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Power Finance & Risk

Exclusive Insight on Power M&A and Project Financing
By the publisher of GlobalCapital

REFF WALL STREET

Wind Prevails as Solar Deal Flow Drags

Shravan Bhat

Wind projects have attracted more tax equity investments in 2018 than solar, and for a variety of reasons, said panelists at the 15th Renewable Energy Finance Forum in New York on June 19.

Tariffs on solar components and steel announced by the U.S. government this year have delayed some solar projects, increasing wind's relative share of the tax equity check, said **Mit Buchanan**, managing director of energy investments at **JP Morgan Capital Corp.**, whose wind investments have outweighed solar two-to-one in the last six months.

"We have seen growing interest in wind repowering—it's a great opportu-

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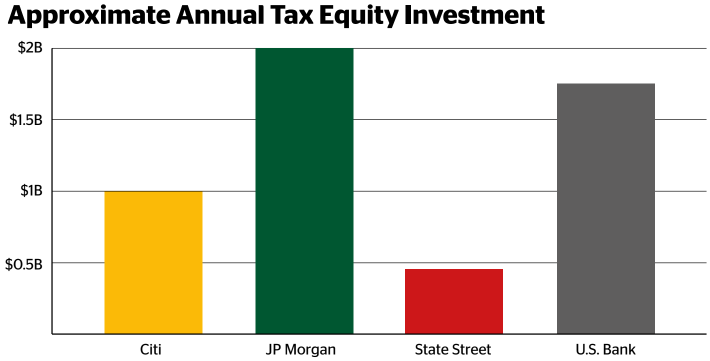
Approximate Annual Tax Equity Investment



Panelists on a tax equity panel at REFF Wall Street gave estimates about their firms' annual tax equity appetite

SPOWER DOUBLE!
- Investor Sought for Portfolio Stake
- Second Debt Private Placement in Works

As **AES Corp.** and **Alberta Investment Management Corp.** look to sell a stake in a portfolio owned by **sPower**, the renewables developer, owner and operator they jointly acquired last year, the company is in the midst of a debt private placement. **Shravan Bhat** and **Fotios Tsarouhis** report.

AES and AIMCo have appointed **Barclays** to sell the equity interest in the 1.3 GW raft of operational, mostly solar assets, which are spread across 11 states, deal watchers tell *PFR*.

The pair acquired Provo, Utah-based sPower from **Fir Tree Partners** in a $1.58 billion deal that closed roughly a year ago, on July 25 (PFR, 8/3).

Barclays is

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Goldman, Mosaic Ready Co-sponsored Solar ABS

Max Adams

Goldman Sachs and residential solar finance firm **Mosaic** are preparing to jointly issue a new solar loan securitization.

The $317.52 million deal, Mosaic Solar Loan Trust 2018-2-GS, will securitize loans Goldman bought from Mosaic as part of an agreement inked in September last year (PFR, 9/8), as well as loans that Mosaic still holds on its own balance

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Invenergy Picks Banks for Wind Catcher

Shravan Bhat

Invenergy appointed lead arrangers last week for its landmark 2 GW Wind Catcher wind project in Oklahoma, sources tell *PFR*.

The $2 billion deal is split equally among four banks, say deal watchers. The arrangers could not immediately be confirmed.

"They've been negotiating with coordinating lead arrangers for months," says a New York based banker who

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STRATEGIES

Goldman, Mosaic Ready Co-sponsored Solar ABS

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sheet, said a source familiar with the transaction.

Goldman Sachs ABS Corp. is the depositing entity for the deal, according to ABS 15-G documents filed with the U.S. **Securities and Exchange Commission**.

Kroll Bond Rating Agency is rating the transaction, and has assigned an A- grade to the $273.84 million class 'A' notes. The junior most $11.59 million class 'D' bonds have been given a B rating.

Loans pooled in the deal have been originated to mostly prime borrowers with average FICO scores of 741, according to Kroll. The rating agency flagged the limited performance data of the loans as a risk to the deal, stating that Mosaic has provided "no more than 42 months of performance data on loans that may be as long as 25 years".

The move by Goldman to securitize the loans it bought from Mosaic is not a surprise to solar debt market observers, as demand for solar ABS has continued to build over the course of the past 18 months and capital markets execution has become more attractive.

The co-sponsorship of the deal also shows that the partnership between Goldman and Mosaic was not affected by the departure of Mosaic capital markets chief **Katya Baron**, who left the firm in March (PFR, 4/12).

With Baron at the helm on the capital markets side, the Oakland, Calif.-based company tapped the securitization market a handful of times beginning in February 2017. It priced its last securitization in April, selling the senior notes at 130 basis points over interpolated swaps.

Goldman and Mosaic's approach to the market follows an offering this month from first time issuer **Vivint**.

The publicly-listed residential solar developer sold a $466 million deal in the public market while privately placing another $345 million of notes in a parallel deal to bring its total capital markets funding to $811 million (PFR, 6/12).

The Vivint deals were the first this year to be backed by leases and power purchase agreements rather than loans. ■

PFR Power Finance & Risk

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Do you have questions, comments or criticisms about a story that appeared in ***PFR***? Should we be covering more or less of a given area? The staff of ***PFR*** is committed as ever to evolving with the markets and we welcome your feedback.

Feel free to contact **Richard Metcalf**, editor, at (212) 224-3259 or richard.metcalf@powerfinancerisk.com

GENERATION AUCTION & SALE CALENDAR

These are the current live generation asset sales and auctions, according to Power Finance and Risk's database.
A full listing of completed sales for the last 10 years is available at http://www.powerfinancerisk.com/AuctionSalesData.html

