WHERE IS THE MONEY?

Unlocking Capital for Real Estate

Energy Efficiency Improvements



San Francisco, October 5, 2012



William D. Allen
Wells Fargo Commercial Banking
Senior Relationship Manager, National CleanTech & Emerging Tech Markets

Mr. Allen is a Senior Relationship Manager with the National Cleantech & Emerging Tech Markets sector at Wells Fargo. Based in Palo Alto, California, the Wells Fargo Cleantech Group provides financial services and resources to help domestic and international companies focus on clean technology solutions, helping to reduce the impacts of greenhouse gas

emissions, and supporting a low carbon economy.

Mr. Allen covers a national footprint providing financial solutions to a variety of technology and clean technology companies. He has over 20 years of finance and banking experience, with a particular expertise in energy efficiency and renewable energy financing.

Prior to Wells Fargo, Mr. Allen was with Silicon Valley Bank co-leading the Technology Growth Capital Team. He worked at BBN Technologies in Emerging Business Operations and was actively involved in the spin out of BBN Planet, the sale of CyberTrust to Baltimore Securities and the merger between GTE and Bell Atlantic, now Verizon. He was also the director of structured finance for Comdisco's IT business unit. As one of four directors throughout North America, Mr. Allen was directly responsible for business development, deal structuring and credit underwriting for the East Coast and Canada. He earned a B.A. in economics from the University of Southern Maine; and his M.B.A. from Boston University.



Raj Atluru Silver Lake Kraftwerk Partner

Mr. Atluru joined Silver Lake in 2011 and is a Partner of Silver Lake Kraftwerk. He has over 19 years of venture capital, private equity, and leveraged finance experience both domestically and in emerging markets. Prior to Silver Lake, he was a Partner at Draper

Fisher Jurvetson where he spearheaded DFJ's cleantech investment practice since 2001 and its India investment operations since 2005. Mr. Atluru remains a venture partner at DFJ, serving on the boards of a number of private companies within the cleantech sector. He has led numerous investments in companies specializing in renewable energy, energy storage, smart grid and energy efficiency applications, wireless technologies and business software and services. Mr. Atluru holds a B.S. and an M.S. in Civil/Environmental Engineering and an M.B.A. from Stanford University.









Lori Bamberger
Berkeley Center for Law, Business and the Economy – UC Berkeley,
School of Law

Senior Fellow, Energy Efficiency Finance

Lori Bamberger manages entrepreneurial ventures at the intersection of business, government, capital markets, and nonprofit organizations. Her firm, Lori Bamberger Consulting, offers innovative approaches to affordable and sustainable communities, energy financing, and policy formulation for CDFIs and financial institutions, foundations and think

tanks, and local, state, and federal agencies.

In government, Ms. Bamberger served as the Assistant Chief of Staff to the US. Department of Housing and Urban Development, as the Deputy Director of the San Francisco Mayors' Office of Housing, and as Housing Finance Counsel to the US Senate Banking Committee. In addition, she served as a Vice President of Providian Financial (now Chase).

Currently, Ms. Bamberger is the Founder and Managing Director of Saving Neighborhood Energy to Generate Neighborhood Wealth, an initiative to launch Onbill Repayment Financing (for energy efficiency retrofits) targeted to moderate/middle income homeowners in California. She recently completed serving as an Entrepreneur in Residence to CalCEF Innovations, which just published her paper, "Pulling the Trigger: Increasing Home Energy Savings." She works on Multifamily EE financing was published by the Brookings Institution. She has also led initiatives – for the Low Income Investment Fund and Living Cities – on financing for nonprofit-owned community facilities. Ms. Bamberger has a B.A. from Dartmouth College, and a J.D. from Yale Law School.

Caroline E. Blakely
Fannie Mae
Vice President – Multifamily (MF) Risk Management

Caroline E. Blakely reports to the Senior Vice President MF Risk. She is responsible for management of the MF performing portfolio, MF's counterparties, lender compliance, portfolio analytics and MF's green initiatives.

