

Boston, MA • June 12, 2019

## **Boston and the Global Cleantech Investment Landscape**

Hosted by Natixis Investment Partners and the Clean Energy Business Network

# CEBN POWER CIRCUIT

Boston, MA • 6.12.19 • Boston and the Global Cleantech Investment Landscape



The **Clean Energy Business Network** is the small business voice for the clean energy economy, working to enhance opportunities for small and midsize clean energy companies through policy support, market and technology information, and business development.

CEBN Power Circuit is a series of regional events exploring the unique policy and market landscape for clean energy in communities across the United States. Each event convenes local thought leaders and audiences across the business, policy, investment, economic development, and research communities to explore opportunities and barriers to clean energy. CEBN Power Circuit also serves as a platform to help clean energy companies network with prospective partners and learn about local and nationwide resources to support business development.

**CEBN Power Circuit—Boston** occurs June 12, 2019 at the U.S. headquarters of **Natixis Investment Managers**, a global asset management company that has developed the industry's first ESG- (environmental, social, governance) driven 401(k) target date mutual funds to help investors align their investments with their values. This event will examine Boston's leadership in the global cleantech investment landscape across the finance spectrum: early-stage equity investment, project capital, public-private partnerships, customer electricity procurement, and asset management. Speakers include private-sector and government leaders driving creative new approaches to financing clean energy technology development and deployment, and meeting the growing investor demand for corporate sustainability.

## HIGHLIGHTS OF CEBN POWER CIRCUIT-BOSTON

- Boston's leadership and trends in the global cleantech investment landscape
- Trends in early-stage investment, mature project capital, and world financial markets
- Rooftop cocktails and hors d'oeuvres before the stunning Boston skyline
- Tours of Natixis' LEED Platinum headquarters

The CEBN appreciates the support of these 2019 Power Circuit Series Sponsors! Additional sponsorships available.



Contact: Lynn Abramson | [labramson@cebn.org](mailto:labramson@cebn.org) | 202.785.0507 | [www.cebn.org](http://www.cebn.org)



Exhibitors, networking, and panels at prior CEBN Power Circuit events

## AGENDA

6.12.19 • 2:00-6:00 p.m. ET • 888 Boylston St., Boston, MA

- 2:00-2:30 p.m.**      **Registration and Networking**  
*Coffee, tea, and soda will be served.*
- 2:30-2:45 p.m.**      **Welcome**  
**Lynn Abramson, President, Clean Energy Business Network**  
**James Dozier, Pres. of the Board, Citizens for Responsible Energy Solutions (CRES) Forum**  
**Jim Roach, Senior Vice President, Retirement Strategies, Natixis Investment Managers**
- 2:45-3:00 p.m.**      **Fireside Chat: The Power of Green**  
**Jens Peers, CIO Sustainable Equities and Fixed Income, Mirova**  
**(Moderator) Jim Roach, Senior Vice President, Retirement Strategies, Natixis**  
*Around the world, investors are increasingly interested in making a positive impact. How is this impacting the energy landscape? From Paris to Boston, Mirova is tracking global trends in sustainable investment and putting capital to work in clean energy companies and projects.*
- 3:00-4:00 p.m.**      **Panel: Investing for Impact**  
**Sander Cohan, Director of Innovation, Enel Green Power North America**  
**Amber Fairbanks, Portfolio Manager, Mirova**  
**Peter Flynn, Managing Partner, Bostonia**  
**Laura Pagliarulo, SVP Community Solar & Comm.Sales, CleanChoice Energy**  
**Jean-Noel Poirier, Executive Managing Dir., Clean Energy Venture Group**  
**(Moderator) Lynn Abramson, President, Clean Energy Business Network**  
*What are the global investment trends transforming the clean energy landscape, particularly in the northeast? Business and investment leaders will discuss novel opportunities for clean energy development and deployment at all stages: early-stage cleantech investment, project finance, public-private-partnerships, residential and corporate power procurement, and asset management.*
- 4:00-4:30 p.m.**      **Partner Presentations: An Ecosystem of Support**  
**Jennifer Daloisio, CFO, Massachusetts Clean Energy Center**  
**Peter Rothstein, President, New England Clean Energy Council**  
**Mark Vasu, Executive Vice President, Greentown Labs**  
*What resources are available to support clean energy providers of all stages in Massachusetts?*
- 4:30-4:45 p.m.**      **Closing: Building Momentum for Change**  
**Jim Roach, Senior Vice President, Retirement Strategies, Natixis Investment Managers**  
*What are the takeaways and how can participants continue to build momentum for a clean energy future?*
- 4:45-6:00 p.m.**      **Networking Reception on Rooftop & LEED Platinum Building Tours**
- 6:00-8:00 p.m.**      **Cleantech Leaders Roundtable Dinner – Register at <http://bit.ly/CTLRBoston>**

## SPONSORS & PARTNERS

Thank you to our CEBN Power Circuit series sponsors, Natixis Investment Managers and CRES Forum!

CEBN Power Circuit Boston is sponsored and hosted by [Natixis Investment Managers](#), which has developed the industry's first ESG- (environmental, social, governance) driven 401(k) target date mutual funds to help investors align their investments with their values.

CEBN Power Circuit regional events are also supported by [Citizens for Responsible Energy Solutions \(CRES\) Forum](#), culminating in a nationwide celebration of the clean energy economy during [National Clean Energy Week](#) (September 23-27, 2019).

