THE TRADE COUNCIL OF DENMARK IN NORTH AMERICA

DIRECTORY OF THE ENERGY AND ENVIRONMENT TEAM
FOREWORD

by Lars Gert Lose
Denmark’s Ambassador to the United States of America

THE ENVIRONMENT is changing. We have a new President in Washington with a different set of priorities. When it comes to energy and the environment, this administration is focused on reducing costs and giving states the power to take the lead on energy initiatives.

Since Denmark is a world-leader in cost-efficient energy and environmental solutions, this new paradigm represents an enormous opportunity for Danish companies to work with North American partners. In this new environment, we create solutions that are cost-efficient while also affording communities the ability to live healthier and safer lives: a win-win for business and community.

As the Trump Administration presents the U.S. energy and environmental sectors with new priorities, the massive North American sectoral shifts of the last few years continue unabated. Despite a steadily growing population, U.S. primary energy and electricity consumption have been unchanged since 2005. North America is increasingly doing more with less. Efficiency and cost are the watchwords.

Denmark stands ready to assist North American companies to meet this new energy and environmental challenge. Our technology and solutions are world-class.

Denmark is perhaps best known as a global leader in wind energy and this technology will continue to advance rapidly across the continent. In the five years to end 2016, more wind was added in the U.S. than any other form of generation capacity: renewable or hydrocarbon.

Danish expertise can help save money in the water sector too. Water usage is metered in Denmark, and our country has long had some of the most rigorous standards for water leakage rates. We are starting to apply this knowledge in California and other states. We have also developed technology that makes wastewater treatment plants net energy positive. Facilities with this technology can produce two time more energy than they use.

In biogas, we have over 40 years of experience in planning farm-based and industrial-scale systems. We have developed and engineered these solutions to meet the requirements of one of the world’s toughest regulatory regimes for odor and runoff control.

Denmark leads in district energy solutions: important when recovering heat production from wastewater, utilizing biogas to heat homes and balancing electricity generation from wind.

North America can be a daunting place for Danes: the market is so large it may be hard to know where to begin. Our Energy and Environment team is ready to assist. They have offices across North America and deep knowledge of local markets nationwide. Our team stands ready to assist your company’s entry into the North American energy and environmental market and we look forward to hearing from you.
The Trade Council of Denmark in North America's Energy and Environment Team works for the interest of assisting Danish companies within the energy and environment sectors in the U.S. and Canada.

Our vision is to ensure a green and sustainable future by introducing efficient, high-quality and forward-thinking Danish solutions to the North American market. To do so to the most benefit for Danish companies, our team is divided into four subsector teams.

We offer a number of services to support business development activities for Danish companies. Our services include monitoring market development and regulations, keeping an eye on investment and partnering opportunities, facilitating technology transfer, financing, public affairs, networking with federal, state and local governments, and providing business incubation and corporate establishments for Danish companies.

Our four subsectors teams operate within the following areas:

- Biogas and Bio-Energy
- Combined Heat and Power
- District Heating
- Green Buildings
- Smart Grid
- Waste-to-Energy
- Water and Wastewater
- Waste and Recycling
- Wind: Onshore and Offshore

Our team has years of experience working with industry and North American partners. By executing a hands-on approach, we strive to add significant value to our partners and customers every day.

Denmark has demonstrated by example how to achieve a thriving low-cost, energy efficient, low-carbon economy. We have the industry to prove it, the technology, equipment and services to make it happen and the public sector to facilitate the process.
About WEA
The Wind Energy Advisory (WEA) is a part of the Trade Council of Denmark. The main objective of WEA is creating and maintaining a platform for Danish companies and manufacturers wanting to establish and/or expand their activities within the U.S., Canadian, German, Brazilian and Argentinian wind energy markets. WEA has two main focus areas; market entry in the offshore wind industry and the onshore wind industry with focus on sales, maintenance and aftersales.

