

Lending for Energy Efficiency

Pete Farquhar, Development Associate, Self-Help: Pete raises and manages grant funding, participates in the development of new programs, and works to coordinate environmental stewardship efforts at Self-Help. Pete's prior community development experience includes filling diverse roles with Habitat for Humanity affiliates in North Carolina and Pennsylvania. He holds a Masters in Regional Planning from the University of North Carolina at Chapel Hill.

Robert G. Sanders, Managing Director, TRF Energy: Rob has more than twenty years of experience in energy-related and commercial development finance. Since 1999, Rob has been employed by The Reinvestment Fund as Managing Director of its Energy Group and Fund Manager of the TRF Sustainable Development Fund, a \$32 million fund that provides company and project financing for renewable energy, advanced clean energy and energy conservation technologies. As lead for all energy investing, Mr. Sanders has made loans, leases, investments and performance-based grant incentives and positioned TRF as a leader in energy finance in the CDFI field. Rob is a graduate of Stanford University (B.A.) and the University of California, Berkeley (M.C.P.). Headquartered in Philadelphia with offices in Baltimore and Washington, D.C., The Reinvestment Fund is a leading innovator in the financing of neighborhood and economic revitalization with more than half a billion dollars under management from 800 investors.

Adam Zimmerman, Vice President, ShoreBank Enterprise Cascadia: Adam is the lead manager for SBEC's residential energy efficiency retrofit loan product. SBEC's EE product was launched in Portland, OR in June 2009 in cooperation with the City of Portland, and is on target to deliver 500 loans ranging from \$4,00 to \$14,000 per household by Q2 2010. Adam has held a variety of positions in his seven years with SBEC and is currently the senior manager for the Portland market. He holds a graduate degree in planning from the University of Oregon, and serves as the President of Oregon Tilth, a non-profit organic certifier. SBEC is the oldest CDFI in the Pacific Northwest with seven offices in Oregon and Washington and more than \$70 million under management.

Nina McCormack, Strategic Initiatives Director, Mountain Association for Community and Economic Development: Nina oversees MACED's demonstration projects in ecological services (MACED aggregates carbon credits for sale on behalf of Appalachian family land holders), Energy Efficient Enterprises, Common Cents Financial Initiative (emergency credit for individuals offered through employers) and the development of On (utility) Bill finance of energy retrofits through rural electric cooperatives. Prior to joining MACED's staff this year, Nina worked as an operations consultant with clients and projects in numerous sectors. She holds an MBA from Yale School of Management and a BA in Rural Community Development from Middlebury College.

Brian Schneiderman, Director of Real Estate and Facilities Finance, Self-Help: Brian is a lead underwriter and manages the loan operations and asset management for Self-Help's most complicated commercial transactions. He also works to coordinate triple bottom line efforts across multiple areas of the organization's operations. Prior to joining Self-Help in 2004, Brian ran two near-equity loan funds for ShoreBank in Cleveland, OH. He holds an MBA from the Weatherhead School of Business at Case Western Reserve University and a BA from the University of North Carolina at Chapel Hill. Self-Help, headquartered in Durham, North Carolina, has provided \$5.6 billion in financing to more than 62,000 families, businesses and non-profits, with a focus on people of color, women, rural residents, and low-wealth people and communities.