

# Energy Storage Candidates

## **Chair Candidates**

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## **Personal Statement from Lauren Glickman**

### **1. Why do you want to serve on the SEIA Board of Directors?**

Our industry is facing unprecedented headwinds and the role SEIA will play in navigating these challenges is critical for the success of American solar and energy storage. I believe that my skills and experience will continue to be an invaluable asset to the SEIA Board of Directors as Chair of the Energy Storage Division and the industry at-large.

I have deep knowledge and relationships across the renewable industry, having worked for or with almost every clean energy trade group over my career to date, including SEIA, AWEA, SETS, ACORE, BNOW, ESA, CEBA and Women in Renewable Industries and Sustainable Energy, and with that experience comes an understanding of the challenges and opportunities facing the solar and energy storage industry. I am committed to working with SEIA to advance the industry at-large and rapidly deploy solar and energy storage to successfully transition to a diverse and equitable clean energy economy.

There has never been a more important time to accelerate the development and deployment of solar and integrate energy storage. SEIA is at the forefront of the clean energy revolution and I would be honored to serve on the SEIA Board of Directors to help make this vision a reality.

### **2. What experiences and viewpoints, which may be currently underrepresented, will you bring to the SEIA Board of Directors?**

I've spent the last decade working alongside Women of Renewable Industries and Sustainable Energy (WRISE formerly WoWE), providing their marketing and communications for most of that time. I have dedicated a substantial amount of my professional career to building a diverse and equitable clean energy industry. As we continue to build diversity, equity, inclusion and justice into all aspects of our work, I am ready to bring my previous experience with underrepresented communities both in regard to race and gender to the current conversations.

### **3. What strengths and expertise will you bring to the SEIA Board of Directors?**

I bring over 20 years of experience in renewable energy, advocacy, policy, communications, and public relations to the table. I have a proven track record of success in developing and executing strategic communication campaigns and advocating for renewable energy policies and programs. In the highly polarized environment in Washington, state legislatures and the communities where we are developing and deploying our projects, it's increasingly important to build bridges leveraging empathy and shared values. I have been sharing my expertise around values-based communications and how it is critical component to the community engagement work happening across our industry.

As the renewable energy conversation evolves to an energy storage first approach, translating a highly technical narrative into clear, easily understandable messages and successfully delivering these messages to various audiences will be critical to build trust and reach our deployment goals. I am committed to working with the other members of the board to advance the solar and energy storage industry and create a more sustainable future for all.

### **4. How will your service on the SEIA Board of Directors advance the solar and storage market?**

Storytelling has been the cornerstone of my career to date and I've been fortunate to work with many of the leading voices across the solar industry to elevate and showcase the clean energy success story\*. As our industry scales, it's a natural progression that we'll see more solar and more storage in more communities and unfortunately that means we'll encounter more opposition to our projects. Combating misinformation, community outreach and reaching persuadable individuals is key to successfully addressing climate change and deploying clean energy at scale. Elevating and telling compelling stories around solar, energy storage and positive end-user and community experiences is critical.

Serving on the SEIA Board of Directors will allow me to use my skill set to elevate and advance the amazing success stories across the solar and energy storage industry.

*\*Worked with Mona Dajani, Greg Wetstone, Jon Powers, Miranda Ballentine, Jeff Bishop, Kiran Bhattraju, Nicole Steele, Karen Conover, Elizabeth Kaiga, Meghan Nutting, Karla Loeb, Chris Diaz, Kelly Speakes-Backman, Kristen Graf, Stephen Miner, Erika Symmonds, Tom Weirich, Sean Garren*

#### **5. What has been your involvement in the solar and storage industry (or related sectors)?**

I began my career in climate advocacy over 20 years ago working on grassroots campaigns around Cape Wind and federal climate policy solutions. My work transitioned to advancing clean energy solutions in 2008 working on state-level policy solutions for energy efficiency and solar in Virginia before joining the Public Affairs team at AWEA in 2011. I've spent the last decade plus working with a variety of solar and energy storage companies and associations advancing policy and communications initiatives.

I have supported solar since my work as the Virginia Campaign Manager for the Chesapeake Climate Action Network, when I ran a successful campaign to unanimously pass the Voluntary Solar Resource Development Fund in 2010, an early precursor to the Virginia Clean Economy Act passed in 2020. My current employer, Encore Renewable Energy, is known for specializing in developing solar and energy storage on undervalued properties like brownfields and landfills, effectively giving this land a second act or "encore" as a renewable energy project.