Background
The global wind energy markets express an increasing interest in high quality products and long-lasting solutions within the onshore and offshore wind sectors, which poses unique opportunities for Danish companies wanting to establish or expand their business to the U.S., Canada, Germany, Brazil and/or Argentina. Danish companies are acknowledged globally for their knowledge and expertise within the wind industry.

Services
WEA follows an Explore-Execute-Establishment approach when assisting Danish companies. Our advisors facilitates solution-sharing between Danish companies and their foreign counterparts by creating a platform that paves the way for wind energy sources. In close cooperation with the companies, WEA explores market entry and business development projects, strategic planning, and partnership/alliance opportunities, among others. Additionally along with the steps, WEA customizes business plans, create market road mapping, and offer incubator options.

The Team
WEA is consisting of commercial advisors located in Chicago, Houston, Silicon Valley, Washington D.C., Toronto, Hamburg and São Paulo. This unique combination makes it possible for WEA to provide comprehensive solutions for the Danish companies and local partners based on global knowledge share and experience at a strategic as well as technical/operational level.

Follow the Wind Energy Advisory on Twitter.
JAKOB SKAARUP NIELSEN
Team Leader
Consulate General of Denmark in Chicago

Jakob Skaarup Nielsen is Consul General of Denmark in Chicago and co-leader of the Trade Council’s North America Energy and Environment team. At the same time, Jakob is team leader of the Wind Energy Advisory. Jakob has been with the Danish Ministry of Foreign Affairs and Trade Council since 2000 and held posts in Singapore, China and Japan, at the EU mission in Brussels and Copenhagen. Jakob holds a Master’s degree in Economics, Business Administration and Commercial Law from Aarhus University, School of Business.

Anna Thalund Daugaard
Commercial Advisor, Onshore Wind
Consulate General of Denmark in Chicago

Anna Thalund Daugaard is a Commercial Advisor in the Wind Energy Advisory at the Consulate General of Chicago. Prior to joining the Chicago team, she worked as a sales assistant at Unilever Denmark, where she gained insights into the FMCG sector. Anna has a BSc. in International Business and a MSc. in Management of Innovation & Business Development from Copenhagen Business School. During her studies, she has written academic papers about internationalization strategies, strategic partnerships, and business model innovation, and she has a strong interest in sustainable industries.
DAN CHRISTOFFERSEN
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Consulate General of Denmark in Houston

Dan Christoffersen is a Commercial Advisor at the Consulate General of Denmark in Houston. Dan’s work is focused on the wind market in Texas. He joined the Consulate General with a strong technical background and a wide knowledge of global planning, operation and execution from the wind industry. Dan has more than 7 years of experience from the wind industry, and prior to joining the Consulate General, Dan has worked on several U.S. projects.

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GREGORY KOCSIS
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Gregory Kocsis is a Commercial Advisor at the Consulate General of Denmark in Chicago with a main focus on the wind power industry. He assists Danish companies with after-sales market development and establishing supply and support services of wind turbines in North America. Gregory has worked within the Danish and American wind manufacturing industries for 4 years with R&D, sales, and business development. Having a background in Mechanical Engineering, he has the capability to analyze cases from both a technical and commercial business perspective.

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**JAMES GLENNIE**  
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James Glennie is a Senior Commercial Advisor at the Embassy of Denmark in Washington D.C. His main focus is the energy sector, working primarily on supporting Danish companies within the wind energy industry, in which he has been working for 27 years. James also has ten years of experience in oil and gas finance followed by the last 16 years during which he has been working in wind energy world-wide.

**MICHAEL GULDBRANDTSEN**  
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Embassy of Denmark in Washington D.C.

Michael Gulbrandtsen is an Energy Advisor at the Embassy of Denmark in Washington D.C. His main focus is the energy sector, working primarily on government to government relations and supporting Danish companies across the wind energy segment. Michael has 10 years of experience from the renewable energy field and holds a Master's degree in Political Science from Aarhus University.
RENÉ VON BÜLOW THYGESEN
Commercial Advisor, Offshore Wind
Consulate General of Denmark in Chicago

René von Bülows Thygesen is a Commercial Advisor at the Consulate General of Denmark in Chicago, focusing on offshore wind energy. Previously, René functioned as a business developer at Orsted, managing projects within solution development and venture capital. Prior to this, René contributed to the development of PANDORA A/S’ global corporate strategy as an in-house strategy consultant. René has also conducted research, valuations and presentation materials at FIH Partners – the financial advisor on many offshore farm downs. René holds a Master in Science of Business Administration and Economics, specialised in Management of Innovation and Business Development.

