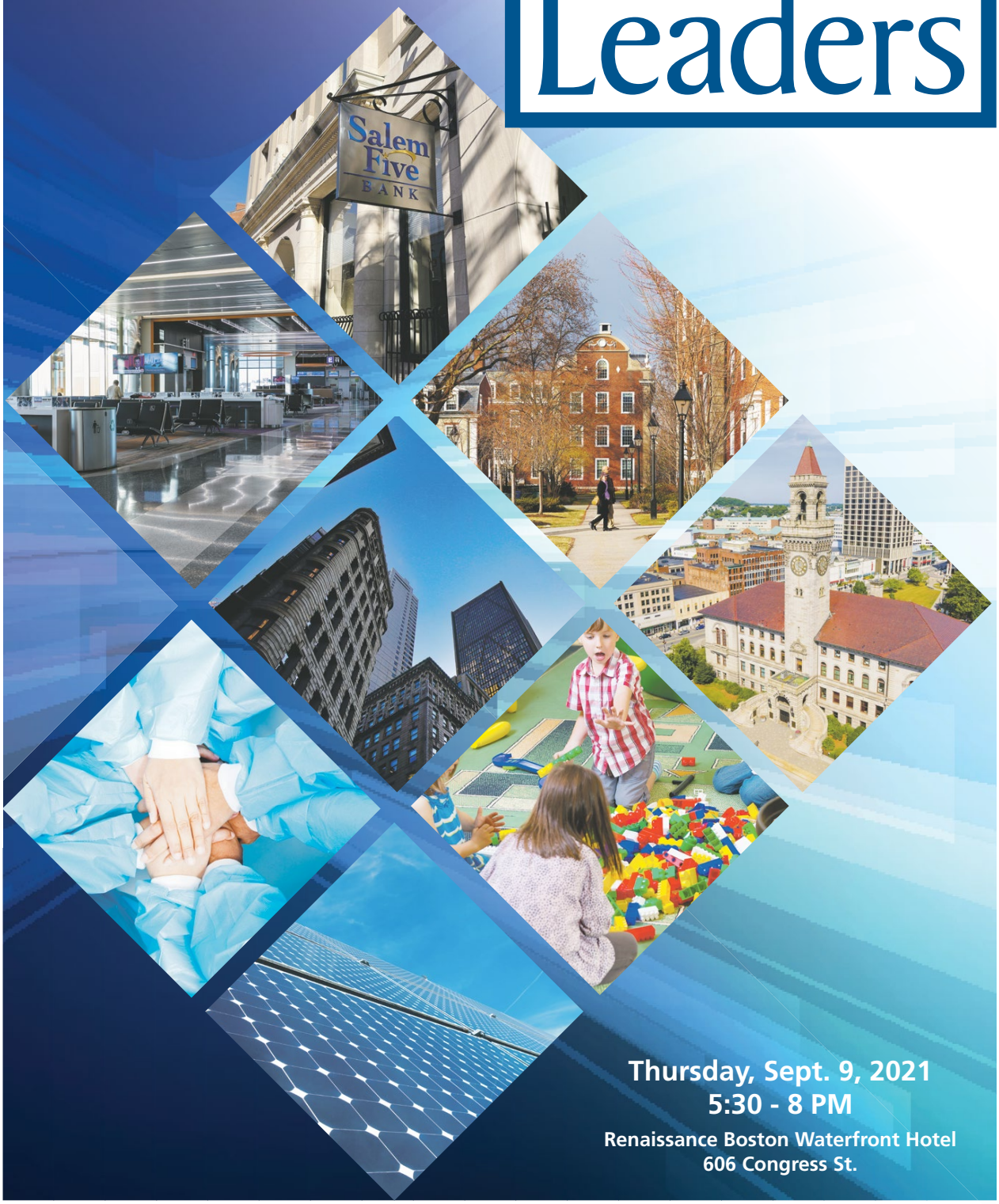
Massachusetts Lawyers Weekly

New England IN-HOUSE

2021 In-House Leaders



Thursday, Sept. 9, 2021
5:30 - 8 PM
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JENNIFER L. GERRARD

General Counsel, Distributed Solar Development
Boston University School of Law

Jennifer L. Gerrard has had a busy few years. In 2019, she took on the role of general counsel to Distributed Solar Development (DSD) as the solar business exited the General Electric Co., where Gerrard had been in-house for several years.

She led the legal aspects of the transaction for DSD and had to develop a structure for the organization, which had over 100 projects in various stages of asset development, construction and ownership at the time.

In addition to her legal degree, Gerrard has master's degrees in philosophy and international relations,which served her well as she handled the exit while keeping an eye on the future of the company.

"I really enjoyed the process of taking something that was a startup, innovating it and getting it to the next level, and then the next level and the level after that," she says. "I am very proud of our company and my contribution to help structure its exit from GE and the legal framework, guard rails, templates, policies and all other legal matters that we have implemented in a short period of time, much of which was during COVID."

Since being spun off from GE, DSD has closed six financing transactions totaling $785 million raised, including tax equity, construction revolver and debt facilities. In addition, Gerrard has guided the company through nine project acquisitions and the negotiation of over 200 power purchase agreements.

"I have a passion for what we are doing: We are making the planet a better place," she says. "My job is to keep the trains running and deal with any issues that arise, while always looking for better ways to serve my business client. What I love is helping this company think strategically about how we deal with problems and move forward. I wake up every day and think: How can I do this better?"

Over the last few years, Gerrard grew the legal department from being the only in-house lawyer to a team of nine, which helps feed her enthusiasm for guiding the next generation of the legal community.

"I really love mentoring lawyers," she says. "The goal for every lawyer is to become the best lawyer he or she can be, and I make a point of exposing everyone on my legal team to a variety of issues in a variety of different contexts. I really enjoy seeing people succeed."

Gerrard started the DSD Women's Group and is active in the OneDSD Diversity & Inclusion initiatives. She is the also vice president of the Pine Cobble School Board of Trustees and sits on the executive committee for the school. MLW

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PINKHAM BUSNY LLP
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Congratulates

DAVID FANIKOS

He has always been a Leader.

HOORAH!

Best wishes to all the 2021 Honorees for a job well done.

We are pleased to support

Massachusetts Lawyers Weekly.

Congratulations to our colleague **Sue Finegan** and all of the **2021 Lawyers of the Year**, and to our clients and friends honored as **2021 Leaders in the Law**.

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