Prior to joining Fannie Mae, Ms. Blakely served as Managing Director and Chief Marketing Officer at National Cooperative Bank (NCB). At NCB, she was responsible for the management of commercial and real estate loan originations, capital markets, loan servicing operations, multifamily real estate origination, and secondary market activities. Before NCB, Ms. Blakely practiced law for over 12 years, specializing in corporate and real estate matters. Ms. Blakely has a J.D. from Georgetown Law and a B.A. from the University of Virginia.



T. Hale Boggs Manatt, Phelps & Phillips, LLP Partner

Mr. Boggs splits his time between the firm's Los Angeles and northern California offices. He founded the Palo Alto office in 1998 and works principally out of the firm's San Francisco office, which he helped to establish in 2007. Mr. Boggs chairs the firm's nationwide Business Development Committee and serves on the Compensation Committee and Executive Committee.

Mr. Boggs' practice focuses on corporate and securities matters, including venture capital transactions, mergers and acquisitions, corporate reorganizations, public and private securities offerings, and joint ventures.

Mr. Boggs' expertise includes venture capital and other equity and debt financings, equity compensation matters, SEC reporting and disclosure, intellectual property licensing, complex corporate partnering transactions and corporate governance. He also represents venture capital firms in fund formation and counseling matters. He frequently assists clients in structuring creative arrangements to acquire, develop, protect and distribute technologies and products both domestically and internationally.

Mr. Boggs also represents a wide variety of financial institutions and financial services companies, including commercial banks and bank holding companies, and consumer and commercial finance companies. He holds a J.D. from the University of California Los Angeles and a B.A. from Stanford University.



Meade N. Boutwell, LEED® AP O&M CBRE Senior Vice President

Mr. Boutwell has been in commercial real estate in San Francisco for over 26 years. He specializes in office leasing and investment sales, with extensive experience in tenant and property representation. Mr. Boutwell consistently ranks as one of the top leasing agents in San Francisco.

Mr. Boutwell's knowledge spans from lease agreement negotiations to fair market value arbitration services. He has been an invaluable advisor for both tenant and landlord such as Bartko Zankel Tarrant & Miller and Merrill Lynch – to name a few.

Mr. Boutwell is a graduate of Oregon State University. He is one of the first sales professionals in San Francisco to have been awarded the LEED Accredited Professional designation and serves on the Board of Directors of the US Green Building Council's Northern California Chapter. He currently serves as President of BOMA San Francisco, is a member of the Board of Directors of the local chapter of NAIOP, and is an active member of ULI.



John Chiang State of California Controller

John Chiang was first elected in November 2006 to serve as Controller of the State of California, the ninth-largest economy in the world. He was elected to serve a second term in November 2010.

Since taking office in January 2007, Controller Chiang took immediate action to make the State's finances more transparent and accountable to the public and to weed out waste, fraud and abuse of public funds. The Controller's aggressive audits have identified more than \$3 billion in taxpayer dollars that were denied, overpaid, subject to collection, or resulted in revenues, savings and cost avoidance.

As Controller during the worst economic downturn since the Great Depression, Controller Chiang was forced to delay payments and issue IOUs in order to preserve cash to meet obligations to education and bond holders. His cash management was cited by rating agencies as a benefit to the State. Fitch Ratings lauded the Controller for using "several strategies, including payment deferrals and IOUs, to ensure continuation of priority payments." Standard & Poor's said the Controller's "extraordinary cash management maneuvers" protected the state's priority payments, and California Municipal Bond Advisor noted, "State Controller Chiang has been a hero of sorts to us during California's recent distress because he did just what he was supposed to do to protect bondholders." He has led efforts to reform the State's public pension systems, helped local governments navigate difficult economic times, protected California's precious natural resources, reunited rightful owners with more than \$2 billion in unclaimed cash and nearly 157 million shares of stocks and securities that had been lost or forgotten, and launched financial and tax assistance seminars for California's working families, seniors, small businesses and non-profit organizations.

As the State's chief fiscal officer, Controller Chiang brings extensive experience and fiscal leadership to the State Controller's Office. He was first elected to the Board of Equalization in 1998 where he served two terms, including three years as chair. Controller Chiang began his career as a tax law specialist with the Internal Revenue Service and previously served as an attorney in the State Controller's Office.

