

Offtake Advisory

Structuring offtake agreements for developers and buyers, focusing on facilitating project success by balancing risks and enabling upside

Value Drivers



60+ years of combined experience & more than 500 offtake agreements reviewed



Deep relationships with developers, corporate buyers, and expertise in decarbonization strategies and offtake structures



Coordination with tax credit, financing and M&A teams to consider all aspects of project value when negotiating offtake agreements

Select Experience

<p>2021-2024</p> <p>Offtake Advisory and Buy Side Up to 3GW Wind & Solar Projects in North America</p>	<p>SEPTEMBER 2023</p> <p>PTC Tax Credit Sale & Debt Raise 306 MW Solar Project in ERCOT</p>	<p>AUGUST 2023</p> <p>\$214,400,000 REC Purchase & Tax Equity Investment 255 MW Solar & 107 MWh BESS Stampede Project</p>	<p>DECEMBER 2020</p> <p>Tax Equity & REC Offtake in 250 MWac Taygete I Solar Project Owned by </p>	<p>AUGUST 2020</p> <p>Acquisition of 631 MW_{DC} Aktina Solar Project from </p>	<p>APRIL 2020</p> <p>Altamont Winds LLC</p> <p>Tax Equity, Term Debt, and Construction Debt Financing 57.5 MW Wind Project Provided by </p>
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Dedicated Team



Joan Hutchinson
Managing Director
Co-Head of Offtake Advisory



Matt Bigham
Managing Director
Co-Head of Offtake Advisory



Patty Liao
Director

Core Services

- Renewable Energy Offtake & Acquisition
- Low Carbon Fuels Offtake
- Hedge Structuring
- Risk Management Advisory
- Corporate Buyer/Developer Partnerships