

# WILSON SONSINI

## Todd G. Glass

PARTNER

Energy and Climate  
Solutions

Seattle  
San Francisco

tglass@wsgr.com  
206-883-2571  
415-947-2071



## FOCUS AREAS

Clean Energy  
Energy Regulation and  
Competition  
Energy and Climate  
Solutions  
Project Development and  
Transactions  
Sustainability and  
Decarbonization

## HIGHLIGHTS

- Energy and Climate Solutions Practice Leader**  
Todd represents energy companies, project developers, and investors in groundbreaking energy project matters, transactions, and financings in North America, Asia, and Europe.
- Broad and Deep Energy Industry Expertise**  
He has served enterprises as lead project counsel in various transactions for clean energy and industrial decarbonization projects, new business models, and technologies, including utility-scale and distributed solar, wind, energy storage, hydroelectric, microgrids, EV infrastructure, and carbon capture, use, and sequestration.
- An Advocate for Clean Energy, Choice, and Competition**  
Todd has represented innovative energy companies and customers in matters before Congress, FERC, and state regulatory commissions to advocate for competitive opportunities for clean energy, retail customer choice, and innovative business models and has accordingly been interviewed and quoted in numerous national and international publications.
- A Recognized Practitioner**  
Todd has consistently been recognized as a leader in his field by *Chambers Global* and *Chambers USA* for the past 12 years and teaches Energy Project Development Finance at UC Berkeley Law School.

## EXPERIENCE

Todd Glass is a partner at Wilson Sonsini Goodrich & Rosati, where he leads a market-leading energy development and finance practice focused on the representation of energy companies, project developers, and investment banks engaged in new business models, technologies, and financing mechanisms revolutionizing how energy resources are generated, sold, stored, and consumed.

Todd has extensive experience with the development, purchase, and sale of renewable and thermal generation and industrial decarbonization projects; structuring, negotiation, and implementation of novel off-take transactions, project development transactions and financings; and state and federal regulation of the energy industry. He served as lead project counsel in the commercialization, project development, regulatory approvals, and financing of alternative energy projects and technologies, including solar photovoltaic (PV), concentrated solar, wind, energy storage, hydroelectric, microgrids, and carbon capture, use, and sequestration. His practice also includes development and project financings of behind-the-meter decarbonization, water, and energy efficiency projects integrated into industrial and commercial operations.

Notably, Todd has led some of the most significant energy deals in North America, including landmark energy projects, such as the 14.2 MW Nellis AFB Solar Project (the first utility-scale solar PV project in the U.S.), BrightSource Energy's concentrated solar power purchase agreements (totaling 900 MW) for its Ivanpah project (the world's largest solar thermal power plant), and Stem's 85MW energy-storage enabled distributed demand response agreement in Southern California (a first-of-a-kind utility-scale energy storage transaction), and several first-of-a-kind carbon sequestration projects.

In addition, Todd represents utility-scale solar and other renewable energy clients in their power sales, renewable energy credit (REC), and carbon credit transactions, portfolio acquisitions and dispositions, and he advises energy technology companies on a variety of commercial matters, national and international joint ventures, company mergers and acquisitions, and venture and other equity and debt financings.

## CREDENTIALS

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### Education

- J.D., Northwestern School of Law of Lewis & Clark College, 1994  
*Certificate in Environmental and Natural Resources Law; Editor-in-Chief, Environmental Law, the law review of Northwestern School of Law of Lewis & Clark College (1993-1994)*
- M.P.A., Environmental and Natural Resources Policy, University of Washington Graduate School of Public Affairs, 1992
- B.A., Cornell University, 1988  
*Magna Cum Laude*

### Associations and Memberships

- Adjunct Faculty/Lecturer, Energy Project Development and Finance, UC Berkeley School of Law (2012-present)
- Elected Director at Large, Solar Energy Industries Association (SEIA) (2011-2015), outside counsel (2016-present)
- External Advisory Board, Cornell Atkinson Center for Sustainability
- Cornell Silicon Valley Advisors

### Honors

- Recognized in the Renewables & Alternative Energy Projects category of the 2011-2021 editions of *Chambers Global: The World's Leading Lawyers for Business*, in which he was described as "an expert in the financing and development of renewable energy projects" and as someone "the market will seek . . . out because he really knows the business"
- Named among the country's top renewables and alternative energy projects attorneys in the 2010-2021 editions of *Chambers USA: America's Leading Lawyers for Business*

### Admissions

- Bar of the District of Columbia
- State Bar of Alaska
- State Bar of New York
- State Bar of Oregon
- State Bar of Washington

## INSIGHTS

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### Select Publications

- "Election 2020: It's Time to Consider an Electricity Customer Bill of Rights," *Utility Dive*, November 3, 2020
- "Use It or Lose It: The Once-in-a-Generation Opportunity to Change the U.S. Electric Grid," *Utility Dive*, April 29, 2019
- Testimony of Todd G. Glass on Behalf of the Solar Energy Industries Association, Before the U.S. House of Representatives Committee on Energy and Commerce Subcommittee on Energy, September 6, 2017
- Todd has been interviewed and quoted in numerous national and international publications, including *Financial Times*, *The Wall Street Journal*, *Power Finance & Risk*, *Business Times*, *Marketwatch*, *BusinessWeek*, *China Economic Review*, *China Venture News*, *Xinhua Financial News*, *The Recorder*, *Christian Science Monitor*, *The Deal*, *MSNMoney.com*, *CNBC*, and *Inside Counsel*

## Select Speaking Engagements

- "How to Contract with Clean Energy Companies," REBA Workshop on Unlocking Buyers' Potential to Drive Clean Energy Technology Deployment, April 2021
- "California Market Developments: Shifting Fundamentals, Policy Turbulence, and Power Devolution/Concentration," Third Annual NW Wholesale Power Markets Conference, Portland, Oregon, May 2019
- "The State of the Solar Industry and the Road Ahead," Solar Power Finance & Investment Summit, San Diego, March 2019
- "PURPA at 40: Mission Accomplished?" SEIA Policy Summit, December 2018
- "The Fasten Seatbelt Light Is On: Shifting Fundamentals, Policy Turbulence, and Power Market Reform," Solar Power Finance and Investment Summit, San Diego, March 2018
- "The State of the Utility Scale Solar Industry: Accelerating Into The Turn," Utility Scale Solar Summit, October 2015
- "Distributed Solar: Is the Sky Falling?" Solar Power Finance & Investment Summit, San Diego, California, February 2014