

David Kopans

David Kopans is a co-founder and the Chief Financial Officer for EnergyClimate Solutions. He has been Head of Finance/CFO for two publicly traded companies and is a serial entrepreneur who has started, run, and advised software, hardware, biotech and clean energy companies. Although David started his career as a CPA and CMA at Coopers & Lybrand, he has been actively involved in the renewable energy industry since 2002.

Prior to ECS, David was Director of Finance and then Director of Regulatory Affairs at Fat Spaniel Technologies. In these roles he successfully positioned the company for its \$7 Million Series A funding round and then, as Director of Regulatory Affairs, was responsible for shaping state and regional monitoring and metering regulations for renewable energy programs. Regularly called upon to provide guidance, testify, and publicly comment on current and pending energy regulations across the US, David has been a frequent speaker at industry events such as the Automatic Meter Reading Association Autovation Conference, ACORE's POWER-GEN Renewable Energy & Fuels Conference, and the Northeast Sustainable Energy Association's Building Energy Conference. As the first Co-Chair of the California Solar Initiative's Metering Subcommittee, he was responsible for leading the drafting and development of the metering rules underpinning this \$3 Billion solar incentive program. On the East Coast, David worked as a member of ISO-NE's Demand Resources Working Group drafting the Forward Capacity Market Rules applicable to distributed generation and energy efficiency projects as well as developed the first set of verification procedures for distributed generation RECs approved by the Connecticut Department of Public Utility Control.

Mr. Kopans conceived of and co-founded Value Added Energy Information Systems, Inc. (VAEIS), a company dedicated to bringing to market critical enabling technology for the distributed generation marketplace. This company merged with Fat Spaniel in 2005 with David successfully negotiating and closing the transaction. Major clients at VAEIS at the time of the merger consisted of the largest producer of customer-sited Renewable Energy Certificates in terms of dollar value and SunEdison, the current leader in the solar PPA marketplace.

Prior to starting VAEIS, David was the founder of a number of software companies as well as the Head of Finance/CFO of two publicly traded companies. In these roles, he helped source, structure, and close investments and M&A transactions in these companies with a combined transactional value in excess of \$50 Million.

Mr. Kopans is a co-inventor of two technology patents that are currently under a license agreement that he sourced and negotiated with a major Fortune 500 software company. He has also been chosen as a finalist in MIT's Technology Review Magazine's TR100 competition. ("The TR100 list highlights top innovators and key leaders in technology

and business whose contributions to emerging technologies will profoundly influence the world.")

David is actively involved as a mentor to teams in the MIT Ignite Clean Energy competition and currently serves as Treasurer to the Board of Directors of the Northeast Sustainable Energy Association.

Mr. Kopans holds a BA in Economics and Public Policy from Brown University and earned his MBA with Honors in Finance and Accounting from NYU. He is also a former CPA and CMA having started his career at Coopers & Lybrand.