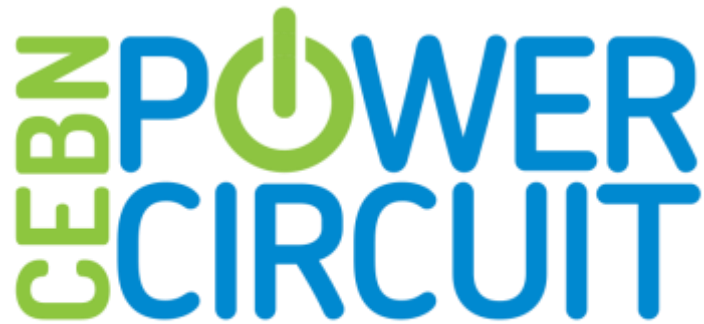


Thank you also to our Promotional Partners who helped spread the word about this event!



SPECIAL OFFER

Invest in your company's future! Join the CEBN today for policy support, market and technology information, and business development resources.



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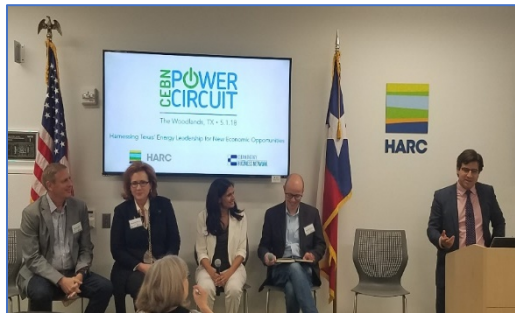
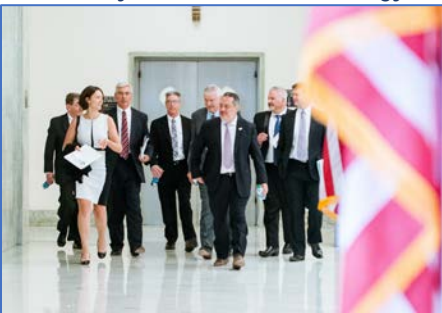
Boston Power Circuit attendees:

Use promo code **Boston2019** now through the end of June 2019 to save **50% (\$125-\$750)** off a premium CEBN membership.



Growing the clean energy economy—one small business at a time

The Clean Energy Business Network is the small business voice for the clean energy economy. We enhance opportunities for small and midsize clean energy providers through policy support, business development, and market and technology education. We foster connections across the clean energy landscape—including small businesses, corporations, investors, contractors, nonprofits, incubators, and researchers—to help businesses thrive. Visit [www.cebn.org](http://www.cebn.org) to join our nationwide community of 3,000+ clean energy business leaders.



## Our Mission Impact

### BUSINESS DEVELOPMENT

CEBN fosters connections among small and midsize businesses, corporations, and investors. We aggregate funding opportunities and resources to support the work of clean energy businesses. In 2018, we facilitated connections that helped members secure a \$1.8 million DOE grant, a NASA semifinalist award for energy technology, a finalist award for defense-related energy technologies, and numerous introductions to prospective business partners and/or investors.

### POLICY SUPPORT

CEBN amplifies the voices of small companies on policies impacting their business goals. We provide brief insider updates to help clean energy providers stay informed about significant policy developments, and offer opportunities to engage through a collective, multi-technology coalition. In 2017 and 2018, we helped businesses weigh in via 300+ signatures on group letters, 1,100+ individual messages to decisionmakers, and 18 events enabling dialogues with policymakers. As a result, we have achieved significant wins on funding, tax policy, and infrastructure issues impacting clean energy markets.

### MARKET & TECHNOLOGY EDUCATION

CEBN elevates the profile of a diverse range of cleantech solutions. We leverage case studies, earned media, events, and a searchable business directory to communicate the benefits of clean energy to the public, clients, and industry audiences. CEBN's parent organization, the Business Council for Sustainable Energy, annually produces a *Sustainable Energy in America Factbook* with Bloomberg Energy Finance discussing the latest market trends. CEBN's companion project, *Faces Behind the Facts*, presents case studies and emerging technologies across diverse sectors. In 2018, these *Faces* profiles generated 2,400+ online views and were distributed at dozens of industry and policy events nationwide.



## Membership Levels

### BASIC MEMBERSHIP (Free) Newsletter & Policy Alerts

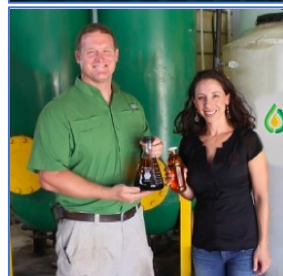
- Weekly newsletter and periodic policy alerts and event invitations
- Digestible policy updates and opportunities to make your voice heard
- Tools to communicate the benefits of clean energy to the public, decisionmakers, and clients

### BUSINESS NETWORK (\$250/year) Affordable Business Development Tools

- Exposure to potential clients, investors, and business partners through searchable business-to-business directory
- Curated staff recommendations
- Opportunities to secure grants, investments, and loans through our aggregated funding database
- Technical resources from industry experts
- Free and discounted exhibitor opportunities at events

### EXECUTIVE CIRCLE (\$500/year for $\leq$ \$1.5M annual revenues; \$1,500 above) Insider Access & Premium Exposure

- Featured listing at top of business directory
- Monthly calls with insider policy access & opportunities to comment on draft policy proposals BEFORE introduction
- Ability to contribute to CEBN thought leadership
- Complimentary registration at biannual conferences and networking events in Washington DC



