

## WHO IS GNA?

Gladstein, Neandross & Associates (GNA) is North America’s largest clean tech consulting firm and leads market development for advanced transportation technologies, low carbon fuels and energy.

### Delivering Value Through Expertise

Over the past 25+ years, GNA has:

- ✔ Managed the design and development of more clean fleet deployment projects than any other firm in North America
- ✔ Helped facilitate the development of some of the world’s largest clean fuel and EV fleet charging corridors
- ✔ Secured \$900+ million in grant funding for clients with >90% success rate
- ✔ Produced hundreds of educational events and targeted campaigns that influence tangible change

### Erik Neandross, Chief Executive Officer



KEY AREAS OF EXPERTISE	FOCUS REGIONS
✔ All clean fuels & advanced vehicle technologies	National
✔ Insight into Original Equipment Manufacturer (OEM) & Fleet Perspective	California
✔ Port Operations, Technology, and Regulations	
✔ Clean Technology Market Forces & Trends	
✔ Corporate Sustainability	

### Cliff Gladstein, Founding President



KEY AREAS OF EXPERTISE	FOCUS REGIONS
✔ Renewable Natural Gas	National
✔ Hydrogen and Renewable Hydrogen	California
✔ Waste-to-Energy and Other Renewable Fuel Feedstocks	Texas and the South
✔ Local, State, and Federal Policy Expert	Northeast

## JoAnne Golden, Senior Vice President, Programs



KEY AREAS OF EXPERTISE	FOCUS REGIONS
<ul style="list-style-type: none"> <li>Local, State, and Federal Policy Expert</li> </ul>	National
<ul style="list-style-type: none"> <li>All Opportunities and Challenges of Transportation Electrification <i>Including: The utility's role, infrastructure requirements, charging equipment, etc.</i></li> </ul>	California

## Patrick Couch, Senior Vice President, Technical Services



KEY AREAS OF EXPERTISE	FOCUS REGIONS
<ul style="list-style-type: none"> <li>Carbon Credit Programs <i>Including: The utility's role, infrastructure requirements, charging equipment, etc.</i></li> </ul>	National
<ul style="list-style-type: none"> <li>Carbon Credit Programs <i>Including: The utility's role, infrastructure requirements, charging equipment, etc.</i></li> </ul>	California
<ul style="list-style-type: none"> <li>Emission Reduction Benefits, per Technology Type</li> </ul>	
<ul style="list-style-type: none"> <li>Technology Readiness, per Technology Type</li> </ul>	
<ul style="list-style-type: none"> <li>Electrification Infrastructure Considerations</li> </ul>	
<ul style="list-style-type: none"> <li>Port Operations, Technology, and Regulations</li> </ul>	

## Jon Leonard, Senior Vice President, Technical Services



KEY AREAS OF EXPERTISE	FOCUS REGIONS
<ul style="list-style-type: none"> <li>Sustainable Aviation Fuel</li> </ul>	National
<ul style="list-style-type: none"> <li>All Renewable Fuels</li> </ul>	

## Joe Annoti, Senior Vice President, Programs



KEY AREAS OF EXPERTISE	FOCUS REGIONS
<ul style="list-style-type: none"> <li>Federal, State and Local Grant &amp; Incentive Programs</li> </ul>	National
<ul style="list-style-type: none"> <li>Funding Trends and Projections</li> </ul>	California
<ul style="list-style-type: none"> <li>VW Settlement Funding</li> </ul>	Northeast Southeast Louisiana State