



2021 U.S. DOE ENERGY STORAGE FINANCING SUMMIT

Virtual Event | September 28 & 29, 2021

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Table of Contents

Companies & Organizations in Attendance	3
Agenda	5
Speaker Biographies	7
Energy & Infrastructure at Kirkland	19
Infrastructure Finance at Kirkland	20

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Companies & Organizations in Attendance

174 Power Global Corporation
Abacus Infrastructure Partners Group
LLC
Aberdeen Standard Investments
Adya Partners
AlixPartners, LLP
Angelo, Gordon & Co., L.P.
Aon
ARM Energy Holdings, LLC
Arroyo Energy Investment Partners, LLC
Bandera Group LLC
Bayou Midstream LLC
Beacon Offshore Energy LLC
Beacon Power, LLC
Black Mountain
BlackRock, Inc.
BP America, Inc.
BP Energy Partners
Calpine Corporation
Cardinal System Holdings, LLC
CES
CIT Group
CleanCapital LLC
Commonwealth Bank of Australia
Crédit Industriel et Commercial
Customized Energy Solutions
Delorean Power LLC
Ecoplexus, Inc.
Electric Power Research Institute
Energport, Inc.
Energy Intelligence Partners
Freeport LNG Development, L.P.
GE Energy Financial Services
Generate Capital, Inc.
GlidePath Power Solutions LLC
Greenbacker Capital
Grey Rock Energy Partners
Harvest Midstream Company
Hitachi Capital America Corp
Honeywell International Inc.
ICBC New York
ING Capital Markets LLC
International Finance Corporation
IPRE LLC
KeyBanc Capital Markets Inc.
kWh Analytics
Lazard
Lendlease Corporation
LS Energy Solutions
Lucid Energy Group, LLC
MetLife, Inc.
Moelis & Company

Companies & Organizations in Attendance

NEC Financial

New Energy Fund LP

New York Power Authority

Norddeutsche Landesbank Girozentrale
(NORD/LB)

North Sky Capital

Novara Energy

NY Green Bank

Occidental Petroleum Corporation

Ocean Park Securities, LLC

Olympus Power LLC

ORIX Corporation USA

Pickering Energy Partners

Pine Gate Renewables

Quanta Services

Rabobank International

ROTH Capital Partners

RWE Renewables Americas LLC

Sandia National Laboratories

Santander Bank, N.A.

Scout Energy Partners

Seaport Global Securities LLC

Siemens Financial Services, Inc.

SK E&S Americas

Solar Energy Industries Association

Standard Solar

Starwood Energy Group

Starwood Property Trust

Stream Companies

Swanbarton Limited

Turtle & Hughes

U.S. International Development
Finance Corporation (DFC)

UBS Asset Management (UK) Ltd

VoltaGrid

Wells Fargo & Company

Wells Fargo Securities LLC

Agenda

Tuesday, September 28



1:00 - 1:05 p.m. ET	Welcome Rohit Chaudhry, Kirkland & Ellis LLP
1:05 - 1:15 p.m. ET	Energy Storage Financing Study: Overview Richard Baxter, Mustang Prairie Energy
1:15 - 1:45 p.m. ET	Keynote Imre Gyuk, Director of Energy Storage Research, U.S. Department of Energy
1:45 - 2:15 p.m. ET	Keynote Bobby Jeffers, Principal Member of the Technical Staff, Sandia National Laboratories
2:15 - 3:45 p.m. ET	DOE Energy Storage Valuation Workshop Ray Byrne, Sandia National Laboratories [Moderator] Patrick Balducci, Argonne National Laboratory Giovanni Damato, Electric Power Research Institute Inc. Tu Nguyen, Sandia National Laboratories Di Wu, Pacific Northwest National Laboratory

