



**NEW MEXICO HIGHER EDUCATION DEPARTMENT
CAPITAL OUTLAY ANNUAL TRAINING**

Speaker Bios



Colby Geer, Yearout Energy Services

Colby is the President of Yearout Energy Services Company. A graduate of Colorado Christian University with a bachelor's degree in Business Management, Colby went on to work at Yearout Mechanical, Inc. in 2008 after graduation. During his time at Yearout, Colby worked as a co-founder to develop the energy services division for Yearout, now known as Yearout Energy Services Company. Yearout Energy Services Company, LLC is focused on the efficient use of energy in public, private, commercial, and industrial facilities throughout the Southwest, with offices in Albuquerque, Denver, and Dallas. Yearout Energy provides solutions that include design, engineering, installation, and maintenance to reduce operational expenses within existing facilities and infrastructure. Yearout Energy guarantees the utility and operational savings and actively works with owners to ensure that those savings are realized.



Neal Skiver, LVL Finance, LLC

Neal Skiver founded LVL Finance, LLC ("LVL") in May 2022. LVL's focus is to assist energy services companies, renewable energy developers and other market participants (host customers, lenders, placement agents, financial advisors, bond counsel, etc.) to provide cost-effective and practical financial solutions for energy efficiency, renewables, combined heat and power plants and distributed generation projects constructed onsite primarily at state & local governments and not-for-profit institutions.

Neal is a veteran in the field of government energy performance contract financing, and he also has an extensive background in the development of customized financial solutions for renewable energy projects. Neal has been in the municipal equipment finance market for the past 36 years, dedicated to the specialized energy practice since 1994. Since 1994, Neal has been involved with the funding of over 300 separate energy-related direct placement transactions, representing nearly \$2 Billion. Prior to founding LVL, Neal was a Senior Vice President at Siemens Financial Services, Inc., George K. Baum & Company, Green Campus Partners, Banc of America Public Capital Corp, National City Energy Capital, various investment banking and equipment leasing subsidiaries of ABN AMRO Bank and GE Capital. Neal attended Northwestern University and graduated from the University of Denver with a BSBA (Cum Laude) in Marketing and Finance. Neal and his wife Paula live in Santa Fe, New Mexico.



Nina Chavez, New Mexico Legislative Finance Committee

Nina Chavez is a fiscal analyst on the capital outlay team at the Legislative Finance Committee. Among her responsibilities are presenting various quarterly reports to the LFC and legislators on capital outlay projects progress, developing the LFC capital outlay budget recommendation, and supporting the year-round process leading into the drafting and carriage of the capital outlay bills including reauthorizations and the biennial general obligation bonds bill. She sits on the HED Capital Outlay Committee and is involved in the review of active capital outlay projects as well as the institutional requests during the summer hearings. For her, site visits are very much a highlight to see state funds in action for New Mexicans and students.



Gerald Hoehne, New Mexico Higher Education Department

Gerald Hoehne has served as a public servant providing support and guidance to constituents and stakeholders for the past 20 years. Throughout his career he has held a wide array of construction, audit, budgeting, and financial roles, including supervisory roles within District III and District IV at the New Mexico Department of Transportation, ensuring construction contract and financial compliance with Federal Highway and Transportation Department requirements with the NMDOT's Office of the Inspector General, and most currently as Director of Capital Projects at the New Mexico Higher Education Department.

In his role as Director of Capital Projects, Gerald has remained committed to increasing energy efficiency in our built environment across New Mexico. He serves on New Mexico's Interagency Climate Change Task Force and has implemented policies within the higher education capital outlay funding recommendation process to ensure the highest energy efficiency standards at higher education institutions in the state are being realized. He has also worked tirelessly to maximize funding opportunities to address the capital needs of higher education institutions statewide, including funding for capital outlay, building renewal and replacement, and demolition.



Joe Brown, New Mexico Higher Education Department

Prior to joining the New Mexico Higher Education Department, Joe Brown was a consultant and employee with the NMDOT for almost 24 years. His background at the NMDOT included office manager for construction project offices, IT specialist consultant for their construction management software, and construction auditor. Mr. Brown was most recently the Civil Rights Supervisor at the NMDOT and spent 9 years in the civil rights section. He is a veteran of the U.S. Air Force and has an extensive background in multiple disciplines, including over a decade in aviation as a commercial pilot for single and multi-engine airplanes and hot air balloons as a commercial pilot and instructor, and holds an airframe and powerplant mechanics license as well. Mr. Brown worked in the IT field in the 80s and 90s. He has also been in the law enforcement field. Mr. Brown taught Adult Basic Education and a couple of credit courses for New Mexico State University-Carlsbad in the mid 90s.



Ashley Leach, New Mexico Board of Finance

Ashley Leach is the Director of the New Mexico Board of Finance. She has been with DFA since January 2019 and was previously with the New Mexico Department of Workforce Solutions Economic Research & Analysis Bureau, where she was the publication, research, and communications and marketing lead. Her experience and skill set balance economic research and analysis with disseminating and marketing information that is relevant, accessible, and demanded. Ashley also has experience in land use economics, with a focus on market analysis, fiscal impact analysis, and infrastructure financing plans. Ashley received her MA in Economics from The Ohio State University and BA in Economics from the University of New Mexico.



Harold Trujillo, New Mexico Energy, Minerals, and Natural Resources Department

Harold Trujillo is the Bureau Chief of the Energy Technology and Engineering Bureau at the Energy, Minerals and Natural Resources Department. He has led efforts to implement the State Government Energy Management Program, reviewed and approved over \$250 million in energy service performance contracts for public schools, universities and local governments, coordinated adoption and training Model Energy Codes in New Mexico since 1983 and is the co-founder and past President of the New Mexico Association of Energy Engineers. Mr. Trujillo received his B.S. in Mechanical Engineering from New Mexico State University, is a Registered Professional Engineer in the state of New Mexico and California, and a NM Licensed contractor.
