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PowerShift 2024: Jeff Lipson, HASI



Image: HASI


Jeff Lipson is CEO and president of Hannon Armstrong Sustainable Infrastructure Capital Inc. (HASI)

HASI



By [Jessica Iannetta](#) – Managing Editor, Baltimore Business Journal

Mar 21, 2024

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Jeff Lipson

Title: President and CEO, HASI (Hannon Armstrong Sustainable Infrastructure Capital Inc.)

Since: March 2023

Dinner for four and you get to invite any three other people to join you. Who would they be? First, I would invite my lovely wife, Karen. If I had the freedom to invite anyone, regardless of whether they were living or deceased, my other two guests would be George Orwell and Winston Churchill. However, if the dinner were limited to those currently alive, my chosen guests would be Liz Cheney and Rick Perlstein.

What are your top priorities?

My primary goals at HASI involve enhancing our profitability, addressing climate change through our investments, and maintaining our unique mission-driven culture. I'm privileged to work with a collaborative team, one that is deeply committed to our success and making a positive difference in the world.

What is the biggest challenge currently facing your company?

A key challenge we face is the misperception of our strategy, which can, at times, hold back our stock performance. Our strategy of focusing on climate, clients, and assets is without a natural peer group, which creates a challenge with investors' categorization and willingness to engage. I believe our investor relations strategy has made great strides in overcoming this challenge, but we still have more work to do on this matter.

How would you describe your leadership style?

The cornerstone of my leadership style is the concept of leadership by example, embodied in the timeless wisdom of Carl Jung: "You are what you do, not what you say

you'll do." In practice, I champion consensus building. I actively encourage open collaboration and value the diverse perspectives of my colleagues, as I am convinced this approach leads to the most effective decision-making and business outcomes.

How have your previous career experiences prepared you for your new job?

Over my 30-plus-year career, I have been fortunate to have gathered a wealth of knowledge and skills that prepared me to take on the role of president and CEO of HASI last year. For example, I led a finance company through the rough waters of the 2008-09 financial crisis, learning how to stay focused when times get tough. I also had the chance to be the CEO of a bank, allowing me to develop leadership skills, emotional intelligence, and a deep understanding of organizational dynamics.

What's your favorite activity to do on the weekends?

We enjoy relaxing, reading and live music at the Delaware beach in summer, Penn State football in the fall, and general travel in winter and spring.

To read about the rest of the BBJ's PowerShift leaders, [click here](#).