The son of immigrant parents, Controller Chiang graduated with honors from the University of South Florida with a degree in Finance. He received his law degree from Georgetown Law.

Jeanne Clinton
State California Public Utilities Commission
Special Advisor to the Governor for Energy Efficiency

Jeanne Clinton is Governor Brown's Special Advisor for Efficiency at the California Public Utilities Commission. Her recent focus has been on mobilizing market forces to scale efficiency and fostering availability of attractive financing mechanisms. Previously she was Governor Schwarzenegger's Clean Energy Advisor, launching the California Solar Initiative and guiding California's Long-Term Energy Efficiency Strategic Plan. Ms. Clinton has a long career working on clean energy issues, sustainable development, and climate mitigation in roles from government policy and strategy, to utility and government program delivery, in the US and internationally. She has degrees from Dartmouth College and UC Berkeley.



Francisco DeVries Renewable Funding, LLC President

Francisco DeVries is President of Renewable Funding, which designs, administers and finances clean energy programs.

Renewable Funding provides innovative solutions to state and local governments – as well as private sector clients – in the United States and internationally. The firm creates new approaches, administers all aspects of energy programs, builds technology systems to simplify program and consumer engagement, and delivers financing for energy improvements. Renewable Funding has provided services to over 200 state and local governments, including the California Energy Commission and Public Utilities Commission, Los Angeles County, the City of Seattle, the US Department of Energy, ICLEI, the City of Melbourne (Australia) and many others.

Previously, as Chief of Staff to the Mayor of Berkeley, he envisioned and led the initial development of BerkeleyFIRST, the model for Property Assessed Clean Energy Program (PACE) programs, which allow property owners to pay for solar installations and energy efficiency projects as a line item on their property tax bill. Mr. DeVries also served as an appointee in the administration of President Bill Clinton, serving as an aide to the US Secretary of Transportation and the US Secretary of Energy.



Clayton B. Gantz Manatt, Phelps & Phillips, LLP Partner

Mr. Gantz's practice emphasizes real estate and financial transactions, including construction and commercial mortgage lending, real estate development, community redevelopment, public-private partnerships, corporate and commercial lending, asset-based finance, joint venture finance, affordable housing development and financing (including tax-exempt bond transactions and transactions involving the low-income housing tax credit), mezzanine and

other highly leveraged financings, public finance, and capital markets transactions (including commercial mortgage loan securitizations). He has extensive experience with real estate acquisitions, sales, exchanges, financings, entitlements, ground leasing, and leasing and development across virtually all product types.

Mr. Gantz has a wealth of experience representing buyers and sellers of distressed mortgage loans, loan portfolios, and REO. He routinely represents borrowers and lenders in mortgage loan restructurings and workouts. He has also formed and served as general counsel to commercial mortgage loan conduits and private equity funds.

Building on his experience as a counsel to public agencies such as the San Francisco Redevelopment Agency (in connection with the Moscone Center/Yerba Buena Gardens project) and the City of Tustin (in connection with the conversion of the Marine Corps Air Station Tustin from military to civilian use), Mr. Gantz also regularly advises private developers in public-private partnerships.

Mr. Gantz represents lenders and equity providers in the financing of wineries and vineyards, and in the restructuring of those financial transactions. He is an award-winning amateur winemaker and has completed the certificate program in winemaking offered by the world-renowned Department of Viticulture and Enology at the University of California, Davis and the University of California, Davis Extension for individuals employed in the wine industry.

Mr. Gantz is a member of the firm's Board of Directors and is the Co-Administrative Partner in the San Francisco office. He holds a J.D. from UC Hastings College and a B.A. from UC Santa Barbara.

Russell Garcia Johnson Controls, Inc. California PACE Manager

Russell Garcia manages the PACE (Property Assessed Clean Energy) program for Johnson Controls in California. He Manages the program to ensure success in implementing PACE projects through performance contracting that save energy, costs, and create sustainable clean energy jobs. His responsibilities include creating jobs, saving money, energy efficiency & renewable energy projects, and economic impact.