#### **6. What has been your involvement in SEIA to date? This may include, but not limited to, SEIA working groups and standards committees.**

In the last two years, I've served as Vice Chair of the Energy Storage Division upping my involvement with SEIA, actively engaged in efforts to preserve our clean energy tax credits through multiple lobby days, advocate calls, the Federal Policy and Community Engagement Committee. I led efforts to garner support from Senator Collins in Maine, organizing a company sign on letter and delivery, resulting in one of the few Republican votes against the budget reconciliation process and a vote in support of an amendment to preserve some of the 25D tax credits further. I also supported and coordinated outreach to Senator McCormick in Pennsylvania securing weekly industry participating at his Keystone Coffee events for constituents.

Since entering the world of clean energy trade associations at AWEA, I've had the privilege of collaborating closely with SEIA for nearly a decade. I've represented WRISE in their partnership with SEIA since 2016, engaging with the PR and Women's Empowerment Committees. Since joining Encore Renewable Energy in January of 2022, I've represented Encore on a variety of committees including PR, Energy Storage, Trade Working Group and the Energy Storage Division. I've also previously worked with RE+ (previously SETS) around social media and digital

communications around the national and regional trade shows and served on the 2025 Education Core Committee. This year, I also spoke at RE+ NE, RE+ Storage, RE+ and will be speaking at SEIA's upcoming Inaugural Sustainability Conference.

**7. Have you been a board member of any other trade associations or relevant organizations? If yes, please provide the name of the organizations, number of years of service, and any positions held.**

I have served on the SEIA Board of Directors since 2023 as Vice Chair of Energy Storage. Prior to serving on the board, I have worked/collaborated closely with the full alphabet of industry trade groups: ACP (formerly AWEA and ESA), CEBA (formerly REBA), ACORE and BNOW. I've had the opportunity to regularly engage and collaborate with the Boards at each of these organizations.

**8. For Division Chair or Vice Chair candidates, how will you represent the needs of division members?**

I'm excited about the opportunity to serve as the Chair of the Energy Storage Division at SEIA. Attention is pivoting to the energy storage market and it will be a critical component to our ability to deploy solar and deliver a resilient clean energy economy. The recent policy changes as a result of HR1 present both an opportunity and a challenge for energy storage deployment. Energy storage is still an emerging technology and new to many communities. Conversations are just beginning in many areas around developing ordinances and permitting. Community engagement and values-based communications will be central to a storage first strategy and I welcome the opportunity to share my expertise on this front with the industry at-large. I am also eager to support SEIA's continued work around workable FEOC implementation to ensure energy storage retains eligibility for the tech neutral tax credits coming out of the latest budget reconciliation process.

As Encore continues to build out our 100MW (and growing) energy storage pipeline, I'm ready to represent and advocate for the needs of the emerging energy storage industry. I believe my background in communications and working across technologies makes me uniquely qualified to talk about energy storage to a solar dominant audience.

**9. Is there any other information that you believe would be helpful to the Nominating Committee or SEIA members?**

As a seasoned public relations and policy-focused professional, my career has been focused on articulating, elevating and amplifying the goals and vision of the clean energy transition. I'm confident that if given the opportunity to serve again on the Board of Directors at SEIA, my knowledge, skills and relationships will advance and accelerate the goals of the association.

# LAUREN GLICKMAN

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Leesburg, VA 20175

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## RENEWABLE ENERGY ADVOCATE AND STORYTELLER

Passionate and successful communications and campaign strategist. Legislative and issue experience implementing winning social media campaigns. Sought-after speaker on communications and topical content within the renewable industry and association community. Competencies include:  
Legislative and Issue Campaign | Advocacy | Renewable Energy | Agrivoltaics | Social Media | Strategic Communications | Budget Management | Project Management | Fundraising

## PROFESSIONAL EXPERIENCE

### Encore Renewable Energy

Jan 2022- Present

*VP of Policy and Communications*

Leads all aspects of the company's policy and communications efforts, including developing and implementing strategic initiatives, managing public affairs campaigns, and leading media relations. Represent company externally through SEIA, REV, NECEC and ASGA

### RenewComm LLC

April 2018- Dec 2021

*Managing Partner*

Launched and ran a full-service marketing and communications firm specializing in clean technology, renewable energy and non-profits. Designing and implementing campaigns for maximum impact and ongoing marketing efforts. Clients included:

WRISE | ACORE | BNOW | Clean Energy Association | Edison Energy | Hannon Armstrong | Greentech Capital Advisors | Urban Electric Power | REsurety | Sage Energy Consulting | Insight Power Partners

### WindyGlick Communications

Jan 2013- Present

*Founder and Principal*

Provided communications and issue campaign work to assist organizations and clean energy businesses to implement winning social media and online engagement strategies.