Fueling Change: A family business transforms fuel supplies and its community

BioJoe and Beth Renwick  
Green Energy Biofuel



Webinar: What Clean Tech Entrepreneurs Need to Know About Intellectual Property

## Member Testimonials

"ElectraTherm is impressed with the Clean Energy Business Network's close ties with Washington lawmakers, and their willingness to offer cross company and industry introductions, Department of Defense connections and **announcements on funding opportunities** within the DOE. CEBN notified ElectraTherm of a funding opportunity announcement concerning advanced CHP systems. Our company submitted for the opportunity and we were **successfully chosen to participate with the DOE on a \$1.8M cooperative agreement.**"

*John Fox, Managing Director, ElectraTherm (Flowery Branch, GA)*

"Thanks to CEBN's extensive network and your commitment to connectational excellence, your call to me to me about the U.S Department of Defense "Defense to Response" (D2R) national competition was very timely. We submitted our application and after two semifinal rounds we were selected for the national finals at Texas A&M. **Without your contacts and extensive network our small company would not have known about the competition** which has since led us to new potential projects and recognition by numerous first responders."

*Loy Sneary, President/CEO, Gulf Coast Green Energy (Bay City, TX)*

"Our membership and involvement with CEBN have presented several key opportunities to share our energy technology startup story through multiple channels and venues which have resulted in **tremendous exposure for the company** in the areas of business development and thought leadership."

*Rita Hansen, CEO, Onboard Dynamics (Bend, OR)*

"The CEBN has been the resource we needed to **make our small voice heard** in the politics of the energy world. Their help, guidance, and resources have been phenomenal in every aspect. I know we can count on them in any way to support clean energy initiatives."

*Nolan Hill, CEO, Highland West Energy (Rexburg, ID)*



## Member Testimonials

“CEBN has brought us face to face with people like Senator Warner and former Energy Secretary Moniz and many others from around the country in settings that permitted us to learn and tell our story calmly and honestly. **We gained unmatched knowledge and credibility with our clients and prospects at home.** As a small firm, CEBN has provided us with industry interaction we could not have created ourselves.”

*John Atkins, President, TerraShares (Morristown, TN)*

“NASA announced that Ion Power Group was selected in NASA iTech’s Top-25 semi-finalists for ‘game-changing’ energy ideas. **This was made possible by the CEBN alerting Ion Power Group to this opportunity.**”

*Benjie Balsler, CEO, Ion Power Group LLC (Navarre, FL)*

“The exposure from our CEBN “Faces Behind the Facts” profile has led to greater awareness around FlowEnergy’s solution **within our direct target markets.** We’ve connected with government entities that are serious about clean energy and have already seen proposed legislation directly related to our smart energy technology. We are eager to continue making strides in the energy industry!”

*Laura Thompson, Vice President, Flow Energy (Woodinville, WA)*

“I’m very aware of the current challenges for small and medium sized energy companies who may have limited resources but also need to increase the bottom line. My goal is to serve each member to help them overcome any barriers to success through an environment here at CEBN where they can **network with other company leaders and find new business opportunities** to showcase their technologies and advance their own company vision.”

*James Jackson, Founder, Resilience Energy Group (Shell New Energy contractor)  
and Chairman, CEBN Board of Directors*



# Natixis Sustainable Future Funds®

## Changing the Climate of Target Date Funds

More and more retirement plan participants are looking for investments that have a positive social or environmental impact while also delivering competitive returns. According to the 2019 Natixis Survey of Defined Contribution Plan Participants<sup>1</sup>:

- 75% of participants say it's important to make the world a better place while growing their personal assets.
- More than six in ten said they would be more likely to contribute or increase contributions to their plan if they knew their investments were doing social good.

### ESG + Target Date: good news for plans with purpose

The Natixis Sustainable Future Funds® are the first family of target date funds designed for retirement investors who want their investments to align with their personal values. They combine a sophisticated "through retirement" allocation glidepath with a focus on ESG (environmental, social, governance) investing. The funds may also be suitable as a qualified default investment alternative (QDIA) option for ERISA plans.

### Responsible investing strategies

ESG or responsible investment seeks to balance environmental, social, and economic value creation with the goal of generating long-term, sustainable returns for investors. Responsible investing strategies fall into three basic categories:



#### POSITIVE/NEGATIVE SCREENING

Screening securities on ESG or values-based criteria



#### ESG INTEGRATION

Incorporates ESG factors into fundamental analysis to pursue alpha and mitigate risk



#### IMPACT/THEMATIC

Investment selection guided by ESG themes and positive impact

The Natixis Sustainable Future Funds® offer all three types of strategies through our specialized investment managers:

- Equity index-based ESG investing with positive/negative screening, managed by Active Index Advisors®
- Equity investments leveraging ESG integration, managed by Harris Associates and Loomis, Sayles & Company
- Fixed income investments leveraging ESG integration, managed by Loomis, Sayles & Company
- Thematic and impact equity and fixed income strategies, managed by Mirova

### Target a better world

Considering ESG criteria can help portfolio managers identify companies capable of creating sustainable value and managing a full range of risks. We encourage managers to implement strategies consistent with the UN Sustainable Development Goals (SDG) and use ESG factors to inform their investment decisions, relying on in-house research as well as third-party ratings. We believe this approach favors investments with sustainable business models that are supported by strong business fundamentals and may also help manage risk.