Generation Sale DATABASE

Seller	Assets	Location	Adviser	Status/Comment
Actis	Atlantic Energías Renovaveis (625 MW Wind)	Brazil		Chinese investors are among the bidders for the fully-contracted wind assets (PFR, 3/22).
● AES, AIMCo	Portfolio (1.3 GW Wind, Solar)	U.S.	Barclays	The two companies have mandated Barclays to sell a stake in sPower's operational portfolio less than a year after acquiring it (see story, page 1).
AltaGas	Forrest Kerr, McLymont Creek, Volcano Creek (277 MW, 35%)	British Columbia		Axium Infrastructure and Manulife are acquiring the stake through a J.V. for C$922 million ($700 million) (PFR, 6/18).
Ares-EIF, Starwood Energy	Hudson (660 MW Transmission)	New Jersey, New York	Goldman Sachs (seller), Barclays (buyer)	The sponsors are selling their majority stake in the project, which was completed in June 2013 (PFR, 4/24).
Blackstone	Frontera (526 MW Gas)	Hidalgo County, Texas	Cantor Fitzgerald, Jefferies, JP Morgan	Morgan Stanley was left lead on a $700 million seven-year term loan B that was issued in April to refinance the project (PFR, 6/11).
Conduit Capital Partners	Santa Catarina (22 MW Wind)	Monterrey, Nuevo León, Mexico		Conduit plans to launch a sale process for the contracted, operational asset this year (PFR, 1/8).
● EDF Renewables	Portfolio (588 MW Wind)	U.S.		Dutch pension fund manager PGGM has agreed to acquire a 50% stake (see story, page 7).
● ET Capital	Tar Heel II (13.5 MW Solar)	North Carolina		Greenbacker Renewable Energy has acquired the two development-stage assets, expected online by third quarter 2018 (see story, page 7).
Fengate Real Asset Investments	Portfolio (9.1 MW (DC) Solar)	Austin and San Antonio, Texas		Fengate has acquired the portfolio from PowerFin Partners in exchange for the first chunk of a $100 million multi-year equity commitment (PFR, 6/18).
● Gardner Capital	Portofolio (105 MW Solar)	New York		SunEast Development has acquired the five development-stage projects (see story, page 7).
GE EFS	Debt, Equity Holdings		Citi, BAML	Citi is running the sale of the debt book for the GE Capital division, while BAML is marketing the private equity holdings (PFR, 6/11).
IEnova (Sempra Energy)	Termoeléctrica de Mexicali (625 MW Gas)	Baja California, Mexico		The company intends to sell the facility by the end of the year (PFR, 5/14).
● Invenergy	Portfolio (392 MW Wind)	Quebec		Boralex is paying C$215 million to acquire stakes in five projects and assuming C$283 million of the portfolio's project-level debt (see story, page 9).
Invenergy	Ector County (330 MW Gas)	Ector County, Texas	Guggenheim (seller)	Invenergy has put the peaker up for sale (PFR, 2/26).
Invenergy	Nelson (584 MW Gas)	Rock Falls, Ill.	Credit Suisse	A buyer has been selected following a multiple-stage auction process (PFR, 5/7).
LS Power	Aurora (878 MW Gas)	Aurora, Ill.	Guggenheim	LS Power took bids for the two assets in the first quarter of this year (PFR, 3/22).
	Rockford (450 MW)	Rockford, Ill.		
	Seneca (508 MW Hydro)	Warren, Pa.	Barclays, PJ Solomon	LS Power is marketing the project four years after it abandoned an initial attempt sell it (PFR, 3/22).
● Otoka Energy	Buena Vista (18 MW Biomass)	California		Maas Companies is running a sealed auction following a dispute with the Sacramento Municipal Utility District (see story, 8).
Macquarie Infrastructure Corp.	Bayonne Energy Center (512 MW Gas)	Bayonne, N.J.		MIC is weighing a sale of the project, which powers parts of New York City (PFR, 2/26).
Onyx Renewable Partners	Portfolio (Small-scale Solar)	U.S.	RBC, CohnReznick	Onyx has begun marketing the portfolio (PFR, 1/29).
Peabody Energy	Navajo Generating (2,250 MW Coal)	Arizona	Lazard	Middle River Power, an Avenue Capital Partners portfolio company, has expressed interest in acquiring the project (PFR, 5/7).
● Philip Morris Capital Corp.	Pasadena (781 MW Gas)	Texas	GSF Investors	The investor, a subsidiary of tobacco company Altria Group, is looking to find a buyer for its lessor position (see story, page 8).
● ReneSola	Unknown (6.75 MW Solar)	North Carolina		Greenbacker Renewable Energy bought the operational project, which has a 15-year PPA with a local utility (see story, 7).
Rockland Capital	Victoria (290 MW Gas)	Victoria County, Texas	PJ Solomon	Rockland is selling the CCGT, which it acquired from ArcLight in 2016 (PFR, 3/12).
Siemens FS, other former creditors	Temple I (758 MW Gas)	Texas	Houlihan Lokey	A creditor group that took control of the CCGT plant earlier this year has begun to explore strategic options that could result in a sale (PFR, 5/7).
Roaring Fork Wind (RES Americas, Vestas)	Wildhorse Mountain (100 MW Wind)	Pushmataha County, Okla.		Southern Power has acquired the project, which is expected to be online in the fourth quarter of 2019 and has a 20-year PPA with Arkansas Electric Cooperative Corp. (PFR, 6/4).
TransAlta Corp.	Portfolio (90 MW Wind, Solar)	U.S., Canada		The yieldco, TransAlta Renewables, will purchased the projects for $166 million (PFR, 6/11).
VivoPower	NC-47 (33.8 MW Solar, 14.5%)	Robeson County, N.C.		New Energy Solar is acquiring the developer's stakes for $11.4 million (PFR, 6/4).
	NC-31 (34.2 MW Solar, 10%)	Bladen County, N.C.		

● **New or updated listing**

The accuracy of the information, which is derived from many sources, is deemed reliable but cannot be guaranteed.
To report updates or provide additional information on the status of financings, please call Fotios Tsarouhis at (212) 224 3294 or e-mail fotios.tsarouhis@powerfinancerisk.com

PROJECT FINANCE

Deal Book is a matrix of energy project finance deals that Power Finance & Risk is tracking in the energy sector.
A full listing of deals for the last several years is available at http://www.powerfinancerisk.com/Data.html

