

John Q. Smith

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RENEWABLE ENERGY FINANCE EXPERT

Entrepreneurial Renewable Energy Financial Executive highly experienced in sourcing, cultivating and closing structured finance deals and partnerships domestically and internationally. Demonstrated record of achievement developing complex client relationships, setting corporate strategy, and managing entire renewable energy finance engagement transactions. Consistently exceeded aggressive performance goals leading high caliber talent and collaborating with cross-functional teams. Highly adept at analyzing, advising, structuring and monetizing pipeline prospect opportunities in biomass, biofuels, landfill gas, solar and wind industries.

- **Complex Financial Modeling & Analysis**
 - **Sophisticated and Effective Negotiations**
 - **Debt & Equity Transactions**
 - **Energy Market Dynamics Knowledge**
 - **Financial Due Diligence**
 - **Structured Finance Deal Sourcing & Origination**
 - **Mergers, Acquisitions, & Divestitures**
 - **Tax Equity, Private Equity & Venture Capital**
 - **Project Financing & Credit Arrangements**
 - **Investment Appraisal & Economic Evaluation**
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EXPERIENCE

TOP TIER FINANCIAL SERVICES FIRM, New York, NY

July 2007 – present

Vice President – Global Structured Products

- Served as the principal for Renewable Energy projects in biomass, biofuels, landfill gas, solar and wind to lead the assessment, initiation and documentation of various project finance, M&A and corporate finance deals
- Negotiated and structured debt and equity transactions, including private equity, tax equity, and venture capital
- Developed and maintained relationships with project finance banks, tax equity investors, hedge counterparties, market consultants, law firms and other key project finance participants
- Performed management presentations to obtain executive approvals from the Executive Investment Committees comprised of Treasury, Controller, Environmental and Legal Officers
- Performed initial review and investment viability regarding technology, IP, construction and operational risks
- Sat on the Board of Directors for company-owned investments in companies and projects
- Performed cash flow management and complete oversight of project company accounts

Achievements

- Provided investment oversight and asset management services, as a sponsor/tax equity participant, of a \$500 million wind farm project located in West Texas
 - Solicited, arranged and negotiated required credit support to third parties and project financing
 - Participated in the negotiation of the EPC agreement for the balance of plant contract
 - Actively participated in the sale of the enterprise and actively marketed projects and wind turbines
- Acquired and successfully restructured a 20 MW tire fuel power plant located in Chicago
 - Purchased a solid fuel asset for \$1100 kW installed when market price \$3000+ kW installed price
 - Restructured accounts receivable and settled at 75 cents on the dollar
- Negotiated and structured holding and project company investments in a landfill gas company successfully
 - Provided a structured finance product that secured IP rights for firm's benefit
 - Controlled/owned 45% of the enterprise which was valued in excess of \$150 million
- Successfully sourced and committed \$200 Million in partnership flip structures for solar PV investments

BOUTIQUE ENERGY INVESTMENT FIRM, Fairfax, VA

April 2000 – July 2007

Deputy Director – Financial Advisory Services

- Principal Commercial and Restructuring Advisor to financial institutions for merchant power plants
- Cultivated business and advised developers, management, and investors on transaction returns and risks
- Spearheaded Transaction Support Services for Capital Market Transactions to include originating, reviewing and analyzing Power Purchase Agreements, Tolling Agreements, Fuel Supply and Transport Agreements.
- Led the creation and implementation of Counterparty Credit and Risk Management Services for merchant power plants including development of governance policies, compliance audits and reviews and origination
- Sourced, nurtured and closed Renewable Energy Projects, including wind, IGCC, biomass and landfill gas

WORLDWIDE MANAGEMENT CONSULTING FIRM, New York, NY

August 1997 – April 2000

Consultant - Structured Finance

- Performed Tangible Asset Valuation analyses for all prospective deals to determine feasibility and profitability
- Developed economic/financial models for power plant energy distribution in The Netherlands and Germany
- Analyzed the European energy distribution industry, including the effects of the pending market liberalization and the impact of proposed environmental legislation to help clients make better, well-informed decisions
- Developed US based market valuation parameters for evaluating global energy distribution industry
- Performed expert professional review of energy distribution network engineering evaluation reports
- Prepared and wrote appraisal reports for cross border lease transactions

REGIONAL NAVAL SHIPYARD, Port City, VA

October 1991 – January 1994

Nuclear Refueling Engineer - Nuclear Engineering Department

- Handled all waterfront technical support operations, related compliance and maintaining refueling equipment
- Performed cost benefit analysis of work procedures and manufacturing methods
- Ensured compliance to radiological and cleanliness controls
- Designed specialty refueling equipment and designed and implemented a computer equipment tracking system

CITY NAVAL SHIPYARD, Town, SC

September 1990 – October 1991

Mechanical Engineer - Nuclear Engineering Department (Assigned to Crane Engineering)

- Spearheaded the design, modification and certification of mechanical systems and structural elements
- Created preventive maintenance program and consulted on capital equipment purchase decisions for Crane

EDUCATION

University at Albany, State University of New York, Master of Business Administration - Finance

May 1996

The City College of New York, School of Engineering

Master of Engineering – Mechanical Engineering

September 1990

Bachelor of Engineering – Mechanical Engineering

February 1989

PROFESSIONAL AWARDS & SCHOLARSHIPS

- Global CEO Circle of Excellence Award 2003
- Financial Services Scholarship for Academic Excellence 1995
- Service Award for Teamwork – City Naval Shipyard 1991
- Service Award for Technical Excellence – City Naval Shipyard 1991

ACCREDITATIONS & ASSOCIATIONS

- FAA Licensed Aircraft Mechanic
- Department of Defense Security Clearance
- Qualified Radiological Worker
- Member - American Society of Mechanical Engineers

Renewable Energy Finance Project Addendum Available Upon Request