



# 2021 U.S. DOE ENERGY STORAGE FINANCING SUMMIT

Virtual Event | January 26 & 27, 2021

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**Presented by:**

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# Table of Contents

Companies & Organizations in Attendance	3
Agenda	6
Speaker Biographies	8
Energy & Infrastructure at Kirkland	21
Kirkland's Infrastructure Finance Practice	22

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# Companies & Organizations in Attendance

174 Power Global  
5P Capital Management LP  
Accelerate Resources Holdings, LLC  
Adani Group  
Adya Partners  
Amazon Web Services, Inc.  
Amplify Energy Corp.  
Aon  
Ariel Re  
Aypa Power LLC  
BBVA USA  
Beacon Power  
Black Mountain  
Black & Veatch Corp.  
BP  
Brightnight Energy  
Broad Reach Power  
Caithness Energy, LLC  
Calpine Corporation  
Canyon Midstream Partners, LLC  
Centrus Energy Corp.  
Chaffin Geoscience  
Cheniere Energy, Inc.  
CIM Group  
Clean Energy Associates  
Clean Energy Counsel, LLP  
CleanCapital LLC  
Cleantech Energy  
CoBank / Farm Credit Leasing  
Consortium for Battery Innovation  
Crédit Agricole Corporate and  
Investment Bank  
Crédit Industriel et Commercial  
Cresta  
Cureton Midstream, LLC  
Customized Energy Solutions  
Customized Energy Solutions India  
Pvt Ltd.  
Cypress Creek Renewables, LLC  
Dacarba  
Deloitte Consulting LLP  
Delorean Power LLC  
Department of Energy  
Devon Energy Corporation  
DNV GL Energy USA, Inc.  
Ecoplexus  
Embalance Storage LLC  
Encino Energy  
Energy Intelligence Partners  
Energy Storage Association  
Energy Storage Response Group  
Eos Energy Storage  
EPRI  
Evercore Inc.  
Falcon Minerals Corporation

# Companies & Organizations in Attendance

FlexEnergy  
FTI Consulting  
Generate Capital, Inc.  
GlidePath Power Solutions LLC  
Greensmith Energy  
Grey Rock Energy Partners  
Guggenheim Securities, LLC  
Helaba Landesbank Hessen-Thüringen  
Hitachi Capital America Corp  
Hunt Consolidated Inc.  
Hunt Energy Network  
The Huntington National Bank, Inc.  
IHS Markit  
Intrepid Financial Partners  
Invenergy LLC  
IPRE LLC  
JGR Advisory Services  
Kayne Anderson Capital Advisors, L.P.  
Key Capture Energy  
Kiwi Power Ltd.  
KPMG International  
kWh Analytics  
Lazard  
LS Energy Solutions  
Malta Inc.  
Mitsui & Company Ltd.  
Mizuho Securities USA LLC  
MUFG Union Bank, N.A.  
Munich Re  
New England Battery Storage  
New York Power Authority  
Noble Energy, Inc.  
ORIX Corporation USA  
Paloma Resources  
Pattern Energy Group Inc.  
Peak Energy  
Pine Gate Renewables  
Power Edison  
PrimeFlight Aviation Services  
Quanta Services  
Rabobank International  
Raisa Energy  
RBC Capital Markets  
Redeux Energy Partners LLC  
Redland Energy Group  
Renewance  
Rhymland  
Roland Berger LP  
RWE Renewables Americas, LLC  
Seaport Global Securities LLC  
Sentinel Peak Resources LLC  
Siemens Financial Services  
Sinopec Engineering (Group) Co., Ltd.  
SK E&S Americas  
SMBC  
Southern Current

# Companies & Organizations in Attendance

Sparkplug Power

Spin Storage Systems

Springbok Energy Partners, LLC

Stantec Consulting Services

Starboard Energy Advisors

Starwood Energy Group

Stem

Strata Solar

Stronghold Resource Partners, LLC

SunEnergi Capital

Sunflower Bank, N.A.

