

Eufard "Ford" Cooper, MBA

ProSidian Consulting Practice Leader - Energy & Sustainability

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Relevant Experience (20 years)

Eufard "Ford" L. Cooper, Jr. is the Principal/Practice Leader – Energy & Sustainability for ProSidian Consulting. His role in this capacity focuses on the development and the execution of strategically diversified solutions focused on best practices, thought leadership, market presence, and alignment with client business needs.

Mr. Cooper is an accomplished infrastructure energy, water, and sustainability business leader with 10+ years of General Management, Business Development, Organizational Management, and Operations Management success. Mr. Cooper brings exceptional financial, communication and transaction skills that have been sharpened via 7+ years of Wall Street investment banking and 14+ years of hands on leadership and operational experience.

Mr. Cooper's prior energy and sustainability leadership and general management roles include positions with organizations such as Enron Corporation, Johnson Controls, Insituform Technologies, Inc., Environmental Credit Corp., and Donaldson, Lufkin & Jenrette Securities Corp. Mr. Cooper holds a BS in Economics and an MBA, both from Penn State University. Mr. Cooper also has the distinction of being a member of Penn State's first National Champion Football Team.

Mr. Cooper started his career as an Account Executive for Donaldson Lufkin & Jenrette Securities Corporation (DLJ) marketing to high net worth individuals and medium sized institutions. From there he went on to join DLJ's Public Finance division where he became a Vice President after having served as a primary investment banker on a \$370 Million debt restructuring for the City of Philadelphia Gas Works. In his role as an investment Banker Mr. Cooper developed negotiated, competitive, and private placement financings related to energy, water, and other infrastructure projects for states, municipalities, and other tax-exempt entities throughout the



United States. Since his time as an investment banker, Mr. Cooper gained progressive and broad operational experiences in roles ranging from Finance Director (domestic and international), Sales Manager, General Manager, Executive VP, and COO.

As a General Manager Mr. Cooper has led energy and water related service and project development operations/teams throughout the US focused on delivering operational/execution efficiencies, balance sheet improvement, and increased earnings integrity. Mr. Cooper has obtained valuable hands on experience in all aspects of General Management with a keen focus on identifying and implementing changes to improve/enhance safety, cash/asset management, sales and business development, and project execution.

As a Business Developer, Mr. Cooper has overseen the development of many water and energy related projects. These projects have ranged from water/waste water finance and implementation, to creation of carbon credits (environmental attributes) from energy efficiency projects.