

CHARLES R. OLSAVSKY

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408 Davies Ave.
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PROFESSIONAL EXPERIENCE

UNIVERSITY OF LOUISVILLE, Louisville, Kentucky
Researcher and Instructor

2015 - present

ENERGY SYSTEMS GROUP, LLC Evansville, IN

2008 – 2013

Energy services company that has had over \$190 million in sales and 250 employees

General Counsel | promoted to Vice-President in 2011

Reporting to president, was member of senior management team responsible for company strategy and growth planning. Led staff of 6. Structured complex deals. Performed financial analysis concerning risk management. Financial modeling of projects. M&A work - due diligence and analysis. Oversaw all legal affairs of company. Also, managed vendor pre-qualifications, contract management, surety relationship and compliance. Provided legal support for lobbying. Was first in-house counsel. Activities included:

- Was part of senior management team that set sales strategy that resulted in strong sales growth
- Structured, drafted and negotiated EPC agreements for power plants and gas processing plants
- Followed legal developments at state and national levels to guide strategy of company
- Analysis of potential new geographic markets and potential new product offerings
- Structured, drafted and negotiated agreements for energy efficiency projects
- Structured drafted and negotiated complex customer agreements and subcontractor agreements
- Structured complex renewable energy project deals to take advantage of investment tax credits, carbon credits, state grants and other benefits, as well as to meet diverse demands of all parties
- Financial analysis efforts concerning quantitative risk management
- Developed federal contracting and general corporate compliance programs
- Structured, drafted and negotiated Joint Ventures, Teaming Agreements, and PPPs
- Supported sales team in solution selling efforts concerning energy projects
- Negotiated financing agreements for energy projects
- Successfully managed defense of \$10 million design defect case concerning gas processing plant

ULMER BERNE Cleveland, OH 1991 – 2000, 2005 – 2008
 180-Attorney Business Law Firm
Associate/Partner/Senior Counsel
 Practiced in the areas of commercial, real estate, patent, banking, and insurance law. Had first chair responsibility for major litigation and arbitration cases.

PRIVATE PRACTICE OF LAW 1987 – 1991, 2000 – 2005
Attorney
 Corporate, private equity, venture capital, M&A, banking, commercial law, patent law and insurance law.

VALLEY ACOUSTICS, INC. 1979 - 1987
 Small Specialty Commercial Construction Company
 Managed the company.

FORMAL EDUCATION

UNIVERSITY OF LOUISVILLE Louisville, KY
 PhD in Entrepreneurship (Expected 2019 graduation) (currently ABD)

COLUMBIA UNIVERSITY NY, NY
Professional Certificate of Accomplishment in Financial Engineering, 2014
 ➤ 1/2 of MS degree required courses - - accepted into and finished this graduate program
 ➤ Strong focus applicable to entrepreneurship finance (real options, risk management)

UNIVERSITY OF MICHIGAN, ROSS SCHOOL OF BUSINESS Ann Arbor, Michigan
Executive Master of Business Administration, 2012
 ➤ **Graduated with High Distinction**
 ➤ Extensive coursework in economics, strategy & finance

UNIVERSITY OF AKRON, SCHOOL OF LAW, 1987 Akron, OH
Juris Doctorate
 ➤ **Cum Laude**, Law Review
 ➤ Electives in tax and accounting

YOUNGSTOWN STATE UNIVERSITY, 1979 Youngstown, OH
Bachelor of Engineering, Management Engineering
 ➤ **Cum Laude**, Tau Beta Pi (Honor Society of Engineers)
 ➤ Industrial Engineering curriculum with economics and mathematics minors

AWARDS

- **AV Pier Review Rating** [Highest Martindale attorney rating for competency and ethics]
- Law Review
- Tau Beta Pi [honor society of engineers]

LICENSES

➤ Supreme Court of Ohio, Florida Bar, US Dist. for the MD of FLA, US Dist. for ND OH
 US Court of Appeals for the Sixth Circuit, USPTO, and EIT