All else equal, well-run companies with sustainable business models tend to be better long-term investments. For these reasons, the investment criteria inherent in ESG analysis are well-aligned with the interests of long-term investors.

### KEY BENEFITS

#### Create more engaged plan participants

Survey<sup>1</sup> results show workers want to align their investments with their personal values.

#### QDIA option

The funds are intended to be suitable as a qualified default investment alternative for ERISA plans.

#### Minimize portfolio risk

Broad exposure to a variety of responsible investment strategies from specialized investment managers.

#### Help employees invest with purpose while solving for longevity risk

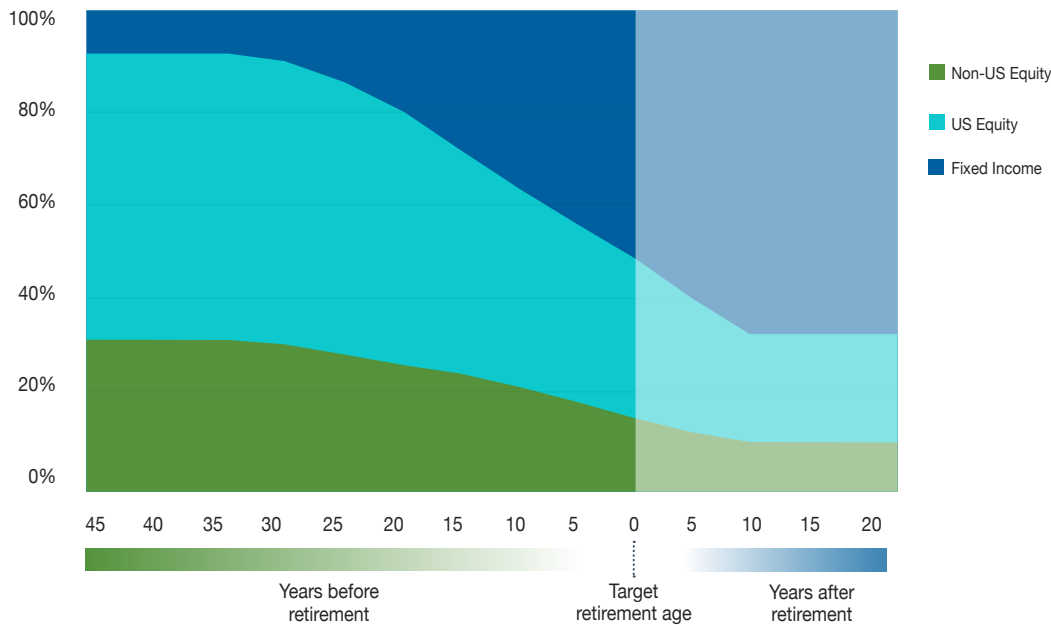
The "through retirement" glidepath designed and managed by Wilshire Associates helps reduce the potential of outliving retirement savings.

<sup>1</sup> Natixis Investment Managers, Survey of US Defined Contribution Plan Participants conducted by CoreData Research, January and February 2019. Survey included 1,000 US workers, 700 being plan participants and 300 being non-participants.

## Planning for more years in retirement

Meeting the evolving needs of today's plan participants, including funding lengthier retirements than prior generations, requires innovative problem solving. The Natixis Sustainable Future Funds® "through retirement" glidepath was created by Wilshire Associates, an industry leader in strategic asset allocation and glidepath management.

### NATIXIS SUSTAINABLE FUTURE FUNDS® GLIDEPATH



### Wilshire Associates – Strategic allocation advantage

Established in 1972, Wilshire began designing and managing glidepath solutions for retirement vehicles in 2005. Managing Director Nathan Palmer believes that longevity risk is probably the most important risk factor for plans, even bigger than market risk.

The Natixis Sustainable Future Funds® asset allocation glidepath uses a proprietary asset allocation technique that focuses on both asset growth and retirement liabilities to deliver a target date solution that assumes living to age 85.

The Funds are designed for investors who will be age 65 around the year indicated in each Fund's name. When choosing a Fund, investors who anticipate retiring significantly earlier or later than age 65 may want to select a Fund closer to their anticipated retirement year. Besides age, there may be other considerations relevant to fund selection, including personal circumstances, risk tolerance and specific investment goals. Each Fund's asset allocation becomes increasingly conservative as it approaches the target date and beyond. Allocations may deviate plus or minus 10% from their targeted percentages. Investments in each Fund are subject to the risks of the underlying funds and separately managed segments. **Principal** invested is not guaranteed against losses. It is possible to lose money by investing in each Fund, including at and after the Fund's target date. **Equity securities** are volatile and can decline significantly in response to broad market and economic conditions. **Fixed income securities** may carry one or more of the following risks: credit, interest rate (as interest rates rise bond prices usually fall), inflation and liquidity. **Sustainable investing** focuses on investments in companies that relate to certain sustainable development themes and demonstrate adherence to environmental, social and governance (ESG) practices, therefore each Fund's universe of investments may be reduced. It may sell a security when it could be disadvantageous to do so or forgo opportunities in certain companies, industries, sectors or countries. This could have a negative impact on performance depending on whether such investments are in or out of favor. **Foreign and emerging market securities** may be subject to greater political, economic, environmental, credit, currency and information risks. Foreign securities may be subject to higher volatility than US securities, due to varying degrees of regulation and limited liquidity. These risks are magnified in emerging markets. **Mortgage-related and asset-backed securities** are subject to the risks of the mortgages and assets underlying the securities. Other related risks include prepayment risk, which is the risk that the securities may be prepaid, potentially resulting in the reinvestment of the prepaid amounts into securities with lower yields. **Inflation protected securities** move with the rate of inflation and carry the risk that in deflationary conditions (when inflation is negative) the value of the bond may decrease. **Multi-manager funds** may be managed by several sub-advisers using different styles which may not always complement each other. This could adversely affect performance and may lead to higher fund expenses.

