



2023 Ones to Watch Industry Leaders: Alexandra Cooley, Nuveen Green Capital

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Alexandra Cooley
Co-Founder & Chief Investment Officer

Number of years in CURRENT position: 8.5

3 skills that you use every day in your position: Negotiation, problem-solving and pattern recognition.

Best book, podcast, or app for aspiring leaders:

“So Good They Can’t Ignore You” by Cal Newport.

Best advice for new leaders in 10 words or less: Luck is a random variable. Keep working and it will come.

What recent project, transaction or accomplishment are you most proud of? While at Connecticut Green Bank, I was part of the team that developed the country’s first successful C-PACE* program. Seeing the potential to scale, my co-founder Jessica and I launched startup Greenworks Lending in 2015 to expand C-PACE. Our firm’s double-digit growth led to our 2021 acquisition by \$1T+ asset manager, Nuveen. I am very proud of trailblazing a unique financing mechanism within the CRE industry and having built something of tremendous value and scale to help mitigate climate change in the built environment. *Commercial Property Assessed Clean Energy

What makes this nominee an Industry Leader?

“Ali leads the nation’s largest provider of C-PACE financing, providing leadership and strategic vision for the firm’s investment and portfolio management strategy. She has raised over \$1B of equity and debt for Nuveen Green Capital’s C-PACE assets, while structuring the first-ever securitization of C-PACE assets in 2017.” - Lesley Osborn, Manager, Marketing and Communications at Nuveen Green Capital.