Live Deals: Americas

Sponsor	Project	Location	Lead(s)	Deal Type	Loan Amount	Tenor	Notes
7X Energy	Lapetus Energy Centre (35 MW Solar)	Andrews County, Texas	CohnReznick (adviser)	Debt, Tax Equity	TBA		Brazos Electric Power Cooperative will purchase the output under the terms of the 20-year deal (PFR, 5/29).
Atlas Renewable Energy (Actis)	Naranjal, Litoral (75 MW Solar)	Salto, Uruguay	IDB Invest	Senior Secured Bonds	$97.3M	24-yr	The two projects have 30-year PPAs with Uruguayan state-owned utility Administración Nacional de Usinas y Trasmisiones Electricas (PFR. 6/18).
				Subordinated Bonds	$11M	15-yr	
Carlyle Group	Rhode Island State Energy Center (583 MW Gas)	Johnston, R.I.	Investec	Term Loan A	$360M	7-yr	The private equity sponsor is refinancing the plant's existing term loan B into the bank market (PFR, 6/4).
Capital Dynamics	San Joaquin (21.5 MW Solar)	Fresno County, Calif.	U.S. Bank	Tax Equity	$21M		The tax equity deal for the $45.9M project closed on April 27 (PFR, 6/18).
ConEd Development	Wistaria (107 MW Solar)	Imperial County, Calif.	TBA	Debt, Tax Equity	TBA		The project has a 20-year PPA with Southern California Edison (PFR, 6/18).
Controlled Thermal Resources	Hells Kitchen (275 MW Geothermal)	Imperial County, Calif.	Lazard (adviser)	Equity, Debt, Tax Equity	TBA		The developer has postponed the capital raise until October (PFR, 6/18).
Enel Green Power Mexico	Portoflio (992 MW Solar)	Mexico	BBVA, Caixa, MUFG, Natixis	Debt (Commercial Tranche)	$400M	17-yr	The commercial tranche is priced at 225bp over Libor, stepping up by 25bp every five years (PFR, 6/11).
			Bancomext, EIB, IDB	Debt (Multilateral Tranche)	$250M	20-yr	
FGE Power	Goodnight (500 MW Wind)	Armstong County, Texas	Karbone	Tax Equity	TBA		The sponsor has already secured a cash equity commitment for the project from Fortistar (PFR, 5/29).
GE EFS	Shady Hills (573 MW Gas)	Pasco County, Fla.	TBA	TBA	TBA	TBA	GE EFS is aiming to have all the permits in place and reach financial close in December (PFR, 5/21).
Genneia	Pomona (101.4 MW Wind)	Rio Negro, Argentina	KfW IPEX-Bank	Term Loan	$120.9M	TBA	The KfW tranche is covered by German export credit agency Euler Hermes (PFR, 6/18).
			DEG	Term Loan	$20.7M	TBA	
● Greenbacker Renewable Energy Co.	Tar Heel Solar II (13.5 MW Solar)	Hertford and Bethel, N.C.	TBA	Tax Equity	TBA	TBA	The sponsor recently acquired the projects from ET Capital (see story, page 7).
	Unknown (6.75 MW (DC) Solar)	North Carolina	Rockwood Group	Tax Equity	TBA	TBA	Rockwood arranged financing for the project in partnership with Guardian Life Insurance Co. of America (see story, page 7).
● Invenergy	Wind Catcher (2 GW Wind)	Oklahoma	TBA	Debt	$2B	TBA	Bankers say the sponsor has appointed banks and circled pricing (see story, page 1).
Invenergy Clean Power (Invenergy, AMP Capital)	Invenergy Thermal Operating I (2,680 MW Gas)	U.S.	Credit Suisse (left), Goldman Sachs	Term Loan B	$350M	7-yr	Invenergy is adding a gas-fired project to the portfolio and eliminating second-lien debt as it refreshes the capital structure (PFR, 6/18).
				Revolving Credit Facility	$65	5-yr	
Ironclad Energy Partners	RED-Rochester (125 MW Gas)	Rochester, N.Y.	TBA	TBA	TBA	TBA	The project has been funded entirely with equity, but Ironclad will look to recapitalize the project with debt this year (PFR, 5/21).
Lightsource BP	Johnson Corner (20 MW Solar)	Stanton County, Kan.	TBA	Debt, Tax Equity	TBA		Lightsource has issued a teaser for the project and is seeking indications of interest for tax equity and debt by March 9 (PFR, 3/5).
Longroad Energy Holdings	Rio Bravo (237 MW Wind)	Starr County, Texas	Keybanc (left), CIBC, HSBC, NAB, Zions	Construction Loan	$200M	1-yr	The project has a 15-year hedge from Citigroup Energy (PFR, 6/11).
			Berkshire Hathaway	Tax Equity	$200M		
Longview Power	Longview (700 MW Coal)	Maidsville, W.Va.	Houlihan Lokey (adviser)				Longview Power has hired Houlihan Lokey as it explores strategic options, including a potential refinancing of its senior secured debt (PFR, 4/9).
NRG Energy	Canal 3 (333 MW Gas)	Sandwich, Mass.	Natixis	Debt	$200M	C+7-yr	NRG Energy is putting project finance in place as a condition of a sale of the project to Stonepeak Infrastructure Partners. Price talk is L+275 bp (PFR, 5/14).
Southern Power (Southern Co.)	Portfolio (1.6 GW Wind)	Texas, Oklahoma, Maine	TBA	Tax Equity	~$1B		The sponsor aims to raise tax equity on the portfolio by the end of the year (PFR, 6/4).
● sPower	Portfolio (730 MW Wind, Solar)	U.S.	Citi	Private Placement	TBA	TBA	The project owner and operator is lining up a debt private placement along similar lines to a transaction last year (see story, page 1).
Stonepeak Infrastructure Partners	Canal 1 & 2 (1,112 MW Gas)	Sandwich, Mass.	MUFG	Debt	$325M	7-yr	The deal will finance the acquisition of the 50-year old peakers from GenOn Energy. Price talk is said to be L+300 bp (PFR, 5/14).
Taaleri Energia	Truscott-Gilliland East (277 MW Wind)	Knox County, Texas	NorthRenew Energy (adviser)	Debt, Tax Equity	$350M		The Finnish developer is seeking debt and tax equity as it enters the U.S. market (PFR, 2/12).
X-Elio	Portfolio (210 MW Solar)	Mexico	MUFG	Debt (Commercial Tranche)	210M	16-yr	Dealwatchers say the pricing structuring would be similar to Enel Green Power Mexico's debt raise, at 225bp over Libor (PFR, 6/11).
			IDB, China Fund, C2F, ICO	Debt (Multilateral Tranche)		20-yr	

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REFF WALL STREET

Wind Prevails as Solar Deal Flow Drags

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nity for developers to reset production tax credits on older facilities," she said. "Though I would want to know who the sponsor and the appraisers are and how they went about assessing fair market value."

"There's a lot more wind," agreed **State Street**'s **Santosh Raikar**, m.d. of renewable energy investments. "We haven't seen that many good solar deals in 2018, but 2019 is looking better."

On the topic of wind repowerings, he noted a potential engineering risk in that no one really knows how long the foundations that turbines are mounted on will last.

Buchanan and Raiker agreed that grid congestion and basis risk were the main obstacles to financing projects, rather than changes to U.S. tax laws.

Darren Van't Hof, m.d. for environmental and community capital at **U.S. Bank**, concurred that this year has witnessed a slowdown in solar deals.

"The industry is trying to figure out an easier way to do commercial and industrial solar," he said, citing a need to simplify and consolidate smaller power purchase agreements and the slow process of conducting due diligence on real estate site-by-site. Better capitalized sponsors would make things easier, he added.

U.S. Bank's tax equity team, based in St. Louis, Mo., focuses almost exclusively on solar tax equity and has seen a growing interest in the secondary market, syndicating out a third of every ticket, on average, to corporations and institutional investors that have the necessary tax appetite.

Marshal Salant, managing director and global head of alternative energy finance at **Citi**, said that taking a conservative approach to project assessment has been a crucial learning.

"P50 hasn't been P50 for 10 years!" he said, adding that a constraint to wind investment in some areas was a high concentration of existing projects. "There are issues with curtailment and congestion in the [Texas] panhandle in particular," he said.

The panel expressed cautious interest, meanwhile, in offshore wind opportunities in New England (PFR, 5/29).

"We have spoken to every sponsor for the Massachusetts RFP and we feel there is enough track record in Europe to bank upon," said Raikar. "The real crux is size of the tax equity check—we haven't seen $700 million to $800 million deals done in a club fashion and bringing together four or five parties with different views on technology could be a challenge." ■

Industry Surveys Future of Yieldcos as CapDyn Wraps 8point3 Purchase

Capital Dynamics has sealed its purchase of **8point3 Energy Partners**, sparking conversations about the future of the yield company business model during a busy week of summer conferences.

The 8point3 deal, the terms of which were agreed on Feb. 5, was finalized on the evening of June 19, **Tim Short**, director at CapDyn, told attendees at **Euromoney Seminars**' 15th Annual Renewable Energy Finance Forum at the **InterContinental** New York Barclay the following day.

Having taken a big bite out of the yieldco market, the Swiss-based asset manager is turning its attention to integrating the assets it has bought. "We're in swallowing mode, let's say," said Short on a panel on the afternoon of June 20.

YIELDCO SWEPT AWAY

As part of the digestion process, 8point3 has been delisted from **Nasdaq** and its website taken offline.