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Nick Jensen is a Commercial Advisor at the Consulate General of Denmark in Chicago. His main focus is the energy and environment sector, working primarily on supporting Danish companies within the onshore and offshore wind energy industry. In addition to working for the Trade Council North America for two years, Nick has consultancy experience from multiple workshops with highly respected consultancies such as McKinsey as part of an elite programme in Business Development and Strategy.

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WATER TECHNOLOGY ALLIANCE

About WTA
The Danish Water Technology Alliance (WTA) is a Danish outreach program providing specialized know-how on innovative water technology solutions. The Alliance partners include public Danish water utilities, regulators and leading technology and service providers. WTA's expertise covers the whole water cycle from water distribution, water resource management, wastewater treatment, and sewer systems.

Background
Water is an increasingly important topic in North America and globally. Pressure on regional water supplies, new water management strategies and high water loss are dominant features in water scarce regions. On the wastewater side, water quality requirements and high energy costs for treatment are predominant themes. Many cities face challenges with heavy rainfall and sea level rise.
The Danish water sector is among the most innovative in the world. Through decades of stringent work, the Danes have achieved sustainable groundwater management, low water loss, net energy positive wastewater treatment plants and liveable city solutions.

Services
The main goal of the WTA is to connect to North American water professionals with the aim of sharing Danish know-how and foster collaboration. Through local visits, WTA provides specialized knowledge about Danish solutions. WTA hosts workshops and seminars locally in North America and invite North American Stakeholders on dedicated fact finding trips to Denmark – to see and experience solutions in operation and meet colleagues abroad. WTA facilitates and supports collaboration, pilot - and flagship projects.

The Team
The Water Technology Alliance is a part of the Trade Council of the Danish Ministry of Foreign Affairs. The team is a dedicated unit with a solid knowledge base and a 100% water focus. WTA is covering North America and based out of Chicago, Houston and Silicon Valley.

Follow the Water Technology Alliance on Twitter.
**JACOB VIND**
Team Leader
Consulate General of Denmark in Houston

Jakob Vind is Consul General of Denmark in Houston and co-leader of the Trade Council's North America Energy and Environment team. Jacob is also team leader of the Water Technology Alliance. Jacob has worked as a management consultant, business developer and fundraiser for more than 10 years. Having worked across the ICT, energy and water sector assisting both small and large companies (individually and in projects), Jacob is overall responsible for converting WTA activities into tangible opportunities and take a lead on strategic business development initiatives. Jacob is thus involved in the management of the WTA both on a strategic and an operational level with a strong emphasis on seeing sustainable partnerships and actual solutions come to fruition.

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**ANNSOFIE LYBÆK**
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Annsofie Lybæk is a Junior Commercial Advisor at the Consulate General of Denmark in Houston, where she is a part of the Water Technology Alliance. Annsofie has a background in Agricultural Economics, working with economics and policies in an international perspective with a special emphasis on resources, agribusiness and development. Annsofie’s role in the Water Technology Alliance is primarily within the industrial water sector, in which she works to build a strong network amongst key customers and stakeholders to strengthen the relationship between Denmark and the U.S.
As a Commercial Advisor, Annsofie acts as the link between potential customers and Danish companies who wish to expand their activities in the U.S.

