

**PETER W. KELLER**

BERKELEY RESEARCH GROUP, LLC

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[pkeller@thinkbrg.com](mailto:pkeller@thinkbrg.com)**SUMMARY**

Experienced energy professional involved in oil & gas finance since 1978 and utility/power finance since 2003. Strong skills in transaction negotiation, origination and structuring in both the institutional and corporate banking sectors. Arranged/participated in transactions across the energy spectrum from nuclear, fossil & renewable generation, to electric transmission & distribution, to E&P, midstream, refining & pipeline. Strategic advisor to numerous investor owned utilities across the United States. Headed the team responsible for a majority of BNY Mellon's investment grade debt capital markets business. Deep background in industry analysis, policy support, relationship management, risk management and marketing.

Active in various national organizations including the American Gas Association, the Edison Electric Institute, the Nuclear Energy Institute/Institute of Nuclear Power Operations Senior Executive Leadership Program, the Nuclear Decommissioning Trust Conference, the Nuclear Energy Institute and the Utility Pension Fund Study Group. A speaker at industry conferences, workshops and hearings. Drove significant revenue growth over many years across BNY Mellon's largest portfolio outside of financial institutions; successful as a team leader and as the relationship lead on a number of franchise relationships.

**EXPERIENCE****BERKELEY RESEARCH GROUP, LLC, New York, NY****2015 - present****Managing Director - Energy**

Joined BRG in 2015 as part of the firm's expansion of its energy practice. Work includes strategic advisory on energy financing, transactional advisory, asset/portfolio optimization, project evaluation/implementation, risk assessment and mitigation, regulatory support/testimony and litigation support.

**THE BANK OF NEW YORK / BNY MELLON, New York, NY****1998 - 2014****Managing Director, Energy Group Head (2007-2014)**

Oversight of a \$7.4 billion portfolio comprised of the Bank's franchise energy relationships across the U.S. including essentially all investor owned public utilities and the TVA. Significant portfolio revenues based on credit/capital markets/syndication income and a broadly diversified group of product cross-sells. Management responsibility for a team of senior relationship officers and analytical, marketing and support staff. Responsibilities included strategic planning, general management, credit oversight/approval, marketing initiatives, divisional budgeting and risk analyses. Responsible for BNY Mellon's activities in the Nuclear Decommissioning Trust (NDT) sector and coordinated the Bank's sponsorship of the annual Nuclear Decommissioning Trust Conference. BNY Mellon was the first bank to structure an NDT, has a dominant position as an NDT trustee and manages a significant portfolio of NDT assets.

**Managing Director, Energy Division Head (2005-2007)**

Energy East and West Divisions consolidated into a single division under my management. Consolidated group included over 130 relationships in the public utility, oil & gas, oilfield service, refining & marketing, petrochemical

and mining sectors. Managed a team of ten relationship officers and support staff. Responsibilities included strategic planning, general management, credit oversight/approval, marketing initiatives, divisional budgeting and risk analyses.

**Managing Director, Energy East Division Head (2004-2005)**

Promoted from Vice President to Managing Director, responsibilities as noted below.

**Vice President, Energy East Division Head (2003-2004)**

Promoted to assume management of the Bank's Energy East Division, which included over 65 relationships in the public utility, oil & gas, refining & marketing and mining sectors generating revenues in excess of \$40 million annually. Managed a team of four relationship officers and support staff.

**Vice President, Oil & Gas Division (1998-2003)**

Hired to expand the bank's relationships in the exploration and production sector; also active in the oilfield service and pipeline/diversified sectors. Focus on reserve-based lending and longer-term non-recourse asset financing.

**RPI INSTITUTIONAL SERVICES, INC., New York, NY**

**1981 - 1998**

**Principal**

RPI provided investment management and advisory services to corporate pension funds and university endowments. As a principal I managed discretionary and non-discretionary accounts handling all phases of locating, evaluating, negotiating, and structuring direct oilfield investments. Originated complex financing for numerous acquisitions, primarily in the offshore Gulf of Mexico, from international major oil companies.

In addition, was a principal in RPI's predecessor firm, Resource Programs, Inc., that advised a broad range of investment bank, commercial bank, brokerage, insurance company and corporate clients on oil and gas direct investments. In that role, managed the field review activities of petroleum engineers, geologists and accountants and provided detailed reports on the technical and administrative capabilities of companies reviewed for our clients.

**MIDLANTIC NATIONAL BANK, Newark, NJ**

**1975-1981**

**Corporate Banking Officer**

Corporate lender in the National Division of the Corporate Bank, responsible for all clients and prospects in the Midwest U.S. (Minneapolis east through Ohio). Participated in formulating and implementing the bank's Energy Lending Program which involved developing and expanding a portfolio of reserve-based credit facilities with clients in Texas, Colorado and Oklahoma. Traveled extensively and generated significant expansion in relationships. Organized and conducted the bank's annual in-house credit training program in years 1977-1979 (a twelve to fifteen week classroom course in financial analysis and commercial lending).

**LITIGATION/ARBITRATION CONSULTING**

LCT Capital, LLC v. NGL Energy Partners LP and NGL Energy Holdings, LLC. Expert witness reports, rebuttal reports, deposition & testimony, May 2017 - June 2018

Michael Christopher v. ArcLight Capital Holdings, LLC, et al. JAMS Arbitration. Deposition, October 2016.

SPM NAM, et al v. SM Energy October 2019 – December 2019

**EDUCATION**

Williams College, Williamstown, Massachusetts

1975 - BA, History / Environmental Studies / Economics

New York University, New York, New York  
Courses at the Graduate School of Business Administration

#### **AFFILIATIONS**

Board Member & President - Episcopal Charities of New York  
Advisory Committee Member & Grants Policy Committee Chair- Episcopal Charities of New York

Task Force for Puerto Rico and the Caribbean Recovery  
Episcopal Diocese of New York -

Joint Civilian Orientation Conference, JCOC 83

Marine Corps Executive Forum

Chair of the Search Committee  
Former Member of the Vestry & Treasurer  
Member of the Investment Committee  
St. Matthew's Episcopal Church, Bedford, New York

Member of the Bedell Fund Commission  
(Foundation established by a bequest from Hope Bedell to strengthen the Episcopal Church through funding of major capital projects and clergy support)

Member, former President, Bedford Village Chowder & Marching  
(Not-for-profit community organization supporting community youth organizations and activities and providing college scholarships in Bedford, New York)

Former Member of the Vestry & Clerk of the Vestry  
The Church of St. Mary the Virgin, Chappaqua, New York

Trustee Emeritus, Former Treasurer  
Hebron Academy, Hebron, Maine

Former Class Agent, Capital Campaign Special Gifts Committee Member  
Williams College, Williamstown, Massachusetts