"8point3 just disappeared," said a panelist at **Moody's Investors Service**'s Power & Renewable Energy Conference on June 21, who observed how dramatically the yieldco landscape has changed in the past two years. "Some will have the capability to survive, but it will be very different than it was before."

"You see them adapting to a newer world," said **Swami Venkataraman**, a senior vice president at Moody's, citing **Pattern Energy**'s partnership with Canadian pension fund **PSP Investments** as an example (PFR, 6/20/17).

Canadian pension funds, long active investors in renewable assets, are expected to stay active and may even be potential buyers of yieldcos, as well as of individual yieldco assets.

This spring, the **Canada Pension Plan Investment Board** agreed to acquire a 396 MW portfolio of Canadian wind and solar assets from **NextEra Energy**'s yieldco, **NextEra Energy Partners** (PFR, 4/2).

Global Infrastructure Partners, meanwhile, is in the process of acquiring **NRG Energy**'s stake in **NRG Yield**.

ADVISERS GALORE

CapDyn's acquisition and delisting of 8point3 stems from the decision of its former sponsors **First Solar** and **SunPower Corp.** to hire **Bank of America Merrill Lynch** and **Goldman Sachs** to market their respective stakes in 2017.

The banks contacted in excess of 130 potential buyers and more than 30 non-disclosure agreements were signed with potential purchasers (PFR, 2/5, 5/3/17).

A majority of the 8point3's Class A shareholders approved the CapDyn deal at a special meeting on May 23. The yieldco's Class A shareholders and both of its sponsors received $12.48 per share.

Evercore advised the conflicts committee of 8point3's general partner, and the various parties involved in the deal of course needed legal advice from an army of attorneys.

Baker Botts and **Skadden** advised **First Solar** and **SunPower**, respectively, while 8point3's general partner enlisted **Richards, Layton & Finger**. CapDyn brought in **Amis, Patel & Brewer** on the transaction, with **Stoel Rives** acting as the firm's tax and regulatory counsel. ■

PROJECT FINANCE

Invenergy Picks Banks for Wind Catcher

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pitched unsuccessfully. "We attempted to get in late but the other banks were too far along."

The unusually large size of the transaction, for a wind project construction loan, was an opportunity for Invenergy to try to combine elements of club-style and fully-syndicated financing, a banker told *PFR* in May.

"The idea is that one bank, even if they were willing to step up for $2 billion, you [as a developer] have to pay a premium for that," he said. "A lot of these banks that are going to win it could probably hold $400 million, so I think that's the approach they're taking."

Bankers tell *PFR* they expect the two-year loan to be priced around—or slightly lower than—100 basis points over Libor. Invenergy had requested proposals for debt priced at 87.5 bp with an upfront fee also of 87.5 bp (PFR, 4/23).

Located in Cimarron and Texas counties in the Oklahoma Panhandle, the project is due to be online in the fourth quarter of 2020, at which point it will be sold to **Southwestern Electric Power Co.** and **Public Service Co. of Oklahoma**.

Invenergy received approval for the $4.5 billion project from the **Louisiana Public Service Commission** on June 20.

The **Arkansas Public Service Commission** signed off on the project on May 8, but approvals required by SWEPCO in Texas and AEP-PSO in Oklahoma are yet to be granted.

Additional reporting by Richard Metcalf

German Utility Enters U.S. Offshore Wind Race

Energie Baden-Württemberg (EnBW) has signed a joint venture agreement with **Trident Winds** to develop a floating offshore wind project near California.

The Morro Bay project, which is expected to have a capacity between 650 MW and 1000 MW, is still some years away from financing and construction. The developers are in the process of securing site leasing from the **Bureau of Ocean Energy Management**.

Bostonia Partners and **Green Giraffe** served as financial advisers on the equity partnership, which was announced on June 11.

The developers intend to make use of a grid connection that became available when **Dynegy**'s 650 MW gas-fired Morro Bay plant in Morro Bay was decommissioned (PFR, 3/3/15).

The U.S. has lagged behind Europe in the financing and construction of traditional offshore wind, so a floating wind farm off the U.S. coast is an ambitious project.

In their favor, however, floating turbines can be positioned further out at sea and the higher wind resource available there can yield capacity factors close to 60%. ■

M&A, Private Debt Deals on Cards for sPower

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already very familiar with the assets, having led on Fir Tree's sale of sPower, alongside co-advisers **Citi**, **CohnReznick Capital** and **Marathon Capital** (PFR, 2/24/17).

sPower's pipeline of development and construction-stage projects, totaling over 6.7 GW, is understood not to be on the block. Including development assets, the company owns projects in 21 states.

Meanwhile, the wind and solar company has appointed Citi as lead placement agent on a second debt privately placement with a similar structure to a transaction that closed last year.

Citi also led on last year's $421.4 million bond financing for 44% of the sponsor's 1.3 GW operating portfolio (PFR, 11/20).

The latest deal, expected to close in about two weeks, will refinance the remaining operating assets, sources tells *PFR*. CohnReznick is advising sPower on the deal.

A source familiar with the bond offering said the terms would be roughly similar to first deal, which had a 19-year fully amortizing structure.

Crédit Agricole, **KeyBanc Capital Markets**, **Rabobank**, **Société Générale** and **Wells Fargo** served as co-placement agents on that trade, which was priced at 210 basis points over Treasurys, producing a 4.54% coupon.

Spokespeople for AES in Arlington, Va., and Barclays, CohnReznick and Citi in New York declined to comment. Officials at sPower in Salt Lake City and AIMCo in Edmonton, Alberta, did not immediately respond to inquiries. ■

PPA PULSE

Contract Signed for Saskatchewan's First Utility-Scale Solar Project

In a relatively quiet week for power purchase agreements, Canadian provincial utility **SaskPower** and U.S. telecommunications company **AT&T** were the offtakers that signed up for renewables.

Saturn Power, a developer based in Ontario, inked a 20-year power purchase with SaskPower for what is said to be the first utility-scale solar project in Canada's northern, sparsely populated Saskatchewan province.

The 10 MW Highfield solar project in the rural municipality of Coulee will sell its output to the provincial utility under the contract when it comes online. Commercial operations are expected to begin by the end of 2019.

Saturn Power's project was chosen out of 16 proposals from 12 bidders. As many as 34 companies had pre-qualified to bid in the utility's request for proposals.

MORE FOR YOUR WIND

Meanwhile, as if AT&T had not been in the news enough recently, the company recently announced that it had signed power purchase agreements for 300 MW from two wind projects.

The telecommunications giant chose to reveal the contracts at the groundbreaking of **NextEra Energy Resources**' 300 MW Torrecillas wind project in Webb and Duval counties, Texas.

AT&T had already announced its PPA with the Torrecillas project in February, along with a contract for NextEra's 220 MW Minco V wind project in Caddo County, Okla.

The latest announcement regarded contracts with NextEra wind projects in Wilbarger and Hardeman counties, Texas. ■

MERGERS & ACQUISITIONS

Invenergy to Sell Nebraska Wind Project

Invenergy has sought regulatory approval for the sale of a stake in a wind project that is under construction in Nebraska.