REPORTED CASES

- *Silver v. Franklin Tp. Bd. Of Zoning Appeals*, 966 F2d 1031 (6th Cir. 1992) (Zoning case)
- *Weiss v. Thomas & Thomas*, 79 Ohio St 3d 274 (1997) (Product Liability/Natural Gas case)
- *Zell v. Aetna Cas. & Sur. Co.*, 114 Ohio App. 3d 677 (8th Dist. 1996) (Petroleum Fumes/Insurance Coverage case)
- *Collova v. Matousek*, 85 Ohio App. 3d 440 (8th Dist. 1993) (Environmental/Natural Gas case)
- *Aspherical Ophthalmoscopy Lenses from Japan*, Inv. 731-1A-518 (Final), USITC Pub. No. 2498 (April 1992) (International Trade case)

GRADUATE SCHOLARLY DEVELOPMENT

Theoretical Based Training

- Microeconomics
- Macroeconomics
- International Economics
- Economic Aspects of Entrepreneurship
- Foundations of Entrepreneurship
- Economic Theory of the Firm
- Entrepreneurial Discovery
- Contemporary Entrepreneurship
- Marketing Strategy
- Marketing
- Entrepreneurial Marketing
- Business law and strategy
- Sociological Aspects of Entrepreneurship
- Psychological Aspects of Entrepreneurship
- Contemporary Entrepreneurship
- Entrepreneurial Strategy
- Entrepreneurial Finance
- Finance
- Family Business
- Social Entrepreneurship
- Entrepreneurial Research
- Financial Engineering Fundamentals

Valerie Suslow
Margaret Levenstein
M. Zhao
Simon Parker
James O. Fiet
Yong Chao
James O. Fiet
Scott Shane
T. Kinnear
Eugene Anderson
Robert Carter
George Siedel
Howard Aldrich
Dean Shepherd
Scott Shane
Robert Garrett
David Dubofsky
M.P. Narayanan
James Chrisman
Tom Lumpkin
Per Davidsson
Tim Leung

Methodological Based Training

- Research Design/Methods
- Advanced Statistics
- Multivariate Statistics Techniques
- Optimization
- Stochastic Processes
- Quantitative Risk Management

Manju Ahuja
Cara Cashion
Namok Choi
Garud Iyengar
Karl Sigman
Martin Haugh

RESEARCH INTERESTS

- The VC industry
- Regulatory effects on IPOs
- Using law for competitive advantage
- Using law to create firm value
- Entrepreneurial opportunities created by regulation
- The intersection of law and business strategy

PAPERS IN PROGRESS

- Olsavsky, C.R. Entrepreneurs Creating Opportunities Out of Ambiguous Regulations
- Patel, P., Fiet, J.O. & Olsavsky, C.R. The JOBS Act Effect on IPO Underpricing
- Olsavsky, C.R. Pursuing Entrepreneurship Is Not a Decision Based On Bankruptcy Law

BRIEF DESCRIPTIONS OF SOME SAMPLE TRANSACTIONAL WORK

Digester Project Agreements

Structured, drafted and negotiated complex multi-contract, multi-party agreements to develop an agricultural digester facility to produce renewable energy electricity. The Project Agreement included real estate transactions, construction agreements, power purchase and transmission agreements, interconnect agreements, operation and maintenance agreements, fuel (waste) supply agreements and agreements concerning carbon credits, RECs and government grants. In order to be feasible, the deal had to be structured in such a way to enable:

- Tax credits
- RECs
- Government grants
- Special renewable energy tariffs.

Landfill Gas to Power Project Agreements

Structured, drafted and negotiated complex, multi-contract, multi-party agreements to develop landfill gas projects. The projects were for facilities to:

- Capture landfill gas being generated by deteriorating waste in municipal landfills (approximately 60% methane);
- Process the gas to the point that it could be used as fuel in a generator; and
- Burn the gas in generators to produce electricity.

These agreements had the same components and requirements as the digester project agreements.

Pipeline Quality Landfill Gas Project “Engineer Procure and Construct” (EPC) Agreement

Drafted and negotiated agreement for EPC contract to build landfill gas plant to:

- Capture landfill gas being generated by deteriorating waste in municipal landfills (approximately 60% methane);
- Process the gas to the point that it could be injected into natural gas lines; and
- Inject the gas into natural gas lines

COMMUNITY SERVICE

- Volunteer as dishwasher at soup kitchen
- Volunteer as general helper at food bank
- Was board member for non-profit organization

REFERENCES

- Jim Adams jladams55@gmail.com
- Lawrence Roth lroth5701@gmail.com
- Richard Heiser rkheiserlaw@sbcglobal.net