Specifically, Mr. Garcia coordinates with US Department of Energy, State & Local offices, industry organizations, financial providers, and PACE administrators to identify and create regional strategies & opportunities for energy efficiency & renewable energy projects, sustainable programs, and funding models. He helps to train and develop local Johnson Controls resources, industry partners, and state & local governments.

Mr. Garcia is also the President at Green Cabinet, a non-profit organization that provides education about pursuing sustainability. He grew up in southern California and attended University of Nevada, Reno. He holds a B.A. in Organizational Leadership from Brandman University.

Steve Gossett, Jr. SClenergy Chief Executive Officer

Mr. Gossett joined SClenergy in 2012 as Executive Vice President of Catalyst Equity and brings with him more than 17 years of experience in the energy services industry. Prior to joining SClenergy, Mr. Gossett co-founded Transcend Equity Development in 2001 to specifically address the need for energy efficiency solutions for commercial real estate, private universities, and the health care industry.

Mr. Gossett joined CSI Energy Solutions in 1995 and, in 1997 he pioneered the Managed Utility Services Contracting (MUSC) method for developing energy savings projects in the commercial real estate market. Mr. Gossett holds a B.S. in Electrical Engineering from Texas A & M University, an EIT certification from the National Society of Professional Engineers (NSPE) as well as Certified Energy Manager (CEM), Certified Demand Side Manager (CDSM), and Certified Energy Procurement Professional (CEP) certifications from the Association of Energy Engineers (AEE).

He is active in the Real Estate community, and is a graduate of the Associate Leadership Council for the Real Estate Council (TREC) in Dallas where he was appointed to the board of directors for TREC in 2004. He is also a member of the US Green Buildings Council (USGBC) and actively involved with the National Association of Real Estate Investment Trusts (NAREIT), Urban Land Institute (ULI), and the US Green Buildings Council (USGBC).



Dwight M. Jaffee
Fisher Center for Real Estate and Urban Economics – Haas School of Business,
UC Berkeley

Booth Professor of Banking and Finance

Professor Dwight Jaffee is the Willis H. Booth Professor of Banking and Finance at the Haas School of Business, University of California Berkeley, where he is currently the faculty director of the School's Masters in Financial Engineering (MFE) program and a Co-Chair of the Fisher

Center for Real Estate and Urban Economics. He holds a B.A. degree in Economics from Northwestern University and a Ph.D. in Economics from the Massachusetts Institute of Technology.

He serves on the Board of Directors for the UC Berkeley Center for the Built Environment and the Berkeley Center for Law, Business and the Economy at UC Berkeley, School of Law. He also serves as a Public Interest Director for the Contra Fund, a mutual fund managed by Genworth Financial, and for the Global Earthquake Model, a non-profit organization dedicated to improving the accuracy of earthquake predictions.

Professor Jaffee teaches and publishes on topics in finance, banking, real estate, and insurance. His current teaching focuses on asset-backed securitization and related topics. His recent research includes the subprime mortgage crisis, energy efficiency in real estate, and catastrophe insurance. In the course of his academic career, Professor Jaffee has consulted with many governmental and research entities including the Securities and Exchange Commission, the World Bank, Federal Reserve, the US Treasury, the Brookings Institution and the American Enterprise Institute.



Richard Kauffman joined the US Department of Energy in September 2011 to serve as a Senior Advisor to Secretary Steven Chu.

Mr. Kauffman is one of the country's leading experts on private sector investment in clean energy. He was Chief Executive Officer of Good Energies, Inc., a leading investor in renewable energy and energy efficiency technologies. He was also a partner of Goldman Sachs where he chaired the Global Financing Group and served as a member of the firm's Partnership Committee, Commitments Committee and Investment Banking Division Operating Committee. Before joining Goldman Sachs, he served as vice chairman of Morgan Stanley's Institutional Securities Business and co-head of its Banking Department.

Mr. Kauffman has also served as the chairman of the board of Levi Strauss & Co., as well as on the boards of several nonprofit organizations, including the Brookings Institution and the Foreign Policy Association. He has been a lecturer in finance and financial accounting at the Yale School of Management and a teaching fellow in foreign policy at Yale College. He is also a member of the Council on Foreign Relations.