TAKKION

Tanda Resources LLC

Tela Energy

Thoroughbred Holdings

UBS Investment Bank

UL, LLC

Urban Future Lab

USI Insurance Services

Viridity Energy Solutions (An Ormat  
Company)

VRB Energy

W Power

Wartsila Energy

Waterfield Midstream, LLC

Western Area Power Administration

Whitehall & Company LLC

WhiteWater Midstream, LLC

Willis Towers Watson

Zinc8 Energy Solutions

# Agenda

Tuesday, January 26



<b>1:00 - 1:05 p.m. ET</b>	<b>Welcome</b> Rohit Chaudhry, Kirkland & Ellis LLP
<b>1:05 - 1:15 p.m. ET</b>	<b>Energy Storage Financing Study: Overview</b> Richard Baxter, Mustang Prairie Energy
<b>1:15 - 1:45 p.m. ET</b>	<b>Keynote</b> Imre Gyuk, Energy Storage Program Director, U.S. Department of Energy
<b>1:45 - 2:15 p.m. ET</b>	<b>Keynote</b> Eric Hsieh, Director, Grid Systems and Components, U.S. Department of Energy
<b>2:15 - 3:45 p.m. ET</b>	<b>DOE Energy Storage Valuation Workshop</b> Babu Chalamala, Sandia National Laboratories [Moderator] Jan Alam, Pacific Northwest National Laboratory Giovanni Damato, Electric Power Research Institute Inc. Rodrigo Trevizan, Sandia National Laboratories Di Wu, Pacific Northwest National Laboratory

# Agenda

Wednesday, January 27



<b>1:00 - 1:05 p.m. ET</b>	<b>Welcome</b> Rohit Chaudhry, Kirkland & Ellis LLP
<b>1:05 - 1:15 p.m. ET</b>	<b>Energy Storage Financing Study: Overview</b> Richard Baxter, Mustang Prairie Energy
<b>1:15 - 1:45 p.m. ET</b>	<b>Keynote</b> Chandrasekar Govindarajalu, Lead Energy Specialist, The World Bank
<b>1:45 - 2:15 p.m. ET</b>	<b>Keynote</b> Alfred Griffin, President, NY Green Bank
<b>2:15 - 3:00 p.m. ET</b>	<b>Panel 1 — Market Outlook</b> Robert Fleishman, Kirkland & Ellis LLP [Moderator] Jaya Bajpai, Lockheed Martin Davion Hill, Momentum Energy Storage Developers Troy Miller, GE Renewable Energy Kelly Sarber, Strategic Management Group George Schulz, Ariel Re
<b>3:00 - 3:45 p.m. ET</b>	<b>Panel 2 — Capital Providers</b> Brian Greene, Kirkland & Ellis LLP [Moderator] Ali Amirali, Starwood Energy Group Jeff Bishop, Key Capture Energy Claus Hertel, Rabobank Gerard Reid, Alexa Capital

# Speaker Biographies



## **Richard Baxter**

President, Mustang Prairie Energy

Richard Baxter is President of Mustang Prairie Energy where he bridges the financial and technical sides of the energy storage industry for capital providers, project developers, and manufacturers. Richard has been active in the energy storage industry for 20 years, working across the industry, including at a storage OEM, investment bank, and as a strategy consultant.

Richard is the author of the U.S. DOE sponsored study series on Energy Storage Financing through Sandia National Laboratories. He is also the author of the Energy Storage Pricing Survey series and supports the Technology Cost and Performance Assessment for the DOE's Energy Storage Grand Challenge. Previously, he provided the cost surveys and capital pricing model for the Lazard Levelized Cost of Storage (LCOS) Survey 1.0, 2.0 and 3.0.

He has served on the Board of Directors for the Energy Storage Association, the Charitable Foundation of the Energy Bar Association, and NovoCarbon. He was also the founder and Executive Director of the Advancing Contracting in Energy Storage (ACES) Working Group where he led the development of the ACES Energy Storage Best Practice Guide.



## **Rohit Chaudhry, P.C.**

Partner, Kirkland & Ellis LLP

Rohit Chaudhry is a debt finance partner in the Washington, D.C., office of Kirkland & Ellis LLP. Rohit's practice focuses on energy and project finance transactions, sales and acquisitions, as well as project restructurings across the energy spectrum, including independent power, oil & gas, midstream and LNG sectors. Rohit represents private equity funds, developers, lenders and institutional investors on domestic and international transactions. He has led transactions in the United States, Latin America and Asia.

