

Board of Directors

OVERVIEW: BOARD MEMBERS *(serve a three-year term)*

The Board of Directors consists of nine Directors of the Corporation. Member Representatives shall appoint four of the Directors from the member municipalities having a population of at least 50,000 people, as shown in the most recently available decennial census information (the “Member Directors”); three of the Directors shall be individuals from the private or public sector (the “At-Large Directors”); and the Chief Executive Officer and the Chief Operating Officer of the Corporation shall be ex officio Directors of the Corporation (the “Ex Officio Directors”). *The Board oversees EIC’s management in the pursuit of the Corporation’s mission: The mission of the Energy Improvement Corporation (EIC) is to design and operate successful assessment financing programs to reduce greenhouse gas emissions and provide other environmental public benefits in New York State. EIC is a program administrator and enables a public benefit on behalf of its member municipalities, relieving them of financial exposure and the administrative burdens of operating the programs. Improvements are financed by EIC approved capital providers in accordance with EIC’s underwriting guidelines and NYSERDA’s guidelines. EIC endeavors to create and operate programs which address climate change. EIC’s goal is to operate in a self-sufficient manner without subsidies from rate payers.*

ERIC ENNIS is Director of Business Development, City of Syracuse, serves as the Director of Business Development for the City of Syracuse in the Department of Neighborhood and Business Development, which directly assists with commercial and mixed-use project coordination, provides technical and financial assistance, and oversees strategic initiatives designed to promote, attract, and encourage business growth within the Syracuse community. He also serves as the Executive Director of the Syracuse Economic Development Corporation (SEDCO), which provides small business loans to firms in Syracuse. Prior to working in economic development, Eric managed the Syracuse allocation of the Community Development Block Grant (CDBG) federal program. He has a Master of Public Administration from the Maxwell School of Citizenship and Public Affairs at Syracuse University and a Bachelor of Arts in Environmental Design from the School of Architecture and Planning at the University at Buffalo. *(3 Year Term; Expires 2023)*

KATHRYN HOENIG is an attorney and senior executive with experience in financial services, asset management and sustainability initiatives. She has served in many roles – Chief Operating Officer, General Counsel, Director, consultant, family office founder, entrepreneur – at both public companies and start-ups. She has devoted the majority of her career to creating and marketing innovative financial products to sophisticated clients.

Ms. Hoenig served on EIC’s Board of Directors from 2010-2014, including as Chair, and was EIC’s Chief Operating Officer from 2015-2017. Prior to working at EIC, Ms. Hoenig spent 12 years as a consultant to hedge funds, investment banks, broker-dealers and other financial service companies on a range of business issues.

Ms. Hoenig launched her consulting firm after having served as Senior Vice President of Corporate Strategy at Investment Technology Group (ITG) where she led marketing and communications and worked with the CEO to develop and implement the integration strategy for newly acquired Hoenig Group Inc.’s brokerage business.

From 1992 until 2002, Ms. Hoenig served as General Counsel, Corporate Secretary and as a Director of Hoenig Group Inc., a NASDAQ-listed financial services company with over \$100 million annual revenues that offered global brokerage and asset management services to institutional clients through its operating subsidiaries in New York, Boston, London, Hong Kong and Tokyo. During a decade at Hoenig, she established global legal and compliance, investor relations and client service functions, and worked closely with the CEO on corporate strategy, including the sale of the company to ITG.

Ms. Hoenig began her career as a litigation associate at Cadwalader, Wickersham & Taft, where she specialized in white collar defense, insider trading, complex securities and commercial litigations, and regulatory investigations and proceedings. *(1 Year Term; Expires 2021)*

SUSAN MORTH is the CEO of the Energy Improvement Corporation, a NY State C-PACE program administrator. Ms. Morth leads overall operations, including the development and implementation of OPEN C-PACE, a public/private partnership that provides commercial property owners innovative financing for energy efficiency and renewable measures. Ms. Morth is the Founder and Chair of the EIC Advisory Committee, a national C-PACE working group which includes large commercial property managers and specialty finance companies.

Ms. Morth has over 20 years of capital markets experience including the development of new financial products. Prior to EIC, Ms. Morth was a Partner at Empirical Research Partners and Sanford C. Bernstein & CO LLC.

