

Speaker Info



Innovative Financing Tools for Energy Efficient Buildings

How to do energy efficiency retrofits with low up-front financing costs

July 30th, 10am to 3pm
COG Board Room, 3rd Floor
777 North Capital St NE, Washington, DC

Speakers:

Christopher Berendt,

Counsel, Drinker Biddle & Reath, LLP

Michael Karlosky

Director, Sustainable Public Infrastructure, Wells Fargo Securities

Chris Lohmann

Energy Finance Specialist, U.S. Department of Energy

John Nelson

Co-Director, Wall Street Without Walls

Tom Cochran

Senior Managing Director, North Avenue Research LLC

Andy Seth

Executive Director, Climate Communities

John Byrne

*Director, Center for Energy and Environmental Policy, University of Delaware
Founding Co-Chair, Delaware Sustainable Energy Utility*

Kevin Allen

Executive Director, Urban Energy Advisors

Baird Brown

Partner, Drinker Biddle & Reath, LLP

Blake Ratcliff

Director of Housing Construction and Community Development, Institute for Building Technology and Safety (IBTS)

Bios:

Christopher Berendt, Drinker Biddle & Reath, LLP

Christopher B. Berendt is of counsel to Drinker Biddle & Reath's Environmental & Energy Practice Groups and heads the Environmental Markets Team. He concentrates his practice in the design and operations of the compliance and voluntary environmental markets, as well as the energy markets. He counsels clients on the creation and capture of asset value on matters ranging from market/regulatory development and strategy through investments, transactions, project development and financing.

Chris has more than a decade of experience working in the energy and environmental markets. He served most recently as vice president at Pace Global Energy Services, LLC, a Siemens Company, in Fairfax, Va., where he led environmental asset offtake and financing strategy for the firm's largest renewable energy project engagements, including land-based and offshore wind, biomass, landfill gas and PV array generation.

Chris earned his J.D., magna cum laude, at Vermont Law School, where he was the environmental editor and a member of the editorial board of the Law Review. Chris is also a graduate of the University of Notre Dame's Mendoza College of Business Accelerated Executive Leadership Program. He earned his bachelor's degree from Kenyon College with a synoptic (triple-pronged) major and spent a year abroad at the University of Copenhagen. Chris has taught both graduate and undergraduate levels and has testified before Congress.

Michael Karlosky, Wells Fargo Securities

Mr. Karlosky joined Wells Fargo Securities' Sustainable Public Infrastructure ("SPI") group shortly after its formation in 2009. The SPI group focuses entirely on assisting municipalities with the financing of energy efficiency and renewable generation projects. This mandate encompasses projects for both municipal and not-for-profit facilities, as well as projects for privately owned facilities where the municipality plays an administrative or programmatic sponsorship role. The SPI group plays an integral role in Wells Fargo's commitment to provide \$30 billion of financing for environmentally sustainable projects by 2020.

The SPI group has been recognized as an important thought leader representing the financial community in the dialogue surrounding energy efficiency retrofit and renewable generation. The group has been particularly active in both the ongoing development of PACE financing and the utilization of Qualified Energy Conservation Bonds ("QECBs") on the part of municipalities.

Mr. Karlosky has over twenty years of experience in public finance investment banking. He has specialized in the development of complex financing structures for sophisticated issuers such as the City of New York, City of Philadelphia, City of Cleveland, State of New Jersey, State of California, Dormitory Authority of the State of New York, Ohio Water Development Authority, New Jersey Economic Development Authority, New York State Housing Finance Agency, and the Southern California Public Power Authority among others. Mr. Karlosky holds NASD Series 7, 53 and 63 licenses. Mr. Karlosky received his B.A. in Economics from the University of New Hampshire.

Chris Lohmann, U.S. Department of Energy

Chris Lohmann is an Energy Finance Specialist with the Department of Energy, and focuses on developing market solutions that result in greater private capital investment in advanced energy and energy efficiency projects.

He facilitates knowledge sharing among state and local innovative energy development entities, and manages the Financial Allies of the President's Better Buildings Challenge, a group of financial firms that have committed to financing over \$1 billion of energy efficiency in private real estate.