Rohit is recognized by *Chambers USA* in Band 1 for Projects, Nationwide, *Chambers Global* in Band 1 for Projects, USA and *Chambers Latin America* for Projects, Latin America-wide in multiple years running. He is described by clients in *Chambers USA* as an "excellent, big-picture projects attorney." He is also recognized year after year by *The Legal 500 U.S.* as a leading lawyer for Project Finance and Energy: Renewable/Alternative, *The Legal 500 Latin America* for Projects and Energy and *The Legal 500 Hall of Fame* for Project Finance. In addition, he has been recognized by *Best Lawyers in America* since 2010 and by *Law360* as a 2015 Project Finance MVP. He is also highly regarded by *IFLR1000* in Project Finance – United States for 2018.



# Speaker Biographies



## **Chandra Govindarajalu**

Lead Energy Specialist, Energy Climate Finance, The World Bank

Chandra Govindarajalu leads the global battery storage program at the World Bank. The World Bank has made commitment to accelerate deployment of battery storage in the developing world with an aim to finance 17.5 GWh of new battery storage in developing countries by 2025.

The World Bank has also established the Energy Storage Partnership (ESP) with 30+ organizations that includes NREL and the Energy Storage Association (ESA) from the U.S. as well as several European and global partners to foster international cooperation to adapt and develop energy storage solutions for developing countries and to support development and implementation of energy storage lending operations. By developing and adapting new storage solutions to the needs of developing countries, the ESP will help expand the global market for energy storage, leading to technology improvements and accelerating cost reductions over time.

He also leads the energy climate finance team which is responsible for mobilizing climate finance from Climate Investment Funds (CIFs), Green Climate Funds (GCF) and other sources for the Energy and Extractives Practice at the World Bank. He has over 20 years of experience working at the World Bank and International Finance Corporation (IFC) on energy efficiency, energy access and renewable energy across 15 countries in South Asia, East Asia as well as Middle East and North Africa.

Chandra holds a PhD in Energy and Environmental Policy from the University of Delaware, Newark, Delaware.

# Speaker Biographies



## **Alfred Griffin**

President, NY Green Bank

Alfred Griffin is an industry leader in developing innovative solutions in support of the financing of renewable energy generation and energy efficiency projects, and brings 25 years of experience in banking and finance to NY Green Bank. As President, Alfred oversees partnerships with private sector capital providers and other clean energy market participants to address barriers that limit private investment into attractive renewable energy and energy efficiency projects.

Prior to joining NY Green Bank, Alfred specialized in structured finance with roles in corporate and investment banking, capital markets, and risk management at Citigroup Global Markets Inc. His roles included Alternative Energy Banking, where Alfred was responsible for the design, marketing, and execution of structured solutions within the evolving market segment. He was involved with a variety of innovative transactions including energy efficiency loan and lease securitizations, distributed solar portfolio financings, energy savings projects, and government-agency debt guarantee transactions.

At Citigroup, Alfred worked in Institutional Recovery Management, where he developed and implemented strategies for mitigating risk exposures to distressed companies and projects, and Global Structured Solutions, where he originated many structured transactions across a variety of industries and assets classes, many of which involved first-of-kind deal structures. Before joining Citigroup in 1997, Alfred held positions at Edward D. Jones & Co. and Smith Barney Inc.

Alfred holds bachelor's and Master of Business Administration degrees from the University of North Carolina, Chapel Hill. He is a Chartered Financial Analyst.

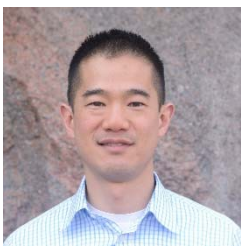
# Speaker Biographies



## **Imre Gyuk**

Energy Storage Program Director, U.S. Department of Energy

After taking a B.S. from Fordham University, Imre Gyuk did graduate work at Brown University on Superconductivity. Having received a PhD in Theoretical Particle Physics from Purdue University, he became a Research Associate at Syracuse. As an Assistant Professor, he taught Physics, Civil Engineering, and Environmental Architecture at the University of Wisconsin. Imre became an Associate Professor in the Department of Physics at Kuwait University where he became interested in issues of sustainability. Imre joined the Department of Energy to manage the Thermal and Physical Storage program. For the past 12 years, he has directed the Electrical Energy Storage research program in the Office of Electricity, developing a wide portfolio of storage technologies for a broad spectrum of applications. He supervised the \$185M ARRA stimulus funding for Grid Scale Energy Storage Demonstrations and is now partnering with the States on storage projects for grid resilience. His work has led to 9 R&D 100 awards and a Lifetime Achievement Award. He is internationally recognized as a leader in the energy storage field.



