



Michael Ginsburg

Special Counsel

mginsburg@fbm.com

San Francisco: 415.954.4423

Michael Ginsburg represents energy project developers in a wide range of transactions, including development, acquisition, disposition and project financing of both traditional and renewable energy projects, including solar, wind, and other technologies. Michael has extensive experience negotiating and drafting a wide range of contracts and agreements in the industry, including power purchase agreements, engineering, procurement and construction agreements, operation and maintenance agreements, project management agreements, and other project contracts.

Any transaction involving an asset as large, complex and multifaceted as an energy production facility inevitably requires extensive documentation and preparation of detailed contracts of all kinds. Michael has over fifteen years of experience in drafting and negotiating the agreements these documents memorialize on behalf of project developers, PPA providers, and EPC contractors.

Michael also has expertise in the preparation of loan documentation related to energy project finance, and the extensive due diligence on project documents associated with project financed energy projects. Whether the underlying transaction is project development, project financing, or a project purchase or sale, Michael will negotiate and prepare the full array of required documents, including project contract consents to collateral assignment and estoppels, in addition to providing legal opinions as appropriate.

In addition to his expertise with respect to energy-related projects, Michael also represents lenders in connection with financing for wineries and bridge loans to private equity funds. This work includes preparation of loan documents for lenders providing financing, including working capital loans, and acquisition financing. Among other documents, Michael drafts loan agreements, security documents, guaranties and related loan documentation.

Distinctions

- *Legal 500 US* in 2013 and 2014 in the area of Project Finance

Experience

Catalyze

Represented leading national independent power producer Catalyze as due diligence counsel in its acquisition of solar developer and installer PermaCity.

Silicon Valley Bank

We assist Silicon Valley Bank's premium wine banking group with structuring, drafting and negotiating loan documents for its winery clients in connection with vineyard and winery acquisition and development loans, short and long term real estate term loans, inventory and accounts receivable secured working capital lines of credit, winery construction loans and loans for buy-outs and recapitalizations.

Services

- Business Transactions
- Engineering, Procurement, and Construction
- Renewable Energy
- Regional Banking

Education

- Stanford Law School (J.D., 1999)
- Haverford College (1993)

Bar Admissions

- California

The Geysers, Lake and Sonoma Counties

Representing Calpine Corporation in connection with environmental, permitting and land use issues associated with its 725-megawatt Geysers geothermal facilities including federal lease and license renewals under NEPA, and County land use/permitting proceedings under CEQA in Lake and Sonoma Counties. We also developed environmental and emergency response actions relating to wildfires.

Publications

September 30, 2020

Battery Energy Storage Systems Series

June 22, 2020

Engineering, Procurement and Construction Agreements for Utility-Scale Battery Projects

PV Magazine

April 24, 2020

Renewable Energy Roundtable Update in the Wake of COVID-19