

John G. Woody

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Mr. Woody's work at E3 focuses on Renewables and Emerging Technology and Energy Efficiency and Demand Response. His area of expertise is solar project development and finance. His client list includes Hawaiian Electric Company (HECO), Calpine, BrightSource Energy, the California Public Utilities Commission (CPUC), and Powerex.

ENERGY AND ENVIRONMENTAL ECONOMICS, INC. **Senior Consultant**

San Francisco, CA
June 2009-Present

- Works on renewable energy project development and financing, cost-effectiveness evaluation of solar photovoltaics, long term resource planning, and retail rate design.
- Lead in development of consulting business practice for emerging and clean electricity businesses on regulatory issues and long term business planning.

RENEWABLE VENTURES, A FOTOWATIO COMPANY **Manager**

San Francisco, CA
July 2007 - June 2009

- Worked on the Project Development Team completing due diligence on solar photovoltaic (PV) projects.
- Managed the deal process through contract negotiations (Power Purchase Agreement; Site Lease Agreement; Engineering, Procurement, and Construction) and all financial and technical due diligence.
- Pitched individual deals to investment committee and worked with capital market partners to place permanent debt and equity into the projects.
- Worked on over \$60 million of commercial and wholesale solar photovoltaic projects.
- Selected transactions include:
 - 1.8 MW installation at farming operation in Southern California. Led due diligence efforts.
 - 4+ MW multi-site installation at a retailer in California. Assisted in due diligence efforts.
 - \$12 million solar project debt refinance. Assisted in due diligence efforts.

PEW CENTER ON GLOBAL CLIMATE CHANGE **Business Solutions Fellow**

Arlington, VA
June 2005-June 2007

- Worked with the Pew Center's Business Environmental Leadership Council (BELC), the largest U.S.-based business association devoted to advancing solutions on climate change (42 primarily Fortune 500 companies representing \$2.4 trillion in market capitalization and over 3.3 million employees as of June, 2007), on business, technological, and policy solutions to reduce greenhouse gas emissions.
- Project managed and edited *Getting Ahead of the Curve: Corporate Strategies That Address Climate Change*, a report commissioned to examine the development and implementation of corporate strategies that address climate change risks and opportunities.

- Staffed the U.S. Climate Action Partnership (USCAP).
- Spoke on behalf of the Pew Center's Markets and Business Strategy program and the Solutions program on climate-related corporate strategy and technology issues. Coordinated and managed workshops and conferences on corporate strategies. Provided research and writing support for multiple Center directors and for the Center's President.

NATURAL RESOURCES DEFENSE COUNCIL, CLIMATE CENTER
MAP Fellow

Washington, DC
 June 2004-September 2004

- Analyzed economic models of the proposed McCain-Lieberman Climate Stewardship Act (CSA).
- Produced a report examining the renewable energy modules within each model to explain their varying outcomes.
- Worked on other projects, including an analysis of the efficacy of voluntary emissions reduction policies for the GAO.

HYDROGEN INFRASTRUCTURE PROJECT, TIAX LLC
Research Assistant

Cupertino, CA
 May 2003-September 2003

- Conducted an analysis of hydrogen fueling station networks for a report for the California Energy Commission, focusing on the economics, siting, hardware, and safety requirements for fueling stations.

SUSTAINABLE SCHOOLS COMMITTEE FOR PALO ALTO UNION SCHOOL DISTRICT
Technical Advisor

Palo Alto, CA
 February 2002- February 2003

- Evaluated Palo Alto Schools for solar PV systems, prepared output estimates, calculated costs for proposed systems, and outlined energy use of schools. Work resulted in numerous PV array installations.

Education

Stanford University

M.S. Energy Engineering

B.S. Earth Systems *Energy Science and Technology focus*

Palo Alto, CA

2005

2004

Undergraduate study program in Santiago, Chile with coursework in Spanish language, economics, and international relations. Worked as a research assistant on a distributed electricity generation project at the Universidad Católica.