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DAVID S. E. BREUER
Commercial Advisor, Wastewater
Consulate General of Denmark in Chicago

David Breuer is a Junior Commercial Advisor at the Consulate General of Denmark in Chicago, working closely with American and Danish stakeholders within the wastewater industry. The purpose is to match Danish technologies and services with the U.S. demand and foster collaboration. David holds a Bachelor in European Business and a Master in Business Administration and Organizational Communication from Copenhagen Business School. During his studies, he has focused on international business and commercial distribution. Furthermore, he has worked as a Commercial Associate at the Consulate General of Denmark in New York.

JENS ENEVOLDSEN
Sr. Technical Advisor, Wastewater
Consulate General of Denmark in Chicago

Jens Enevoldsen is a Senior Technical Advisor at the Consulate General of Denmark in Chicago. For more than 20 years, Jens has generally been engaged in finding bottlenecks and developing potentials in operating companies. The vast majority of the years have been in utility companies working with wastewater operations. With a degree in both mechanical and electrical engineering, Jens has a diverse understanding of the wastewater operation. In the Water Technology Alliance, Jens functions as technical responsible for waste water. Thus, it is Jens’ responsibility to generate knowledge sharing between American utilities and the Danish wastewater industry.
**JESPER ELKJÆR CHRISTENSEN**  
Sr. Technical Advisor, Water & Groundwater  
Consulate General of Denmark in Silicon Valley

Jesper Elkjær Christensen is a Senior Technical Advisor at the Consulate General of Denmark in Silicon Valley. Jesper has specialized in water supply planning and operation at Greater Copenhagen Utility and joined the Energy and Environment team with a widespread knowledge on water supply from source to tap. Prior to joining the Energy and Environment team, Jesper worked for ten years at Greater Copenhagen Utility and prior to that spent 15 years at a consultant company and the Capital Region of Denmark working with water resources, water supply and contaminated groundwater.

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**LASSE THOMASSEN**  
Commercial Advisor, Water & Groundwater  
Consulate General of Denmark in Silicon Valley

Lasse Thomassen is a Commercial Advisor at the Consulate General of Denmark in Silicon Valley focusing on business development within the whole value chain in the U.S. water and wastewater industry. His key role in the Water Technology Alliance is to engage with U.S. utilities and authorities to understand key drivers & barriers and translate them into specific business plans to strengthen ties and cooperation between Danish stakeholders and the U.S. market.

With a strong background from digitization and more than 10 years of experience with business development in the utility sector, Lasse has a strong network of connections.

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SOFIE HYLDAL THORGAARD
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Sofie Thorgaard is a Junior Technical Advisor at the Consulate General of Denmark in Houston, where she is a part of the Water Technology Alliance. Having specialized in water environment at the Aarhus University School of Engineering, she has a widespread knowledge on wastewater treatment, sewer systems and climate adaption. She works to establish a strong network of water and wastewater professionals with the goal of strengthening the cooperation between American utilities and the Danish wastewater treatment industry.

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DIRECTION ENERGY ADVISORY

About DDEA
The District Energy Advisory (DDEA) is dedicated to supporting the Danish district energy industry. Through coordinated efforts, the Advisory offers Danish district energy solutions to the U.S. and Canadian energy markets within heating and cooling technologies. DDEA facilitates every aspect of relevance in district energy, including; industry, public authorities, financing and research, district energy distribution, and production solutions. With knowhow and experience, DDEA has the flexibility to customize and implement district energy solutions.

DDEA focuses on projects at North American utilities, universities and colleges, medical campuses and military campuses as well as broader establishments in the cities and public institutions.

Background
Danish companies are frontrunners within the district energy field, and DDEA is determined to improve the energy solutions in North America. Excess heat and waste from industries have proven to be a valuable reusable resource, of which Danish companies have perfected the use. Danish companies' capabilities within district energy has led to a decrease of greenhouse emissions, pollution and costs.

Services
DDEA offers a wide range of services in order to introduce, implement and facilitate Danish solutions in the U.S. and Canada. Furthermore, DDEA offers strategic planning, business development, workshops and fact finding tours in North America and Denmark.

The Team
DDEA is consisting of two dedicated people, located in Washington D.C. The team is specialized within district energy, business development, sales, planning and export. Furthermore, the team is devoted to support the district energy industry.

