

MIKE PETOUHOFF

VP | CLEAN ENERGY

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Sustainable Energy / Investment / Leadership

Due Diligence / Strategic Planning / Partnerships / Business Development

An innovative Clean Energy leader with wide-ranging experience at Apple, Inc., Chevron Energy Solutions and CH2M Hill and at a variety of start-ups. Comfortable developing innovative solutions and products within both large established companies and small start-up teams. A recognized leader in alternative energy with know-how in energy efficiency, renewables, storage, IoT, water, facilities and regulatory engagement. Excel at:

- ❑ **Guiding investment opportunities from identification through due diligence and execution**
- ❑ **Recruiting, training and leading high-performance teams**
- ❑ **Creating synergies and mutually beneficial deal structures**

Recognized by peers as a high energy problem-solver and confident leader who thrives on challenges. Hands-on approach and innovative thinking coupled with deep clean energy industry experience easily jumping into the details becoming an integral member of the team. Well respected innovator with leadership capabilities developed early on in his training as a US Navy Officer and graduate from Annapolis.

Education: Earned an **MBA** from a dual degree program through **University of California at Berkeley** (Technology Management) and **Columbia University**, New York, NY (Finance) along with **MS degree in Engineering** from **UCLA** and a **BS degree in Systems Engineering** from the **United States Naval Academy**, Annapolis, MD.

Work History

Founder

One Grid Energy Solutions
Feb 2018 – Present

Consultancy firm with mission to help define the path forward for the grid of the future- renewable, resilient, and reliable. Company goal is to provide clients with cost effective approaches that work for utilities and save money for energy end users.

- **Direct and mentor industry transforming energy start-ups.** Help startups gain traction in the Energy Industry. Advise Fortune 100 companies, utilities, States and Cities on their paths to 100% renewable energy. Focus is efficiency, renewables, energy storage, AI and Data Analytics.

Leader – Global Energy Team

Apple, Inc.
May 2010 – Jan 2018

Architect and leader of company's 100% renewable energy program to zero-out energy footprint. Established the corporate energy program across all offices, plants and facilities with a team that paid for itself through efficiency savings. Founded Apple Energy LLC, negotiated nearly \$3B in commercial energy contracts and through various financial structures, saved more than \$600M and improved investment returns.

- **Built large-scale corporate energy programs from the ground-up.** Took on responsibility for starting-up Apple's first energy program. Worked with C-level executives, and board, to establish efficiency and renewable programs for corporate facilities, data centers, retail stores, and manufacturing. Program quickly paid for itself with millions in savings. Founded Apple Energy, LLC.
- **Brought Apple, Inc. to the top of US corporate energy rankings.** Apple's status as "the least Greentech company" was a major PR issue. Led a turnaround to reduce Apple's worldwide carbon footprint from energy to zero. Former harsh critic, Greenpeace, gave Apple top corporate rankings 2014-2017.

- **Directed groundbreaking \$2B energy investment program.** Facing exponential growth in energy usage, company increased investments in Greentech. Worked in the Office of the CFO and Treasury to formulate innovative investment strategies and improve ROI on energy investments. Closed \$3B in energy transactions worldwide. Innovative deal structures noted in WSJ and Fortune Magazine.
- **Led Apple Campus design for 100% Renewable Microgrid “behind the meter.”** Goal was state-of-art 100% renewable campus. Planned 14 MW of on-site solar, 4 MW of on-site fuel cells and storage batteries in a micro-grid architecture with remote interactive gateway connection to CALISO for load modulation. Received AB900 certification from Governor Brown as first CA “Zero Carbon” campus.
- **Steered Apple’s Consumer Clean Energy Automobile Charging.** Led consumer green charging strategies for Titan electric car project, addressing challenges including extending Apple’s 100% renewable goal to charging, simplicity of use by consumers, and addressing the impact to the electric grid. Guided evaluation of energy technology roadmaps for vehicle energy options- Battery Electric, Fuel Cell etc.

Program Manager| Zero Net Energy

Chevron Energy Solutions

December 2006 – May 2010

Responsible for Renewable Energy and Energy Efficiency sales and project development including solar PV, Waste to energy, Fuels Cell, Deep energy Efficiency and Entire Zero Net Energy Efficiency.

- **Won CA Energy Commission grant to design a Zero Net Energy town.** Led the team that won state grant to design new community with renewables and deep energy efficiency. Developed a design for West Village that proved to be 58% more efficient than CA, Title 24 standards and continues to currently operate from renewables 100% from within its own footprint.
- **Led project development,** customer liaison, due diligence and financing for numerous solar PV, Fuel Cell, biogas, and energy efficiency projects, with strong financial returns and great customer satisfaction.

Client Services Manager

CH2M Hill

Dec 1999-Dec 2006

A global engineering and project development firm. Managed sales and project development for a variety of water, facilities, energy and infrastructure projects. Directed a series of large-scale projects to completion on-time and under budget.

- **Navigated turn-around of troubled fiber optic broadband infrastructure project.** Complex build-out had many scheduling and project management challenges. Engaged the team to re-gain trust of stakeholders and identify project bottlenecks, permitting issues and other barriers to be resolved. Developed a project management template to produce streamlined and more efficient processes.

Commander

US Navy Civil Engineer Corps

May 1985-Nov 1999

Director of Global Environmental, Energy and Sustainability Training and other assignments, in US, Singapore, the Philippines during 13 years of active duty. Increasingly responsible roles in facilities construction, maintenance, operations and energy.

- **Developed sustainability training program for the Navy worldwide.** US Navy faced a public outcry from military base closures. Developed worldwide training program to create a cultural transformation in how the Navy deals with the environment. Designed program with 32 courses and 11 instructors, teaching the course in complex multi-party negotiations with the American Arbitration Association, a UCLA Psychologist, and the US EPA.
- **Recorded US military’s first-ever “Zero Violation Inspection” from California EPA.** New Federal environmental regulations presented challenges for CA naval base with a poor compliance record. Led a highly-successful cultural transformation with training, improved controls and waste minimization. Achieved 100% environmental compliance.
- **Led \$250M Superfund Environmental cleanup effort.** Assigned to lead Superfund cleanup effort after closure of Naval base. Proposed a \$25M partnership between the US Navy and UC Berkeley to develop new clean up technologies, personally briefing the Secretary of The Navy and President Bill Clinton. Eight technologies were approved for development.