



## Erik E. Malinowski

SHAREHOLDER

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### Services

Renewable Energy

Mergers & Acquisitions

Energy & Natural Resources

Corporate

Life Sciences

**Erik is an experienced energy and transactional attorney, with expertise in renewable energy project development and finance, and in mergers and acquisitions (M&A) and corporate finance transactions across a wide variety of industries.**

Erik is a shareholder in Fredrikson's Renewable Energy, Mergers & Acquisitions and Corporate & Securities Groups. His practice focuses on assisting clients with the development and financing of renewable energy projects in many fields, including wind, solar, hydro and biomass. Erik helps his clients obtain and negotiate power purchase agreements, hedging or swap arrangements, project investment and finance documents and project sale and acquisition agreements. In addition, Erik advises clients with respect to a variety of renewable energy development arrangements, including joint- and co-development structures in the wind and solar industries.

In addition, Erik helps clients across a wide variety of industries, including manufacturing, life sciences, clean technology, biotechnology, medical device, retail, and service providers, through acquisitions, divestitures, mergers, reorganizations and capital investment transactions. He also provides his clients with fundamental business advice, including with respect to general business matters, including establishment of corporations, partnerships and limited liability companies, corporate governance and general contractual drafting and negotiation.

With his background and ties to California, Erik also assists and advises clients desiring to do business or establish a presence on the West Coast and helps California companies with their operations in the Midwest.

## Experience

### Renewable Energy

- Represented renewable energy developers in over 10,000 MW of project development
- Negotiated over 5,000 MW of power purchase agreements, virtual offtake agreements, REC purchases, and hedging/swap contracts

- Represented renewable energy developers and owners in over 7,000 MW of project sales and acquisitions

### Mergers & Acquisitions

- Represented AGA Medical Holdings, Inc. in its sale to St. Jude Medical, Inc.
- Represented Carlson, Inc. in the sale of its Carlson Marketing Worldwide business to Aimia, Inc. (f/k/a Groupe Aeroplan, Inc.)
- Represented management in a \$165,000,000 buyout of U.S. operations of a large London Stock Exchange homebuilder
- Represented a leading beef producer in an approximately \$100,000,000 acquisition by a national beef packing company
- Represented a southern California insurance company in a \$20,000,000 stock sale to a subsidiary of a National Banking Association
- Represented national biofuel company in \$15,500,000 acquisition of a Texas biodiesel facility
- Represented a janitorial services company in an \$11,000,000 acquisition by a nationally known strategic partner
- Represented publicly held IT company in a \$9,000,000 acquisition of a defense contractor
- Represented a private internet lead generation company in an \$8,000,000 acquisition by national e-commerce company

### Corporate & Renewable Energy Finance

- Represented a nationally recognized real estate investment group in over \$50,000,000 in private equity offerings
- Represented wind and solar energy project development companies in multiple rounds of private and public financing of over \$15,000,000
- Represented a health sector technology company in over \$10,500,000 in 3 separate tiered rounds of preferred financing
- Represented a high tech manufacturing company in \$5,000,000 of multiple rounds of private financing

## Credentials

### Education

- California Western School of Law, J.D., 2001, *magna cum laude*
- University of Wisconsin, B.S., Genetics, 1997

### Admissions

- Minnesota, 2007
- California, 2001

## Recognition

- Rising Star, *Minnesota Super Lawyers*, 2011-2013, 2015

## Civic & Professional

### Professional Activities

- California Bar Association
- Minnesota State Bar Association
- University of Wisconsin Alumni Association
- California Western Alumni Association
- National W Club
- *California Western Law Review and International Law Journal*, Editor, 1999-2001

### Community

- Minnesota Planetarium Society, Program Committee, 2010-2011

## Publications & Presentations

Moderator, *The State of the Corporate Offtake Market*, Infocast Solar + Wind Finance & Investment Summit, March 14, 2023

Moderator, *Developer Perspectives on Solar/Wind Challenges & Opportunities*, Infocast Solar + Wind Finance & Investment Summit, March 8, 2022

Moderator, *Evolution of the Corporate Offtake Market*, Executive Briefing, Infocast Solar Power Finance & Investment Summit, October 6, 2020

Conference Co-Chair, Law Seminars International's Twelfth Annual Conference on Renewable Energy in the Midwest, October 1-2, 2020

Conference Co-Chair, Law Seminars International's Eleventh Annual Conference on Renewable Energy in the Midwest, October 17-18, 2019

Moderator, *Community Solar: What's the Opportunity?*, 2019 Infocast Solar Power Finance & Investment Summit, March 19, 2019

Moderator, *Latest Developments in the Community Solar Market*, 2018 Infocast Solar Power Finance & Investment Summit, March 20, 2018

Co-Chair, *Executive Briefing*, 2018 Infocast Wind Power Finance & Investment Summit, February 6-8, 2018

Presenter, *Deal Making Workshop: Essential Project Development Contracts and the Challenge of Making Them Work in Harmony*, Law Seminar International's Ninth Annual Renewable Energy in the Midwest Conference, October 4, 2017

Moderator, *Community Solar Market Outlook*, 2017 Solar Power Finance & Investment Summit, San Diego, CA, March 21, 2017

Presenter, *Renewable Energy Project Financing: 2016 and Beyond*, Mid-America Regulatory Conference, Bismarck, North Dakota, June 14, 2016