Agenda

Wednesday, September 29



1:00 - 1:05 p.m. ET	Welcome Rohit Chaudhry, Kirkland & Ellis LLP
1:05 - 1:15 p.m. ET	Energy Storage Financing Study: Overview Richard Baxter, Mustang Prairie Energy
1:15 - 1:45 p.m. ET	Keynote Michael Pesin, Deputy Assistant Secretary, U.S. Department of Energy
1:45 - 2:15 p.m. ET	Keynote Mike Gravely, Deputy Division Chief of the Energy Research and Development Division, California Energy Commission
2:15 - 3:00 p.m. ET	Panel 1 — Markets (Long Duration Energy Storage), Regulation and Project Development Challenges Robert Fleishman, Kirkland & Ellis LLP [Moderator] Alicia Barton, First Light Power Jack Farley, Apex Compressed Air Energy Storage Salvatore Minopoli, Largo Clean Energy Troy Miller, GE Renewable Energy Russ Weed, Advanced Rail Energy Storage
3:00 - 3:45 p.m. ET	Panel 2 — Capital Providers and Project Development Tatiana Monastyrskaya, Kirkland & Ellis LLP [Moderator] Cassidy Deline, Cypress Creek Tom Dickson, New Energy Risk Roman Fontes, Western Area Power Administration Mike Lorusso, CIT Sondra Martinez, NordLB

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.

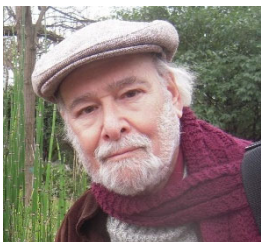
Speaker Biographies



Mike Gravely

Deputy Division Chief of the Energy Research and Development Division, California Energy Commission

Mike Gravely is the Team Lead and Senior Electrical Engineer for the Energy Systems Research Office at the California Energy Commission. His team is managing over \$300 million in microgrid, energy storage and related energy research and demonstration projects. In this role, he oversees the full spectrum of research activities to improve the California Electric Grid including assessing future energy storage needs for California and addressing the grid related issues associated with integrating higher concentrations of renewables. In 2020, the Energy Commission awarded over \$100 million in state funds and vendor cost-share investments to over 25 new grants to complete research and demonstration projects with new and emerging energy storage technologies. One key area of this research is focused on understanding the capability and value of long duration energy storage solutions (from 10 hours to 100+ hours) to assist California in transitioning to the goal of 100 percent zero-carbon resources by December 31, 2045.



Imre Gyuk

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

After taking a B.S. from Fordham University, Imre did graduate work at Brown University on Superconductivity. Having received a Ph.D. 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.

Speaker Biographies



Bobby Jeffers

Principal Member of the Technical Staff, Sandia National Laboratories

Dr. Robert “Bobby” Jeffers is a Principal Member of the Technical Staff at Sandia National Laboratories, where he has helped to build a growing body of energy systems analysis research since 2013. Bobby has a history of working with a wide variety of stakeholders such as states, municipalities, electric utilities, the military and other community representatives to develop long-term, holistic solutions to resilience, sustainability, affordability, and social equity challenges. Currently, he leads a portfolio of projects that utilize Sandia’s broad expertise in energy system modeling and simulation, such as the Designing Resilient Communities project that focuses on aligning community resilience strategies with electric utility investment planning processes. Prior to his time at Sandia, Bobby worked at Idaho National Laboratory as an Energy and Environmental Systems Modeler and Power and Controls Researcher. Dr. Jeffers earned his master’s degree in Electrical Engineering and Power Systems from Virginia Tech, and his doctorate in Environmental Science from Washington State University.



Michael Pesin

Deputy Assistant Secretary, Advanced Grid Research and Development, U.S. Department of Energy

Michael Pesin is Deputy Assistant Secretary for the Advanced Grid Research and Development Division in the U.S. Department of Energy's Office of Electricity. Michael has 30 years of experience in the electric utility industry, much of it directing development and execution of advanced technology programs. His most recent assignment was with Seattle City Light (SCL) where he developed the technology strategy, managed research and development projects and directed strategic programs to management demonstration projects. His subordinate strategic programs included substation automation, distributed automation, advanced metering infrastructure, enterprise OT communication networks, energy storage, microgrids, transactive energy management and distributed management systems.

Speaker Biographies

DOE Energy Storage Valuation Workshop



Ray Byrne

Manager of the Electric Power System Research Department, Sandia National Laboratories

Ray Byrne is manager of the Electric Power System Research department at Sandia National Laboratories, where he has been employed since 1989. He holds a Ph.D. in electrical engineering from the University of New Mexico, an M.S. in electrical engineering from the University of Colorado, Boulder, and a B.S. in electrical engineering from the University of Virginia. Ray also completed an M.S. in financial mathematics at the University of Chicago. Previously, he was a distinguished member of the technical staff at Sandia. His awards include Time Magazine Invention of the Year in 2001 for a miniature mobile robot, the IEEE millennium medal, and the Prize Paper award at the 2016 IEEE Power and Energy Society general meeting. Ray was elevated to IEEE Fellow in 2017 for contributions to miniature robotics and grid integration of energy storage. He serves as team lead for the Equitable Regulatory Environment thrust area of the Sandia energy storage program. He has been active with the Albuquerque IEEE section since 1991, serving as chair in 1993, 2007-2008, and 2010-2011.



