

Christopher E. Cather
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SPECIALIZATION

- Seasoned finance and business development professional with extensive experience, most notably in Maryland Solar Energy Industry, World Bank and Department of Justice
- Originated, developed project and drafted PPA proposal in partnership between EPC and Altus Power for 44 kW rooftop solar system for Adat Shalom Synagogue in Bethesda, MD
- Solar energy project development, origination and financial modeling experience
- Extensive solar energy proposal writing experience
- World Bank infrastructure projects in Argentina, Peru and Venezuela
- Published over twenty finance articles online on solar energy and corporate finance (see Publications)
- Advised solar energy clients on ITC, 1603 Grant, depreciation, state and local subsidies, SRECs
- Fluency in Spanish and German

EXPERIENCE

bluecrab solar

Annapolis, MD

President

2012 – present

- Founded bluecrab solar to address financing gap in commercial mid-market solar projects
- Filed 1603 Grant application for Baltimore client
- Advised Potomac Energy fund, a Frederick, MD VC fund, on 1603 Grant and safe-harboring modules
- Authored multiple articles on renewable energy finance online for RenewableEnergyWorld.
- Provided advocacy and testimony during hearings on solar energy industry during MD legislative sessions
- Proposed innovative financing solutions for solar projects in Maryland

KENERGY SOLAR

Washington, D.C.

Commercial Sales Manager

2010-2012

- Played key role in growing EPC startup to \$1.2 million in sales
- Originated, structured, negotiated and closed multiple solar PV commercial rooftop projects
- Drafted over twenty commercial proposals
- Utilized innovative financing solutions: PPA on Bethesda, MD synagogue; 1603 Grant for Solyndra system including white roof in tax basis
- Adat Shalom Synagogue, Bethesda, MD, named Maryland Energy Administration Success Story

DEPARTMENT OF JUSTICE /PRAGMATICS Litigation Case Management System

Washington, D.C.

Finance Manager

2006-2009

- Led financial, performance and contract management oversight of \$100 million software implementation as contractor supporting DOJ Project Management Office
- Prepared financial advisory and valuation analysis on Pragmatic's acquisition target

**DEPARTMENT OF VETERANS AFFAIRS/
CHERRY ROAD TECHNOLOGIES**

Washington, D.C.

Senior Financial Analyst

2005-2006

- Advised VA on managing \$600 million IT project portfolio
- Prepared annual IT project business cases
- Advised on improving capital planning process

CATHER CONSULTING ASSOCIATES

President

Arlington, VA

2003 - 2005

- Advised Wall St. client (Cohen Specialists, AMEX)
- Consulted for Pyramid Research in Cambridge, MA; drafted marketing report, Mobile Communications Markets in the Caribbean 2003 - 2008; traveled to Barbados, Trinidad, and Aruba for research

THE WORLD BANK

Washington, D.C.

Partnership Coordinator

2001 - 2002

- Structured partnerships with the Rockefeller Foundation, Asian and African Development Banks for International Comparison Program (measuring PPP)

CATHER CONSULTING ASSOCIATES

Arlington, VA

President

2000 - 2001

- Led team researching domestic debt and equity project finance sources in Indonesian power sector producing 100 page deliverable for Pace Global Energy Services
- Conducted interviews in Indonesia, Hong Kong and Singapore

THE WORLD BANK

Washington, D.C.

Latin America and the Caribbean Region (LAC)

Finance, Private Sector and Infrastructure (FPSI)

Consultant

1996 - 1999

- Prepared and supervised over US\$500 million in urban and rural transport projects in Perú, Venezuela, and Argentina
- Analyzed rail concession contracts on Buenos Aires Urban Transport Project (US\$200 million loan to Government of Argentina to rehabilitate and privatize metro and suburban railway system)

CLINTON-GORE '92 PRESIDENTIAL CAMPAIGN

- Presidential advance motorcade driver for VP Al Gore staff

EDUCATION

GEORGETOWN UNIVERSITY

McDonough School of Business

Washington, D.C.

MBA

2001

UNIVERSITY OF VIRGINIA
College of Arts and Sciences
Charlottesville, Virginia
BA
1986

PUBLICATIONS

SolarReviews.com

“What is Community Solar?”
(Ghostwritten)

RenewableEnergyWorld.com

“Maryland May Again Accelerate it’s RPS:
100 Percent Renewable Energy by 2035”

“Will TruSolar Change Renewable Energy Finance?”

“Can the U.S. Military Meet It’s Renewable Energy Goals and Still Give Investors A Fair Return?”

“Viewpoint: Solar Energy Finance 2013 - Beyond Traditional Tax Equity”

“10th Annual ACORE Conference Calls for Bipartisan Support and Continued Financial Innovation for Renewable Energy”

“Are Solar Developer Fees Declining?”

SeekingAlpha.com

“U.S. Treasury Grant for Solar Energy May Be Extended”

“Solar Energy Finance Series: Key Incentive Deadlines”

Editor’s Pick/posted on NASDAQ website

“Solar Sector: What’s Driving New Projects?”

“Government Financing Slow to Drive Solar Deals”

“Solar Stocks: Will ARRA Funding Shake Up the Sector”

“Renewable Energy Finance Forum: Looking to Washington for Guidance on New Financing”

“Marc Lasry and Mark Fisher: Navigating the Crisis - Past, Present and Future”

“First Solar’s New Revenue Stream”

“Why I’m Bullish on the Solar Sector”

“Investable Solar Sector Outlook”

“SunTech Power: Three Points to Consider for Q3 Earnings”

“Solar Stocks on Sale”

The Motley Fool/fool.com

“The Buyback Cash Cow”

“The World According to GAAP”

“Operating Cash Flow Tricks”

“Great Expectations a Pip”

“A Contrarian View on PalmOne”

“What Is a *Strong* Balance Sheet?”

“Skyworks’ Value Chain”

“PalmOne: Down But Not Out”

“PalmOne Gets Smart”

“Mediacom Battles Hurricanes and Satellites”

“AT&T Wireless Spooks Investors”

“Brown Gets Down”