
$14,500 kWh/yr
$10,000/yr



Window Air Sealing
6800 gas therms/yr
37,000 kWh/yr
$27,000/yr

$89,000/yr
Projected Utility Savings *to Date**

These four projects alone Yield an estimated reduction in MoCA's energy use by:

245,000 kWh/yr
(equivalent to annual energy use of 30 homes)*

9,300 gas therms/yr

* Based on estimated median annual residential usage in MA of 7000 kWh/yr

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Questions?

Takeaways

By the end of this session, you should be able to say:

1. Funding for climate action spans capital, capacity-building, and community engagement. Know which type fits your project.
2. Building sustainability into capital planning early unlocks funding for geothermal and facilities projects.
3. Sustainability pitches land better when framed in the language funders, members, and donors already care about.
4. Leave with one funding strategy or conversation to start at your own institution.

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Resources and contact

- Sarah Sutton | sarah@ecprs.org
- Pamela Reed Sanchez | PReedsanchez@senecazoo.org
- Andy Schlatter | ASchlatter@massmoca.org