



**Todd Presson**  
**Chief Operating Officer**



## **EXPERIENCE SUMMARY**

*Energy professional with broad power industry experience, including: financial analysis, market and technology assessment, business strategy and development, and public outreach.*

## **SELECT EXPERIENCE**

### **Director, Eolelectric, Inc., 2003 – Current**

- Member of Board of Directors for this privately held wind power development company located in Brossard (Quebec) Canada.

### **Patriot Renewables, 2006 – Current**

*Chief Operating Officer*

- Overall team leader responsible for development and operation of commercial scale wind energy projects in New England. Currently \$50 million in operating assets and over \$200 million in development. See [www.patriotrenewables.com](http://www.patriotrenewables.com) for additional information.
- Managed late stage development, power sales, acquisition, and ongoing operations and maintenance activities for 4.5 MW Beaver Ridge Wind project located in Freedom, ME.
- Site selection, permitting, power sales, turbine selection and negotiation, construction and operation of 20 MW Spruce Mountain Wind project ([www.sprucemountainwind.com](http://www.sprucemountainwind.com)).
- Oversaw development of near term pipeline including the fully-permitted 34.2 MW Saddleback Ridge Wind project in Carthage, ME, currently under construction with commercial operation planned for 2014; and the fully-permitted 22.8 MW Canton Mountain Wind project in Canton, ME, with commercial operation anticipated in 2015. Early stage projects include the 6-10 turbine Timberwinds project in Dixfield, Maine; and a larger 50-100 MW wind project in Moscow, Maine, both still in the environmental study phase.

### **Ameresco, 2004 – 2006**

*Developer for this leading energy services company headquartered in Framingham, MA.*

- Evaluated opportunities for small wind projects at numerous locations in the U.S.
- Sited and secured grant award for a 600 kW wind turbine in Illinois, which led to successful project completion in 2007.
- Negotiated landowner lease options, secured preliminary wind study, wrote and submitted proposal to provide a turnkey 18.9 MW wind project to a Midwest utility.
- Conducted market assessment, site selection, landowner negotiations, and presentations with local permitting authorities to support development of a large wind project in western New York.
- Managed early stage development activities, including technology and market assessment, for a 15 MW poultry litter to electricity biomass project for a large turkey processor in North Carolina. Cultivated relationships with management from turkey processor and electric utility. Worked



collaboratively with utility management and engineers to test turkey litter as a co-firing fuel at an operating coal-fired plant. Secured \$500,000 in grant funds for research and testing.

- Conducted due diligence to support the acquisition of an independent coal-fired power plant and convert boiler and material handling systems to accommodate turkey litter as a primary fuel.

### **enXco, 2001 – 2004**

*Developer* for this Palm Springs, CA based wind energy development and operations company.

- Managed overall development activities for the \$40 million Hoosac Wind project in western Massachusetts, including relations with landowners, town officials, media and permitting agencies. Led public meetings and hearings resulting in permitting of wind measurement towers and wind turbines on private and public land in two towns. Formed and led a team of professionals providing engineering, environmental, permitting, power sales, interconnection and public outreach activities in support of overall project development.
- Hoosac Wind was sold to PPM Energy in 2004 and later acquired by Iberdrola Renewables. The project was constructed in 2012 and is currently the largest operating wind power project in Massachusetts ([http://www.iberdrolarenewables.us/cs\\_hoosac.html](http://www.iberdrolarenewables.us/cs_hoosac.html)).

### **KMS-Mountain Energy, Inc., South Burlington, VT 1997 – 2001**

*Vice President and Investment Manager* for this energy investment company.

- Directed key due diligence, asset optimization, and general management activities for cogeneration investments in eastern North America, including fuel procurement strategies, operating margin analysis, contract negotiation, and new project development. Optimized fuel procurement strategy for KMS Crossroads Inc., a 7 MW cogeneration gas turbine project with multiple offtake agreements, including approximately 2.5 MW of electrical power and 15 million BTU per hour of thermal energy to Crossroads Corporate Park in Mahwah, NJ. (KMS Power Income fund assets were sold to the Algonquin Power Income fund in 2002.)
- Worked-out and facilitated the sale of \$10 MM energy conservation investment in New Jersey under PSE&G's Standard Offer program. Troubled projects included a 500-ton gas engine driven centrifugal chiller powering a critical manufacturing process.
- Researched new technology applications in the emerging distributed generation market, including micro-power and renewable energy. Developed a refined project acquisition and development market strategy, and co-authored company business plan.
- Managed due diligence, negotiation, deal structuring, closing and oversight of a \$2 MM venture capital investment in CASTion Corporation, a Massachusetts industrial wastewater treatment company. Active board member during critical growth period leading to a ten-fold improvement in revenue. CASTion was acquired by ThermoEnergy in 2007.

