



EBC Forecasting Industry Trends for Environment, Energy & Climate Sectors

Business Development in 2017

Friday, March 31, 2017

CDM Smith | Boston

AGENDA

- 8:00 a.m. **Welcome – Daniel K. Moon**, President, EBCNE
- Welcome to CDM Smith – David F. Young**, Vice President, CDM Smith
- 8:10 a.m. **From the 2016 Election: Four Scenarios to 2020 in a Trump-Ryan Government**
Impact on climate change, environmental, and energy policies
- **Andrew Paterson**, Principal, Verdigris Capital
- 8:35 a.m. **Climate Change Driven Business Opportunities**
- **Jim Hight**, Senior Editor, Climate Change Business Journal
- 9:00 a.m. **Energy and Renewable Energy Market Opportunities**
Reflections on energy and renewable energy markets with highlights on the major programs for growth and development in New England
- **Paul J. Hibbard**, Principal, Analysis Group, Inc.
- 9:30 a.m. **Environmental Industry Markets: Focusing on Engineering and Consulting**
Key Industry trends for the environmental engineering and consulting industry. What is driving the market, how it is changing.
- **Josh Lahre**, Vice President, Environmental Financial Consulting Group, Inc.
- 10:00 a.m. **Networking Break**

10:30 a.m. Panel Discussion: Reflections on the Direction of the Marketplace

Moderator: **Daniel Moon**, EBCNE

Panel Members:

- **Andrew Paterson**, Verdigris Capital
- **Jim Hight**, Climate Change Business Journal
- **Paul Hibbard**, Analysis Group
- **Josh Lahre**, Environmental Financial Consulting Group, Inc.

12:00 p.m. Adjourn

KEYNOTE SPEAKERS

Paul J. Hibbard, Principal

Analysis Group, Inc.

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Mr. Hibbard has public and private sector experience in energy and environmental technologies, economics, market structures, and policy. He has provided technical and policy analysis as well as strategic advice to clients on power system planning, electricity market and rate design, natural gas markets, energy infrastructure needs, energy facility siting, market-based emission control policies, utility structure and procurement practices, and the administration of energy policy programs. Mr. Hibbard's work has addressed the implications of new public policy programs; the impacts of infrastructure development options on market pricing and ratepayer costs; the evolution of electricity market structures; utility ratemaking practices; and the transfer of U.S. federal and state emission control programs to other countries. He served as chairman of the Massachusetts Department of Public Utilities, member of the Massachusetts Energy Facilities Siting Board, and has testified before Congress, state legislatures, and federal and state regulatory agencies. Mr. Hibbard also has authored numerous articles, white papers, and reports for journals, foundations, commissions, and industry organizations.

Jim Hight, Senior Editor

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Jim is a researcher, writer, editor and project manager with more than 35 years of experience serving public, non-governmental and private-sector organizations. He has worked with Environmental Business International (EBI) since 1999 and edited EBI's Climate Change Business Journal since its launch in 2007. CCBJ provides strategic intelligence and insight on the markets being shaped by climate change. The quarterly journal provides a comprehensive overview of market drivers for resilience and adaptation as well as GHG mitigation and low-carbon energy, and it has achieved a reputation as a reliable source for market analysis by environmental consulting, engineering and other types of professional service firms.

Andrew Paterson (Andy)
Energy Policy Principal, EBI
Principal, Verdigris Capital
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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. He has contributed to the Environmental Business Journal since its founding in 1989, as communism collapsed... in the Soviet Union.

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.

His four children are environmentally conscious energy users in college.

Josh Lahre, Vice President
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Josh has been with the Environmental Financial Consulting Group (“EFCG”) since 2007, providing financial and strategic advice to the engineering and consulting industry. He has assisted numerous clients with financial benchmarking and modeling, ownership transition planning, capitalization and compensation modeling, as well as advised on dozens of M&A transactions. Josh holds a BA Degree from Harvard University, where he played on their varsity soccer Ivy League Championship team. He lives in Westchester, NY with his wife and two infant sons.

Upcoming EBC Programs

- April 6: Energy Resources Program: Update on New Solar Programs from DOER
- April 7: Annual “Talking Trash” Conference – Solid Waste in Northern New England
- April 14: Adaptation and Resiliency Programs at the Federal Level
- April 19: Connecticut Program – Resiliency, Adaptation, and Mitigation
- April 26: Massachusetts Site Visit – Wind Blade Testing Facility
- May 2: Adaptation and Resiliency Programs in the Private Sector
- May 4: Regional Conference of New England State Solid Waste Directors
- May 9: Site Remediation Program – Liability Insurance and Contracts
- June 8: Annual EBEE Awards

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