

BOARD OF DIRECTORS APPLICATION

Contact Information:

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Biography:

Nick Kerwin joined the New Energy Equity team in 2021 and has over 12 years of experience in the solar industry. He has worked on residential, C&I, community solar, storage and small utility-scale projects across the country. Throughout his career, Nick has also been involved in working on policy at the state and local level that has helped grow the solar & storage markets in Colorado, New Mexico, Massachusetts, and Rhode Island. Nick has broad experience in solar finance, including acquisitions, lending, and tax equity. In 2018, Nick helped draft and pass the Storage Bill of Rights with Senate President Fenberg and continues to meet with him on a regular basis to discuss new policy proposals.

In his current role as Director of Project Acquisitions, Nick focuses on driving efficiencies, reducing transaction costs, and building long-term partnerships in markets across the country. Nick believes that harnessing capitalism, combined with smart policy is our best chance to avoid the worst consequences of Climate Change and transition to a clean energy economy.

In his free time Nick enjoys fly fishing, hiking, snowboarding, and spending time with his wife and two sons.

Solar or Storage Experience:

Nick has worked in solar since 2010 and began working on storage projects in 2019. He has worked for both EPCs and Finance companies throughout his career and understands the priorities and concerns of both businesses. Since 2017, Nick has worked for companies with a national presence and has become deeply familiar with DG solar and storage policies throughout the country. Nick brings a unique combined skill set, both financial acumen and a strong policy background which allows him to view good policy through an economic lens. Nick believes that the best DG solar and storage policy creates strong price signals to developers and EPCs to generate new project opportunities across the state. Those price signals can be in the form of incentives (NEM, SRECs, tax credits, etc), savings, or reduced build costs or operating costs (easing permitting,

interconnection, property tax reductions, etc). After all, the best projects are always win, win, win. Developers and EPCs make money, rate payers save money, and society burns less fossil fuel.

My Priorities:

1. Working to pass legislation that will result in Colorado regaining its place as a Top 10 state for DG solar & storage.
2. Working on legislative and regulatory solutions to decrease interconnection costs, timelines, and make Xcel more accountable.
3. Growing COSSA's capacity through increasing membership and finding new fundraising opportunities.

My Strengths:

1. **Policy**-I have worked on multiple pieces of solar legislation over the years and am familiar with DG solar and storage policy across the country.
2. **Finance**-I have been working in solar finance since 2017 and would bring strong financial acumen to the board.
3. **Stakeholder Balancing**-This begins with listening and then seeking to identify common ground and working toward shared priorities.
4. **Communication**-My background in sales and negotiation, and my master's degree in marketing has provided me with the ability to advocate for pragmatic solutions and translate legal and technical jargon to a variety of audiences.