The developer intends to sell 80% of the 202.5 MW Upstream Wind Energy Center in Antelope County to **WEC Infrastructure**, a non-regulated subsidiary of utility holding company **WEC Energy Group**, according to paperwork filed with the U.S. **Federal Energy Regulatory Commission**.

WEC agreed to pay $280 million for the stake in a deal signed on April 30, under the terms of which Invenergy will retain the remaining 20% of the project and will operate it.

The developer has already put construction financing in place in the form of a loan provided by **Santander** (PFR, 1/10).

"Key permits and local approvals have been obtained for construction and operation, and we expect to close the transaction in early 2019, likely in February, as the wind farm begins commercial service," said **Gale E. Klappa,** chairman and ceo of WEC Energy Group on a May 1 earnings call. "Under the new tax rules, the investment in Upstream will qualify for 100% bonus depreciation and for production tax credits."

Located in the **Southwest Power Pool**, the project has a 10-year proxy revenue hedge in place with **Allianz Risk Transfer** (PFR, 2/7).

A representative of Invenergy in Chicago declined to comment and officials at Allianz in New York and WEC in Milwaukee did not immediately respond to inquiries.

It is not the first deal Invenergy has struck with a WEC Energy Group company. Another WEC subsidiary, **Wisconsin Public Service Corp.**, bought a 44.6% stake in Invenergy's 29.4 MW Forward wind facility for $84 million on April 2 (PFR, 11/15).

General Electric, which provided Forward's 1.5 MW turbines, is also supplying 81 turbines for the Upstream project. ■

EDF Sells Renewables Portfolio Stake to Dutch Pension Manager

A Dutch pension fund manager has agreed to acquire a 50% stake in a portfolio of **EDF Renewables** wind projects.

The investor, **PGGM**, is buying the stake in the 588 MW bundle through its PGGM Infrastructure Fund.

The portfolio comprises the 200 MW Red Pine wind project in Lincoln County, Minn., the 154 MW Rock Falls wind project in Grant and Kay counties, Okla., and the 234 MW Switch Station 1 and 2 solar projects in Clark County, Nev.

The purchase price was not disclosed.

EDF financed the Red Pine and Rock Falls projects last year—at the height of uncertainty around tax reform—with tax equity from **Bank of America Merrill Lynch** and **JP Morgan** (PFR, 11/14).

Red Pine has a long-term hedge with an investment-grade financial institution while the Rock Falls facility will sell 120 MW of its output to **Kimberly-Clark Corp.** under the paper product supplier's first large-scale renewable energy contract, a virtual power purchase agreement.

The two Switch Station projects, which EDF bought from **First Solar** last year, have 20-year PPAs with utility subsidiaries of **NV Energy** and were financed with tax equity from JP Morgan (PFR, 5/9/17).

The Switch Station projects were originally destined for yield company **8point3 Energy Partners** but First Solar began looking for alternative buyers when it became clear that the yieldco would not be able to keep up the pace of its acquisitions (PFR, 2/1/17). ■

Greenbacker Picks Up N.C. Solar Project Trio

Greenbacker Renewable Energy Co. has acquired two development-stage solar assets in North Carolina from **ET Capital** and an operational solar project in the same state from **ReneSola**.

The two development-stage projects, Sun Farm V and Sun Farm VI, collectively known as the Tar Heel Solar II portfolio, total 13.5 MW and are located in the towns of Hertford and Bethel.

Greenbacker is in negotiations with a potential tax equity provider and with a financial institution that is interested in financing the project, the company said in a statement. The identity of the would-be backers could not immediately be learned.

Both projects are expected to be online in the third quarter of 2018 and are contracted with **Dominion Energy** under 15-year power purchase agreements.

ReneSola announced that it had sold a 6.75 MW solar project in North Carolina to Greenbacker on June 20. The project has a 15-year power purchase agreement with a local utility.

Rockwood Group arranged cash and tax equity financing for the project, bringing in **Guardian Life Insurance Co. of America**.

Further details, including the name and precise location of the project, were not disclosed, but the deal bears a resemblance to a previous deal between Greenbacker and Renesola.

In April 2017, Greenbacker bought the 6.75 MW Floyd Road solar project in Gaston, which is contracted with **Dominion Energy** for 15 years, from ReneSola for about $10.7 million.

Greenbacker financed the Floyd Road project the following July through a $11.4 million 24-year sale-leaseback deal with **De Lage Landen Financial Services**, according to the publicly-listed sponsor's financial statement for the first quarter of this year.

The 10-Q filing also revealed a $4.5 million secured loan provided by Greenbacker to finance ReneSola's 6.75 MW (DC) Phelps 158 Solar Farm project in Conway, N.C. ■

MERGERS & ACQUISITIONS

Investor Looks to Offload Lessor Stake in Texas Gas-fired Plant

A financial investor is preparing to sell an interest in a gas-fired project in Texas that it owns as a result of a levered sale leaseback transaction originally signed 18 years ago.

Philip Morris Capital Corp., the financial services subsidiary of tobacco company **Altria Group**, entered into a levered sale leaseback deal with **Calpine Corp.** to finance the 781 MW Pasadena plant in Pasadena in 2000.

The investor is now looking to find a buyer for its lessor position and has hired **GSF Investors**, a New York-based boutique investment bank with particular expertise in lease-based structures, to market the stake.

Located in Harris County, the Pasadena project comprises 260 MW of cogeneration and 521 MW of combined-cycle capacity. The plant has long-term contracts with **Chevron Phillips Chemical Co.** for its steam output and a portion of its power and the remaining generation is sold spot in **ERCOT**.

CIT Bank arranged and syndicated the $400 million financing for the project in 2000, but Calpine's Chapter 11 filing five years later triggered defaults under the deal and Calpine and PMCC entered into months of arm's-length talks to hammer out a settlement agreement.

The Pasadena restructuring documents were not filed publicly as part of the bankruptcy court proceedings, but the settlement included amendments to the operations and maintenance agreement, the project management agreement and the offtake agreement, with subsidiaries of Calpine taking on all three contracts.

General Electric Capital Corp. was identified as a noteholder in the bankruptcy court filings.

Calpine's annual financial report for 2017 lists the amount of project finance outstanding at Pasadena as $89 million, with a footnote describing the deal as a "failed sale-leaseback transaction that is accounted for as financing transaction under U.S. GAAP".

The same filing provides a schedule of future minimum payments under the sale-leaseback at $21 million a year through 2021, $16 million in 2022 and $26 million thereafter.

PMCC's parent company, Altria, announced in 2003 that the financial services unit would no longer be making new investments, and in 2008 *PFR* reported that the company was aiming to divest its portfolio of lessor stakes in generation assets (PFR, 5/30/08).

Louis Decarlo, who is said to be leading on the sale at GSF Investors in New York, declined to comment and spokespeople for Altria in Richmond, Va., and Calpine in Houston either did not respond to inquiries or had no immediate comment. ■

California Biomass Plant Goes Under the Hammer

An idle 18 MW biomass plant in California is set to be auctioned off by its owners following a dispute with the **Sacramento Municipal Utility District** over the cancellation of its power purchase agreement.

Maas Companies is running a sealed auction for the Buena Vista Biomass Power project, which is located five miles south of Ione in Amador County.

