

Greenbacker Adds Two Senior Hires to Business Development Team

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Greenbacker Capital Management LLC has added two senior professionals to newly created roles in its business development team. Christine Nguyen will serve as director of national accounts, and Amy Socha as transfer agency manager.

As director of national accounts, Nguyen will take a leadership role in the development and execution of sales and distribution plans for Greenbacker investment products and will aid in the development of new products.

She most recently served as director of national accounts for Select Capital Corp., which served as the dealer manager for offerings sponsored by SmartStop Asset Management. She previously worked in alternative investment-related roles for LPL Financial — the industry’s largest broker-dealer by revenue — and the broker-dealer First Allied Securities. She holds FINRA Series 4, 7, 24, 53, 63 and 66 securities licenses and is a graduate of



Hawaii Pacific University.

Socha, a 20-year veteran of the financial services industry with experience in mutual fund operations management, will lead Greenbacker's investment operations functions.

As transfer agency manager, she will focus on bringing certain transfer agent and shareholder communication services in-house in order to support the expected expansion of the firm's product offerings over the next several years, the company said. Socha will manage the middle- and back-office functions that are critical to the proper trading, accounting, cash movement, settlement and custody of assets in Greenbacker's funds.

Prior to joining Greenbacker, she served as a senior relationship consultant at SS&C Technologies (DST Systems) in Kansas City, Missouri, where she worked with cross-functional teams including operations, regulatory/compliance and product development.

Greenbacker sponsors Greenbacker Renewable Energy Company LLC, a publicly registered, limited liability company that invests in alternative energy projects.

In 2019, the fair value of Greenbacker's investments in renewable energy projects rose by 55 percent to \$475.2 million, the company noted. During that year, it invested \$168 million into 12 new portfolio holdings, raising its total number of projects to 160 and total generation capacity to 548 megawatts as of December 31, 2019.

"The key to our future success in raising capital is making strategic hires that can bring new relationships and help us process a growing number of transactions per day," said Greenbacker Capital chief executive officer David Sher.

Greenbacker Capital Management LLC is a registered investment adviser that provides advisory and oversight services related to project development, acquisition, and operations in the renewable energy, energy efficiency, and sustainability industries.

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