Patrick Balducci

Manager - Power Systems and Markets Research Group, Argonne National Laboratory

Patrick Balducci is the Manager of the Power Systems and Markets Research Group in the Center for Energy, Environmental, and Economic Systems Analysis at Argonne National Laboratory. Prior to joining Argonne, Patrick served as a Chief Economist at the Pacific Northwest National Laboratory (PNNL), where he served for nearly 20 years. At PNNL, he led the energy storage analytics team where his research focused on storage valuation, integration, performance characterization, and control systems. In this role, he led research efforts evaluating the benefits of 1.6 GW / 18 GWh in energy storage capacity at 16 sites across the U.S. He also led efforts to enhance economic assessment tools for the U.S. Department of Energy. Patrick serves on the Board of Directors of the Pacific Northwest Regional Economics Conference. He holds a BS in Economics from Lewis and Clark College, where he graduated with honors, and an MSc in Applied Environmental Economics from the University of London, Imperial College of London.

Speaker Biographies

DOE Energy Storage Valuation Workshop



Giovanni Damato

Principal Project Manager - Energy Storage and Distributed Energy Resource Program, Electric Power Research Institute (EPRI)

Giovanni has over a decade of professional experience leading the exploration of distributed energy resources (DER), including grid-connected energy storage and microgrids. 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) and DER-VET™ (www.der-vet.com) 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.

As a licensed general contractor, Giovanni founded a custom homebuilding business.



Tu Nguyen

Senior Member of the Technical Staff, Sandia National Laboratories

Tu Nguyen is a Senior Member of the Technical Staff at Sandia National Laboratories. He is also a Senior Member of the Institute of Electrical and Electronics Engineers (IEEE) and an editor of IEEE Transactions on Sustainable Energy. He received his B.S degree in Power Systems from Hanoi University of Science and Technology, Vietnam in 2007 and his Ph.D. degree in Electrical Engineering from Missouri University of Science and Technology in 2014. Before joining Sandia National Laboratories in September 2016, he worked as a Postdoctoral Research Associate at University of Washington. His research interests include energy storage analytics, microgrid modeling and analysis, and the integration of distributed resources into power grids.

Speaker Biographies

DOE Energy Storage Valuation Workshop



Di Wu

Chief Research Engineer and a Team Leader within the Optimization and Control Group, Pacific Northwest National Laboratory

Di Wu is a Chief Research Engineer and a Team Leader within the Optimization and Control Group at the Pacific Northwest National Laboratory (PNNL). He received the B.S. and M.S. degrees in electrical engineering from Shanghai Jiao Tong University, China, in 2003 and 2006, respectively, and the Ph.D. in electrical and computer engineering from Iowa State University, Ames, in 2012. At PNNL, Di Wu leads research work in areas of energy storage analytics, building-to-grid integration, and microgrid design. His other research interests include plug-in electric vehicles, distributed control, production cost modeling, advanced grid analytics, and hybrid energy systems. Dr. Wu is a Senior Member of IEEE and a member of the IEEE Power and Energy Society and the Control System Society. He serves as an Editor for *the IEEE Open Access Journal of Power and Energy*.

Speaker Biographies

Panel 1 — Markets (Long Duration Energy Storage), Regulation and Project Development Challenges



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* (2010–2021), *Best Lawyers in America*, Energy (2007–2022), and *The Legal 500 US* (2008–2010; 2012–2013; 2015–2021). Robert was named by *The National Law Journal* to its list of 2017 Energy & Environmental Trailblazers, 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.



Jack Farley

President & CEO, Apex Compressed Air Energy Storage

Jack Farley is the CEO & President of Apex Compressed Air Energy Storage LLC – a company launched in early 2011 to develop, build, operate, and commercialize utility-scale compressed air energy storage facilities. Apex was founded by Haddington Ventures, and has worked on CAES projects in ERCOT, WECC, SPP, and PJM. Previously, Jack was Senior Vice President of Cinergy Corp., (now owned by Duke Energy) where he was responsible for the Power Trading and Marketing group. Prior to joining Cinergy, Jack was President of the West Region at Reliant Resources (now owned by NRG Energy). He was also a consultant with McKinsey & Company, mainly focused on the energy sector. Currently, he serves on the board of directors for the Hines Global REIT and Live Power Intelligence. Jack graduated with highest honors from the University of Kentucky with a B.B.A. and received his M.B.A. with a concentration in finance and operations management from the Wharton School at the University of Pennsylvania. Prior to attending business school, he was a Captain in the U.S. Army.

