

CCI 2017 ANNUAL CONFERENCE CONSTRUCTION ON THE PRECIPICE OF MASSIVE CHANGE!

Grant MacDonald President at Finesco Capital Inc.



Grant McDonald was a founding principal in Capital Underwriters Corporation, a lease/finance company engaged in general equipment financing and energy efficiency financing since its inception, in 1991. In 1994 he was a member of the original Natural Resources Canada Federal Building Initiative Advisory Committee. In 2000 he was a Consultant for the World Bank in Poland to educate and advocate for EPC project financing to 21 Polish and multinational banks, lending institutions and government agencies. After

selling Capital Underwriters to TD Bank in April, 2011, Mr. McDonald created Finesco Capital Inc. to continue to service his customer base of energy services contractors and continues to do so at present. His ongoing services include *Providing Case Sensitive Energy Performance Contract Financing Solutions.* Case sensitive transaction structuring and placement. Customer, capital vs operating budget approval process assistance. ESCO, revenue recognition assistance, and lender, risk mitigation assistance.

He has over 25 years of continuous service to the Canadian EPC/ESCO marketplace with over 250 institutional project financing in 8 provinces and territories including: Government of Nunavut, Lakeridge Health, Algonquin College, University of Manitoba, Royal Canadian Mounted Police (RCMP), Federal Department of Fisheries and Oceans.