

Shepherd Advisors Team

Our Experience

Shepherd Advisors is a dynamic cross-functional team of business development professionals. Collectively we bring more than 100 years of Clean Tech and business management experience.

Our team is passionate about advancing Clean Tech in the Great Lakes region and we are dedicated to staying at the forefront of this industry. Our areas of training and expertise include:

Areas of training:

- Business Management
- Engineering
- Environmental Science
- Economics
- Public Policy

Areas of expertise:

- Strategic Positioning
- Competitive Analysis
- Marketing and Sales
- Supply Chain Development
- Partnership Building

We are entrepreneurs, executives, engineers, marketers, financiers, and former public servants. Working together as a team, we constantly educate ourselves and our clients about emerging Clean Tech market conditions and forces, market leaders, competitors and suppliers, value chain structure and dynamics, current and emerging technologies, legislative and policy issues, and financial incentives and resources.



Loch McCabe founded Shepherd Advisors with the belief that the key to a truly sustainable (and fun!) future is to grow businesses that enhance our wealth and environment at the same time. Mr. McCabe has been involved in the formation of the Clean Tech sector from day one.

In the late 1980s he helped design and raise money for commercial and municipal recycling programs. In the 1990s, he built the Environmental Capital Network (ECN), which facilitated over \$50 million in early-stage investments to Clean Tech companies nationwide. ECN ultimately morphed into the very success Cleantech Group LLC. Since 2000, Mr. McCabe has built Shepherd Advisors into a successful and growing Clean Tech management consulting practice.

Broadly, Loch has a knack for understanding stories, recognizing opportunities, developing pathways, and working with others to overcome obstacles and secure needed resources. He backs up his instincts and enthusiasm with methodologies, analysis and due diligence that fosters clearer thinking and action. Specifically, Loch focuses on growth strategy, market development, partnership building and capitalization.

Education:

MA, Applied Economics
MS, Natural Resource Management, University of Michigan
BA, International Service, BS, Economics, American University

Past Positions:

Founder, Director, Environmental Capital Network
Senior Analyst, Resource Recycling Systems

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Shanna Draheim brings to Shepherd Advisors over a decade of experience in environmental management with local, state, and federal government agencies. She has worked with communities and federal facility managers to develop and implement water quality protection, resource conservation, and smart growth plans and programs. Ms. Draheim works with Shepherd clients to support strategic planning initiatives and programs that boost economies, enhance quality of life, increase investment in renewable energy and other sustainable business practices, and create vibrant communities.

Education:

MPA, Environmental Management, Indiana University
BA, International Affairs/James Madison College, Michigan State University

Past Positions:

Environmental Quality Analyst, MDEQ, Water Bureau
Environmental Specialist, U.S. EPA, Federal Facilities

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Tim Kumbier brings to Shepherd Advisors more than 20 years of experience focused on driving business growth. Most recently, Mr. Kumbier was Director of Business Development at Thomson Medstat, a leading healthcare information company. In his 16 years at the company, he was responsible for strategy development, acquisitions and alliances, market assessment, and business planning. Prior to Thomson Medstat, Mr. Kumbier worked at The Carroll Group, a management consulting firm concentrating on strategic marketing and market research. His work there included market and competitive analysis for gas turbines and other power generation equipment. Mr. Kumbier began his career working as a geotechnical engineer for Bechtel Power Corporation.

Education:

MBA, General Management, University of Michigan
BS, Civil Engineering, University of Michigan

Past Positions:

Director of Business Development, Thomson Medstat
Senior Consultant, The Carroll Group

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Terri Schroeder focuses on Clean Tech market research and modeling. Prior to joining Shepherd Advisors, she worked with the Environmental Law and Policy Center researching the financial, social, and environmental implications of alternative energy and clean technology policy in the Midwest. Additionally, Ms. Schroeder was in Ford Motor Company's Marketing Leadership Program, working with the Mariner Hybrid product communications strategy. Prior to graduate school, Ms. Schroeder worked at Jenner & Block, an AmLaw 100 firm headquartered in Chicago, where she led many initiatives to enhance the firm's client service and business development activities. Additionally, Terri served as an AmeriCorps member at City Year Detroit.

Education:

MBA, Marketing and Corporate Strategy, University of Michigan
MS, Sustainable Systems, University of Michigan
BS Marketing, DePaul University

Past Positions:

Clean Energy Intern, Environmental Law and Policy Center
Marketing Leadership Program Intern, Ford Motor Company
Marketing Coordinator, Jenner & Block
Americorps Volunteer, City Year Detroit

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Kari Walworth understands the technologies, policies, and underlying business principles that are key to the successful development, promotion, and adoption of Clean Tech solutions. Ms. Walworth was an environmental engineer and engineering supervisor with the Ford Motor Company. Her eight-year career at Ford included assignments in the U.S., Europe, India, and China working on technical and policy issues related to reducing the environmental impacts of automotive manufacturing. During the summer of 2004, Ms. Walworth worked with the University of Michigan Tech Transfer Office/Engineering Technology Council (ETC) to evaluate and characterize engineering research activities that had potential for both sustainable systems leadership and technology commercialization.

Education:

MBA, Finance and Corporate Strategy, University of Michigan
MS, Natural Resource Policy, MS Environmental & Water Resources Engineering, University of

Michigan

BS, Chemical Engineering, University of Michigan

Past Positions:

Engineering Supervisor, Vehicle Operations Division, Ford Motor Company

Emerging Markets Specialist, Environmental Quality Officer, Ford Motor Company



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Ramsey Zimmerman focuses on Strategic Planning and "Strategic Doing", Clean Tech marketing, and market development. He has guided and facilitated strategic planning sessions and discussions for a variety of business and non-profit organizations. Throughout his career, Mr. Zimmerman has researched, planned events around, and otherwise promoted numerous green building design and construction strategies, recycling systems, energy efficiency strategies and alternative energy systems. His work at Shepherd focuses on connecting buyers and sellers of clean technologies through well thought-out approaches. Mr. Zimmerman

has evaluated and recommended Energy Star products, green roofs, daylighting, personal HVAC climate control, non-toxic finishes, distributed generation systems, resilient flooring and wastewater treatment technologies.

Education:

MBA, Marketing, University of Michigan

BA, Environmental Science, University of Virginia

Past Positions:

Executive Director, Michigan Recycling Coalition

Project Manager, Recycle Ann Arbor

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