The Rochester, Minn.-based auction house is offering inspections of the site by appointment and binding bids to buy the plant as is are due by July 19.

An official at Maas Companies noted an executive order issued by Gov. **Jerry Brown** of California on May 10 as a positive development for the plant.

As part of the state's response to recent wildfires, the governor has ordered the **California Public Utilities Commission** to review its procurement programs for small biomass plants.

ARBITRATION

The Buena Vista plant was originally built to burn lignite in the 1990 but was converted to wood waste in 2012.

Developer **Strategic Energy Concepts** signed a 20-year PPA with SMUD in 2009 before selling the project to **Otoka Energy**, which financed the conversion through a $35 million tax equity deal with **State Street** in 2012.

In 2015, however, SMUD notified the plant's owners that it intended to terminate the PPA, citing a failure to meet the terms of the contract on the part of the generator.

The owners of the plant disputed the termination and filed an arbitration demand against SMUD in 2016, claiming more than $130 million in damages.

A ruling by the arbitrator was expected in April, according to SMUD's 2017 annual report. The parties are understood to have reached a settlement, but the details could not be learned by press time.

Representatives of Otoka Energy could not be reached and a spokesperson for SMUD in Sacramento was not immediately able to provide a comment.

The plant has 17 years remaining under its 20-year lease for the site, with two five-year extension options. ■

Solar Developer Seals Portfolio Acquisition

A New England-based solar shop has acquired a 105 MW portfolio of development-stage assets in New York state, *PFR* has learned.

The company, **SunEast Development**, purchased the five-project collection from **Gardner Capital**, a firm specializing in tax credit investments, in a deal that closed in May.

The largest project in the portfolio is the 25 MW Watkins Road project, located partly in the town of Schuyler and partly in the village of Herkimer.

The rest of the bundle is made up of four 20 MW projects, each in a different town—the Clay project in Clay, the Dog Corners project in Ledyard, the Hills project in Manheim and the Skyline project in Westmoreland.

The acquisition comes amid a capital raising process being run for Old Saybrook, Conn.-based SunEast by **Whitehall & Co.**

Would-be equity investors have entered into a second round of bidding for a stake in the company, which is aiming to raise $33 million in development capital by the end of July.

Officials at SunEast in Old Saybrook and Whitehall in New York either did not immediately respond to inquiries or declined to comment. ■

PEOPLE & FIRMS

InterGen Relocates Staff, Exits Americas

Independent power producer InterGen is shifting its commercial and trading operations out of the U.S. after selling its Mexican generation assets.

The operations will be run entirely out of the company's offices in Edinburgh, Scotland, and Brisbane, Australia, a company spokesperson tells *PFR*.

As part of the transition, **Chris Elder**, who was the global director of trading and commercial operations at the company's Boston headquarters, is moving to Edinburgh, where he will be the general manager for the firm's U.K. business.

In his new role, Elder will be responsible for all of InterGen's U.K. operations, including its three combined-cycle gas-fired facilities, which have a total capacity of around 2.4GW, and a 300 MW open-cycle gas-fired project that is under construction.

In April, private equity firm **Actis** sold a senior secured bond to finance its $1.256 billion acquisition of InterGen's Mexican generation assets (PFR 4/18). The sale left InterGen with operational assets only in Australia and the U.K.

Jointly owned by the **Ontario Teachers' Pension Plan** and **China Huaneng Group/ Guangdong Yudean Group,** InterGen divested from Mexico after 20 years in the country, in part to raise cash to help it tackle its debt pile (PFR 5/17). ■

MERGERS & ACQUISITIONS

Boralex to Buy Invenergy Stakes in Québec Wind Portfolio

Boralex has agreed to acquire Invenergy's stakes in five wind projects in Québec, which the Canadian company intends to finance with the issuance of equity in public and private offerings.

The projects, most of which Invenergy co-owns with **Caisse de dépôt et placement du Québec**, have a total capacity of 392 MW, all of which is contracted with **Hydro Québec**.

Boralex is paying C$215 million for the stakes, which represent 201 MW of generation capacity, and assuming some C$283 million of the portfolio's C$550 million project-level debt pile.

The portfolio comprises:

- a 51% stake in the 136 MW Des Moulins I project in the MRC des Appalaches, which has a 20-year power purchase agreement expiring in 2033, the other 49% of which is owned by CDPQ,
- a 51% stake in the 21 MW Des Moulins II project in the MRC d'Avignon in Gaspésie, which also has a 20-year PPA expiring in 2033, the other 49% of which is owned by CDPQ,
- a 51% stake in the 139 MW Le Plateau I project in the MRC d'Avignon in Gaspésie, which has a 20-year PPA expiring in 2032, the other 49% of which is owned by CDPQ,
- a 59.96% limited partner stake and a 51% general partner stake in the 21 MW Le Plateau II project in the MRC d'Avignon in Gaspésie, which has a 20-year PPA expiring in 2034 and whose remaining interests are held by the **Régie intermunicipale de l'énergie Gaspésie-Iles-de-la-Madeleine** (Regie), and
- a 50% stake in the 75 MW Roncevaux project in the MRC d'Avignon in Gaspésie, which has a 25-year PPA expiring in 2041, of which 33.33% is owned by the **Régie intermunicipale de l'énergie du Bas-Saint-Laurent** (Riébsl) and 16.67% by Regie.

The final transaction could be much smaller if the minority owners of the Le Plateau II and Roncevaux projects exercise their rights of first offer over Invenergy's stakes within 45 days. If they do make a better offer for the stakes, Boralex says it will proceed with the rest of the deal.

Boralex intends to finance the deal with a C$180 million public equity offering and a C$45 million private placement to the CDPQ.

National Bank Financial and **RBC Capital Markets** are the bookrunners on the public offering. ■

Norwegian Duo Enters Argentina

A joint venture between **Scatec Solar** and Norwegian state-owned energy company **Equinor** has entered the Argentine solar market by acquiring a contracted 117 MW project, and the ceo of Scatec says the company is mulling other opportunities in the Latin American country.

Scatec and Equinor are buying the solar project, located in San Juan and called Guanizuil IIA, from Portugal's **Martifer Renewables**.

The project is expected to cost $95 million to build, of which some $38 million will injected as equity by the 50:50 joint venture partners. The remaining $57 million will initially take the form of a construction bridge loan from Equinor.

The sponsors intend to put long-term third-party project finance in place once the project is operational. Construction is due to begin later this year and the project is expected to be online by the end of 2019.

The Guanizuil project has a 20-year power purchase agreement with Argentina's wholesale electricity market administrator **Cammesa** that pays around $50/MWh, which the sponsors expect to translate into revenues of about $15.4 million a year.

Scatec Solar is already planning to add more assets to its nascent Argentinian portfolio.

"With this agreement, we are securing our first project in the growing solar market in Argentina," said **Raymond Carlsen**, ceo of Scatec. "We see several additional opportunities in the country based on excellent solar irradiation as well as government support for renewables".

International project financing in Argentina has picked up in the last couple of years, in part thanks to the country's RenovAr program, under which the contracts for the Guanizuil project were awarded.