AUNDRE OLDACRE Aundre's role as a founding partner at AoRa Development is to find, evaluate, and prepare deals to be underwritten by lenders and investors. He is instrumental in creating the architectural design and vision for AoRa's projects. He implements various strategies to find off-market deals that are either undervalued development sites or add value acquisitions. Once acquired, he manages the process from start to finish, ensuring the latest technologies are applied for the most efficient and expedient building methods. Aundre prioritizes sustainability, through the utilization of renewable energy sources, municipal tax incentives and programs, the latest PropTech solutions, property management software, and offsite construction. He is a modular construction expert that speaking at World of Modular and other notable conferences and podcasts. As a result, these practices, he increases IRR for investors and the firm. Aundre has completed the Cornell commercial real estate program. The program all aspects of a commercial deal including acquisition, managing development, financing the deal, creative financing, property management, asset management, and underwriting. He also completed Columbia's Construction Finance certification learning to accurately provide cost estimates, quantity takeoffs, feasibility, financial modelling, and manage risk during a project. Aundre is Chairman of the board of the Off-Site Construction Council with the National Institute of Building Sciences.

ALAIN PIERROZ is Chief Operating and Financial Officer and joined Energy Improvement Corporation in March 2016 with over 30 years of progressive experience in finance and operations management within the banking and manufacturing industry. Mr. Pierroz has a strong ability to streamline business operations and develop and implement financial controls. Mr. Pierroz obtained his CPA license in Lausanne, Switzerland while working as an international auditor with Swiss Bank Corporation.

MICHAEL RAYMOND, Chief Financial Officer of Prime Companies, oversees all aspects of the finance department including budgeting, internal controls, and monthly and annual financial reporting of the company's complex portfolio of real estate brands. Prior to joining Prime Companies, Mr. Raymond worked at The Ayco Company, L.P, Sandler O'Neill & Partners, and Interstate Commodities. Mike holds a B.A. in

Political Science with a minor in Economics from Siena College, and a M.S. in Financial Analytics from the Pace University School of Business in New York. In 2018, Mike was named one of Albany Business Review's 40 Under 40.

LUCAS ROGERS is a Senior Policy Analyst in the Office of the Albany County Executive. In this role he works to implement the County Executive's policy goals in the areas of energy and environmental sustainability, public health and indigent defense. He is the Climate Smart Communities Coordinator for Albany County and is currently working on initiatives to reduce the carbon footprint of the County's operations. Before joining the County Executive's Office, Lucas worked as a Legislative Analyst at the Washington, D.C. law firm, Williams and Jensen, where he worked with clients in the energy, health care and financial services sectors. He has an undergraduate degree in Political Science from SUNY Oswego and a Master's Degree in Public Policy from the University of Pittsburgh. *(3 Year Term; Expires Annual Meeting, 2023)*

STEVEN STRICHMAN AICP, Commissioner of Planning & Economic Development, City of Troy, where he has been instrumental in driving the City's economic recovery. Under his leadership, the City initiated a new Comprehensive Plan, created a Regional Land Bank, successfully led an effort to change New York State's Increment Finance Law, and won millions of grant dollars for the City. He has previously served as Executive Director of the Capital Region Land Bank, and Zoning Officer and Director of Development for the City of Schenectady. Mr. Strichman holds a B.S. in Management with a minor in Economics from Rensselaer Polytechnic Institute and a M.A. in Policy from SUNY Empire State College.

ALEX SUTHERLAND, Director of Operations, City of Schenectady, has served in this role since September 2017. He serves in the Office of the Mayor to coordinate day-to-day operations of city departments, implement city policy objectives, and facilitate communication with the City Council, other governmental agencies, and the public. Under the leadership of Mayor Gary McCarthy, the City of Schenectady has received national recognition for sustainability and innovation, using data driven solutions to improve quality of life for residents. In 2018, Schenectady received the Climate Protection Award from the United States Conference of Mayors for installation of municipal solar arrays, LED lighting, and as an Electric Vehicle Destination. Prior to joining the City of Schenectady, Alex served as a Regional Coordinator in the New York State Assembly's Department of Communication and Information Services. He has a Bachelor of Arts in Political Science from SUNY Plattsburgh.