



## **Business Development Opportunities for the Energy and Environmental Industry**

Friday, November 6, 2015  
CDM Smith, Boston MA

### **AGENDA**

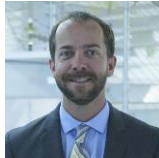
8:00 a.m. **Welcome – Daniel K. Moon, President, EBC**

8:10 a.m. **Reflections on the 2016 Presidential and Congressional Elections**



Andrew Paterson, Principal – Energy  
Environmental Business International

8:40 a.m. **Climate Change Driven Business Opportunities**



Brian Swett, Director, Cities and Sustainable Real Estate  
Arup

9:10 a.m. **Energy and Renewable Market Opportunities**



Janet Gail Besser, Vice President of Policy & Government Affairs  
New England Clean Energy Council

9:40 a.m. **Environmental Industry Markets focusing on Engineering and Consulting**



Paul Zofnass, President  
Environmental Financial Consulting Group, Inc.

10:10 a.m. **Networking Break**

10:40 a.m. **Reflections from the Marketplace**

Moderator: **Daniel K. Moon**, EBC

Panel Members:

- **Andrew Paterson**, Environmental Business International
- **Brian Swett**, Arup
- **Janet Gail Besser**, New England Clean Energy Council
- **Paul Zofnass**, Environmental Financial Consulting Group, Inc.

12:00 p.m. **Adjourn**

### **KEYNOTE SPEAKERS**

**Janet Gail Besser**, Vice President of Policy & Government Affairs

New England Clean Energy Council

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As VP of Policy and Government Affairs, Janet Gail Besser leads NECEC's policy and advocacy efforts. She brings to this role broad energy industry experience to as a regulator, utility, developer, consultant, and consumer advocate. Previously, she was Vice President, Regulatory Strategy and Policy at National Grid, Chair of the Massachusetts Department of Public Utilities, where she led electric industry restructuring, and an executive and expert consultant at Analysis Group and Lexecon. She also held senior staff roles at the Massachusetts Energy Office and New Hampshire Public Utilities Commission, served as policy director for a DC-based national independent power association, and began her career as a small hydro developer and low-income consumer advocate. Janet is a nationally recognized expert on a wide range of energy policy issues with deep relationships across the industry. She earned a Master in Public Policy degree from the John F. Kennedy School of Government, Harvard University and a B.A., magna cum laude, from Williams College.

**Andrew "Andy" Paterson**, Principal – Energy

Environmental Business International

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Andrew Paterson has more than 30 years experience working in the energy and environmental technology sectors and finance. Previously he served as a Director for Econergy, a clean energy and carbon offset developer, where he managed consulting engagements on a variety of projects for energy, environmental and power sector clients in North America and abroad. During the last 10 years he served as a financial advisor to the nascent DOE Loan Guarantee Program, and as the lead commercial market analyst for a number of energy sector studies with the Department of Energy. Originally an "air force brat" stationed at the Air Force Academy, Andy has a BA from Stanford University in Human Biology and Environmental Policy, and attended the Cornell Graduate School of Business. He speaks on energy trends and environmental topics to a number of trade associations regularly, and is a moderator for the CCS Alliance.

For Verdigris Capital, he advises a variety of clients on public sector and project finance, especially related to accessing Recovery Act funding and DOE Loans. He has contributed to the Environmental Business Journal since its founding in 1989.

He is currently working on his PhD in Energy Policy at George Mason University, where he was selected Scholar of the Year in Public Policy. His four children are environmentally conscious energy users in college.

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**Brian Swett**, Director, Cities and Sustainable Real Estate

Arup

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Brian Swett currently serves as Director, Cities and Sustainable Real Estate at Arup. In this role, Brian is spearheading the work of Arup in the Americas to integrate its advisory services in strategy development, planning, finance, operations and economics with its key strengths in design, engineering and implementation services, delivered in the city context.

Prior to joining Arup, Brian served as Chief of Environment, Energy and Open Space for the City of Boston. Encompassing more than 400 employees and a \$40 million annual budget, Brian led a variety of major policy and program initiatives; launched Greenovate Boston and Climate Ready Boston; and led the update to the City's Climate Action Plan, released in January 2015. Under his leadership, Boston was recognized by the American Council for an Energy-Efficient Economy (ACEEE) as the #1 city in the country for energy efficiency policies and programs in their 2013 and 2015 biennial rankings.

Previously, Brian was a development project manager and sustainability lead with Boston Properties where he advised and oversaw LEED and sustainability related initiatives throughout the Boston region and across the company.

Brian demonstrates his personal enthusiasm to sustainability issues as an advisory board member for the Urban Land Institute (ULI) Center for Sustainability and a board member for the Boston Green Academy.

**Paul Zofnass**, President

Environmental Financial Consulting Group, Inc.

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Paul has been a strategic and financial advisor to the CEO's in the engineering and consulting industry for the past 25 years. He founded the Environmental Financial Consulting Group (EFCG) in 1990, after 17 years in finance at Citibank and at Oppenheimer, where he was Managing Director in Investment Banking.

He is an alumnus of Harvard College, Law School and Business School. He is a long-term environmentalist, having assisted Harvard to establish its Environmental Studies Program in the 1990's; he and his family contributed the Tree Identification Program to NY's Central Park Reservoir; they created a 250 acre nature preserve with a 10-mile long hiking trail in Pound Ridge, NY, north of NYC; they donated a permanent New England Forest Exhibition at the Harvard Museum of Natural History, displaying the inter-dependency of the natural systems in a forest; they created the Zofnass Infrastructure Sustainability Program at Harvard to develop a rating system to evaluate Sustainability as it applies to major civil infrastructure projects.

He serves as a Faculty Member for Harvard's Department of Organismic and Evolutionary Biology; he is a member of the board of Riverkeeper, an organization formed by RFK Jr. to clean up the Hudson River and other watersheds; and the Westchester Land Trust. His wife has been a finance attorney for 35 years, and served as Corporate Development Director for the Wildlife Conservation Society, which runs New York's zoos.

His has two daughters, both Harvard graduates, one in Denver with JP Morgan, after Tuck Business School, and three years at Goldman Sachs; the other as Strategy Director for Teach for America, after three years at Bain Consulting Group in Boston, and an MBA from Harvard Business School.