

## Mark I. Wiranowski

### Associate

Mark Wiranowski's practice focuses on corporate and commercial transactions in the energy, communications and information technology industries, including novel transactions in those sectors. He also represents emerging companies across a broad range of industries.

Mr. Wiranowski advises utilities, developers, power marketers, commercial and industrial companies and investors on power purchase agreements and the development and acquisition of energy infrastructure, including wind, solar, battery and microgrid projects. He also advises telecommunications companies and investors on network buildouts and other telecommunications transactions. In addition, he represents companies and investors in matters of corporate governance, private equity, venture capital and debt financings, recapitalizations, mergers and acquisitions, technology and content licensing, manufacturing, other commercial transactions and related real property transactions.

His clients include gas and electric utilities, telecommunications and technology companies, energy project developers, investors and emerging and established private companies focused on technology and business innovations – among others, smart grid and energy use, Internet of Things, cybersecurity, solar and batteries, communications technologies, chemical sensors, critical infrastructure inspection, drone applications, industrial solutions and on demand and "as-a-service" companies.

In 2017, Mark was named to the Colorado 2017 Super Lawyers® Rising Stars list.

Representative transactions include:

- lead outside transactional counsel to investor-owned utility for the build-transfer of a 60 MW wind project
- lead outside transactional counsel to investor-owned utility for sale of development rights for 65 MW solar PV project
- lead outside transactional counsel to Fortune 100 tech company for 10 MW onsite solar PV project at data center site
- lead transactional counsel to independent power producer for development or acquisition of several fossil fuel-powered generating facilities
- lead outside transactional counsel to investor-owned utility for the development and construction of a solar-battery-microgrid project
- transactional counsel on numerous renewable, dispatchable and synthetic power purchase agreements and energy supply agreements for utilities, developers, commercial and industrial offtakers and marketers
- counsel to energy, telecom, tech, CPG and retail emerging companies and investors in dozens of venture capital and growth equity financings from seed investments to late stage growth equity investments
- counsel to Fortune 200 communications company for procurement and development for network buildout
- counsel to communications company for procurement and development for network buildout
- counsel to communications infrastructure company for multiple pole attachment negotiations
- counsel to technology startup for first commercial contract with mobile virtual network




---

#### CONTACT

DENVER  
 E [mwiranowski@wbklaw.com](mailto:mwiranowski@wbklaw.com)  
 P 303.626.2342  
 F 303.626.2351  
 Outlook vCard

---

#### BAR ADMISSIONS

Colorado, 2012

---

#### EDUCATION

J.D., University of Colorado School of Law, 2012 - Valedictorian  
 M.P.P., Harvard Kennedy School of Government, 2004  
 B.A., Princeton University, 1995

---

#### PRACTICE AREAS

Corporate & Commercial Transactions  
 Electric Power  
 Energy Regulation  
 Grid Modernization  
 State Regulation  
 Tower Siting & Infrastructure  
 Wireless Communications

- operator
- counsel to acquirer in complex installment-based acquisition of international commercial ranch property
- counsel to marketing analytics company Datalogix, Inc. in its sale to Oracle Corp.
- counsel to Internet-of-things company Revolv Inc. in its sale to Google Nest
- counsel to video ad platform SpotXchange, Inc. in its sale of a 65% stake to RTL Group
- counsel to medical device company Lanx, Inc. in its sale to Biomet, Inc.
- counsel to nut butter and candy company Justin's, LLC in \$47 million investment by VMG Partners
- counsel to email company SendGrid, Inc. in \$20 million investment by Bain Capital and Foundry Group
- debt counsel to private lender on long-term and construction loans for small U.S. commercial solar projects
- corporate and securities counsel to two online platforms connecting investors and emerging companies
- counsel to pharmaceutical company in negotiation of first contract manufacturing arrangement for novel drug therapy
- counsel for restructuring, spin-out and recapitalizations in a variety of complex structures
- commercial transactions, including EPC and O&M contracts, supply contracts and licensing agreements
- commercial and project-specific leases, easements, license and option agreements

## PUBLICATIONS AND EVENTS

"Renewable Energy Contracts Workshop," Kinetic workshop series, Nashville, TN, November 29-30, 2017

"Renewable Energy Contracts Workshop," Kinetic workshop series, Portland, OR, July 12, 2017

"Renewable Energy Contracts Clinic," course instructor, Golden, CO, October 13, 2016.

"Drones and Utilities: Building the Business Case for Utilities," Kinetic webinar series, panel moderator (with panelists from Exelon, San Diego Gas & Electric and PPL Electric Utilities), February 25, 2016.

"Drones and Utilities: Policy and Regulations," Kinetic webinar series, co-presenter with Rachel Wolkowitz, February 18, 2016.

"A Good Time to Double Down and Data Analytics and Network Capabilities," Mark Wiranowski. Published in the Utilities Telecom Council Journal, Q4 2015.

"Innovation on the Electric Grid," moderator of panel at Denver Startup Week, October 2, 2015. Panelists included Xcel Energy, RES Americas, NREL Energy Systems Integration, Spirae, Vision Ridge Partners.

"Big Data: Opportunities and Constraints For Gas Utilities," Mark Wiranowski and Susan Bergles. Presented at the American Gas Association Legal Forum, July 20, 2015.

"Competitive Smart Grid Pilots: A Means to Overcome Incentive and Informational Problems"

by Mark Wiranowski. (2012) Colorado Journal on Telecommunications and High Technology  
Law