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NC SUSTAINABLE
ENERGY ASSOCIATION

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Clerk's Office
N.C. Utilities Commission

Ward Lenz, Director of Development
North Carolina Sustainable Energy Association
4800 Six Forks Road, Suite 300
Raleigh, NC 27609

E-100 Sub 90

December 14, 2016

Martha Lynn Jarvis, Chief Clerk
North Carolina Utilities Commission
4325 Mail Service Center
Raleigh, NC 27699-4300

Dear Ms. Jarvis,

This letter is to provide my nomination for the consumer/environmental advocacy board seat with NCGreenPower. I have previously served on the NCGreenPower Board when I was Director of the Energy Division in the NC Department of Commerce. I am now with the NC Sustainable Energy Association. Below is the information requested in the commission order, with resume attached:

Contact Information:

Ward Lenz, Director of Development
North Carolina Sustainable Energy Association
ward@energync.org
919-210-8315

Board Position Sought:

NCGreenPower, consumer/environmental advocacy seat

Qualifications resume:

See Attached

Thank you for your consideration. If you have any questions or need further detail, please do not hesitate to contact me at the information above.

Sincerely,

Ward Lenz

Cc: Vicky McCann

Ward Lenz

Raleigh, North Carolina
919-210-8315

wardlenz@gmail.com
linkedin.com/in/wardlenz

SUSTAINABLE ENERGY PROFESSIONAL

OPERATIONS MANAGEMENT / GOVERNMENT RELATIONS / BUSINESS DEVELOPMENT PROGRAM MANAGEMENT / PROJECT LEADERSHIP / GRANT WRITING

Highly skilled **Energy Industry Professional** with more than 20 years of experience promoting energy efficiency and renewable energy deployment. Highly proficient in developing collaborative partnerships with federal, state, and local governments, educational institutions, utilities and commercial enterprises. Successfully received millions of dollars in competitive state and federal grants and contracts. Worked across multiple agencies including: US Department of Energy, US Environmental Protection Agency, US Department of Health and Urban Development, NC Department of Commerce, and SC Department of General Service.

- Director of the Energy Division in the NC Department of Commerce, merged and organized the State Energy Office and the Weatherization Assistance Program from two agencies into a third agency.
- Successfully managed more than \$250 million in American Recovery and Reinvestment Act funds in nearly 20 program areas via more than 400 contracts.
- National and State leadership roles/ Chair of the Association of State Energy Research and Technology Transfer Institutions (ASERTTI), Buildings Committee Chair of the National Association of State Energy Officials, and Executive Committee member of the Board of Directors of NC GreenPower.
- Managed a staff of 80 that included a mix of permanent employees and contract staff.
- Successfully developed Energy Emergency Plans for two states.
- Created a nationally recognized ENERGY STAR appliance rebate program.
- Won the "Certificate of Bravery" from the U.S. Department of Energy.

P R O F E S S I O N A L E X P E R I E N C E

Director of Development

September 2016 – Present

North Carolina Sustainable Energy Association, Raleigh, NC

Provide leadership in energy policy development, organizational management, and funder and donor support. Manage staff working on data analytics, GIS mapping of renewable energy and utility systems, human resources, and energy efficiency programs. Developing and leading processes for:

- Develop organizational project management processes to ensure quality deliverables.
- Manage large donor relations, proposals, and reporting.
- Provide leadership for long-term organizational and energy policy planning.
- Coordinate internal organizational systems.

Principal/Business Owner

January 2016 – September 2016

Lenz Energy Strategies, Raleigh, NC

Created a limited liability corporation to provide consulting services on many energy related topics. Managed all aspects of business management and coordination. Provided consulting services to several clients and organizations.

- Provided proposal review, evaluation and scoring for a large funder of energy efficiency programs.
- Assisted a multi-state effort to create a greenhouse gas registry system.
- Provided technical and functional consulting on utility created energy efficiency financing programs.
- Coordinated proposals for technology start-ups working in energy and energy related sectors.