## **Eric Hsieh**

Director, Grid Systems and Components, U.S. Department of Energy

Eric Hsieh is the Director for Grid Systems and Components at the U.S. Department of Energy. His group conducts cutting edge research and development for new grid hardware technologies, including energy storage, robotics, and power electronics. He previously held positions at Nexans, A123 Systems, and the Federal Energy Regulatory Commission (FERC). Eric received degrees in Public Policy from UC Berkeley and Computer Science from MIT, and was recently named a “young and rising star” by Public Utilities Fortnightly.

# Speaker Biographies

## DOE Energy Storage Valuation Workshop



### **Babu Chalamala**

Manager of the Energy Storage Technology and Systems Department, Sandia National Laboratories

Dr. Babu Chalamala is Manager of the Energy Storage Technology and Systems Department at Sandia National Laboratories.

Prior to joining Sandia in August 2015, Babu was a Corporate Fellow at SunEdison (formerly MEMC Electronic Materials) for five years, where he led R&D and product development in grid scale energy storage. Before that, he founded two startup companies commercializing large format lithium batteries and digital x-ray sources. Earlier, as a research staff member at Motorola, Research Triangle Institute, and Texas Instruments, he made contribution to the development of electronic materials and device technologies. Babu received his B.Tech degree in Electronics and Communications Engineering from Sri Venkateswara University and his PhD degree in Physics from the University of North Texas. He is a Fellow of the IEEE and Academy of Sciences St Louis, a Life Member of the Electrochemical Society, and a Member of the Materials Research Society.

As chair of the IEEE Photonics Society Technical Committee on Displays, Babu was instrumental in launching the IEEE/OSA Journal of Display Technology. He has been an active member of the Materials Research Society for twenty years and served as General Chair of the 2006 MRS Fall Meeting. He was a guest editor of the *MRS Bulletin*, *Proceedings of the IEEE*, and the *IEEE Journal on Selected Topics in Quantum Electronics*, and served on the editorial boards of the *Proceedings of the IEEE* and *IEEE Access*. He received the 2015 James Eads Award of the Academy of Sciences St. Louis.



### **Jan Alam**

Power Systems Engineer, Pacific Northwest National Laboratory

Dr. Jan Alam is a power systems engineer at Pacific Northwest National Laboratory (PNNL) where he has been working since October 2016. He is a thrust-area lead within Energy Storage Industry Acceptance program at PNNL, sponsored by U.S. DOE. He is also a key-contributor in PNNL transactive energy systems and grid services valuation domains. He is managing an effort to develop capabilities at PNNL for grid integration of marine renewable energy resources. Before joining PNNL, he was engaged in solar PV and energy storage research in Australia and collaborated with multiple Australian utilities. Jan also worked as an electric power industry professional in Bangladesh (2005-2010) and held various positions from plant maintenance engineer to consulting engineer working with the government agencies responsible for power sector development.

# Speaker Biographies

## DOE Energy Storage Valuation Workshop



### **Giovanni Damato**

Principal Project Manager, Electric Power Research Institute Inc.

Giovanni Damato serves as Principal Project Manager in the Energy Storage and Distributed Energy Resource Program at the Electric Power Research Institute (EPRI).

Giovanni has nearly fifteen years of professional experience leading the exploration of distributed energy resources (DER), including grid-connected energy storage. Giovanni provides innovative grid storage and DER techno-economic analyses with strategic recommendations to energy industry stakeholders, while managing the program's integrated modeling frameworks for EPRI's grid storage practice areas. He leads the collaborative efforts in Grid Services and Analysis through the Energy Storage Integration Council (ESIC) and drives StorageVET® ([www.storagevet.com](http://www.storagevet.com)) and DER-VET™ development as product manager.