Speaker Biographies

Panel 1 — Markets (Long Duration Energy Storage), Regulation and Project Development Challenges



Alicia Barton

Chief Executive Officer, FirstLight Power (“FirstLight”)

Alicia Barton is the Chief Executive Officer of FirstLight Power (“FirstLight”), a leading clean power producer and energy storage company with a portfolio that includes nearly 1.4GW of pumped-hydro storage (including Northfield Mountain, the largest energy storage facility in New England), battery storage, hydroelectric generation, and solar generation—the largest clean energy generation portfolio operating in New England today. FirstLight’s mission and vision is to accelerate the decarbonization of the electric grid by owning, operating, and integrating large-scale renewable energy and storage assets to meet the region’s growing clean energy needs and to deliver an electric system that is clean, reliable, affordable, and equitable.

Prior to joining FirstLight in 2020, Alicia held several clean energy leadership roles in both the public and private sectors. Her past public service included serving as the President and as CEO of the New York Energy Research and Development Authority (NYSERDA; from 2017-2020) and previously as CEO the Massachusetts Clean Energy Center (MassCEC; from 2012-2015), where she helped to lead both New York’s and Massachusetts’ efforts to advance nation-leading climate and clean energy strategies. Alicia’s prior private sector experience includes serving as Co-Chair of the Energy and Cleantech Practice at Foley Hoag LLP, and as Chief of Operations of the Global Utility business unit at SunEdison where she oversaw teams building utility-scale wind and solar projects. Alicia’s career has been dedicated to advancing new clean energy projects and markets in areas such as offshore wind, solar, energy storage, efficiency and accelerating clean technology innovation.



Salvatore Minopoli

VP Operations, Largo Clean Energy

Salvatore Minopoli brings over 30 years of U.S. energy industry experience to the Largo executive team, including extensive development and execution of utility-scale projects in both regulated and merchant energy markets in the U.S. and internationally. He has extensive experience in the successful development and execution of gas and renewable projects, holding leadership positions for both major U.S. utilities and energy technology providers. Most recently, Sal served as Vice President of Highview Power where he led the deployment and business growth of its long-duration energy storage technology in the U.S. Minopoli holds a BS in Chemical Engineering from Catholic University, an MS in Engineering Management from George Washington University, and served as an officer in the United States Navy, Naval Construction Battalion.

Speaker Biographies

Panel 1 — Markets (Long Duration Energy Storage), Regulation and Project Development Challenges



Troy Miller

Director, North America for Energy Storage and Hybrids, GE Renewable Energy

Troy Miller is the North American Sales Leader for Energy storage and Hybrids at GE Renewables. Troy 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.



Russ Weed

Chief Development Officer, Advanced Rail Energy Storage (ARES)

Russ is the Chief Development Officer of Advanced Rail Energy Storage (ARES). ARES's energy storage systems utilize the power of gravity (acceleration of 32 feet per second²), in rail-based motor-generator systems mechanically moving masses to charge and discharge bulk electric power.

Russ is a seasoned business and project developer, marketing and sales leader, legal manager, and advisor with 30 years of experience in the energy storage, renewables, electronics, and advanced materials industries. This includes a GE electronic systems division; flow battery company UET; computer peripheral company Labtec; and consulting firm CleanTech Strategies that Russ founded in 2018, which now includes electrical engineering capability as well.

As ARES Chief Development Officer, Russ is focused on the 50MW ARES project in Nevada, the development of further ARES projects and strategic partnerships, and the go-to-market strategy of ARES.

Speaker Biographies

Panel 2 — Capital Providers and Project Development



Tatiana Monastyrskaya

Partner, Kirkland & Ellis LLP

Tatiana Monastyrskaya is a debt finance partner in the New York office of Kirkland & Ellis LLP. Tatiana represents strategics, private equity firms, and investment and commercial banks in various types of finance transactions, with an emphasis on project finance. She represents the United States Department of Energy and the United States Department of Transportation in connection with energy and infrastructure projects, and private equity sponsors and developers in various tax equity transactions.