Follow the District Energy Advisory on Twitter.
NIELS VILSTRUP
Team Leader
Embassy of Denmark in Washington D.C.

Niels Vilstrup is a Senior Advisor and team leader of the District Energy Advisory at the Embassy of Denmark in Washington D.C. He has a broad experience working with a wide range of district heating, district cooling, waste heat recovery power generation and district energy development projects in North America, Europe and The Middle East. The past years, he has worked with two leading Danish consultancy companies doing business development, sales and market entry strategies of district energy projects. Niels has extensive practical mechanical and construction experience as on-site supervisor on district heating system implementation projects in Denmark supervising the construction of the systems but also from commissioning of waste heat recovery power plants in Kenya, Africa, and in Pakistan.

SHIRIN KAROUBI
Commercial Advisor
Consulate General of Denmark in Toronto

Shirin Karoubi is a Greenbuild & Urban Solutions and District Energy Advisor based in Toronto. Prior to working in TCNA, Shirin has been working in environmental planning for five years at various levels of government within Ontario and British Columbia, giving her expertise in multiple environmental sectors specifically in sustainable infrastructure. Additionally, she has experience in working with the private sector on public projects.
The Waste, Recycling and Biogas Advisory is a dedicated sector platform within the Trade Council of Denmark’s Energy & Environment Group. The Advisory connects Danish competencies and solutions in the fields of waste, recycling and biogas to opportunities and challenges within the North American market.

About WBA
Waste, Recycling and Biogas Advisory (WBA) provides strategic, business and financial advisory and development services to Danish companies seeking to enter and expand into the North American market.

Background
The North American market for sustainable waste management is rapidly expanding as more states and municipalities increase their focus on the circular economy and green transition. According to an analysis by Green Gas Denmark, Denmark’s gas grid is on track to be running entirely on biogas by 2035, making Denmark the first country in the world to become independent of natural gas and cover their consumption entirely through gas produced from food waste, industrial waste and agricultural by-products.

Services
WBA offers a wide range of advisory services from highly customized individual engagements to alliance structures that enable our Danish clients to more effectively achieve corporate objectives by combining their competencies to create a more compelling and competitive value proposition. For new market entrants, WBA provides a variety of tailored services, including market selection, go-to-market planning and execution as well as an incubation program providing physical & virtual office space, corporation formation services and administrative support.

The Team
WBA consists of industry experts with significant knowledge and relationships in North America and a deep commitment to advancing sustainable waste management solutions and innovations. The team is headquartered in Washington, D.C. with supporting resources located in Houston, Silicon Valley and Toronto.

Follow the Waste, Recycling and Biogas Advisory on Twitter.
CHRIS VOELL
Team Leader
Embassy of Denmark in Washington D.C.

Chris Voell is a Senior Commercial Advisor at the Embassy of Denmark in Washington D.C, where he is heading the Waste, Recycling & Biogas Team. Chris has worked for non-profit, government and private organizations in the waste management, wastewater, livestock and biogas energy sectors since 1986, most recently with the Climate Change Division of the US Environmental Protection Agency and the Global Methane Initiative. Chris is working closely with American and Danish stakeholders to identify opportunities and synergies between Danish innovation and U.S. demand. His focus is on identifying strategic partnerships and business alliances with North American companies, NGOs and government agencies and helping to advance environmentally and economically sound waste management systems.

LOUISE HANSEN
Commercial Advisor
Embassy of Denmark in Washington D.C.

Louise Hansen is a Commercial Advisor at the Embassy of Denmark in Washington D.C, where she is working will the Waste, Recycling & Biogas Team. Louise is working closely with American and Danish stakeholders to match Danish technologies and services with the U.S. demand. Her focus is on coordinating projects and tailoring communications to make sure we provide high value services to our clients.
THE ENERGY
AND ENVIRONMENT TEAM

In addition to our four subsector teams, the Energy and Environment Team comprises a number of additional functions to assist Danish companies’ export promotion.