**Before investing, consider the funds' investment objectives, risks, charges, and expenses. Visit [im.natixis.com](http://im.natixis.com) or call 800-225-5478 for a prospectus or a summary prospectus containing this and other information. Read it carefully.**

Natixis Advisors, L.P. is one of the independent asset managers affiliated with Natixis Investment Managers.

## NATIXIS INVESTMENT MANAGERS

Natixis Investment Managers serves financial professionals with more insightful ways to construct portfolios. Powered by the expertise of more than 20 specialized investment managers globally, we apply Active Thinking® to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis ranks among the world's largest asset management firms<sup>2</sup> (\$917.1 billion AUM<sup>3</sup>).



Active Index Advisors® offers custom investment management solutions that align investment portfolios with client values.



Serving clients worldwide since 1926, Loomis, Sayles & Company is research-based and performance-driven.



Mirova is dedicated to responsible investing through a conviction-driven approach. Mirova is operated in the US through Mirova US LLC.

> Talk to your Natixis Retirement specialist about how Natixis Sustainable Future Funds® may fit into your plan offerings.

Plan ahead at

[im.natixis.com/ESGTargetDateFunds](http://im.natixis.com/ESGTargetDateFunds)  
or call 800-862-4863

2 Cerulli Quantitative Update: Global Markets 2018 ranked Natixis Investment Managers as the 16th largest asset manager in the world based on assets under management as of December 31, 2017.

3 Net asset value as of December 31, 2018. Assets under management ("AUM"), as reported, may include notional assets, assets serviced, gross assets and other types of non-regulatory AUM.

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## SPEAKER BIOGRAPHIES



**Lynn Abramson**  
**President**  
**Clean Energy Business Network**

Lynn Abramson is President of the Clean Energy Business Network – the small business voice for the clean energy economy, with more than 3,000 members nationwide across all 50 U.S. states. CEBN enhances opportunities for clean energy providers through policy support, business development, and market and technology education. Lynn leads the CEBN's efforts to mobilize business voices in support of policy change, leverage case studies and narratives to illustrate the benefits of clean energy to the public and policymakers, and promote industry collaboration and networking.

Lynn previously managed the CEBN at its former home in The Pew Charitable Trusts from July 2013 until its transition to become an independent initiative of the Business Council for Sustainable Energy in May 2017. Before that, she worked in the U.S. Senate as a Senior Legislative Assistant on energy, natural resources, and transportation policy. She earned a B.A. in Biology from Boston University and a Ph.D. in Marine and Atmospheric Sciences from Stony Brook University.



**Sander Cohan**  
**Director, Innovation**  
**Enel Green Power North America, Inc.**

Mr. Cohan directs North American Innovation for Enel Green Power North America, Inc. He has over 15 years of experience in the energy sector, specializing in innovation and emerging clean energy technologies. As an advocate for new ideas and business models for the company he has served as chief project director and manager for projects in diverse areas such as energy storage, microgrids/smartgrid technology, predictive analytics/big data, hybrid renewables, geothermal, wind, solar, and marine energy.

Prior to joining Enel, Sander worked in a variety of roles focusing on the commercialization of clean energy technologies, most recently as a Principal at ESAI Energy as the founder of that firm's practice in Renewable Energy, Climate, Transportation Fuels and Electric Vehicles. He has a M.A. in Energy Policy and International Finance from the Johns Hopkins School of Advanced International Studies and a B.A. from Columbia University.



**Jennifer Daloisio**  
**Chief Financial Officer**  
**Massachusetts Clean Energy Center**

As Chief Financial Officer of the Massachusetts Clean Energy Center, Jennifer Daloisio is responsible for the finance and information technology operations of the agency and overseeing the investments in the Renewable Energy Trust and Alternative and Clean Energy Investment Trust. Additionally, Jennifer is responsible for overseeing financial transactions across the organization representing renewable energy programs, industry support initiatives and agency operations.

Prior to joining MassCEC in 2014, Jennifer practiced public accounting for 18 years, most recently as an Audit Director at Deloitte. During her time in public accounting, Jennifer served clients ranging in size from startup to multi-national in a variety of industries, including energy, retail and manufacturing. Jennifer has worked with numerous clean energy companies at various stages, sizes and technology focus. Jennifer is a Certified Public Accountant and holds a Bachelor of Science in Business Administration from the University of New Hampshire.



**James Dozier**  
**President of the Board**  
**Citizens for Responsible Energy Solutions (CRES) Forum**

James Dozier is president of the board of CRES Forum, a non-profit organization that educates the public and influences the national conversation around responsible clean energy solutions that are actionable, market-friendly, and responsible. Founded in 2017, CRES Forum provides expert information to key decision makers so they are empowered to act.

CRES Forum also convenes annual forums and events, such as National Clean Energy Week, to demonstrate how clean energy policies strengthen the economy, enhance America's vital national security interests, and help to preserve our environment for future generations.