Cassidy DeLine

Executive Vice President, Structured Finance, Cypress Creek Renewables

As an Executive Vice President of Structured Finance, Cassidy leads the team responsible for securing the capital necessary to realize on our pipeline by executing debt, tax equity and M&A transactions. Over the course of her career, she has financed approximately 3 GW of solar projects with varying off-take and financial structures. Prior to Cypress Creek in 2017, Cassidy led the M&A team at Recurrent Energy after several years leading project finance transactions, including the corporate sale of Recurrent Energy to Canadian Solar. Before joining Recurrent Energy, Cassidy was a consultant at IHS Cambridge Energy Research Associates, a power and electricity-focused advisory firm. Cassidy received her BA from Stanford University.

Speaker Biographies

Panel 2 — Capital Providers and Project Development



Tom Dickson

Chief Executive Officer, New Energy Risk

Tom Dickson became CEO of New Energy Risk in 2015, bringing more than 25 years of experience in the insurance and reinsurance industry, including executive and underwriting leadership positions in the US, Europe, and Asia. He has a highly-respected track record of leading companies that respond to market opportunities with creative solutions grounded in high-quality analytics, underwriting, and risk assessment.

Prior to leading New Energy Risk, Tom held a variety of senior executive positions at leading insurers and reinsurers, notably as CEO and chief underwriting officer of the Centre Group, a \$10B reinsurer that pioneered innovative insurance and reinsurance products to address high-value business risks and support financing.

Tom also founded and was CEO of Meetinghouse LLC, a private firm specializing in investment management as well as capital and strategic planning, ratings management, and underwriting for the insurance, reinsurance, banking, and structured credit markets. Tom has served on the boards of a variety of public and private companies, including Flagstone Re, Paragon Insurance Services, Reformation Insurance Services, and as an advisor to Cellcontrol.



Roman Fontes

Senior Investment Officer, Western Area Power Administration

Roman Fontes is the Senior Investment Officer for the Western Area Power Administration's Transmission Infrastructure Program where he focuses on origination and project financing for transmission and related infrastructure projects.

Western Area Power Administration established the Transmission Infrastructure Program when Congress granted a \$3.25 billion borrowing authority for the financing of transmission and related infrastructure that facilitates the delivery of renewables in the Western US states where WAPA operates in 2009. Working with independent power project developers, Roman leads origination, facilitates project development services, and leads the project financing functions.

Roman previous experience in the power sector includes roles with Tier One Capital Management and the AES Corporation for project finance and development on utility-scale renewable and conventional power generation in Europe, Africa and North America. He worked in Latin America with Motorola and General Dynamics on telecommunications projects in strategy, financial planning and analysis, and project management roles. Roman is former US military officer with service in multiple Attaché positions in Latin America and Africa.

Speaker Biographies

Panel 2 — Capital Providers and Project Development



Mike Lorusso

Group Head of CIT Energy Finance and Managing Director of CIT Energy Finance, CIT Group

Mike Lorusso is managing director and group head for CIT Group's Power and Energy finance unit. In his role, he is responsible for overseeing financing activities in primary parts of the energy value chain, including the power project sector and the oil and gas sector. He has particular expertise in financing renewable and conventional power generation, as well as oil and gas exploration and production.

Under Mike's leadership, CIT was named Renewable Energy Lead Arranger of the Year for 2020 by Power Finance & Risk magazine, a leading trade publication. CIT also received a 2020 Stevie American Business Award (Gold) in recognition of CIT's success in financing renewable power and battery storage projects.

Prior to joining CIT, Mike served as the head of Energy and Project Finance, Americas, for National Australia Bank. Before that, he served as senior vice president of Structured Finance for ABB and earlier worked as a deal team leader to originate, structure and close energy transactions for GE Capital Corporation. Mike has a bachelor's degree in engineering from Duke University and an MBA from Fairleigh Dickinson University.



Sondra Martinez

Managing Director, Nord/LB

Sondra Martinez is a Managing Director in Nord/LB's North American Originations team. She is responsible for originating and managing transactions in the energy and infrastructure project finance sectors. She has over 14 years of experience in energy, power, and infrastructure. Since joining NORD/LB in 2012, she has been responsible for originating over 40 transactions including various Coordinating Lead Arranger titles. She has been the lead structurer on the largest stand-alone battery storage transactions as well as the first CCA deals. She was awarded Project Finance Banker of the Year in 2019/2020 by PFR and was on the 2021 Women's Power List by A Word About Wind.

