



## Government Relations & Public Policy

### CLEAN TECHNOLOGIES

#### *Facilitating Development and Deployment of New Technologies*

Federal policies, including tax incentives, loan guarantees, grants, research and development, and regulatory regimes, create and sustain markets for new energy and environmental technologies.

Unlike firms whose emphasis is intellectual property, venture financing or corporate formation, the value we provide lies in our deep familiarity with virtually every aspect of federal energy, climate change, environmental, and natural resource policy. Through our extensive network of relationships with key Congressional and Executive branch policy makers, we work with our clients to drive federal support to their disruptive and new technologies targeted at energy and industrial markets.

Applying experience gained from service in senior positions on Congressional committee and member staffs, as well as at the Department of Energy, the Federal Energy Regulatory Commission (FERC), the Environmental Protection Agency (EPA), and FEMP, our professionals help clients by:

- Identifying products that may be affected by proposed regulations or policies.
- Working with clients and the Department of Energy to modify one-size-fits-all regulations to fit unique products and circumstances.
- Analyzing scenarios for potential energy efficiency policies, legislation, and regulations and the resulting impacts on clients to keep them ahead of the curve.
- Advocating for the development of particular policies and regulations that are in our clients' interests.

#### *Assisting Industry Leaders*

We advise clients who are developing, or investing in the development of, technologies, as well as companies who consume and use technologies such as:

- enzymes for biofuel production
- hydrogen fuel cells
- advanced electric metering infrastructure
- clean coal and carbon sequestration
- green buildings and materials
- renewable electricity generation
- synfuel development

- energy efficient products
- enhanced yield feedstock crops
- high-output LED lighting

### *Representative Projects*

#### *Green Power*

- The firm led a multi-renewable industry effort to extend and expand the scope of the renewable energy production tax credit.
- We represent several renewable technology entities, including geothermal, wind, hydroelectric, and waste-to-energy companies, on project development and transactions. Since 2000, the firm has advised on the development of renewable energy projects totaling over 1.3 gigaWatts.
- We assist venture-backed companies as they market clean energy and other technology products to the federal government and seek federal research and development dollars.
- For a number of clients that are pursuing advanced clean coal and coal gasification projects, we help integrate into their project planning the impacts of federal financial incentives and policy mandates, including tax and rate incentives, and potential climate change regulatory markets.
- The firm manages the Coal Utilization Research Council (CURC), a coalition of industry and educational institutions with an interest in promoting clean coal technology. CURC was a principal player in designing and advocating passage of the nearly \$7.0 billion in federal government incentives and authorizations for integrated gasification combined cycle (IGCC) and other clean coal technology programs now included in the Energy Policy Act of 2005.

#### *Alternative Fuels*

- We represent a leading cellulosic biofuel company before Congress, the Department of Energy and the Department of Agriculture on the energy and agricultural policies critical to the advanced biofuel industry.
- We represent several clients that are developing advanced clean vehicle technologies, including fuel cell, hybrid and alternative fuel vehicles.
- The firm, on behalf of the Engine Manufacturers Association, helped secure the first significant funding for the Advance Collaborative Emissions Study (ACES), a rigorous multi-year stakeholder study of new, cleaner, heavy-duty diesel engines supported by engine manufacturers, the DOE, the EPA, the California Air Research Board, environmental organizations, the Coordinating Research Council, and the respected Health Effects Institute.
- We created and manage the Cellulosic Biofuels Working Group, a collaborative industry effort to create federal incentives necessary to drive cellulosic technology forward to the marketplace.
- We represent clients interested in developing feedstocks for biofuels. These include next generation feedstocks such as camelina, algae, and corn and sorghum hybrids, as well as conventional timber and agricultural products.

- Leveraging our networks, we brought clients together and helped secure access to competitively priced feedstocks.
- Since the inception of the Corporate Average Fuel Economy standards (CAFE) program in 1975, we have been heavily involved in the development and subsequent interpretation and proposed amendments to, adaptation of the Corporate Average Fuel Economy standard. Our current work involves analysis of issues such as whether the program should evolve from an engine efficiency basis to a tailpipe emission basis, and how to incorporate potential biofuel mandates and plug-in hybrids.

*Energy Efficiency*

- For a startup information technology company looking to enhance its market presence and penetrate the government market, we have developed a federal legislative and educational strategy on potential energy savings from PC power management.
- We work with technology providers and electric utilities to implement more efficient power distribution networks. We also help utilities with load management issues, including engaging large consumers of power to develop creative, low-cost options to manage energy use.
- We advise several companies and utilities that are developing advanced metering technologies.
- For an HVAC manufacturer, we obtained regulatory adjustments from that created markets for its advanced technologies.
- On behalf of a building materials company, we obtained EnergyStar certification for aluminum windows that significantly expanded the size of the market for their product.
- We have assisted the U.S. Green Building Council (responsible for promulgation of the LEED for buildings) to manage their explosive growth, build their chapter network and advocacy capabilities, become a technical resource for government agencies, and achieve recognition from standards-setting bodies in a host of areas.