Director of Government Relations & Emerging Markets

July 2013 – January 2016

Advanced Energy, Raleigh, NC

Coordinated business development initiatives supporting business units in residential building energy efficiency, solar installation quality control, transportation electrification, smart grid, motor systems, and commercial and industrial efficiency. Led the company Management Team.

- Landed large multi-state contract via the U.S. DOE State Energy Program garnering the support of air and utility regulators in South Carolina and North Carolina.
- Awarded grants from multiple foundations.
- Chair of the Association of State Energy Research and Technology Transfer Institutions (ASERTTI).
- Managed affiliate partnership with the National Association of State Energy Officials.

Director – Energy Division

October 2009 – June 2013

North Carolina Department of Commerce, Raleigh, NC

Recruited to the North Carolina Department of Commerce to oversee the implementation of the American Recovery and Reinvestment Act energy programs. Reorganized the management structure to focus on customer markets and their specific needs.

- Moved the Weatherization Office from Health and Human Services to Commerce, the State Energy Office from Administration to Commerce, merging the two groups into one cohesive team. Recovery Act funding required rapid changes in organization and processes, moving from a combined \$8 million budget per year to programs encompassing more than a quarter billion dollars over three years.
- Increased active contracts nearly 2,000% in less than one year.
- Created nationally recognized appliance rebate program resulting in the sale of over 89,000 appliances
- Grew the Weatherization Assistance Program from 200 homes per month to 600-900 per month
- Managed relationships with regulators, legislators and administrators.

Energy Programs Director

May 2001 – October 2009

Advanced Energy, Raleigh, NC

In a newly created position, planned, developed and implemented cooperative efforts public and private sector partnerships. Performed business development activities for all product sectors in multiple states. Account manager for the two largest customers. Trained staff members on managing contracts with federal agencies.

- Developed, wrote proposals and won competitive contracts with the U.S. Department of Energy, U.S. Environmental Protection Agency, National Institutes of Health, and the U.S. Department of Housing and Urban Development.
- Advanced Energy representative to the National Association of State Energy Officials (NASEO) and Association of State Energy Research and Technology Transfer Institutions (ASERTTI).
- Served as the conduit for state governments, federal government, universities, small colleges, utilities, business groups, and activist organizations.

Energy Data Analyst

August 1994 – April 2001

Iowa Department of Natural Resources, Des Moines, IA

- Promoted to Energy Data Analyst/Program Planner 3 in 1998. Assumed role of team leader with responsibility for three staff members, hiring and supervising.
- Monitored national and international supplies of energy resources. Developed forecasts of energy costs and consumption patterns and develop budgets and economic analyses.
- Conducted monthly gas monitors program, determining the average price of gasoline in Iowa. Analyzed and summarized pricing information and develop short term forecasts for use in media releases.
- Performed numerous media interviews for print, radio and television outlets. Appeared on-air in taped and live settings for a variety of broadcast stations covering energy prices and methods for consumers to reduce their energy bills.

Program Planner II

- Acted as Iowa's Energy Emergency Coordinator, serving on national boards to reduce the likelihood of energy emergencies and to implement programs in the event of fuel shortages.
- Managed multiple contracts in value above \$1.5 million in state and federal funding. Ensured all work was completed appropriately by internal staff and external contractors.
- Wrote grant applications, successfully bringing more money to the state to fulfill the mission of the organization.
- Integral part of the 1,000% growth of Iowa's wind energy capacity since 1994 and during my employment.
- Won a "Certificate of Bravery" award from the U.S. Department of Energy.

E D U C A T I O N

Bachelor of Arts, School of Journalism & Mass Communication

Drake University, Des Moines, Iowa

Management & Executive Development Concentration (Two-Week Course)

University of North Carolina Executive Development Institute, Chapel Hill, NC