Mr. Kauffman earned a B.A. from Stanford University, a master's degree in international relations from Yale University and a master's in public and private management from the Yale School of Management.



John Kinney Clean Fund, LLC CEO

John Kinney has been the CEO of three INC 500 companies. He was the CEO of Greenline Industries in 2007 and installed 15 biodiesel plants around the world. Mr. Kinney sold his interest in Greenline in 2008 and became the Managing Director of Imperial Capital responsible for clean energy companies. He is currently the CEO of Clean Fund, a cleantech specialty finance firm with a specific focus on commercial energy efficiency.

Mr. Kinney is active in environmental education on the board of NatureBridge, and with the YPO Environmental Network. Prior to his renewable energy experience, he was CEO of ClubSource, a merchant bank. He cofounded and was the CEO of Club One for 12 years, where he developed one of the top 5 club companies in the world with over 100 locations. He has served on a variety of public and private boards. Mr. Kinney started his career as a consultant with Bain and Company and as a venture capitalist with Bessemer Venture Partners. He holds a B.A. in Human Biology, a Master's degree in Industrial Engineering, and an MBA from Stanford University.



Sadie McKeown
The Community Preservation Corporation
Chief Operating Officer & Executive Vice President

Sadie McKeown is Chief Operating Officer and Executive Vice President at The Community Preservation Corporation (CPC), a non-profit lender for affordable housing throughout New York State. In this capacity, Ms. McKeown oversees all lending activities including closings, business

operations and investor relations. She is also responsible for providing strategic direction to CPC's Regional Field Offices as they continue to foster partnerships with community and governmental agencies.

For the near term, Ms. McKeown will be responsible for insuring that CPC adheres to the covenants in the company's current Credit Agreement. She will manage CPC's business through the 24 month credit term through December 2013 and help position CPC for its future recapitalization.

In addition, Ms. McKeown manages CPC's innovative Green Financing Initiative. The program is aimed at greening multi-family buildings in low-income communities throughout the state by combining public incentives for energy retrofits with private dollars. Ms. McKeown has previously served CPC as Senior Vice President and Director of Lending in CPC's Hudson Valley Region. Ms. McKeown began her career at CPC in 1992 as a Mortgage Originator.

Ms. McKeown graduated from Fordham University with a B.A. in Communications and earned her Masters Degree in Human Services Administration with a concentration in Housing from Cornell University.



Craig Moyer
Manatt, Phelps & Phillips, LLP
Partner

Mr. Moyer's practice focuses on clean air, clean water, hazardous waste, CERCLA, oil spills, emergency response, community right-to-know and hazardous materials issues; analysis and review of environmental impact reports, and coastal zone and environmental permitting. He has advised clients in connection with myriad complex regulatory interactions.

He provided crisis management advice and legal representation relating to workplace health and safety issues, including OSHA regulations, investigations, appeals and impending litigation. He has consistently affected rule modifications through litigation and in other ways enabling clients to take advantage of regulatory changes.

In addition, Mr. Moyer has experience in environmental issues surrounding virtually all types of energy development arrangements. He favors an integrated approach bringing science and policy together to achieve clients' goals. He holds a J.D. from UC Los Angeles and a B.A. from the University of California.



Mr. Perlman is the President and Founder of Bright Power. An experienced energy auditor, energy analyst and solar-energy-system designer, Mr. Perlman is as happy in a boiler room or on a rooftop as he is in a corporate boardroom.

Mr. Perlman is also the President & co-Founder of EnergyScoreCards™, a subsidiary of Bright Power that provides energy benchmarking and energy management software for building portfolios. In addition to his work at Bright Power, he is adjunct faculty at NYU and the City University of New York (CUNY) and serves on the board of the New Alternatives Fund, a mutual fund that invests in renewable energy. Prior to founding Bright Power, Mr. Perlman worked with Greg Kats at Capital E, with whom he co-authored "The Costs and Financial Benefits of Green Buildings," a ground-breaking report that used economic cost/benefit analysis to show that building healthy, energy-efficient, and environmentally responsible buildings makes economic sense.

