

BRUCE USHER

Columbia University – Columbia Business School
Uris Hall 316A, New York, NY 10027
<http://www8.gsb.columbia.edu/cbs-directory/detail/bmu2001>
e-mail: bmu2001@gsb.columbia.edu
(o) 212 854 7631 / (m) 917 287 5638

EXPERIENCE

COLUMBIA BUSINESS SCHOOL New York
Professor of Professional Practice 2015 – Present
Elizabeth B. Strickler '86 and Mark T. Gallogly '86 Faculty Director and
Co-Director, Tamer Center for Social Enterprise 2011 - Present

- Developed four new social enterprise courses in the MBA program, focusing on the use of financial tools to solve environmental and social issues. Courses currently taught;
 - *Finance & Sustainability* – Fall 2015
 - *Carbon Finance* – Spring 2016
 - *Impact Investing* - Spring 2016
 - *Investing in Social Ventures* – Fall 2015 and Spring 2016
- Chair of the Investment Board, The Tamer Fund for Social Ventures;
- Active speaker at events on social enterprise and impact investing;
- Adjunct Professor from 2001-2015;
- Received Dean's Teaching Award 2009 & 2014.

ECOSECURITIES GROUP PLC New York
Chief Executive Officer 2002 - 2009

Built the world's largest public carbon credit company, structuring greenhouse gas emission reduction projects for compliance with the Kyoto Protocol. Acted as principal intermediary between projects in developing countries and buyers of carbon credits in Europe and Japan.

- Led multiple financing rounds and IPO on London Stock Exchange, December 2005;
- Grew company from 20 employees in three countries, to 300 employees in 21 countries;
- Expanded project portfolio from a few projects to 408 projects in 36 countries;
- Revenue grew to €9.5m in 2008, P&L from (€45m) in 2007 to break-even in 1H09;
- Sale of entire company to JP Morgan, US\$210 m, December 2009.

TREASURY CONNECT LLC New York
President & CEO, Co-Founder 1999 - 2001

Created a software firm providing electronic trading solutions to banks, investment banks, and Global 1000 corporations.

- Negotiated and raised \$3.4 million in venture capital from investment subsidiaries of AIG-FP, Enron Corporation, The Williams Capital Group, and eVentures International;
- Hired and managed 20 employees in New York and Los Angeles;
- Sold company to eSpeed Inc. (Nasdaq:ESPD), the world's largest electronic financial company, May 2001. Managed Software Solutions Group for eSpeed post-acquisition.

THE WILLIAMS CAPITAL GROUP, L.P.

New York

Chief Operating Officer, Limited Partner

1994 - 1999

Partner in a boutique institutional investment bank specializing in capital markets activities for major corporations and institutional investors. Responsible for managing sales, trading, and admin, while supporting strategic development.

- Hired and managed 55 employees with offices located in New York and London;
- Firm grew from \$500,000 to \$25 million in annual revenue during tenure. Profitable every year since 1995;
- Successfully completed applications for membership in the New York Stock Exchange and the SFA in the U.K; passed annual audits by the SEC, NYSE, NASD and SFA;
- Negotiated and structured a \$3 million equity investment from HypoVereinsbank.

LEHMAN BROTHERS INC.

New York & Tokyo

Vice President – Derivative Products Group

1992 - 1994

Associate – Global Finance Department

1988 - 1990

Combined skills in financial engineering and trading to develop derivative products that were purchased by institutional investors in Japan and the U.S.

- Hired in New York as a Vice President after business school. Responsible for using derivatives to structure and trade bonds linked to currencies and interest rates.
- Hired in Tokyo as an Associate with responsibility for creating structured financial products for Japanese institutional investors.

THE CHUO TRUST & BANKING COMPANY

Tokyo

Analyst – Capital Markets Department

1986 - 1988

Became the first foreign trainee, and then the first foreign employee, of this mid-sized Japanese bank. Lived life of a typical Japanese “salaryman”, including living in a company dormitory. Specialized in trading yen currency and interest rate swaps.

EDUCATION**HARVARD BUSINESS SCHOOL**

Boston

Master in Business Administration with Distinction

1990 - 1992

QUEEN’S UNIVERSITY

Kingston, Canada

Bachelor of Commerce with Honors

1982 – 1986

PUBLICATIONS**OP-EDS**

- “Real Progress on Emissions Can Lead to a Global Pact”, NYTimes.com, Sept 29, 2014
- “The U.S. as a Climate Change Leader?”, Huffington Post, September 23, 2014
- “On Global Warming, Start Small”, The New York Times, November 27, 2010
- “Red China, Green China”, The New York Times, May 7, 2010

BOOK CHAPTERS

Usher, Bruce and Albert Gore III (2015). “The Spectacular Growth of Solar PV Leasing” in Renewable Energy Finance: Powering the Future. Ed Charles W. Donovan, World Scientific Publishing Co

CASES PUBLISHED BY COLUMBIA CASEWORKS

- Stanford Dumps Coal (2015) – coauthored with Andrew Ang
- EasyPay: An Alternative Loan for the Underbanked (2014)
- Keystone Solar (2013)
- E+Co: A View from the Boardroom (2013)
- The Jersey-Atlantic Wind Farm (2012)

OUTSIDE ACTIVITIES

USHERWORKS

2009-Present

Impact investor and advisor to a portfolio of early stage clean energy, energy efficiency, and resource use companies (UsherWorks.com). Focus is on climate change related opportunities.

- Community Energy, Inc. - Director
- OptiRTC Inc.- Director
- REConnect Energy – Advisor
- Closed Loop Fund – Investment Committee Member
- Mosaic - Advisor

United Nations Fund for International Partnerships –Advisory Board member (2013-Present)

The Williams Capital Group, LP – limited partner (1994-Present)

The Climate Trust – strategic consultant (2015)

KfW Financial Sector Symposium “Greening the Financial Sector” – external expert (2014)
