

Robert L. Pratt

Rob Pratt is the founder and Chairman of GreenerU, a company dedicated to helping colleges and universities become sustainability and climate leaders while reducing energy, water and infrastructure costs. GreenerU assists colleges and universities in significantly reducing greenhouse gas emissions through the design, engineering and implementation of energy and water efficiency projects, while integrating campus engagement and behavioral components in its programs and initiatives.

Under Mr. Pratt's leadership, GreenerU has become the largest energy/sustainability services provider to colleges and universities in New England. The company was recently named to the *2014 Inc. 5000*, positioned among the top 25% of the fastest growing private companies in the U.S.

Mr. Pratt was formerly the founder, Chairman and CEO of Energia Global International (EGI), a company that became one of the leading renewable energy companies in Central America. From a startup in 1991, EGI became the largest private power company in Costa Rica, with substantial power and distribution assets in Guatemala, El Salvador and Chile. Energia Global developed, financed and owned high and medium head hydro-electric projects and developed and financed what was at the time Latin America's largest wind farm in Costa Rica in 1998-1999. Mr. Pratt laid out the company's vision, built the EGI team, attracted prestigious U.S. and Central American partners and investors, and raised \$60 million in equity financing from 1991 through 2001, growing the company to annual revenue of \$40 million in electricity sales and assets of over \$240 million. Energia Global was acquired by Enel S.p.A., the largest electricity company in Italy, in a \$100 million transaction which was completed in June 2001. EGI, now known as Enel Latin America, is the largest renewable energy development company in Central America. In 2009, Rob was presented by Investors Circle the "IC-20 Award" in which Energia Global was named one of the 20 most "successful and impactful" companies that IC's social responsibility investors have invested in over the past 17 years.

Mr. Pratt is Chairman Emeritus and a member of the advisory board of the American Council On Renewable Energy (ACORE). He serves as Chairman of the board of the International Institute for Energy Conservation (IIEC), promoting energy efficiency policies and their implementation in developing countries, a non-profit organization that he founded in 1984. Mr. Pratt is a member of the Executive Committee and on the board of the Alliance to Save Energy (ASE), one of the largest non-profit organizations in the U.S. solely dedicated to the promotion and acceleration of energy efficiency. He is a co-founder, member of the Executive Committee, and a member of the board of the New England Clean Energy Council (NECEC).

After the EGI/Enel transaction, Rob was appointed to be the Director of the Massachusetts Renewable Energy Trust (RET), the \$250 million fund that was created to stimulate the supply of and demand for green power as part of the state's landmark law deregulating the electric utility industry in 1997. Under his leadership, the Renewable Energy Trust developed a series of innovative programs designed to promote the use of clean energy technologies. These included a nationally acclaimed \$50 million Green Building/Green School Program; a \$70 million program for large-scale renewable facilities, making available long term contracts for Renewable Energy Certificates (RECs) under the state's Renewable Portfolio Standard; the MA Green Energy Fund, a \$15 million investment fund for purposes of investing

in Massachusetts' clean energy companies; a \$10+ million community wind initiative to assist the state's cities and towns in siting and installing wind projects in the 1-5 MW range; and a series of incentive programs which resulted in the installation of approximately \$50 million in small and mid-size solar photovoltaic, wind and hydro installations over a 4-7 year period. Prior to founding GreenerU, Rob was the Senior Vice President of the Henry P. Kendall Foundation, where he worked with cities, states, nonprofit organizations and foundations in developing innovative, large-scale energy efficiency implementation projects.

GreenerU is the third company that Mr. Pratt has founded. His initial company was PRAXIS, Inc., a Massachusetts business which he co-founded in 1986, serving as its CEO. PRAXIS represented software and technology companies seeking to increase sales with the federal government, maintaining offices in MA and Washington, DC. Prior to PRAXIS, he was the Director for International Trade and Government Relations for Thermo Electron Corporation, a fast growing public company, where he was involved in the international marketing of cogeneration and industrial energy conservation products. In addition, Rob headed Thermo Electron's China Trade Program, assisting five of the company's divisions in entering and doing business in the PRC where the company achieved profitable operations.

As Executive Director of the New England Congressional Caucus in the late 1970s and early 1980s, Mr. Pratt directed the staff and programs of the bipartisan organization that was composed of the 25 Members of the U.S. House of Representatives from New England, particularly focusing on energy issues. Working with Congressman (later Senator) Paul Tsongas and other members of the N.E. Congressional delegation, Mr. Pratt led the creation of the New England Energy Congress, which resulted in a series of major legislative, regulatory and implementation victories. He started his career on Capitol Hill as a Legislative Assistant to Congressman Robert Drinan, focusing on energy, environment and the economy.

Mr. Pratt received an MPA degree from the John F. Kennedy School of Government at Harvard University, a JD degree from Georgetown University Law Center, and a BA degree in government with high honors from Wesleyan University.