Mr. Perlman is a Certified Energy Manager (CEM), LEED AP, and a BPI Multifamily Building Analyst. He has a degree in Applied Physics from Yale University.



Jeff J. Pitkin
New York State Energy Research and Development Authority
Treasurer

Jeff Pitkin is Treasurer of the New York State Energy Research and Development Authority (NYSERDA), a position he has held since 2001, and served as Controller and Assistant Treasurer since 1991. He is responsible for accounting and financial reporting, budgeting,

contract management, information technology, and the Authority's bond financing program, which has issued \$3.6 billion in tax-exempt bonds to finance qualifying investor-owned utility capital expenditures.

He is currently leading the effort to create financing structures to support financing for energy efficiency improvements for residential, small business/not-for-profit and multifamily buildings under the Green Jobs-Green New York program, using funding provided through the authorizing legislation, federal grant funding, and funds anticipated to be leveraged through capital markets financing using Qualified Energy Conservation Bonds and other structures. Previously, Mr. Pitkin was Controller for Trans World Music Corporation and was a Senior Accountant for Ernst & Young. He is a certified public accountant, and received a B.A. in Accounting from Siena College.



Mr. Polentz's practice focuses on acquisition, land use, leasing, development, construction, alternative energy and business and commercial law.

Representing buyers, sellers, investors, lenders, developers and contractors in commercial, office, industrial, residential, vineyard/winery, hotel, fractional interest, infrastructure and alternative energy transactions, he negotiates and documents transactional, development, construction, acquisition, disposition, public private partnership, power purchase and financing documents and performs and manages complex due diligence investigations. In addition, he advises clients on CEQA compliance and growth control measures, development conditions and exactions, redevelopment, zoning, rezoning, subdivisions, planning, variances, annexations and construction.

Mr. Polentz has extensive experience in negotiating and documenting commercial, retail, industrial and residential space, ground, out parcel, in-line, single-tenant and multi-tenant leases and built-to-suit transactions for landlords, tenants and brokers.

His expertise also includes formation of partnerships, corporations and limited liability companies; general corporate governance; negotiating and preparing merger, acquisition, buy-sell and employment agreements; assisting in securing licenses and regulatory approvals from federal and state agencies; negotiating and preparing distribution, supply, marketing, intellectual property, joint-venture, and vendor agreements. He holds a J.D. from Santa Clara University School of Law and a B.A. from UC San Diego.



Matt Schwartz
California Housing Partnership
President & CEO

Mr. Schwartz has worked in the development, planning and financing of affordable housing for more than 20 years in both the private and public sectors. As President & CEO of the California Housing Partnership Corporation, he plays a leadership role in California in expanding the

resources available to preserve and create affordable housing with a focus on sustainability.

In 2010, CHPC created a coalition of California organizations helping owners and residents of low income multifamily rental housing better access nearly \$1 billion a year in federal and state funded energy efficiency retrofit resources and to achieve deeper energy savings. With support from several local and national foundations, CHPC is currently working with California utilities on a pilot project to demonstrate an integrated approach to whole building retrofits of low income multifamily housing using On Bill Repayment financing.

Mr. Schwartz is a past President of the Board of Housing California and is recognized as an expert on affordable housing preservation policy nationally. He was appointed to the San Francisco Housing Authority Commission by Mayor Gavin Newsom in 2008 and re-appointed by Mayor Ed Lee in 2011.



John Tarlton
Tarlton Properties, Inc.
President & CEO

John Tarlton is President & CEO of Tarlton Properties, a leading Bay Area provider of life science and office properties. Over the past two decades, Mr. Tarlton has held a variety of positions overseeing all aspects of company operations and finance at Tarlton Properties,

including property management, development, redevelopment, and construction management. Tarlton Properties has built and/or redeveloped an extensive portfolio of highly successful commercial properties - more than 4.5M sq. ft. valued at over \$900M in a wide range of projects, ranging from office, warehouse space, and retail centers to industrial research parks.