At Strategen Consulting, Giovanni led the team's clean energy value proposition practice for over eight years. Stakeholders sought his expertise to identify use cases, construct evaluation frameworks, and conduct cost effectiveness analyses of various clean energy projects that included the integration of solar, fuel cells, energy storage, and electric vehicles. On the regulatory front, he guided the California Public Utilities Commission's stakeholder process for the cost effectiveness evaluation of energy storage during the Storage Rulemaking (AB2514) and inclusion of energy storage in California's Self-Generation Incentive Program.



### **Rodrigo Trevizan**

Senior Member of Technical Staff, Sandia National Laboratories

Rodrigo Trevizan is a Senior Member of Technical Staff at Sandia National Laboratories. Rodrigo authored research papers on the subjects of control of energy storage systems and demand response for power grid stabilization, power system state estimation, and detection of nontechnical losses in distribution systems. Rodrigo received a B.S. and M.Sc. degree in Electrical Engineering from the Federal University of Rio Grande do Sul, Brazil, in 2012 and 2014, respectively, a M.Sc. in Power Systems Engineering from the Grenoble Institute of Technology (ENSE3) in 2011 and a PhD in Electrical Engineering from the University of Florida in 2018.

# Speaker Biographies

## DOE Energy Storage Valuation Workshop



### **Di Wu**

Senior Research Engineer and a Team Leader with the Electricity Infrastructure and Buildings Division, Pacific Northwest National Laboratory

Di Wu is a Senior Research Engineer and a Team Leader with the Electricity Infrastructure and Buildings Division at Pacific Northwest National Laboratory (PNNL). He received B.S. and M.S. in electrical engineering from Shanghai Jiao Tong University, China, in 2003 and 2006, respectively, and a Ph.D. in electrical and computer engineering from Iowa State University, Ames, in 2012. At PNNL, Di leads research work in areas of energy storage analytics, building-to-grid integration, and microgrid design. His other research interests include demand response, production cost modeling, water-energy nexus, and advanced grid analytics. Di is a Senior Member of IEEE and a member of the IEEE Power and Energy Society and the Control System Society. He is an Editor for the *IEEE Open Access Journal of Power and Energy*.

# Speaker Biographies

## Panel 1 — Market Outlook



### **Robert Fleishman**

Partner, Kirkland & Ellis LLP

Robert Fleishman is a corporate partner in the Washington, D.C., office of Kirkland & Ellis LLP. Robert has a leading reputation advising companies on the energy regulatory and compliance aspects of transactions and other energy market activities and defending energy and financial industry participants and individuals in energy markets against charges of market manipulation, particularly before the Federal Energy Regulatory Commission (FERC), the Commodity Futures Trading Commission (CFTC), and other regulatory bodies. His deep knowledge of the electric and gas regulatory and enforcement landscape informs his representation of clients on energy regulatory, enforcement, compliance, transactional, commercial, legislative, and public policy matters and activities.

He has been recognized in energy regulatory law by *Chambers USA* (2010–2020), *Best Lawyers in America, Energy* (2007–2018; 2020), and *The Legal 500 US* (2008–2010; 2012–2013; 2015–2020). Robert was named by *The National Law Journal* to its list of 2017 Energy & Environmental Trailblazers, and he was honored by the Energy Bar Association (EBA) with the EBA President's Award (2019) and the Paul E. Nordstrom Service Award (2016), and also received the Center for the Advancement of Energy Markets Service Award (2005). Robert served as Editor-In-Chief of the *Energy Law Journal* from 2005–2019, and is a past President of the Energy Bar Association.



### **Jaya Bajpai**

Head of Analytics, Lockheed Martin

Jaya Bajpai is Head of Analytics in Lockheed Martin's Energy business, focused on energy storage. Prior to Lockheed, Jaya focused on enterprise risk, analytics and policy issues in the CEO Office at Seattle City Light, a \$1.4 billion public utility. Earlier in his career, he was Vice-President, Portfolio Management & Trading, at Constellation Energy, a \$25 billion Fortune 200 now owned by Exelon Corp. At Constellation, he held asset optimization and trading responsibilities across power, oil and gas markets. Jaya holds an MS in Applied Analytics from Columbia University and a BA in Economics from Oberlin College.