The Energy and Environment Team

District Energy  
Waste, Recycling and Biogas  
Water Technology  
Wind Energy

Economic Diplomacy  
Defense  
Communications

To learn more about the Energy and Environment team in North America, please connect with us on LinkedIn.
**BO RIIISGAARD PEDERSEN**  
Sector Expert  
Consulate General of Denmark in Silicon Valley

Bo Riisgaard Pedersen is an energy engineer from the Technical University of Denmark (DTU). He has been working at the Danish Energy Agency for more than 10 years, and has worked in the field of biogas, biomass, energy efficiency improvement, district heating and energy planning - both within biogas specifically. In addition to this, Bo has worked with biomass projects, larger sector programs, regulations, governmental and authority cooperation, and business and export promotion. Bo has an in-depth knowledge about regulation, framework conditions and holistic system thinking in Denmark.

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**LANA SUKHODOLSKA**  
Sr. Commercial Advisor  
Consulate General of Denmark in Silicon Valley

Lana Sukhodolska has more than 15 years experience in strategy shaping for global markets, market and business development, regulatory advisory and commercial management across the sectors Energy, Telecommunications, Banking and IT/Software. Lana has worked to develop a greener energy future at Danish company Ørsted by driving commercialization of their new low carbon technologies and projects globally throughout her 9 years with the company. Lana holds a Bachelor degree from the Kyiv Mohyla Academy in Computer Science and Applied Mathematics, and a Master degree in Applied Mathematics from the Technical University of Denmark, earnt in 2006.

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JEPPE MATHIAS HELSTED
Sr. Advisor
Embassy of Denmark in Washington D.C.

Jeppe Helsted is Senior Advisor at the Embassy of Denmark in Washington D.C., covering U.S. political developments in the areas of energy, environment and climate change. Jeppe studied Political Science at the University of Copenhagen and has for the past six years held various positions in both the Danish and the British foreign service, mainly dealing with sustainable development, international and domestic energy policy and communications.

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JESPER DUEVANG RASMUSSEN
Assistant Defense Attaché
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Jesper Duevang Rasmussen is one of two Defence Industrial Cooperation Attaché at the Danish Embassy in Washington, D.C. Jesper brings with him 27 years of national and international experience, where he has developed strong relationships with military professionals on both sides of the Atlantic. Jesper has a strong military background that has taken him on multiple missions and assignments. He has been responsible for search and rescue operations in Denmark, tactical education of future leaders in the Royal Danish Navy, Public Affairs Officer and spokesperson for the Danish Defence regarding operations both domestically and abroad. As a naval officer, Jesper has commanded four warships and worked in several multinational headquarters in Denmark, Spain, and Poland, and has gathered extensive experience that has honed his skill in developing strong relationships. He holds a Master Mariner degree from the Danish Naval Academy and a Master in Military Studies from the Royal Danish Defence College.
JEPPLE LUND THØGERSEN  
Commercial Advisor  
Consulate General of Denmark in Chicago.

Jeppe Lund Thøgersen is a Commercial Advisor at the Consulate General of Denmark in Chicago. His main focus is market research in the energy and environment sector, analysing trends and data as well as supporting Danish companies in their market entry. Prior to joining the office in Chicago, Jeppe has been working at The Trade Council both in Washington D.C. and at the headquarter in Copenhagen. Having specialized in business development in new markets at the Copenhagen Business School, Jeppe has thorough knowledge on developing entry strategies in highly regulated markets such as the U.S.

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Jesper Køks Andersen is a Commercial Advisor at the Consulate General of Denmark in Chicago. His main focus is market research in the energy and environment sector, analyzing trends and data as well as supporting Danish companies in their market entry. Prior to joining the Trade Council, Jesper led market intelligence for the Dutch Conglomerate Royal Phillips' Healthcare division in the Nordics. Moreover, he has extensive knowledge and experience within the Pharmaceutical sector, where he worked for Takeda Pharma and AstraZeneca Pharmaceutical for several years.

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