James brings a wealth of Republican grassroots organizing, advocacy, and political experience to CRES Forum. He has focused on growing conservative support for clean energy solutions to enhance our nation's economic, energy, and environmental security. This work has included building out robust political and advocacy operations that have supported Republican clean energy champions in the House and Senate.



**Amber Fairbanks, CFA**  
**Portfolio Manager**  
**Mirova**

Amber Fairbanks is a portfolio manager at Mirova on the global equity team. Ms. Fairbanks joined Mirova in 2018 from Zevin Asset Management, where she worked as a portfolio manager and analyst for more than 10 years. She has served previously as an analyst for J.L. Kaplan Associates, a division of Evergreen Investments, and for Delta Partners, a Boston-based hedge fund.

Ms. Fairbanks received her MBA from Boston College and a Bachelor of Science in Environmental Science from University of Massachusetts. She is a CFA® charterholder and a member of the Boston Security Analysts Society (BSAS).



**Peter Flynn**  
**Managing Partner**  
**Bostonia Partners**

Peter Flynn is a managing partner of Bostonia Partners, a financial services and investment-banking firm that concentrates principally on structuring innovative infrastructure financing solutions, as well as providing independent financial advisory services to both the public and private sectors. Mr. Flynn concentrates on energy efficiency, distributed generation and renewable energy projects, as well as public private partnerships.

Since 1998, Bostonia has financed approximately \$3 billion in federal, municipal and commercial energy projects. Mr. Flynn has served as lead banker for a number of signature financings, including: a \$260M federal energy infrastructure transaction at Tinker AFB and a \$207 million innovative microgrid project for the Food and Drug Administration in Maryland. In addition, Mr. Flynn has financed cross-border commercial and government energy financings in Canada. Mr. Flynn is a frequent speaker on topics including financing of energy and infrastructure projects. He is the author or co-author numerous articles including:

- “Investing in Innovation” that appeared in the Military Engineer Year-In-Review
- “Renewable Energy Financing Under ESPC Authority” that appeared in the ACORE Industry Review of Renewable Energy for Military Installations
- “Unique Issues Associated with Financing Federal Government Receivables” that appeared in The Journal of Structured Finance.

Mr. Flynn was recently appointed as a member of the Executive Committee of the National Association of Energy Services Companies (NAESCO) and has served as a member of the planning committee for the Department of Energy’s “Energy Exchange” workshop and trade show. He is a graduate of Boston University School of Law and Syracuse University.



**Laura Pagliarulo**  
**Senior Vice President, Community Solar**  
**CleanChoice Energy**

Laura oversees the Community Solar team at CleanChoice Energy that is responsible for community solar market expansion, sales, marketing and operations. Laura has sixteen years of experience in retail energy, renewable energy and energy efficiency.

Prior to joining CleanChoice Energy she led the community solar business at SunEdison, and managed the Green Products division of WGL Energy Services, one of the largest and longest serving electricity, natural gas and green power suppliers in the mid-Atlantic region.



**Jens Peers, CFA**  
**CIO - Sustainable Equities and Fixed Income**  
**Mirova**

Jens Peers is CIO Sustainable Equities and Fixed Income of Mirova, a subsidiary of Natixis Investment Managers engaged in responsible investing. He joined Mirova in 2013.

Prior to Natixis, Mr. Peers was head of portfolio management – environmental strategies for water, agribusiness and cleantech (renewable energy, energy efficiency and waste management) at Kleinwort Benson Investors, Dublin. He also was a financial analyst at BC Asset Management and a financial advisor at KBC Bank, Brussels. Mr. Peers began his career in 1998.

Mr. Peers holds a master's degree in applied economics from the University of Antwerp, Belgium. He also is a CFA® Charterholder and is a certified CEFA (Certified European Financial Analyst of the BVFA-ABAF – Belgian Association of Financial Analysts).



**Jean-Noel Poirier**  
**Executive Managing Director**  
**Clean Energy Venture Group**

Jean-Noel is Executive Managing Director of the Clean Energy Venture Group (CEVG), a leading investment group that provides seed capital and management expertise to early stage clean energy companies. Prior to CEVG, Jean-Noel was co-founder and CEO of Inventec Performance Chemicals USA, a specialty Chemicals Company focused on green chemistry, now integrated in the Dehon Group, a global manufacturer of specialty chemicals.

Prior to this, Jean-Noel was Chief Sales Officer and SVP of Marketing at Global Solar Energy, a VC backed company that he positioned as a global leader of the flexible solar market. The company was acquired by Hanergy. Prior to this, Jean-Noel was Vice President of Market Development at first Solar and spent 7 years at Honeywell International in global leadership roles including Vice President of Global Marketing for the Honeywell Security Group (4 divisions, 10,000 employees, \$3B in revenue), Director in the corporate strategy group, and Director of global Strategic Marketing for Honeywell Turbo Technologies.

Jean-Noel is an Entrepreneur In Residence for the New York State Energy Research & Development Authority (NYSERDA), a mentor at the Cleantech Open, and a member of the Sustainability Committee of the Franco-American Chamber of Commerce (FACC). Jean-Noel has extensive global experience, as he lived and worked in the United States, Europe and Asia. He holds an MBA from the Kellogg Graduate School of Management, a Bachelor in Applied economics and a Bachelor in Management Sciences from Dauphine University in Paris.