John Nelson, Wall Street Without Walls

John Eric Nelson is the managing partner of the Wall Street Without Walls initiative, providing financial technical assistance from finance professionals to community-based organizations in order to access the capital markets and for transactions over \$3m. Funded by major foundations, WSWW provides capital markets orientation and training programs nationally through the individual banks of the Federal Reserve Bank system and financial technical assistance to community development organizations and public agencies through teams of volunteer finance professionals, including retired and active investment bankers volunteering their expertise as a new form of philanthropy.

He earlier served as director of Corporate Partnership Program at the National Congress for Community Development where he helped launch WSWW. Funded as part of the Ford Foundation's Corporate Involvement Initiative, the program facilitated market-driven, business case opportunities with community-based development organizations and minority entrepreneurs in joint venture business investments.

Mr. Nelson has thirty years experience in community economic development, public interest finance, management consulting, and collaborative environmental policy. He designed and managed the Small Business Opportunity Project for HUD to assist public housing residents to plan and run their own businesses. He directed the urban land trust program for the Trust for Public Land and managed non-profit liaison for the Chevrolet-Geo environmental program. Much of his consulting activity has been in the area of multi-sectored collaboration on behalf of clients in business, government, and the public interest. He has served and continues to serve as a Board member of various national non-profit initiatives and community organizations and as an advisor to several for-profit financial institutions.

Mr. Nelson graduated from Yale College and recently co-chaired the class reunion; received his MA degree from the University of Michigan where he also taught social psychology; and has a certification in Community Development Finance from the Milano Graduate School of New School University. He has been a guest lecturer in community development finance at the McDonough Business School at Georgetown University from 2001 to 2011. He has been married for 38 years and has two grown children.

Tom Cochran, North Avenue Research LLC

Thomas Cochran has over 30 years of experience mobilizing capital investment in power, water, transport, education, healthcare and infrastructure both in the U.S. and emerging markets and brings an exceptional perspective on global developments at the intersection of project development, finance and public policy. He was recently an advisor to the U.S. Department of Energy's loan guarantee program, with a special focus on solar PV, next generation nuclear, and cellulosic ethanol technology and on working with public and non-profit economic development finance agencies throughout the country. Among his many accomplishments, Tom has managed the global PPP infrastructure surveillance and workout function as a Director for MBIA Insurance Corp. with the restructuring of a geothermal IPP project in Indonesia as a major focus. He founded and now chairs the Board of the Northeast-Midwest Institute which provides regional policy research on economic and environmental sustainability on Capitol Hill, and has worked as a policy advisor in the NYC and NJ state governments.

Tom was a Senior Vice President and Regional Manager in Public Finance at Lehman Brothers for nine years, with waste-to-energy finance as his major sectorial focus. Tom has also consulted on sustainable infrastructure finance to numerous international organizations including the U.S. Trade and Development Agency, the United Nations Capital Development Fund, the World Bank, the International Finance Corporation, JBIC (the Japanese Bank for International Cooperation), the European Investment Bank and AMF Guarantee, a newly formed bond insurer focused on local currency finance in emerging markets. He earned his MPA from the Woodrow Wilson School at Princeton University.

Andy Seth, Climate Communities

Andrew Seth is the President of Sustainable Strategies DC. Prior to his role as the President of Sustainable Strategies, Andrew Seth was a partner and the Director of Coalitions at The Ferguson Group. He is the Executive Director of the Climate Communities coalition, and directed the American Waterfront Revitalization Coalition. He previously served as a project manager on environmental issues at the International City/County Management Association, where he directed the Local Government Environmental Assistance Network. Prior to joining ICMA, Andrew was a member of the government affairs team at Spiegel & McDiarmid. He began his environmental career at the conservation non-profit American Rivers.

Andrew received his B.S., summa cum laude, from Salisbury State University and a M.S. in Resource Administration and Management from the University of New Hampshire. Andrew's published work as a co-author includes: Smart Growth is Smart Business; Profiles of Local Clean Air Innovation: Empowering Communities to Meet the Air Quality Challenges of the 21st Century; Profiles of Business Leadership on Smart Growth: New Partnerships Demonstrate the Economic Benefits of Reducing Sprawl; Empowering Local Government Climate Action: A Blueprint for President Obama and the 111th Congress; and Empowering Local Clean Energy Action: Federal Policy Agenda for 2011.

