

CLIMATE FINANCE WEBINAR ON:

“THE FINANCING CONTINUUM FOR CLEAN ENERGY SOLUTIONS”

DATE: JANUARY 7TH, 2021 - 2:00 PM – 3:00 PM

MODERATOR: TRISH NIXON, Director, Capital & Investments, VCIB /CoPower

- How do Clean Energy companies scale-up and access the capital they need to grow to deploy more projects?
- What forms of capital are available, e.g. Equity, Green Bonds etc., and at what stages are they most appropriate for companies to access?

Sustainable Finance Panel:



Panelists:

- Rob Day, General Partner, Spring Lane Capital
- Shivani Chotalia, Manager, Engineering & Community Partnerships - NRStor Inc.
- Jon Frank, Director, Clean Energy Business Development, Co-Power

Closing Remarks: Dan Goldberger, Chair of the Board, OSEA

(See Bio's of the Moderator and the three Panelists below)



Trish Nixon, Director of Banking and Investments at VCIB and CEO of CoPower Inc.

Trish leads the team responsible for commercial banking and investments VCIB and oversees capital raising and exempt market dealer activities for its subsidiary, CoPower Inc. Trish has spent her career working to accelerate impact investing in Canada. As an early member of CoPower's executive team, she was instrumental in the development of the firm's clean energy investment products, in building a client base of over 800 mission-aligned investors, and in facilitating the firm's acquisition. In prior roles at MaRS Discovery District, she provided advisory services to impact investors and intermediaries and founded an impact accelerator and venture fund. Trish is the 2016 Recipient of the Edward Newton Award for Social Innovation and co-recipient of the 2017 Clean50 Award for Environmental Entrepreneurship. She holds a Masters' of International Relations from the University of St. Andrews.



Rob Day, GENERAL PARTNER, SPRINGLANE CAPITAL

Rob Day has been a sustainable resources private equity investor since 2004, and acts or has served as a Director, Observer and advisory board member to multiple companies in the energy tech and related sectors. Rob also serves on the Board at the New England Clean Energy Council and the Investment Committee of the Clean Energy Trust. From 2005-2016 he authored the column Cleantech Investing, which appeared on GreentechMedia.com, and co-hosted several conferences with that group on the topic of new investment models for the sustainability sector. Formerly a consultant with Bain & Company, Rob has worked with companies and evaluated private equity transactions in the energy/ utilities, telecom, IT, medical/pharmaceutical, and retail industries. Earlier in his career, Rob was a member of the World Resources Institute's Sustainable Enterprise Program, where he co-authored the report *The Next Bottom Line: Making Sustainable Development Tangible*. Rob received his MBA at the Kellogg Graduate School of Management (Northwestern University), and his BA at Swarthmore College. A strong advocate for youth sports, he also serves as the President of the Marblehead Youth Soccer Association.



Shivani Chotalia

Shivani is an engineer and financial professional focused on the intersection of clean technologies and social impact. She works with NRStor Inc. to build own and operate first-of-a-kind energy storage projects, including Canada’s first commercial flywheel energy storage facility and the first fuel-free compressed air energy storage (CAES) facility in the world. Shivani helps to lead NRStor’s work with remote, off-grid Indigenous communities building partnerships and projects reducing dependence on diesel fuel while supporting local economic growth. Shivani is a co-founder of Bold Realities – a platform for dialogue regarding the role of corporate Canada in reconciliation. The discussion series has run events to explore reconciliation in the energy industry and the mining industry. Previously, Shivani worked to develop biogas projects in Ontario and California and worked in finance as an investment banking analyst in Calgary. Shivani holds a BESC. in Green Process Engineering from Western University and an HBA from the Richard Ivey School of Business. She is a Venture for Canada Alumni – a fellowship program focused on fueling the Canadian startup ecosystem.



Jonathan Frank, Director, Clean Energy Business Development, Co-Power

Jonathan (Jon) Frank serves as Director, Clean Energy Business Development at Vancity Community Investment Bank (VCIB) and is involved in all aspects of project financing. Jon joined VCIB through the acquisition of CoPower, Canada’s first sustainable investment platform and a leading provider of clean energy and efficiency project financing, where he served as a Managing Director and Head of Project Financing. Jon has been involved in a wide range of clean energy technologies across Canada that reduce greenhouse gas emissions and generate strong financial returns including solar and wind energy, energy efficiency retrofits, geothermal heating and cooling, bio-energy, combined heat and power and energy storage. Jon has served on a number of advisory committees on low carbon strategies for the Canadian Green Building Council, the City of Toronto and the Federation of Canadian Municipalities Green Municipal Fund and has an ongoing role on the Executive Committee of Low Carbon Cities Canada (LC3). Prior to joining CoPower, Jon was Director of Business Development at SunEdison Canada and began his clean energy career in Technical Sales and Business Development at RESCo Energy. Jon was one of the founding executives of Emerging Leaders for Solar Energy and has served as Co-Chair of the National Board of Directors leading initiatives including a charity solar project in Nepal and Canada’s first national mentorship program for renewable energy professionals. He is also the 2015 recipient of the Canadian Solar Industries Association’s “GameChanger” Award for Emerging Solar Leader.