**Jim Roach**  
**Senior Vice President, Retirement Strategies**  
**Natixis Investment Managers – U.S. Distribution**

Jim Roach is Senior Vice President of Retirement Strategies for Natixis Investment Managers. In this role, he represents Natixis Sustainable Future Funds®, the first and only open-ended mutual fund target date offerings that are broadly ESG in the marketplace.

Mr. Roach has over 17 years of investment industry experience and has spent the majority of his career in sales leadership roles. He served most recently as Head of Sales for Natixis Canada and previously as Sales Desk Manager at Natixis US headquarters in Boston, Massachusetts.

Mr. Roach holds an undergraduate degree in accounting from the University of Connecticut.





**Peter Rothstein**  
**President**  
**Northeast Clean Energy Council (NECEC) & NECEC Institute**

Peter Rothstein is President of NECEC, combining two sister nonprofit organizations – the Northeast Clean Energy Council, a 501(c)(6) business-member organization (previously known as the New England Clean Energy Council) that is the lead voice for hundreds of clean energy companies across the Northeast; and NECEC Institute, a 501(c)(3) that leads programs in Innovation & Entrepreneurship and Industry Research & Development across the region.

NECEC is a broad-based clean energy organization whose members and partners cut across dozens of cleantech sectors and stages from startups to emerging companies and market segment leaders. NECEC is widely-recognized for its policy and regulatory advocacy and initiatives on behalf of the clean energy industry, for its regional innovation cluster initiatives, as well as stakeholder initiatives which bring together the region's cleantech entrepreneurs, companies and supporters to advance the regional clean energy economy.

Mr. Rothstein has over 30 years of venture, entrepreneurial, executive and deal experience in cleantech venture and high tech markets. Before assuming leadership of NECEC in 2010, Mr. Rothstein was part of the Flagship Ventures team, a leading seed and early stage venture capital firm in Cambridge Massachusetts. He also founded Allegro Strategy, serving as a consultant, advisor and executive with early-stage cleantech start-ups. Mr. Rothstein has been in early-stage deal or executive roles with a number of cleantech companies, including Mascoma, Novomer, Boston-Power, Planar Energy Devices, and others. Mr. Rothstein has been a member of a National Academies of Sciences committee, co-authoring a recent report on the "Power of Change," describing strategies for an increasingly clean energy system. He has also been involved in a range of leading cleantech and entrepreneurial organizations, including the National Renewable Energy Lab's VC Advisory Board. Earlier, Mr. Rothstein was an entrepreneur and executive in the software industry, including as a Lotus/IBM Vice President of Strategy and leader of an internal Lotus incubator accelerating knowledge management ventures.

He has a Masters Degree from the MIT Sloan School of Management with a concentration in Energy Economics, and a Bachelors in Environmental Design from Clark University.



**Mark Vasu**  
**Executive Vice President**  
**Greentown Labs**

As Executive Vice President since 2013, Mark Vasu leads and supports revenue-generating activities to grow Greentown Labs. This includes managing corporate sponsors, partnerships and overseeing the member pipeline. He leads the effort to build the brand, visibility and partnerships. He also supports a national network of cleantech incubators, helping to build the ecosystem given Greentown Labs' position as the nation's largest cleantech incubator.

Prior to Greentown Labs, Mark was the founder of perCent Inc., a software company focused on reducing personal energy use and spending. He also founded and led CMV Marketing, a marketing and sustainable strategy-consulting firm for social-purpose companies and high-performing social enterprises.

He served in marketing and business development leadership roles for three high growth social enterprises: City Year, ChildrenFirst (acquired by Bright Horizons), and Jumpstart.

Mark was on the founding steering committee, co-chair, and ran the Boston Cleanweb Hackathon (2012, 2013, 2014). He has served on the Board of uAspire, a Boston based education non-profit from 2007 - 2015. Mark holds a BA Economics from Duke University.