Prior to joining NORD/LB in 2012, Sondra worked for nearly 6 years as a Management Consultant at Black & Veatch Corporation in New York focusing primarily on strategic, market, technical, and financial due diligence and analysis of infrastructure and power projects and markets globally. More specifically, she was responsible for the execution of projects that provided transactional support to acquisitions and financings in the infrastructure and power industry in excess of \$8 billion.

Energy & Infrastructure



2,900+

TOTAL ATTORNEYS



300+

ENERGY ATTORNEYS



350+

ENERGY CLIENTS

Leading Firm—Energy: Renewable/Alternative Power
CHAMBERS, 2021

Energy Department of the Year
AMERICAN LAWYER, 2020

Texas Corporate/M&A Firm of the Year
CHAMBERS USA, 2019

Texas Powerhouse
LAW360, 2019

An Energy Practice Group of the Year
LAW360, 2016–2017, 2020

Tier 1 M&A
IFLR1000, 2014–2021

Leading Energy: Conventional Power Firms
THE LEGAL 500 U.S., 2016–2021

Leading Energy: Oil & Gas
CHAMBERS USA, 2016–2021

“The energy transaction team has the most sophisticated practice in town, they are able to handle any deal and always add a tremendous amount of value.”

LEGAL 500 US

#1

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

Mergermarket, FY 2016–2020, H1 2021

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 350+ 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.,
2019-2021*

Leading Project Finance: Advice to Lender Firms

*THE LEGAL 500 U.S.,
2019-2021*

Leading Banking & Finance

*CHAMBERS AND PARTNERS,
2008-2021*

Project Finance Group of the Year

LAW360, 2019

Energy: Electricity Firms

*CHAMBERS AND PARTNERS,
2010-2021*

Finance Firm of the Year

CHAMBERS USA, 2010-2021

Tier 1: Banking and Finance Law

*CHAMBERS AND PARTNERS,
2008-2021*

Conventional Power Law Firm of the Year

*POWER FINANCE
& RISK, 2019*

Austin

Kirkland & Ellis LLP
401 Congress Avenue
Austin, TX 78701
+1 512 678 9100

Beijing

Kirkland & Ellis International LLP
29th Floor, China World Office 2
No. 1 Jian Guo Men Wai Avenue
Beijing 100004
P.R. China
+8610 5737 9300

Boston

Kirkland & Ellis LLP
200 Clarendon Street
Boston, MA 02116
+1 617 385 7500

Chicago

Kirkland & Ellis LLP
300 North LaSalle
Chicago, IL 60654
+1 312 862 2000

Dallas

Kirkland & Ellis LLP
901 Main Street
Dallas, TX 75202
+1 214 972 1770

Hong Kong

Kirkland & Ellis
26th Floor, Gloucester Tower
The Landmark
15 Queen's Road Central
Hong Kong
+852 3761 3300

Houston

Kirkland & Ellis LLP
609 Main Street
Houston, TX 77002
+1 713 836 3600

London

Kirkland & Ellis International LLP
30 St Mary Axe
London EC3A 8AF
+44 20 7469 2000

Los Angeles

Kirkland & Ellis LLP
333 South Hope Street
Los Angeles, CA 90071
+1 213 680 8400

Munich

Kirkland & Ellis International LLP
Maximilianstrasse 11
80539 Munich
+49 89 2030 6000

Paris

Kirkland & Ellis LLP
121 Avenue Malakoff
75016 Paris
France
+33 1 88 24 57 00

New York

Kirkland & Ellis LLP
601 Lexington Avenue
New York, NY 10022
+1 212 446 4800

Palo Alto

Kirkland & Ellis LLP
3330 Hillview Avenue
Palo Alto, CA 94304
+1 650 859 7000

San Francisco

Kirkland & Ellis LLP
555 California Street
San Francisco, CA 94104
+1 415 439 1400

Shanghai

Kirkland & Ellis International LLP
11th Floor, HSBC Building
Shanghai IFC
8 Century Avenue
Pudong New District
Shanghai 200120
P.R. China
+8621 3857 6300

Washington, D.C.

Kirkland & Ellis LLP
1301 Pennsylvania Avenue, N.W.
Washington, D.C. 20004
+1 202 389 5000

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