

The FutureWork Playbook Podcast Season 6, Episode 5: Fast Co. “Most Innovative Companies” Amogy: Navigating Legal Waters in Clean Energy: Insights from the Head of Legal

Insights

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The FutureWork Playbook podcast season 6, episode 5, “Fast Co. ‘Most Innovative Companies’ Amogy: Navigating Legal Waters in Clean Energy: Insights from the Head of Legal” hosted by partner and chair of employment & labor practice Natalie Pierce, releases today.

Natalie Pierce invites Daniel Landesberg, Amogy head of legal, to discuss the startup’s revolutionary work of unlocking the potential of ammonia as a source of clean energy and the role his team plays in navigating a new frontier of regulations and tax credits and educating the market about Amogy’s novel technology. “When it comes to regulations and whether those regulations might restrict or impose certain requirements on our technology or things like tax credits, a lot of it’s about education,” Daniel says. “And it’s not just with regulators. It’s with customers. It’s with investors.”

Amogy was recognized on the [2024 Fast Company Most Innovative list](#).

Episode highlights include:

- Amogy’s primary product is an engine that runs on ammonia fuel by converting it into hydrogen at the point of use; that hydrogen is then fed into a hydrogen fuel cell to generate electricity.

- Daniel’s legal department is disrupting an industry that’s been largely static for years. “It’s challenging, but I also feel like we’re helping to create standards and norms for the future of ammonia-to-power technologies.”
- Recognizing that its technology is unknown to many, Amogy prioritizes educating regulators, customers, and investors through proactive messaging such as meetings on The Hill and publishing white papers.
- For Daniel, leading the legal team on a young startup means constantly assessing risk, problem-solving, and weighing whether to bring in outside counsel for guidance.
- Amogy inspires team members to know its technology – and each other – through innovations like a software that arranges “coffee chats.”

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