Citizenship

United States

Publications

1. *John Woody, Hoffman: GE Gets Climate Change. Do You?*, *TheStreet.com*, at www.thestreet.com/.../hoffman-ge-gets-climate-change-do-you.html (December 20, 2008)
2. *John Woody, Winners and Losers in a Carbon-Constrained World*, in *Six Critical Conversations about Business and Environment*, pages 41-50 (HBR Green and Goldman Sachs 2008)
3. *Andrew J. Hoffman and John G. Woody, Climate Change: What's Your Business Strategy?* (Harvard Business Press 2008)
4. *Memorandum to CEO, 3 Ways to Determine Your Climate Change Strategy* (May 8, 2008) at http://ceomemo.harvardbusiness.org/2008/05/3_ways_to_determine_your_clima.html
5. *Memorandum to CEO, Climate Change: How Your Business Can Help - and Profit* (April 23, 2008) at http://blogs.harvardbusiness.org/hbr/ceomemo/2008/04/climate_change_how_your_busine_1.html
6. *Weblog entry, Winners and Losers in a Carbon-Constrained World* at "HBR Green: A Discussion about Leadership and the Environment" (February 19, 2008) at http://www.hbrgreen.org/2008/02/winners_and_losers_in_a_carbon.html

Speaking Events

1. *Guest Lecturer: "Solar Photovoltaic Power Purchase Agreements," Civil and Environmental Engineering 176B: Renewable and Efficient Electric Power Systems*, May 2009, Stanford University.
2. *Opening Keynote Speaker: "Opportunities for Colombia in a Carbon-Constrained Economy," The Green Economy Amidst the Global Crisis: Opportunities for Colombia*, April 2009, Bogotá, Colombia.
3. *Brownbag lunch speaker: "Financing Large-Scale Solar Photovoltaic Projects," Stanford Graduate School of Business*, March 2009, Stanford, CA.
4. *Keynote Speaker: "Succeeding in a Carbon-Constrained Economy," 2009 Northwest Food Manufacturing and Packaging Expo*, January 2009, Portland, OR.
5. *Closing Keynote Speaker: "Business and Policy Responses to Climate Change," Canadian Energy Research Institute's 2008 Electricity Conference*, October 2008, Calgary, Canada.
6. *Speaker: "Corporate Strategies that Address Climate Change," October 2008, Stanford University, Stanford, CA.*
7. *Interview with Gabriel Wisdom, Gabriel Wisdom Show: Business Talk Radio, "Corporate Strategies that Address Climate Change," August 2008.*
8. *Television Interview: Clean Skies TV – "Energy and Earth" segment, 25-minute interview on how businesses can adapt to and profit from climate change legislation*, July 2008, Washington, DC.

9. *Panelist: "Bridging Risks in Solar Finance," California Clean Innovation 2008: Driving Technology, Business, & Policy Innovation, May 2008, Los Angeles, CA.*
10. *Panelist: "Financing Large-Scale Solar Photovoltaics," Exploring Clean Technology: Developments & Opportunities in the Solar Energy Industry, January 2008, University of Southern California Marshall School of Business, Los Angeles, CA.*
11. *Panelist: "Nuclear Power and Climate Change," Manhattan Institute Forum: Is the Answer in the Atom? Meeting America's Energy Needs, March 2007, New York, NY.*
12. *Speaker: "Getting Ahead of the Curve: Corporate Strategies That Address Climate Change," Council for Sustainable Florida, Climate Change: Opportunities in Florida, an Executive Forum for Florida Business Leaders, January 2007, Orlando, FL.*
13. *Keynote Speaker: "The Business of Climate Change" Association of Energy Service Professionals, Quarterly Meeting, June 2006, Washington, DC.*
14. *Keynote Speaker: "Climate Change and Buildings 101," Virginia Sustainable Building Network (VSBN). 11th Annual Meeting: Global Change, Local Solutions, June 2006, Charlottesville, VA.*