



Lana G. Le Hir

Associate

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OVERVIEW

Lana Le Hir is an associate in the firm's Orange County office. She focuses her practice on renewable energy and infrastructure transactions, with an emphasis on wind, solar, offshore, and storage projects. Lana advises clients in negotiating utility scale power purchase agreements (PPAs), both physical and virtual, to help corporations and developers meet their global sustainability goals. She has extensive experience on the developer-owner-operator side of the business from her previous role as senior counsel to one of the largest renewable energy companies in the world. Lana leverages her background as a senior electrical engineer to analyze complex technical energy market issues and acts as a translator between technical, business, and legal groups.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Lana served as senior counsel to Avangrid Renewables, LLC, one of the largest renewable energy developers in the world, where she was responsible for its 7.5 GW portfolio of PPAs across the U.S. (from construction through operations phases). Lana negotiated 4.05 GW of traditional Power Purchase Agreements (PPAs), virtual PPAs, and swaps with C&I customers, universities, utilities, municipalities, Community Choice Aggregators (CCAs), and quasi-governmental entities in every major ISO/RTO (wind, solar, storage, and offshore projects in WECC, CAISO, ERCOT, PJM, NYISO, MISO, and ISO-NE), and negotiated hundreds of PPA amendments to adapt to the ever-changing electricity market. Lana also managed the review and legal response for all major PPA RFP submissions for Avangrid's US renewables pipeline. Post PPA execution, she advised the U.S. asset management and development teams regarding complex legal disputes and related issues arising during constructions and operations, including major ISO market structure changes, technical settlement disputes, REC and Green-e compliance related issues, two utility counterparty bankruptcies, and migration of projects into a novel balancing authority area in the Pacific Northwest. To support this effort, Lana worked with PPA offtakers to negotiate PPA amendments and ancillary documents, settlement agreements, letter agreements, and notice letters.

Additionally, Lana provided legal support to the U.S. development, M&A, and tax equity transaction teams. In particular, she negotiated and conducted due diligence for 1286 MW of M&A deals, restructured and drafted custom intercompany agreements to creatively satisfy tax equity within existing negotiated PPA constraints for new and existing projects (including project repowering), and negotiated with external JV partners, tax equity, and

PPA offtakers in the creation of build-out agreements, shared facilities agreements, transmission sharing agreements, transmission, scheduling and marketing agreements, ancillary services agreements, and intercompany PPAs.

Prior to attending law school, Lana was the youngest senior electrical engineer in the history of General Atomics, a major US defense contractor, where she managed a team of senior engineers in the technical product development of a cutting-edge wireless technology for commercial and government applications. She also conducted international sales and technical marketing and was responsible for on-site technical presentations of products at Fortune 500 companies, OEMs, and ODMs across U.S., Asia, and Europe and international trade shows (CES, CeBit).

PROFESSIONAL / CIVIC ACTIVITIES

- REBA (Renewable Energy Buyers Alliance) Advisory Board Committee

SPEAKING ENGAGEMENTS

- Presenter at Infocast Seminar Strategies for C&I End-Users, "Riding the New End-User Wave: A Developer's Perspective on Negotiating PPAs with End-Users Compared to Traditional Utilities" on October 19, 2015

EDUCATION

- J.D., Lewis & Clark Law School, 2012
- B.S., University of California, San Diego, 2005

ADMISSIONS

- Bar of California
- Bar of Oregon

LANGUAGES

- French

AREAS OF FOCUS

- Power
- Corporate Energy Sourcing and Sustainability
- Offshore Wind Energy

EMERGING ISSUES

- Sustainable Economy