# Speaker Biographies

## Panel 1 — Market Outlook



### **Davion Hill**

Energy Storage Expert, Momentum Energy Storage Developers

Dr. Davion Hill is an entrepreneur, thought leader, deposed and qualified expert witness, and advisor in the energy storage industry. As cofounder of Momentum Energy Storage Partners, he has developed and raised capital for over 90 MW solar and energy storage projects. He previously managed DNV GL's energy storage business in the US and globally. He served as President (2015) and Chairman (2016) for NAATBatt International and was an executive board member for 8 years. He also serves on the Board of Directors for NYBEST as Vice Chair at Large. Davion is a patent holder on energy storage sensing technologies, and served as principal investigator for aviation, marine, heavy bus, and energy storage R&D programs with ARPA-e, NYSERDA, the US Department of Transportation, the Federal Aviation Administration, and the California Energy Commission. He led and co-authored joint industry programs on hybrid marine vessels, energy storage recommended practices, and industry leading reports on battery performance and degradation. Davion was also principal investigator and primary author for the 2017 public report "Considerations for ESS Fire Safety" which answered battery fire safety questions for Consolidated Edison and FDNY in New York, and was also the lead expert witness for the Arizona Public Service McMicken explosion. As an expert witness, he helped former clients receive awards totaling more than \$16M. Davion is a thought leader quoted in over 40 interviews and media channels, and is an accomplished author with over 60 publications. In 2019 he was listed on *Marquis Who's Who in America* for his service in the energy storage industry. He acquired his PhD in applied materials physics from The Ohio State University in 2006.

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### **Troy Miller**

North American Sales Leader for Energy Storage, GE Renewable Energy

Troy Miller is the North American Sales Leader for Energy storage and Hybrids at GE Renewables. Mr. Miller has lengthy experience in the application and implementation of all aspects of energy storage, renewable energy, hybrid generation and microgrids. He is a member of the Executive Committee of the Board at the Energy Storage Association and serves on the board of the National Alliance for Advanced Technology Batteries. He has been involved with more than 900MWh of Energy Storage projects in the US, Canada, UK and Australia.



# Speaker Biographies

## Panel 1 — Market Outlook



### **Kelly Sarber**

CEO and President, Strategic Management Group

Kelly Sarber is a proven consultant who embeds as a lead developer for renewable energy teams for corporations and private equity. Last month, Con Edison announced the execution of the largest energy storage contract in NYC, a 100-megawatt ESS project Kelly sourced and developed in Queens for 174 Power Global. Over her career, Kelly has developed \$3+ Billion in asset value that includes an early career managing roll-ups and exits in energy, waste, and wastewater sectors across the U.S. Kelly is responsible for developing a 3.2 Gigawatt solar plus storage project in Western Arizona and her current pipeline includes another 2,000 megawatts of stand-alone energy storage in various stages of development in New York, Arizona, and California. She is expert in sourcing greenfield opportunities to build enterprise value for ESS projects creating synergies at the nexus of renewable energy, waste, and wastewater industries and leverages a market advantage honed over many decades working with major utilities, solid waste companies and other heavy industry-centric businesses to identify public private partnerships with opportunistic sites that generate long-term revenue streams. Kelly's current client base includes Southern California Edison, Sempra/SDG&E, Hanwha/174 Power Global, Berkshire Hathaway Renewables and EnCap Investments/Transition Fund. Kelly has undergraduate degrees from UCLA, an MBA from University of Colorado and graduate level work at Harvard Business School. A seasoned professional, Kelly brings her expertise to the DOE and can discuss the myriad layers of development activities necessary to support bringing energy storage assets thru permitting, contracting, financing and operations.

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### **George Schulz**

Vice President, Clean Energy, Ariel Re

George has over 20 years' experience in financial services, insurance, product development, underwriting and structuring risk management solutions for the capital markets, he is the market leader for North America at Ariel Re, Lloyd's of London, Clean Energy team. Prior to joining Ariel Re in 2017, he managed Munich Re's Special Enterprise Risks in the U.S. Previously, Senior Vice President of Global Structured Products at the financial guaranty insurer, Radian Asset Assurance, Inc., he also co- founded the infrastructure finance business at Radian. George was an analyst at Fitch Ratings' public and structured finance groups, and earlier in his career, a Legislative Director for the New York State Assembly. Master of Public Administration and Juris Doctor degrees from the Maxwell School and College of Law at Syracuse University; B.A. from the State University of New York at Albany.