### **Green Mountain Power Corporation, South Burlington, VT 1991 – 1997**

*Manager - Energy Services:* Strategic business planning, assessment and launch of innovative energy products for business customers.



- Negotiated creative lease-to-buy agreement with a major industrial customer for a state-of-the-art \$700,000 1,000 kVA power conditioning generator, the first of its kind in New England. Led successful testing and commissioning effort, including state-of-the-art sub-cycle metering and fault detection.
- Led a five person internal staff and outside consultants in marketing and delivering energy services to targeted customer segments, including a unique energy program designed to reduce electrical demand in a major ski resort town, deferring a \$5 MM capital investment.
- Negotiated regulatory agreements and managed relations with state regulatory agencies.
- Contributing author in ACEEE technical report: “A Tale of Two States: Detailed Characterization of Residential New Construction Practices in Vermont and Iowa.”

*Senior Energy Analyst/Engineer:* Designed and evaluated performance of \$20 MM portfolio of energy efficiency investments. Responsible for all aspects of research design, implementation, analysis and recommendations.

- Planned, implemented and managed research to refine and reengineer 12 different service offerings to residential, commercial and industrial customer groups. Successfully managed concurrent research contracts with six professional consulting and engineering firms and reduced unit research costs 50% over five years.
- Together with utility planning group, incorporated demand side management forecasts into utility integrated resource plan.
- Designed and implemented a comprehensive study to evaluate the effectiveness of the utility’s electric water heater load-shedding program, a pre-cursor to today’s smart-grid technologies. Study results led to a revised assessment of technology effectiveness and an overhaul of the program design and incentives.
- Conducted energy audits on commercial facilities.

## **TWM Northeast, Williston, VT 1988 – 1991**

*Project Engineer:* Designed industrial and institutional mechanical systems (HVAC, industrial process, emergency generator), specifications, cost estimates and technical reports for this Thermo Electron subsidiary. Major projects included:

IBM, Essex Jct., VT – Projects included: (1) Sulfuric Acid Unloading and Bulk Storage Room Upgrade; (2) Solvent and Acid Distribution System; (3) Chemical Distribution Center Vapor Recovery System; (4) Hydrogen Peroxide Distribution Modifications; (5) De-ionized Water Filtration System; (6) Emergency Back-up Air Supply system; (7) Process Cooling Water System Pump Redesign and Relocation; (8) Mechanical Design for Connecting Link and Stairwells; (9) Decontamination and Bottle Wash Area Relocation; (10) Cooling Tower Economizer Design; and (11) Perchloroethylene Distillation Room – Vapor Recovery.

North Country Hospital, Newport, VT – Medical Lab Expansion

Porter Medical Center, Middlebury, VT – HVAC for new activities room, kitchen area with compensating hood, dining, lobby, conference, and office areas.



Northwest State Correctional Facility, St. Albans, VT – Emergency Generator Design

Lyndon State College, Lyndonville, VT – Emergency Generator Design

Central Valley Physicians Hospital (CVPH), Plattsburgh, NY – Emergency Generator Design

Medical Center Hospital of Vermont, Burlington, VT – Ventilation reduction and optimization study

Morrisville Creamery, Morrisville, VT – HVAC optimization study

### **US Army Natick RD&E Center, Natick, MA 1986 - 1988**

*Project Manager:* Managed several multi-year competitive contracts to design, develop, and test state-of-the-art shelter equipment for soldiers, including lightweight portable shelters, inflatable helicopter maintenance shelters, and chemically hardened mobile hospital shelters. Designed and conducted field tests to evaluate portable shelter heating systems at the USACOE Cold Regions Research and Engineering Laboratory in Hanover, NH.

