

Insights: Publications

Mark Reidy Referenced in The Daily Digest (biofuelsdigest.com) re: "Nick Andrews Takes His Hat Off: The making of the historic Southwest Airlines/USA BioEnergy SAF pact"

The Daily Digest

November 5, 2023

In the world of the bioeconomy, USA BioEnergy CEO Nick Andrews is known as “the guy with the cowboy hat”. He’s almost never seen without it, on the sidelines of ABLC or other major events. He’s the Tim McGraw of the bioeconomy. Jim Lane caught up with Nick as the historic 680 million gallons offtake deal for sustainable aviation fuel was announced (here’s our spot report on that). Historic not just for the large volume, but for the 20-year length of the agreement, something called by the financial industry the “tenor of the loan”. As tenors go, this one is right up there with Pavarotti, Domingo and Carreras for power and market impact. That 20-year deal, no one ever had one before, it’s going to change the trajectory of SAF deployment, for sure.

As Nick Andrews does, he spent most of our call taking his hat off to others, mentioning all kinds of players in all kinds of roles that don’t usually get a minute in the spotlight, CEOs being generally more focused on conveying strength and building shareholder value than asking the sidemen to take a bow. It was fitting that, unusually, when we joined on WebEx for our call, Nick wasn’t wearing his hat. Too busy doffing it, I suppose. As many would expect, joining Nick in the call was [Mark Riedy](#) who with Patrick McShane and the Kilpatrick Energy Practice Group represent USA BioEnergy in negotiating and drafting project financing agreements, advise tax and corporate structuring, federal governmental affairs, including federal energy, environmental tax policy initiatives. Mark is to many a project as Tonto is to the Lone Ranger, never in the front, but essential to the scene.