# Speaker Biographies

## Panel 2 — Capital Providers



### **Brian Greene, P.C.**

Partner, Kirkland & Ellis LLP

Brian Greene is a debt finance partner in the Washington, D.C., office of Kirkland & Ellis LLP. Brian's practice focuses on the representation of lenders, private equity funds, institutional investors, and multilateral and bilateral agencies in domestic and international project finance, energy and infrastructure projects, particularly in the United States and Latin America.



### **Ali Amirali**

Senior Vice President, Starwood Energy Group

Ali Amirali is a Senior Vice President of Starwood Energy Group. In this role, he is responsible for the expansion of Starwood Energy Group's StarTrans high-voltage transmission assets, as well as for new business/project opportunities in the transmission and distribution arena in North America. He also supports the origination, development and acquisition activities associated with utility-scale power generation and storage projects.

Prior to joining Starwood Energy Group in 2010, Ali held a variety of key technical and leadership positions at Element Power, LS Power, Calpine Corp., California Independent Systems Operator and Pacific Gas and Electric Company. He has participated in the development and interconnection of more than 5,000 megawatts of electric generation in the Western U.S. and Mexico, and has developed and managed several large transmission line projects designed to improve reliability, reduce congestion, and deliver energy from thermal and renewable resources. Ali received a B.S. degree in electrical engineering from the Iowa State University, an M.S. in electrical engineering from University of Idaho, a Master's of Engineering in engineering management from the University of Colorado, and an MBA from Colorado State University. He is also a licensed Professional Engineer registered in the state of California.

# Speaker Biographies

## Panel 2 — Capital Providers



### **Jeff Bishop**

CEO, Key Capture Energy

As CEO of Key Capture Energy, Jeff is responsible for mergers and acquisitions, capital allocation, financing, and regulatory requirements. Jeff has spent his career working on utility-scale renewable energy projects and has a proven track record at the intersection of finance, commercial and policy in all growth stages of renewable energy development companies.

Prior to founding Key Capture Energy, Jeff worked at Brookfield Renewables and EDP Renewables, where among other areas, he oversaw market development that led to contracts for nearly a billion dollars of new wind projects. Previously, Jeff was at Horizon Wind Energy where he was responsible for the financial models for \$2 billion of operating wind farms and worked on the sale of the company from Goldman Sachs to EDP Renewables.

Jeff has led or been a board member of renewable advocacy groups such as the Energy Storage Association, Renewable Energy Northeast, the Alliance for Clean Energy New York, and the Maine Renewable Energy Association. Jeff holds an MBA from the University of Chicago, a BS in Electrical and Computer Engineering from Rice University and is currently working on his MS in Electrical Engineering from the University of Utah.



### **Claus Hertel**

Managing Director, Rabobank

Claus Hertel joined Rabobank in 2019 and is a Managing Director in the Project Finance Americas team based in New York. Claus has over 20 years of international banking experience and has been active throughout his career in the origination, structuring and transaction execution of complex structured and project financings. He spent time during his career in the project finance groups of numerous financial institutions including WestLB, Santander and Investec and has broad transactional experience in the Americas energy space, including spending a considerable amount of time covering Latin America and living in Brazil.

Claus' focus within the Project Finance team is to support the growth of the existing core renewables business, expanding the client coverage and also increasing the bank's footprint in the emerging sectors of the industry such as energy storage and other clean-technologies that support the organization's sustainability objectives.

Most recently prior to Rabobank, Claus was involved in managing and developing financing for the North American operations of a private equity backed developer, owner and operator of battery storage infrastructure.

# Speaker Biographies

## Panel 2 — Capital Providers



### **Gerard Reid**

Co-founder and Partner, Alexa Capital

Gerard Reid is a Co-founder and Partner at Alexa Capital. He is focused on assisting people and organizations in the energy and mobility areas who are struggling to understand and come to terms with the unpredictable and rapid change going on around them. Gerard has developed a strong reputation as a leading global expert in the energy and mobility space. He is an avid blogger and author with a following of more than 150k across several platforms and he is the co-host to “REDEFINING ENERGY” podcast. He is also a member of the World Economic Forum Future Energy Council.