Germany's **KfW IPEX-Bank** last week closed its first long-term non-recourse financing for a project in the Argentina (PFR 6/11).

Scatec and Equinor, the Norwegian oil and gas major formerly known as **Statoil**, launched their joint venture last year in Brazil with the acquisition of the 162 MW Apodi project in Ceará State (PFR. 10/4). ■

Q&A — NICK KNAPP, COHNREZNICK CAPITAL — PART II

Nick Knapp, CohnReznick Capital — Part II

In the second part of this exclusive interview, **Nick Knapp**, president of CohnReznick Capital, discusses opportunities in restructuring, M&A market dynamics and how the firm competes for advisory mandates with *PFR* reporter **Fotios Tsarouhis**.

PFR: In what ways is CohnReznick Capital's business expected to change in the years ahead?

We have certain capabilities here. One of our managing directors, **Jeff Manning**, has a special situations focus. He has 30 years of distressed and restructuring experience, and he's been focused on this work for the past few years at CohnReznick Capital. The initiative now is to really focus this expertise on the power and renewables industry. We have a couple of mandates we're working on now in that regard. There's going to be heightened activity over the next few of years and we really want to be in the middle of that.

PFR: Can you offer any additional details on the nature of those transactions?

A big area within the renewables sector is the underperforming wind farms, and we've been doing a lot of those secondary sales on behalf of tax equity investors. We'll package up 10 to 15 different Class A positions and we'll create a structure where we can carve out the cash in these positions and the sellers maintain the tax economics and we've been selling those positions.

Those are largely underperforming wind farms that are now in a position where tax equity is sweeping 100% of the cash, so it's a little different than their initial profile. Most of that was unlevered activity. There's a pocket of this activity that has senior leverage on it, and those are the distressed positions. We have the capability and the experience with these underperforming wind farms, but when you have a senior lender in there it's a different position, and adding our restructuring capability positions us well. So there's a couple of those right now in addition to a couple of landfill gas project restructurings we're working on.

PFR: Moving on to M&A, we have seen transactions such as EverPower where development platforms have been split up from operational assets. Is this something you expect to see more of?

That was the story of last year and it continues to be the story of this year—the story of market consolidation with [independent power producers] and utilities. It's a strong market, so that's going to continue until every reputable development platform is under one of these large strategic players. That will cause a shift in the overall market dynamic and how financial sponsors can play, especially infrastructure funds, because the project inventory is going to be really sparse. The handful of smart, proven infrastructure funds will continue to be highly successful, but the rest of that market will need to evolve and adapt quickly to hit their investment volume goals. It was already heavily competitive and this is going to exacerbate that. Generally speaking, just about every energy player is heavily focused on renewables, including the oil and gas universe. The international names, the U.S. names—it's all about finding a platform. They're not looking at buying projects. They're saying: "The first deal we do is going to be a large platform and then we're going to build it from there."

Historically, getting value for a development pipeline and a platform really didn't happen much, and that's different now. It's because these guys have big aspirations, they've made public announcements, they have to find a way to get to the scale they have stated within their organizations' primary goals. And you can't do that, in this market, project by project. It's just too competitive. So it's a good balance for them. Financials typically can't make these investments in non-project-related activity, there's just too much risk for them given their mandate with their public investors and [limited partners]. And so it's the perfect area for strategics, and because there's a lot of them it creates a competitive dynamic where they're paying meaningful value for the proven platforms.

PFR: From what you're saying, it doesn't seem that there's any way that small projects and smaller portfolios can make up for a lot of these bigger development-stage portfolios that were on the market. How are potential investors valuing development-stage assets?

To your point, there's not a lot left in regard to large proven development platforms, so I think that that will be the next step. As the larger names are off the market, the next step's going to be the smaller names. There's got to be a scale that makes sense and it's certainly a very different type of deal but if there's a 15-person team they're still a player that can add meaningful value for strategics. As long as there's a meaningful track record of commercializing projects, I think it's going to be attractive to some of these strategics that need a U.S. presence.

PFR: Are we dealing with the same types of buyers now as in the past?

It's definitely a new wave of activity that includes **Innogy**—**RWE**'s subsidiary**, Ørsted**, **Engie**, **Enbridge**, **Shell**, **BP**, **Total** and a growing utility interest both on the unregulated side and with build-transfers on the regulated side. It's a long list of major energy names that weren't really penetrating renewables historically. It is an anticipated trend as we have hit a mature point in the industry and it helps with a few years of horizon on tax credit policy to mitigate the historical uncertainty we have faced.

PFR: How do the investor bases differ for development-stage and operational assets?

That's another area of heightened activity. In terms of operating portfolios, it's a different buyer universe for that. That can and should be more of a financial investor play. But I think it's also part of being at a mature point in the market where, just like any mature industry, there is going to be more trading volume in the secondary market, and we're seeing a ton of that, and that's going to continue. So it's either 50% sell-downs of operating portfolios, the full sale, or just capital stack optimization with refinancing or creating vehicles to get these portfolios sitting with the best cost of capital. Over the past three years we have seen the secondary market continue to provide more trading volume with each year. I believe this will be proven true again in 2018 based on the market activity we are seeing.

PFR: Do you see some of the same international players continuing to invest at the same level they had been before? Canadian pension funds, for example?

For the operating opportunities it is the financials. It's primarily infrastructure funds, it's [real estate investment trusts], it's the U.S. and international pensions. And it's come a long way. The market has been evolving in terms of the project risk profile. The revenue contracts have come in a lot. To come by a busbar 20-year power purchase agreement is very tough these days. So it took a bit of time for all these companies to get comfortable with the fact that the contracted profile is much shorter, so they have to take merchant risk in the U.S.

Additionally, there's getting comfortable around basis risk when moving away from busbar PPAs. Over the last two years, they have adapted their underwriting requirements for a certain [internal rate of return] during the contracted period, while at the same time decreasing the size of desired risk premiums within their hurdle rates. What I'm curious about is that you haven't seen too much direct investing from pensions, and I think that some of these operating portfolios at scale provide a meaningful way for them to go in and make a direct investment instead of going through an affiliate sponsor or fund manager. It's a great way for them to put some money to work but where there's less of a development story and the related uncertainty.

PFR: How savvy are foreign buyers regarding U.S. tax equity structures? Is this a major hurdle? Has it changed over time?

Yeah, it's a big hurdle. It's not like you have a fixed rule set. Annually, there's a new set of hurdles and uncertainty to work around, whether that's tariff-related or tax reform-related, so it takes time. From our experience, really, it takes years for these investors to get there. The benefit is that a lot of these names have been on the fringes for years getting educated and getting their risk policy down, and that's why I think we've started to see meaningful traction now. It's not their first rodeo, they've been looking at a lot of deals and talking a lot to their committees and have really refined what works and doesn't work for them.

But if you're new, yeah, if it's a competitive process, it's pretty challenging. But from our perspective, if you are willing to roll the sleeves up and focus, the reward is clearly there and makes the learning curve efforts worthwhile.

PFR: What is the secret to running an effective sales process, both in general as for a portfolio of development-stage assets? What is the battle for the mandate like?

