

## Nicole Fabri Zandoli

403 Parkside Avenue, Brooklyn NY 11226  
Tel: +1 (347) 295-0880; Mob: +1 (347) 424-2953  
nicole.fabri@clearenergybrokerage.com

### PROFILE

- **Environmental market specialist:** Eight years brokerage and consulting experience in renewable energy credit (REC) and renewable energy markets. Five years broker-floor experience in high pressure environment transacting RECs and renewable energy deals for major Wall Street brokerage shops. Intimate familiarity with complex market policy, highly unstandardized commodities, detailed price and term negotiations. Total actual transaction experience: over 300 transactions, nearly \$150 million in total contract value, representing hundreds of millions of RECs, in virtually every renewable technology and in every renewable trading region in the United States. Three years as president of Clear Energy focusing on brokering and investing in environmental markets.
- **Policy development experience:** Influence state level policy development by initiating specialized trading strategies to manage policy issues and maximize value to client. Lobbied policy makers and present at professional association conferences on strategies for clients to leverage their assets in the renewable energy market. Masters degree in international affairs and environmental policy.

### EXPERIENCE

#### Renewable Energy Broker, New York; Michigan

2000-present

*Developed the brokered market for bundled renewable energy products and for Renewable Energy Certificates (RECs), a niche environmental financial security and government 'credit' specific to the renewable energy market*

#### 2006-09 Clear Energy Brokerage & Consulting LLC, Founder and President

- Own and operate a boutique environmental commodities brokerage and consulting firm focused on renewable energy credits and carbon. Based in New York, with an office in the Midwest, national market coverage; two employees
- Brokered multiple 10-year, REC + power transactions for small, medium and large renewable energy developers
- On retainer for numerous consulting clients, including large utilities, engineering firms, and renewable energy developers
- Designated Representative for the multiple clients on the Chicago Climate Exchange and CCAR
- Member of numerous REC tracking systems

#### 2004-05 GFI Group, Wall Street NYC

- Lead architect and manager of firm's entry into the renewable energy market
- Closed the 3<sup>rd</sup> largest deal in the company's history, earning \$275k in total commission
- Earned \$800,000 for the firm in 20 months
- Brokered over 80 transactions with total transaction value over \$43 million
- Managed a daily brokerage between buyers (major US power companies, private power marketers, retail power marketers, traders, investors, electric cooperatives and municipalities) and sellers (renewable energy developers, municipal solid waste authorities, district water authorities, waste water treatment plants, lumber and paper companies, independent power producers, merchant facilities, power companies with renewable assets, REC retailers, traders, investors), primarily in the northeast and mid-atlantic region.
- Built a trading desk that traded across 13 commodity groups, seven states, totalling over 2 million units transacted
- Won exclusive brokerage over key seller in Connecticut market, representing \$200k in commission value to GFI
- Represented GFI at various conferences, see below
- Hired and managed two employees

#### 2000-03 Natsource LLC, Wall Street NYC

- Lead architect of firm's renewable energy desk during the birth of the market in renewable energy certificates
- Brokered the first-ever brokered transaction in the renewable energy credit markets of the following states: Texas, Massachusetts, Connecticut and New Jersey
- Brokered the first renewable energy certificate – carbon credit swap with a US buyer and a European seller
- Brokered more than 100 deals representing over 40 clients

- Represented Natsource at various conferences and trade shows, see below

## SPEAKING ENGAGEMENTS

- **October, 2009, GRC Annual Meeting and Expo. Reno, NV**
  - TBA
- **July 2009, 13<sup>th</sup> Annual Mid-C Seminar. Wenatchee, WA**
  - Presentation - REC Contracts: issues and solutions
- **May 2009, ASES National Solar Conference 2009. Buffalo, NY**
  - Panel presentation - Growing the Renewable Energy Market During the Credit Crunch
- **January 2009, Utility Forum Connection, Renewable Energy Credits and Project Financing Webinar**
  - Presentation - REC Contracts: issues and solutions
- **February, 2009, EUEC 12th Annual Energy & Environment Conference. Phoenix, Arizona**
  - Presentation – REC Contracts; Issues and Solutions
- **October 2008, National Renewable Energy Marketing Conference. Denver, Colorado**
  - Presentation – Value of RECs in the CO2 Market – an Historic Perspective
- **January 2007, Electric Utility Environmental Conference. Tucson, Arizona**
  - Presentation – Renewable Energy & REC Markets
  - Workshop – “REC Markets; A Primer”
- **October 2006, Utility Forum Connection, Utility Geothermal Working Group Teleconference**
  - Presentation - RECs & the Developing Renewable Energy Markets: Growing Opportunities
- **September 2006, Second Western States Coal Mine Methane Recovery and Use Workshop Grand Junction, Colorado**
  - Presentation - CMM & the Renewable Energy Markets: Challenges & Opportunities
- **March 2005, Building Energy 05 Conference & Trade Show for Renewable Energy & Green Building Professionals Boston, Massachusetts**
  - Presentation – Market-Based Renewable Energy Incentives: Measuring & Monetizing the Value of Renewable Energy
- **December 2001, 5<sup>th</sup> Annual LMOP Conference & Project Expo, Washington D.C.**
  - Presentation - Capturing Opportunities for Landfill Methane in Environmental Markets
- **November 2001, International Coal Mine Methane/Coalbed Methane Investment & Technology Symposium, Pennsylvania**
  - Presentation - Promoting Coal Mine Methane Projects with CDM Mechanism
- **July 2001, 6<sup>th</sup> National Green Power Marketing Conference, Portland Oregon**
  - Presentation - New Markets for Renewable Energy; REC Trading Opportunities

## PUBLICATIONS

- **May 2009, “Policy Directives Related to a National Renewable Portfolio Standard”**
  - Lead a team of authors delivering policy directives to Congress on developing a national RPS
- **May 2002, “Developing a Framework for Tradable Renewable Certificates” Final Report produced by Center for Resource Solutions**
  - Wrote chapter on summary of trading programs in Europe

## EDUCATION

<b>Graduate</b>	<b>Columbia University, School of International and Public Affairs</b>
New York City	Master of International Affairs, concentration in Environmental Policy Studies and Economics <u>Internship</u> : Alternative Fuels International, preparing a waste-to-energy plant in El Salvador for carbon trading
<b>Undergraduate</b>	<b>University of Minnesota</b>
Minneapolis	Bachelor of Arts, Interdisciplinary Degree in Cross Cultural Studies and Languages
Paris, France	Université de la Sorbonne, Semester in Film and Cultural Studies
Graz, Austria	Universität Graz, Semester in European History <u>Areas of focus</u> : Critical theory in film, art, literature
<b>Languages</b>	Languages: French and German Fluent French, conversational Spanish, exposure to Mandarin and German

## PERSONAL DETAILS

- **Personal interest**: Extensive travel, advanced open water scuba diving, Yoga, 1<sup>st</sup> level Black Belt Shotokan Karate, long distance cycling

