



Associate Position Job Description for Position Opening July 2019

CleanSource Capital, based in Charlotte, is the specialty finance affiliate of Abundant Power Group (www.AbundantPower.com), with the mission of providing environmental finance services to high-growth compelling sectors within the energy efficiency, distributed generation, and environmental conservation and sustainability fields, offering financing program design and administration and financial advisory services. To date, CleanSource has designed and administered "Green Community Programs" (the "Programs") for financing qualified energy efficiency, renewable energy, alternative fuels, and water conservation projects (the "Projects") of \$1 million to \$50 million in size, using its proprietary SAVES platform (Sustainable and Verifiable Energy Savings). Financing was originally arranged using Qualified Energy Conservation Bond ("QECBs") allocations in the jurisdictions where the Programs are established, working with conduit issuers to issue the QECBs on behalf of the Programs, until the QECBs were eliminated in the tax act of 2017. CleanSource administers four Programs in South Carolina, North Carolina, and Virginia representing over \$150 million in funding for 21 projects in the public and private arenas, which CleanSource services for the Programs, conduit issuers and borrowers. (e.g. www.VASAVESGCP.com) CleanSource is broadening its Programs to include other forms of tax advantaged "Green" bonds, such as Industrial Revenue Bonds, Solid Waste Disposal Bonds, and other similar bonds created to address the need for clean energy and infrastructure investing in the United States, with a goal of ultimately having over \$500 million in green bonds under management. In addition to its Programs, CleanSource manages the AlabamaSAVES Participating Loan Program for energy efficiency (www.AlabamaSAVES.com) and provides on-going financial advisory services to select clients in the sustainability and renewable natural gas industries. CleanSource offices with Abundant Power at 1447 S. Tryon St, Suite 301, just on the south side of Uptown Charlotte.

CleanSource is currently seeking a senior associate/vice president with the appropriate skill sets/work experience and professional interest to assist with the following tasks related to this line of work:

- 1) **Financial Modeling**: Take existing financial models used in underwriting Projects and update and expand to improve modeling capabilities and general usefulness; create financial models for use in new financing techniques and strategies, working with different funding approaches to conservation and sustainability-related Projects.
- 2) **Program Documentation**: Use template documents to draft the documentation for each new Program as established. Involves researching energy efficiency/conversation laws, policies and utility programs in each state in which a program is being launched to establish the policy supporting the Program.
- 3) **Marketing Assistance**: Prepare materials for marketing the Programs and winning business, such as presentations and case studies; prepare regular press releases; manage and update websites for the Programs.
- 4) **Project Underwriting Assistance**: Gather and compile due diligence materials on Projects submitted for funding through the Program and assist in the preparation of memos for review of the Projects for eligibility for funding through the Programs.
- 5) **Credit Underwriting Assistance**: Gather and compile due diligence materials on Borrowers to make preliminary assessment on general creditworthiness and ability to finance through the Programs. Assist in the preparation of memos for review of the credit of a Borrower.
- 6) **Transactional Support**: Assist in the closing of financings for Projects through general support such as maintaining Program and transactional files, coordinating informational requests with financing sources and conduit issuers, assisting with communications and conference calls with parties to transaction.

Focused and relaxed entrepreneurial work environment, with compensation package comparable to associate/vice president compensation in investment banking, private equity or consulting. Opportunity for small ownership grant vesting over time for the right entrepreneurial candidate.