



REDD Projects

SunOne Brasil was established in late 2009 in order to prepare projects that would qualify for “reduced emissions from deforestation and forest degradation” (or REDD) carbon offsets. Avoided deforestation is the single highest-value, most cost-effective means of reducing greenhouse-gas (GHG) emissions available to the planet. Approximately 25% of global emissions come from deforestation. Brazil’s share of the Amazon basin constitutes about a third of the world’s tropical rainforests.

SunOne Brasil provides project development and advisory services to private, government, and non-profit clients on a wide range of environmental and infrastructure challenges

Forestry and Land Management

- REDD Projects: design and implementation of REDD carbon offset projects, property preparation and maintenance, legal and financial services
- Agriculture Services: ecological site descriptions, forage and inventory analysis, project mapping

Environmental Business and Project Services

- Project Management: design and implement of agricultural, forestry, clean-tech, and renewable energy projects
- Green Sector Analysis: economic assessments and sectoral strategies
- Business Facilitation: feasibility studies, marketing strategy development, product lifecycle management, and financial forecasting

OUR OFFICES

BRAZIL OFFICE

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Energy and Infrastructure

- Climate Change Policy and Offset Projects: design, development, and registration of carbon projects, climate strategies, carbon neutrality
- Infrastructure Development: public-private partnerships, regulation for network industries, competition policy
- Renewable Energy: wind and solar project funding, biomass project development, economic and technical analysis

Investment Services

- Industry and Company Research: project financing, due diligence, investment target identification
- Deal Structuring: financial modeling, valuations, term sheet drafting, project finance analysis, cash management optimization
- Project financing: fundraising, investor research, mergers and acquisitions

With over 50 years of combined experience, our team consists of former employees of the World Bank, U.S. Agency for International Development, major financial firms, and large multinational companies who have worked on environmental and infrastructure projects in over 25 countries. Please see our key team member bios on the backside.

Our investors and strategic partners include C-Quest Capital (www.cqcllc.com), Endesa Carbono (www.endesacarbono.com), and Nebraska Heavy Industries (www.nebraskaheavyindustries.com).

Please contact Konrad Huber (konrad@sunonesolutions.com) or John Hodges (john@sunonesolutions.com)

The SunOne Brasil Team

Konrad Huber

Konrad leads business development in Brazil for SunOne Solutions. Before working with SunOne Solutions, Konrad gained 18 years of experience and training in international development and diplomacy, including previous positions with UN agencies, the Organization for Security and Cooperation in Europe (OSCE), the U.S. Department of State, and other organizations. He also served as Africa Team Leader for USAID's Office of Transition Initiatives, where he directed staff in multiple country programs and managed \$40-50 million annually in U.S. foreign aid. This experience included long-term residences in and frequent travel to Latin America, Africa, Asia, and Eastern Europe. He is a seasoned manager specializing in stakeholder analysis, consensus-building, and community development, particularly in remote environments. Konrad's area of focus is Reducing Emissions from Deforestation and Degradation (REDD) projects. Konrad holds a Masters in Public Administration from Harvard University and a Bachelor of Arts from Brown University. He speaks fluent Portuguese and Spanish, among other languages.

Dan Cornwell

Dan is a Special Advisor to SunOne Solutions, focusing on international business development, especially in Brazil. Dan is an expert in corporate finance, competitiveness, and business strategy, having spent 15+ years as a senior member of leading strategy consultancies where he helped large multi-national companies grow, enter new markets and compete more effectively. He worked in Brazil for four years with the Monitor Group and speaks fluent Portuguese. Dan received a B.A. from Yale University and an M.B.A. from the Wharton Business School.

John Hodges

John is the Founder and President of SunOne Solutions and is based in our Colorado office. John is a former staff member in the World Bank's Sustainable Development Group, where he managed energy, transport, and environmental projects in Asia, Eastern Europe, and Latin America. During his time at the World Bank, John also served as an advisor to the Bank's Vice President for Sustainable Development and served in the Bank's Thailand and Kosovo Country Offices. Prior to his involvement with the World Bank, John held various positions with multinational transportation companies and financial investment firms in Latin America and Eastern Europe. John has authored several publications and articles on infrastructure development, competition policy, and the carbon industry. John holds a Masters in Public Administration from Harvard University, a Master's in International Business from University of South Carolina, and a Bachelors in International Trade and Finance from Louisiana State University. He speaks fluent Spanish, among other languages.

Forrest Mertens

Forrest is the Chief Operating Officer of SunOne Solutions and is based in our Colorado Office. Before joining SunOne, Forrest worked as an investment professional at MVC Capital (NYSE: MVC), a publicly traded private equity and venture capital firm, where he was responsible for sourcing, executing, and managing investments in early and growth-stage companies. He worked closely with the boards and management teams of dozens of portfolio companies, and served as a Director of Phoenix Coal (TSX: PHC). Forrest developed sector expertise in several diverse industries, such as mineral resources, renewable energy, wireless telecommunications, and mobile asset tracking systems. Prior to MVC Capital, Forrest worked in both marketing and manufacturing for Next Level Communications, a telecommunications equipment company acquired by Motorola in 2003. Long before SunOne, Forrest entered the working world as a farmhand on his family's dairy in Sonoma, CA. Forrest holds a MBA from Northwestern's Kellogg School of Management and a BS in Business Administration from Boston University.