John Byrne, Delaware SEU

John Byrne is Distinguished Professor of Energy and Climate Policy and Director of the Center for Energy and Environmental Policy (CEEP) at the University of Delaware. He has contributed since 1992 to Working Group III of the Intergovernmental Panel on Climate Change (IPCC), which shares the 2007 Nobel Peace Prize. Dr. Byrne is chairman of the board of the Foundation for Renewable Energy and Environment (FREE). He also was a founding co-chair and served until June of 2012 of the Delaware Sustainable Energy Utility (SEU) and is the architect of its innovative energy efficiency bond program. His work has been funded by the World Bank, UNEP, the Blue Moon Fund, the National Science Foundation, U.S. Department of Energy, and the U.S. EPA, among others. He has published 17 books and over 150 research articles.

Kevin Allen, Urban Energy Advisors

Kevin Allen is an Executive Director at Urban Energy Advisors (UEA) and carries responsibility for the development of the Washington DC Commercial PACE financing program. Kevin is also a co-founder and Partner at Energy Growth Partners (EGP) – a private equity backed enterprise focused on acquiring energy efficiency companies.

Before working with UEA and EGP, Kevin was a Business Development Director in Johnson Control's Commercial Energy Solutions Group where he was responsible for the development, financing and implementation of energy efficiency and renewable energy projects for large commercial real estate and Fortune 500 corporations. Prior to his time at Johnson Controls, Kevin spent four years as a Vice President at Grant Capital Management, a boutique finance firm that specialized in providing capital for large scale energy efficiency projects. Prior to his work in sustainability Kevin was the founder and CEO of New World Science and Technology, a bioinformatics company that he led to acquisition. Kevin also spent several years in Banking at both Smith Barney and PNC Capital Markets.

Kevin has a BS from the Wharton School at the University of Pennsylvania; an MBA in Finance and M&A from the Goizueta School of Business at Emory University; and a JD from The University of Chicago.

Baird Brown, Drinker Biddle & Reath, LLP

C. Baird Brown is a partner in Drinker Biddle & Reath's Environmental and Energy Practice Groups. His practice includes the development and financing of power plants, waste disposal and recycling facilities, toll roads, and other infrastructure projects. Baird currently focuses on renewable energy, including wind, solar, biomass, tidal, geothermal, and biofuels.

He represents state and local sustainability agencies charged with promoting renewable energy, energy efficiency and green infrastructure. Baird is also active in climate change issues, including trading of renewable energy credits and carbon credits.

He handles mergers and acquisitions of energy and environmental companies, including restructuring and workouts of troubled projects. Baird has counseled clients in connection with taxable and tax-exempt, rated and unrated, and registered and unregistered financings, credit enhancements, and leveraged leases. He has worked extensively on public/private partnerships and privatization of public services.

Baird has represented an independent system operator on market design issues and has assisted in the establishment of a private energy trading platform. He provides corporate advice to emerging energy technology companies and assists with venture and private equity investments in such companies. Baird has worked on a next-generation nuclear power project. He began his legal career in the Office of General Counsel of the Board of Governors of the Federal Reserve System.

Blake Ratcliff, Institute for Building Technology and Safety

Blake Ratcliff is the Director of Housing Construction and Community Development at IBTS. IBTS is a 501(c)(3) non-profit organization established to provide unbiased professional building code compliance services directly to, or on behalf of, government agencies at all levels.

Blake has over two decades of experience in real estate, federal economic development programs, government relations, business and financial project / investment planning and execution, manufacturing, regulated industries, technology, and telecommunications business services and business development. As the President of Return Property Management, a multifamily property investment and management company operating hundreds of units in the Southeast, Blake has assembled millions of dollars of investment capital.

Mr. Ratcliff has been instrumental advocating USDA housing, commercial real estate, and economic development programs. At the same time, he has assisted restructuring real estate financial structures, defeasing municipal bonds, and evaluating and purchasing large multifamily real estate projects. Prior to this, Mr. Ratcliff was involved in real estate right of way rights acquisition and rental.

Mr. Ratcliff has in-depth operational, financial, marketing, and sales experience in real estate, telecommunications, software development, and manufacturing. Other companies he has worked with include Springs Industries, a multibillion dollar textile manufacturer, and General Electric.

Mr. Ratcliff is a former Marine Corps Captain, a former USNA Class of 1984 class president, and holds a BS from the United States Naval Academy. He is married to the former Sara Boney and has four children. Blake resides in Northern Virginia.