## ATTENDEES

Last	First	Company/Organization	Occupation	City	State
Hadam	Gina	Accenture	Consultant	Boston	MA
Briggs	Adam	Ambri Inc	Ch Comm Officer	Marlborough	MA
Walker	Jim	Ameresco, Inc	Vice President, Solar PV	Framingham	MA
Cleary	Paul	Autonomous CRE +	Director of Development	South Yarmouth	MA
Eidelman	Audrey	BCK Law, P.C.	Attorney	Waltham	MA
Lee	Thomas	Boston Energy Trading and Marketing	Seniort Trading Analyst	Boston	MA
Flynn	Peter	Bostonia	Managing Partner	Boston	MA
Breiter-Wu	Andrew	Breiter Planet Properties	President	Boston	MA
Grunebaum	Eric	Cambridge Energy Advisors	Clean Energy Development / Impact Investment	Cambridge	MA
Coyne	Daniel	Canaccord Genuity	Banker	Boston	MA
Oneill	Tom	Center for Sustainable Energy	Development Associate	Boston	MA
Aguiar	Vinicius	Charles River Associates	Associate	Boston	MA
Varsano	Jacob	Charles River Associates	Analyst, Energy Practice	Boston	MA
Aguiar	Vinicius	Charles River Associates (Energy practice)	Associate	Boston	MA
Friery	Mark	CI Works, LLC	CFO / Founder	Amesbury	MA
Pagliarulo	Laura	Clean Choice Energy	Senior VP, Community Solar & Commercial Sales	Washington	DC
Abramson	Lynn	Clean Energy Business Network	President	Washington	DC
Barnes	Andy	Clean Energy Business Network	Program Manager	Washington	DC
Poirier	Jean-Noel	Clean Energy Venture Group	Executive Managing Director	Brookline	MA
Reindorf	Wanda	Clean Energy Venture Group	Partner	Brookline	MA
Curran	Frank	CleanEnergyBlockchain	Co-Founder &VP	Stow	MA
Sass	Marcus	Competitive Power Ventures, Inc.	Vice President, Power Marketing	Silver Spring	MD
Ravis	John	Consultant	Owner	Boston	MA
Dozier	James	CRES Forum	President, Board of Directors	Washington	DC
Ciavarra	Terence	Ecosystem Energy Services	Business Development Manager	Boston	MA
Williams	Emily	Edison Energy	Sr. Director of Energy Markets & Sustainability	Boston	MA
Cohan	Sander	Enel Green Power North America	Director of Innovation	Andover	MA
Bowen	James	Energetic Insurance	Co-founder	Boston	MA
Wang	Cici	Energy Solutions	Energy Efficiency Project Manager	Boston	MA
Bettenhauser	Georg	EnergySage	VP Sales & Supplier Partnerships	Boston	MA
McClintock	Scott	FirstFuel Software	SVP Sales	North Andover	MA
Manjeshwar	Siddharth	FirstLight Power Inc	Chief Financial Officer	Burlington	MA
St Aimee	Pamela	Foundation for a Green Future	Board Member	Boston	MA
Weber	Karen	Future	Executive Director	Boston	MA
Hermann	Patrick	Genscape	Power Market Analyst	Boston	MA
Greco	Matthew	Green Century Capital Management, NUImpact	Intern, VP of Events	Littleton	MA
Vasu	Mark	Greentown Labs	Executive Vice President	Somerville	MA

Oquendo	Ed	Higgs Energy,LLc	Engineer	Norwich	CT
Werth	Ted	hub angels	CEO	Bedford	MA
Cohen	Maxwell	IHS Markit	Associate Director	Cambridge	MA
Almeida	Edison	Mass Utility	CEO	Cambridge	MA
Daloisio	Jennifer	Massachusetts Clean Energy Center	CFO	Boston	MA
Omalley	Wendy	MassDevelopment	VP, PACE Program Manager	Boston	MA
Surmeli	Sahir	Mintz	Co-Chair, Energy & Sustainability	Boston	MA
Fairbanks	Amber	Mirova	Portfolio Manager	Boston	MA
Peers	Jens	Mirova	CIO, Sustainable Equities and Fixed Income	Boston	MA
Abdelgadir	Iglal	MIT	Humphrey Fellow	Cambridge	MA
Hessenbruch	Arne	MIT	Lecturer	Concord	MA
Podder	Ankur	MIT	Energy Transition Researcher	Cambridge	MA
Futch	Matt	National Renewable Energy Laboratory	Global Strategy and Business Development Director	Lakewood	CO
Heath	Greg	Natixis Investment Managers	Vice President	Boston	MA
McConnell	Brian	Natixis Investment Managers	Director	Boston	MA
Roach	Jim	Natixis Investment Managers	Senior Vice President, Retirement Strategies	Boston	MA
Feldman	Brett	Navigant	Research Director	Franklin	MA
Lukasiewicz	Michael	Navitas Partners, Inc.	Managing Partner	Cambridge	MA
Chan-Massey	Betty	NEC Energy Solutions	Director, Sales - Channel	Westborough	MA
Goodman	Dana	NEC Solar	Solar Consultant	Portsmouth	RI
Rothstein	Peter	North East Clean Energy Council	President	Boston	MA
Mangla	Anmol Kumar	Northeastern University	Student	Boston	MA
Kachhara	Yash	Opinion Dynamics	Consultant	Waltham	MA
Xi	Xi	Prime Impact Fund	Investment Fellow	Cambridge	MA
Underwood	Ben	Resonant Energy	President	Dorchester Ctr	MA
Hunt	Hannah	REsurety, Inc.	Senior Manager, Business Development	Boston	MA
Coupe	Phil	ReVision Energy	Co-founder	Cape Elizabeth	ME
Tourtelotte	John	Rivermoor Energy	Managing Director	Auburndale	MA
Hirschman	David	SeaAhead	VP Content	Boston	MA
Mayle	Teddy	SeaAhead	Intern	Marblehead	MA
Nash	Macdara	Self Employed	Commercial Development	Concord	MA
Casey	Linette	Siemens Energy, Inc.	Key Account Manager	South Easton	MA
Greenberg	Mark	Solid Carbon Products	Advisor	Boston	MA
Young	Christie	Solstice Power Technologies, Inc.	Operations Coordinator	Cambridge	MA
Day	Robert	Spring Lane Capital	General Partner	Boston	MA
Jaiswal	Mohit	Student	Student	Boston	MA
Krishnamurthy	Aniruddha	Student	Energy Analyst	Boston	MA
Mistry	Bhavan	Student	Student	Boston	MA
Brooks	Jessica	Sunwealth	Chief Development Officer	Somerville	MA
Constantine	Michael	TrueLight Energy	CEO	Boston	MA
Fait	Mitchell	TSunami Power and Electric Co. LLC	Owner	Hanscom Afb	MA
Shoesmith	Jordan	Vineyard Wind	PMO & Bid Development	Boston	MA
Bubenicek	William	WAB Development	Investor	Boston	MA
Shreve	Dan	Wood Mackenzie	Head of Global Wind Energy Research	Boston	MA