## **EDUCATION**

### **Rensselaer Polytechnic Institute (RPI), Troy, NY**

- *MBA, Lally School of Management & Technology, 1997*

### **University of Vermont, Burlington, VT**

- *Graduate courses in statistics, 1992 - 1995*
- *B.S. Mechanical Engineering, 1986*
- *Tau Beta Pi National Engineering Honor Society*

## **LICENSES**

- *Licensed Professional Engineer, State of Vermont*



## **ANDREW GOLDBERG** **Chief Financial Officer**

### **PROFESSIONAL EXPERIENCE**

#### **Chief Financial Officer, Patriot Renewables, LLC, 2009 – Present**

- Accountable for the day to day financial operations of a renewable energy company with a pipeline of approximately 125MW or \$300M of wind transactions
- Responsible for transaction structure, tax benefits, sourcing financing, and procuring and negotiating power purchase agreements
- Developed and implemented financial analysis tools used to evaluate current and prospective transactions
- Negotiate turbine supply and third party agreements

#### **Principal - Finance, Boston Financial (formerly MMA Financial & Lend Lease), 2008 – 2009**

- Involved in the day to day financial operations of a real estate investment firm with more than \$10 billion in assets under management throughout 120 funds consisting of 1,500 properties
- Developed and implemented financial planning and analysis models used to evaluate the financial performance of the company's business lines
- Provide strategic consulting services to Fund Management, Asset Management, and Fund Accounting groups
- Developed and implemented process redesign initiatives that increased transparency, cohesiveness, and reduced redundant tasks throughout each division
- Support senior management in the analysis, diligence and execution of acquisitions and third party contracts including preparation of quarterly reports to the Board of Directors
- Creation and implementation of corporate Accounting and Treasury functions
- Promoted five times during my ten year tenure with the firm

#### **Principal - Acquisitions, Boston Financial (formerly MMA Financial & Lend Lease), 2001 – 2008**

- Accountable for tasks relating to origination and execution of low-income housing complexes including: deal structuring & negotiation, investor communications, financial modeling, due diligence and investment committee presentation and approval process
- Acquired over 70 properties with total development costs exceeding \$1 billion
- Generated over \$25 million in transaction fees for the firm
- Integrated our debt and equity platforms to increase cross-selling, productivity, and profitability
- Developed a sophisticated transaction pricing model and committee package for the organization that has been used for over 200 transactions representing \$25 billion in development costs
- Reviewed individual equity investments for the Acquisitions group prior to fund closings
- Trained and mentored approximately 25 professionals
- Financially engineered investment transactions to maximize investor return while satisfying client requirements in a competitive market



**Associate – Asset Management, Boston Financial (formerly MMA Financial & Lend Lease), 1999 – 2001**

- Managed a portfolio of low-income housing complexes (apx. 5,000 units)
- Reviewed and analyzed property financial statements, quarterly, for all assets in my portfolio
- Prepared reports to investors detailing fund performance each quarter

**Mutual Fund Accountant, Scudder Kemper Investments, 1998 – 1999**

- Responsible for the transaction accounting, daily reconciliation and periodic financial reporting of four municipal bond mutual funds.

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**EDUCATION / CERTIFICATIONS**

**Bentley University, Waltham, MA**

B.S., Finance & Economics, 1998



## LAUREN AUSTIN Project Developer

### PROFESSIONAL EXPERIENCE

#### **Project Developer, Patriot Renewables, LLC, 2015 – Present**

Patriot Renewables LLC, Quincy, MA (A division of Jay Cashman, Inc.)

- Manage development of wind energy projects from inception through construction, interconnection, commercial close and operation with emphasis on development, permitting, and construction oversight.
- Permitting at the local, state and federal levels including management and coordination of environmental, civil and electrical engineering and other third party technical consultants.
- Negotiate and manage land rights acquisition after research and siting. Directly negotiate landowner site control contracts.
- Determine and execute project goals, schedule and budget, development requirements, company objectives, market dynamics, turbine supply agreements, power purchase agreement availability, legal obstacles, construction timing and resource requirements.
- Manage general contractor and interface with all contractor subs to maintain project compliance and schedule while under construction.
- Negotiate multiple turbine supply agreements.
- Manage interconnection process with the ISO and negotiate interconnection agreements.
- Manage litigation attorneys through permit appeals process by project opponents.
- Lead Project Developer of 22.8 MW Canton Mountain Wind Project in Canton, ME.

#### **Project Manager, Patriot Renewables 2014-2015**

- Maintain financial model for Saddleback Ridge Wind and assisted in maintaining the operating budgets for three wind projects. Collaborated with CFO and partners to deliver monthly financial reporting and financing.
- Assisted in all aspects of project development and operation of wind projects including accounting, performance data analysis, administrative support, marketing, website and social media management, and content writing.

#### **Business Manager, Allison Rimm and Associates, 2012-2014**

- Liaison with executive clients, vendors, and associates for business development, event management, and regulatory affairs for management consulting firm specializing in health care.
- Manage accounts receivable and compliance with any legal, regulatory, and tax requirements and reporting.
- Assist CEO in proofreading, editing, and content generation for articles, interviews, and transcripts featured in Harvard Business Review, WBUR's Cognoscenti, and other outlets.