Gerard has spent over fifteen years working in investment banking (equity research, fund management and corporate finance) with a focus on both the energy transition and the digital energy revolution the sector is going through. Prior to founding Alexa Capital, he was Managing Director and Head of European Cleantech Research at Jefferies & Co.

Gerard was born and raised in Dublin and received a Bachelor of Business Studies and Master of Arts as well as a Higher Diploma in Education from Trinity College Dublin. Currently, he works in London and lives outside Berlin in a small village. He is a senior fellow with the University of Minnesota’s Institute on the Environment.

# Energy & Infrastructure at Kirkland



**2,700+**

TOTAL ATTORNEYS



**250+**

ENERGY ATTORNEYS



**350+**

ENERGY CLIENTS

**Texas  
Powerhouse**

LAW360, 2019

**An Energy  
Practice Group  
of the Year**

LAW360, 2016–2017

**A Private Equity  
Practice Group  
of the Year**

LAW360, 2019

**Leading Energy:  
Conventional  
Power Firms**

THE LEGAL 500 U.S.,  
2016–2020

**Leading Energy:  
Electricity Firms**

CHAMBERS USA, 2010–2020

**Texas Energy/  
Projects Firm of  
the Year**

CHAMBERS USA, 2019

“The team is zealously committed to high-quality work product with an absolute focus and commitment to their clients. They go above and beyond.”

“The firm is proactive, prides itself on strong relationships with its clients and does a great job of helping them expand. The talent, responsiveness and attention to detail are second to none.”

CHAMBERS USA, 2020

**#1**

M&A LEGAL ADVISER IN  
THE U.S. BY DEAL COUNT

Mergermarket  
FY 2016–2019, H1 2020

# Infrastructure Finance

Kirkland's Infrastructure Finance attorneys advise domestically and globally on the development and financing of some of the most complex projects in the oil and gas (including liquefied natural gas), power, infrastructure, petrochemicals and renewables sectors. Our team is recognized for providing integrated and innovative services and market intelligence to private equity funds, project developers, commercial banks, mezzanine lenders, institutional investors and multilateral and bilateral agencies.

Kirkland's Infrastructure Finance team has a commercial and legal understanding of the capital markets terms for the construction and development, acquisition and operation of large and complex projects and the industry incentives of the various project participants across the value chain, including upstream, midstream and downstream and respective sector sub-categories. We provide efficient and reliable execution of transactions based on knowledge that spans the spectrum from traditional infrastructure finance to back-levered

and hybrid transactions that combine aspects of infrastructure finance and leveraged finance. Our broad market knowledge allows us to advise our clients on the possibility space of their investments and the proper allocation of construction, operational, marketing, technology, environmental, regulatory and political risks related to projects.

The Infrastructure Finance team is a part of an integrated 250+ lawyer Energy & Infrastructure Practice with a strong presence in Texas, New York, San Francisco and Washington, D.C. The attorneys in this group span all of our practice areas, offering wide-ranging experience in oil and gas transactions, corporate M&A, private equity, restructuring, capital markets and debt finance, as well as oil and gas, energy regulation, tax and environmental regulation. We regularly represent public and private companies, investment banks and sophisticated private equity firms and hedge funds in cutting edge transactions, and are at the forefront of trends across the energy industry.

## Leading Infrastructure Finance: Advice to Sponsor Firms

*THE LEGAL 500 U.S.,  
2019-2020*

## Leading Project Finance: Advice to Lender Firms

*THE LEGAL 500 U.S.,  
2019-2020*

## Leading Banking & Finance

*CHAMBERS AND PARTNERS,  
2008-2020*

## Project Finance Group of the Year

*LAW360, 2019*

## Energy: Electricity Firms

*CHAMBERS AND PARTNERS,  
2010-2020*

## Finance Firm of the Year

*CHAMBERS USA, 2010-2020*

## Tier 1: Banking and Finance Law

*CHAMBERS AND PARTNERS,  
2008-2020*

## Conventional Power Law Firm of the Year

*POWER FINANCE  
& RISK, 2019*

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