It's always going to be competitive. For us, what we try to do is to get involved prior to [a request for proposals] and to put meaningful time into the analysis and into the strategic decision. Between **sPower** and **Apex**, we were their adviser for years on the financing side and as they considered strategic plays to bring in a partner or to sell, we were right in the middle of that discussion and really helped them through it. That's where we see our growth, working with our client base and expanding on the fact that we can provide the full-service investment banking package. What we pride ourselves on is our execution capability, meaning we know the ins and outs from an underwriting standpoint on the risk of the projects, risk of the companies, we know all of the structuring required, and how to optimize the performance of the assets. Also, because we live in this space, we have the same or better deep investor relationships as our competitors.

Out of about 35 people in New York and San Francisco, with one person, Jeff Manning, in Baltimore, about 34 are focused renewable energy bankers.

Nick Knapp

PFR: What differentiates a boutique from bulge bracket firms and other large banks?

When we see a bulge bracket as a lead adviser there's a difference, because they don't have the same focus on renewables and typically the required fees are different for a boutique versus a bulge bracket. For us, if we have a big mandate we're going to staff it with our best guys and have no restriction on the resources we can deploy, and really manage everything, from creating a great story and a great marketing package to taking the time to really spoon-feed the investors in terms of everything they need for their credit package and everything they need to take to their committee. We really spend the time with them to develop that and go above and beyond what other advisers would do, which is typically leaving it with the potential investors to figure out. Any question they have or analysis they would like to see, we're going to deliver. Additionally, CRC does not have a learning curve, which allows for us to add value from day one and be extremely efficient with our clients' time. We often see bulge brackets have some level of learning curve as they often have a deal team that is not focused in the U.S. renewables market. This clearly is not a blanket statement, as there are a couple banks we consider strong in renewables and that we often co-advise with. Lastly, we're proud to run disciplined processes with immediate and successful outreach to the suitable investor universe every time for a client. ■

Check back next week for the third and final instalment of this Q&A.

PEOPLE & FIRMS

Guggenheim Hires Long-time Citi Banker

Guggenheim Partners has hired a power and utilities investment banker who had been with Citi for almost eight years.

The banker, **Philip Holder**, joined Guggenheim's New York office as a managing director this month, according to his LinkedIn profile.

Guggenheim's efforts to build a mergers and acquisitions practice in the U.S. power sector have been rewarded in the first half of this year with several mandates.

Deal watchers have credited the appointment last year of **Lehman Brothers** and **Barclays** alumnus **Gary Rygh** as senior managing director (PFR, 9/22) for the latest uptick in the firm's activity.

Since then, **LS Power** has tapped Guggenheim to auction off its Aurora and Rockford peakers in Illinois (PFR, 3/9), **Invenergy** has hired the team to market its Ector County plant in Texas (PFR, 2/22) and **Marina Energy** has roped the firm in on the sale of a portfolio of solar assets with commercial and industrial offtakers (PFR, 3/8).

The addition of Holder to the team follows the departure a couple of months ago of **Lauren Beshore**, an ex-**BNP Paribas** M&A banker who had been at Guggenheim since August 2015 and was a vice president.

Beshore has joined **The Carlyle Group** in Washington, D.C, as a v.p. in the global infrastructure investing team.

Holder has spent most of his career in New York, with the exception of a stint as an associate at private equity firm **Crimson Investment** in Palo Alto, Calif., from 2008 to 2010.

He was an analyst in the power and utilities investment banking division at **UBS** before moving to Crimson and returned to New York in 2010 to join Citi, where he was a director.

Following his departure, his coverage is being picked up internally by the rest of Citi's power and utilities investment banking team, says a spokesperson for the bank in New York. ■

PJ Solomon Adds Renewables M.D.

Peter J. Solomon Co. has appointed a managing director in New York to expand the firm's renewables coverage.

James P. McGinnis, known as Jim, joined the boutique investment bank on June 19 and reports to **Tim Bath**, m.d. and head of the infrastructure and power group, says a spokesperson for the firm.

His arrival at PJ Solomon comes after the firm launched its push into power and renewables last fall with the appointment of former **Goldman Sachs** m.d. **Jeff Pollard** (PFR, 10/30).

By March of this year, the firm had picked up a mandate from **Rockland Capital** to run the sale of the 290 MW Victoria Power Station combined-cycle gas-fired plant in Texas (PFR, 3/1).

McGinnis is a seasoned investment banker, having spent the bulk of his career at **Morgan Stanley** and **Goldman Sachs** before taking a series of buy-side roles at private equity firms.

He left his previous role as ceo of **Mainstream Renewable Capital**, the financing and investment arm of Irish developer **Mainstream Renewable Power**, in January.

"I have very much enjoyed my time at Mainstream and I will miss working with such a highly motivated team of colleagues across a diverse range of markets," he said in a statement at the time. "The company is about to enter a new and very exciting, high-growth phase and feel now is the right time for me to hand over the reins to Mainstream's Head of Corporate Finance, **Paul Corrigan** and his highly experienced team who will take forward the company's financing the investment needs."

Corrigan has been at Mainstream since 2008 and is based in Dublin. His team includes **Christopher Ryan**, the former cfo of **Beowulf Energy**, who joined Mainstream Renewable Capital as head of North America in February. ■

REPORTER'S NOTEBOOK

REFF Wall Street

Celebrity spotting, a Danish debut and the usual high quality food and drink marked REFF Wall Street this year, which was attended by *PFR* editor **Richard Metcalf** and reporters **Fotios Tsarouhis** and **Shravan Bhat**. Meanwhile, a salesman's instinct kicked in.

The **InterContinental** New York Barclay—or the Barclay, as New Yorkers would call the hotel—lived up to its reputation as "New York's Hideaway for the Rich and Famous," when former U.S. Secretary of State **Colin Powell** was spotted in the lobby on Wednesday afternoon.

If developers and financiers have ever dreamed of setting a **Guinness** World Record, maybe they should team up with **KIRKBI**, the Danish investment firm of **Lego Group**'s **Kristiansen** family. The building block maker constructed the largest ever Lego wind turbine in Liverpool, England, last May to mark the opening of the U.K.'s 258 MW Burbo Bank Extension offshore wind project, in which KIRKBI owns a 25% stake. KIRKBI's head of renewables investments, **Kasper Trebbien**, attended REFF Wall Street for the first time this year as he scopes out potential investments in the U.S.

PFR's reporters heard no complaints about the catering, which included filet mignon, branzino and mushroom ravioli on day one and shrimp scampi and herb-roasted chicken on day two. Cocktails and hors d'oeuvres were served, as usual, at the 230 Fifth rooftop bar, with a view of the Empire State Building.

To incentivize participants to fill out feedback forms, the event organizers put them into a prize draw. The winner—who had to be in the room at the end of the last panel at 5:15pm on Wednesday—would walk away with an iPad Mini courtesy of **Euromoney Seminars** and **ACORE**. After none of the first five names drawn from the tumbler could be located in the room, **Steve Schauer**, managing director at **KeyBanc Capital Markets**, was heard to exclaim, "Yeah, baby!" when his name was called out by **Greg Wetstone**, president and ceo of ACORE. Schauer was later spotted on the sidelines peddling the gadget to other conference-goers, sources tell *PFR*. ■