Prior to joining Tarlton Properties, he spent time working in the construction and aerospace industries. He holds an MBA from UC Berkeley, Haas School of Business where he had the opportunity to work with both Nancy Wallace and Ken Rosen, internationally recognized experts in their respective real estate specialties.



Ken Taymor
Berkeley Center for Law, Business and the Economy, Lecturer in Residence –
UC Berkeley, School of Law

Executive Director

Ken Taymor is the Executive Director of the Berkeley Center for Law, Business and the Economy. Prior to joining Berkeley Law, Mr. Taymor practiced law for over 20 years in San Francisco. His professional experience included organizing, structuring and financing private

companies, mergers and acquisitions, real estate transactions, intellectual property licensing and telecommunications. He has also represented non-profit and for-profit developers of mixed use community *redevelopment* projects. From 1988 - 1993, Mr. Taymor was Special Assistant for Business, Finance and Real Estate to the San Francisco City Attorney.

Mr. Taymor has been a Lecturer at the Stanford Law School and the Stanford Graduate School of Business, and a Visiting Professor of Law at UCLA Law School. He is currently Chair of the Dean's Policy Advisory Council at the UC Berkeley School of Public Health. He holds a B.A. from Princeton University and a J.D. from Yale University.



Frank J. Visciano
Metrus Energy, Inc.
Director of Business Development

Mr. Visciano is the Director of Business Development for Metrus Energy, a San Francisco based developer and financier of energy efficiency retrofit projects. Metrus, through a range of financing structures (including Efficiency Services Agreements, PACE, and Retrofit Leases),

helps customers in the commercial, industrial and institutional markets eliminate the first-cost barrier to implementing deep energy retrofits. In his role at Metrus, Mr. Visciano is responsible for leading partnership and sales initiatives with customers, contractors, and utilities that generate project investment opportunities for Metrus.

Prior to joining Metrus, Mr. Visciano was a Recovery Act Fellow for the US Department of Energy, with a focus on ARPA-e advanced biofuels commercialization and electric vehicle infrastructure deployment strategy. Previously, he spent 5 years at Goldman Sachs on the Credit Syndicate desk, where he structured and originated debt securities for clients in both developed and emerging markets. Mr. Visciano holds an MBA from Stanford Graduate School of Business and a B.A. from Swarthmore College.



Nancy E. Wallace Haas School of Business, UC Berkeley Professor

Professor Wallace is a Full Professor and the California Chair of Real Estate and Urban Economics at the Haas School of Business, UC Berkeley. She is Chair of the Real Estate Group, Co-Chair of the Fisher Center for Real Estate and Urban Economics and a member of Haas Finance Faculty. She teaches asset-backed securitization, real estate investment analysis, real

estate strategy, and real estate finance at Haas. Her research focus includes residential house price dynamics, mortgage contract design and pricing, mortgage backed security pricing and hedging, lease contract design and pricing, and executive compensation.

She has served as a visiting scholar at the San Francisco Federal Reserve Bank, the Université de Cergy Pointoise, Centre de Recherche THEMA (Théorie Economique, Modélisation, et Applications), and the Stockholm School of Economics. Professor Wallace is a past President of the American Real Estate and Urban Economics Association and a past member of the AREUEA Board of Directors. She is on the editorial board of the *Journal of Computational Finance*. Professor Wallace is also a co-faculty director and member of the advisory board for the Berkeley Center for Law, Business and the Economy (BCLBE).



Senator Ron Wyden US Senate, D – Oregon

Senator Ron Wyden has been standing up for Oregon in the US Senate since 1996. Throughout his public service, Senator Wyden has earned a reputation as an independent voice for Oregonians and the nation, offering creative, common-sense solutions on issues that make a real difference in people's lives including bipartisan proposals on health care, tax reform.

infrastructure development, internet freedom, and reducing the nation's dependence on fossil fuels through alternative energy sources like wind, solar and biomass. He will be the most senior Democrat on the Senate Energy and Natural Resources committee next Congress. Senator Wyden was first elected to Congress in 1980 to represent Oregon's 3rd district and was elected to the Senate in a special election in 1996 becoming the first US Senator elected in a vote-by-mail election. He was re-elected to the Senate in 2010.