### EDUCATION / CERTIFICATIONS

#### **Emerson College, Boston, MA**

M.A. Communication Management

#### **Bridgewater State University, Bridgewater, MA**

B.A. Communication Studies/Political Science



## LINDSAY GALBRAITH Asset Manager

### PROFESSIONAL EXPERIENCE

#### **Senior Asset Manager, Patriot Renewables, LLC, 2013 – Present**

- Oversee operations at the 34.2-MW Saddleback Ridge Wind project in Carthage, Maine, 20-MW Spruce Mountain Wind project in Woodstock, Maine and the 4.5-MW Beaver Ridge Wind project in Freedom, Maine, in addition to continuing many previous responsibilities as Contract Manager for projects in both development and operations
- Coordinate and communicate with contractors responsible for project maintenance
- Review and manage maintenance plans for all sites
- Evaluate project operation and efficiency; make sure that projects are meeting production goals; look for ways to improve performance and reduce costs
- Order parts and manage spare parts inventory for the Beaver Ridge Wind project
- Coordinate with ISO New England regarding project operations, data, and outages, as needed
- Manage landowner payments; track project budgets and expenses

#### **Contract Manager, Patriot Renewables, LLC, 2010 – 2013**

- Participate in many facets of both operation and development of wind energy projects
- Track project performance and production; send out monthly invoices to power purchasers and reports to project partners
- Negotiate operations and maintenance contracts
- Oversee wind energy assessment and due diligence/independent engineer review of projects in development in preparation for project financing
- Manage land rights for developing projects, from landowner contracts to title review to title insurance
- Manage and calculate landowner payments for projects in development and operation
- Track property purchases for multiple entities and facilitate property closings
- Critically review reports on scientific studies and testing completed for project development, such as bird and bat surveys, wetlands and water resource surveys, historical architecture and cultural studies, sound modeling and monitoring, visual impact assessments
- Create, compile, review, and approve complete wind project permit applications to the Town of Woodstock, Maine Department of Environmental Protection, U.S. Army Corps of Engineers, Maine Department of Transportation
- Work with ISO New England to get wind projects through the interconnection process from initial application to connection to the electric grid, and ensure that projects are operating in accordance with ISO New England's regulations
- Submit wind projects into the forward capacity market
- Input invoices into accounting software; code and approve invoices; manage check runs and payments
- Create newsletters and mailings for residents of towns where Patriot develops and operates wind projects
- Create and manage Facebook pages for operating wind projects
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### **Project Coordinator, Patriot Renewables, LLC, 2009 – 2010**

- Design, build, and maintain custom databases in Access 2007 to track both projects in development and operation
- Use WindPRO wind analysis software to assess potential project sites, calculate wind speeds, determine the most efficient buildable layout, and calculate estimated annual energy production
- Use GIS mapping program Global Mapper to evaluate potential projects, map project elements, and create maps
- Create task lists and keep team organized

### **Commercial Accounts Technician, Driscoll Insurance Agency, 2006 – 2008**

- Assist with large accounts at a commercial insurance agency specializing in construction companies
- Track equipment lists and corresponding policy endorsements for vehicles, boats, and heavy equipment
- Thoroughly check insurance policies to make sure policy coverage matched quotes
- Prepare annual proposals for insurance renewals

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### **EDUCATION / CERTIFICATIONS**

#### **Boston University, Boston, MA**

Bachelor of Arts, *magna cum laude*, Earth Sciences, January 2006



## **Ken Boulrier** **Field Operations Manager**

### **PROFESSIONAL EXPERIENCE**

#### **Field Operations Manager, Patriot Renewables, LLC, 2014 – Present**

- Responsible for overall site operations of Patriot wind facilities.
- Set goals and objectives and ensure organization is operating toward those goals.
- Establish company safety plan and drive safety culture across the organization.
- Establish and manage predictive maintenance plans for all Patriot wind projects.
- Responsible for planning and overseeing all planned and unplanned maintenance performed by contractors and Patriot employees at wind projects.
- Manage employees and contractors; Hire, coach, train and mentor employees.
- Establish Balance of Plant maintenance plan for all assets.
- Negotiate O&M and supplier agreements, analyze and approve new products and upgrades.
- Responsible for site start-up and assist development team when necessary.

#### **Owner, Waldo Electric, 1991 – Present**

- Owner and lead electrician servicing electrical needs throughout Maine.
- Hired as electrical contractor to Patriot Renewables since 2009.