

MARY SMITH

100 Main Street • Yourtown, MA 01000
500-500-0000 • marysmith@email.com

SENIOR ZZZ CONSULTANT

Program analysis ... Strategy development ... Program design ... Project management

Knowledgeable and highly skilled consultant with more than 14 years of experience in the abc field, with a focus on xyz and abc programs. Adept at design and implementation of zzz programs, development of technology specifications and guidelines, program research, coordination and facilitation of multi-party working groups, cultivation of industry relationships and consensus building.

Expertise includes:

- Lighting
- Commercial kitchens
- New construction
- Whole-building performance
- Gas furnaces/boilers
- Data centers
- Commercial/residential HVAC
- High-performance schools (K-12)

PROFESSIONAL EXPERIENCE

Energy-Efficiency Consultant Smith Consulting, Yourtown, MA **February 2007 – present**

Independent consultant providing support for energy-efficiency programs.

Recent projects include:

Company 1

Conducted market and technology reviews for various residential technologies to serve as input to NEEP's strategic regional program planning process. Program opportunities, strategic drivers and potential regional energy-efficiency program tactics were identified.

Company 2

Identified and assessed opportunities to integrate recently-launched gas energy-efficiency programs into the existing program delivery structure within the company's New York service territory.

Company 3

Researched and provided recommendations on national level program coordination opportunities in the agricultural market sector.

Company 4

Led the assessment of energy-efficiency opportunities for data centers and servers, exploring the market and outlining recommendations for program initiatives and areas for national coordination.

Senior Program Manager Company 5, Boston, MA **1997 – 2007**

Managed commercial initiatives for Company 5, an organization that develops and supports U.S. and Canadian energy-efficiency programs designed to accelerate market adoption of advanced energy-efficient products, technologies and services.

- Developed a strategic vision for company's efforts in the commercial sector.
- Fostered strategic relationships with key industry stakeholders and members.
- Managed a team of two professional staff.

Continued

- Led the following Board-approved national program initiatives and exploration efforts:
 - Commercial HVAC:** Development of tiered commercial abc specification adopted by more than 30 energy-efficiency programs and eventually adopted by zzz as an XYZ specification.
 - Commercial buildings:** Facilitated a Board-level committee that developed an action plan to address commercial whole-building performance. Led the construction of a program model which served as the basis for the design of several pilot programs across the country.
 - Commercial real estate:** Explored approaches to address the commercial real estate market sector and chain/national accounts. Built a relationship with the XYZ Association and executed a strategy for efficiency programs to partner with XYZ locals.
 - Commercial lighting:** Developed a high-efficiency xyz lighting specifications adopted by 12 energy-efficiency programs.
 - Commercial kitchens:** Developed a suite of technology specifications for xyz adopted by eight energy-efficiency programs.
 - New construction/energy-efficient schools:** Convened roundtables for New Construction and ABC Roundtables, promoting information exchange and assessment of opportunities for national coordination.
 - Natural gas:** Launched ABC Committee and led the development of the residential furnace specification which was adopted by more than 10 gas utilities.
 - Residential HVAC:** Revised the residential AAA equipment specification and crafted a set of quality installation specifications. This installation document is the foundation of current work with the installation contractor industry.

Program Manager Company 6, Washington D.C. **1995 – 1997**
 Managed the Company 6 Buildings Ally Program

Energy Policy Analyst Center Company 7, Washington D.C. **1994 – 1995**
 Developed and promoted a detailed analysis XYZ Utility Emissions Reduction Project

Energy Policy Analyst Company 8, Westborough, MA **1993 –1994**
 Developed case studies and evaluations for Demand Side Management Program Evaluation Division.

EDUCATION

University, Yourtown, MA Master of Environmental Policy

University, Yourtown, MA BS, Administration of Law and Justice

PUBLICATIONS AND REPORTS

Promoting High Efficiency Residential XZY Equipment: Lessons Learned from Leading Utility Programs, Proceedings of XYZ 19xx ABC Study, Volume 2, pp. 153-164.

Market Transformation strategies for High-Efficiency Appliances, United Nations Environmental Programme Industry and Environment, June 1997.

XYZ is Looking for a Few Good ABC Members to Advance Energy Efficiency, Lighting Management & Maintenance, September 1996.

Success Stories: Facilities Reap Benefits of Lighting System Upgrades, CDEF, June 1996.

Strengthening DSM in XYZ, The Center for ABC, March 1995.