



MMA Renewable Ventures works with energy consumers, project developers and institutional investors to deliver streamlined, tailored financial solutions that help make clean energy the cost-effective option.

MMA Renewable Ventures aims to stabilize the price of energy for customers by financing renewable energy and energy efficiency projects. The Company staff possesses both an in-depth understanding of project financing solutions that carefully manage financial risks and returns and a deep technical background in the technology and operations of renewable energy generation facilities and efficiency assets. Through its parent company, MuniMae, MMA Renewable Ventures brings considerable investment management expertise and financial strength to clean energy project finance.

**OUR FINANCE SERVICES:**

MMA Renewable Ventures provides leases, Power Purchase Agreements (PPAs), Energy Efficiency Purchase Agreements (EEPAs) and other customized financial solutions to improve the energy footprint of commercial, industrial and municipal organizations.

A PPA between an energy customer and MMA Renewable Ventures allows us to build an onsite power plant that provides reliable, long-term clean energy with no upfront capital costs or ongoing maintenance requirements for the customer. Under the terms of a PPA, MMA Renewable Ventures funds, owns and operates the solar energy system and sells the electricity generated to the energy customer through a predictable, long-term contract.

**OUR HISTORY:**

Headquartered in San Francisco, the Company has been active in renewable energy project finance and management since 1999 when it was established as a subsidiary of the Dutch utility NUON NV. In 2004, Renewable Ventures was acquired in a management buyout led by CEO Matt Cheney. In 2006, the Company was then acquired by MuniMae (NYSE:MMA), a diverse real estate finance and investment management company, to form the wholly-owned subsidiary MMA Renewable Ventures.

**PROJECT HIGHLIGHTS:**

**NELLIS AIR FORCE BASE** (Nevada)  
**SYSTEM SIZE:** 14 MW  
**ENERGY PRODUCTION:**  
25 million kWh/year

**DENVER INTERNATIONAL AIRPORT** (Colorado)  
**SYSTEM SIZE:** 2 MW  
**ENERGY PRODUCTION:**  
3.3 million kWh/year

**AC TRANSIT** (California)  
**SYSTEM SIZE:** 621 kW  
**ENERGY PRODUCTION:**  
767,000 kWh/year

**ESTÉE LAUDER** (New Jersey)  
**SYSTEM SIZE:** 600kW  
**ENERGY PRODUCTION:**  
650,000 kWh/year

**FETZER VINEYARDS** (California)  
**SYSTEM SIZE:** 901 kW  
**ENERGY PRODUCTION:**  
1.1 million kWh/year

## **OUR SOLAR MANAGEMENT TEAM:**

### ***Matt Cheney, Chief Executive Officer***

Matt Cheney, CEO of MMA Renewable Ventures, was formerly CEO and founder of Renewable Ventures LLC, a subsidiary of NUON Renewable Ventures USA LLC. Mr. Cheney also served as director of North American business development for NUON NV in Amsterdam. In addition to developing and implementing NUON's North American renewable energy portfolio strategies, Mr. Cheney managed U.S. mergers and acquisitions as a member of NUON's global M&A team, placing more than \$500 million of \$2 billion in potential investment capital. Mr. Cheney has more than twenty-five years in the fields of civil engineering, energy, and environment, including experience with the U.S. Agency for International Development in South America, the National Rural Electric Co-op Association's International Programs, the U.S. Department of Energy and the Utility PhotoVoltaic Group, now the Solar Electric Power Association. Mr. Cheney has a bachelor's degree from The American University and a master's degree from Johns Hopkins University's School of Advanced International Studies.

### ***Chad Sachs, Vice President - Project Development and Finance***

Chad Sachs is the principal architect of the company's project investment structure. He is responsible for raising tax-advantaged equity capital and debt to support the financing of new company projects. Before joining MMA Renewable Ventures, Mr. Sachs worked for JPMorgan Partners, the private equity arm of JPMorgan Chase, where he focused on growth equity and leverage buy-out opportunities in the telecom sector. He helped raise more than \$200 million in financing for portfolio companies. Mr. Sachs worked as a financial analyst for Credit Suisse First Boston. Mr. Sachs has an M.B.A. from Stanford University and a bachelor's degree in International Economics from Georgetown University.

### ***Joseph Kastner, Vice President – Solar Implementation and Operations***

Joseph Kastner is responsible for developing qualified renewable energy projects and overseeing the management of assets under construction and operation. Prior to joining MMA Renewable Ventures, he was responsible for project implementation, operations and maintenance as the U.S.-based renewable energy division manager for NUON Renewable Ventures USA LLC. Mr. Kastner's extensive renewable energy background includes academic research and professional experience. Mr. Kastner has a master's degree in Energy Engineering from Stanford University, a master's degree in Environmental Science and Management from the Donald Bren School at the University of California - Santa Barbara, and a bachelor's degree in Mechanical Engineering from the University of Minnesota.

### ***Mark McLanahan, Vice President – Vice President, Marketing and Strategy***

Mark McLanahan is responsible for sourcing, developing and negotiating qualified renewable energy projects that fit the investment profile of the company. Previously, Mr. McLanahan was with Gap Inc. for seven years, most recently as director of company planning with responsibility for business planning and financial risk management. Prior to that, he was on the EMEA financial planning team for Compaq Computer in Munich, Germany. He has more than ten years of business planning experience in corporate and startup environments. Mr. McLanahan has a master's degree from The Wharton School, University of Pennsylvania and an undergraduate degree in International Business from the University of Colorado.

### ***Paul Danielsen, Vice President – Solar Business Development***

Paul Danielsen is responsible for generating new solar energy investment opportunities. Prior to joining MMA Renewable Ventures, Mr. Danielsen worked for RewardStream where he repositioned the company's product line and developed a strategic sales and marketing plan for the North American market. Mr. Danielsen has more than 25 years of experience in business development and marketing. He began his career at Levi Strauss, where he developed the company's sports marketing initiatives. He was instrumental in the development of one of the first online sports site, Sportsline. He then migrated to digital marketing serving as VP of sales and business development at Netcentives and IQ Commerce. Mr. Danielsen has a bachelor's degree in Economics from the University of Colorado.