Clients included:

WoWE | CleanCapital | DWEA | Solar Energy Trade Shows | Wind Energy Foundation | Grid Alternatives | Rope Partner

### American Wind Energy Association

Feb 2011- Dec 2012

*Deputy Director, Media Strategies*

Oversaw all online media and advocacy work. Led the design and launch of cutting edge digital campaigns, including powerofwind.com, saveusawindjobs.com, tweet.awea.org and act.awea.org. Supervised Communications team and rapid response effort. Managed \$180,000 budget and advisory role for social media and online advertising budget of \$1 million.

**Previous Employers:** Chesapeake Climate Action Network, Environmental Working Group and PIRG

## EDUCATION

**Tulane University, Newcomb College** - New Orleans, LA Dec 2004  
Bachelor of Arts Cum Laude in English and Environmental Policy  
Phi Eta Sigma Honor Society, Dean's List 2001-2004, recipient of Tulane Founders Scholarship

**University of Pittsburgh, Institute of Shipboard Education** Fall 2003 Voyage  
Semester at Sea, Study Abroad Program

## AWARDS AND LEADERSHIP

- Solar Energy Industry Association: Board of Directors, Vice Chair, Energy Storage Division
- RE+: 2025 Education Core Committee
- Renewable Energy Vermont: REV2023 Planning Committee
- Adjunct Faculty: The George Washington University School of Media and Public Affairs
- Clean Energy For Biden: DC-MD-VA Leadership, National Communications Team
- Platinum Cleanie Award in 2019: Rising Star for the clean energy industry
- #Solar100, a ranking of the most influential leaders in the solar industry
- Truman National Security Project: Political Partner
- WRISE DC Chapter Leader, Leadership Forum Committee, Honors Committee

## SAMPLE MEDIA RELATIONS

Glickman, Lauren. "[A Second Act Powered by the Sun](#)" Patagonia Workwear Story

Farrell, Chad. "[Transmission: The Lifeblood of Our Clean Energy Future](#)." Caledonia Record, Sept 18, 2023.

Farrell, Chad. "[National Conversation sets stage for renewable energy future in Vermont](#)." VT Digger, Oct 21, 2022.

Johnson, Sonia. "[Mitigating the impacts from stormwater runoff in solar construction](#)." Solar Builder Magazine, April 21, 2022

Farrell, Chad. "[Harvesting the sun: how community scale solar provides benefits for farmers, local communities and the environment](#)." VT Digger, Jan 2022.

McElroy, Jeff. "[The High Life](#)." Patagonia Workwear, April 12, 2021

Steele, Nicole, et al. "[What COVID-19 can teach us about equity in climate solutions](#)." Solar Power World, Oct 1, 2020

Dajani, Mona. "[INSIGHT: Sustainable-Linked Debt Products Can Drive a Greener Economy](#)." Bloomberg Law, Aug 14, 2020.

Farrell, Chad. "[Brownfields to brightfields: Realizing the solar future on recovered lands](#)." North American Clean Energy, Sept 15, 2020.

## FEATURED

[RTO Insider](#) | [The New York Times](#) | [Charlotte News](#) | [Jamaica Gleaner](#) | [Patagonia](#) | [Solar Tribune](#) | [Windpower Engineering and Development](#) | [The Cleanie Awards](#)

## **SEIA Vice Chair Application**

**~ Energy Storage Committee ~**

**Candidate:** Lindsay Cherry, Director of Policy and Regulatory Affairs, NineDot Energy

**Position:** SEIA Vice Chair, Energy Storage Committee

I am happy to introduce myself as a candidate for the position of Vice Chair of SEIA's Energy Storage Committee. Throughout my career, I have worked at the intersection of clean energy policy, market development, and technology advancement, and I am deeply committed to furtherin distributed energy storage as a critical pillar of the clean energy transition. With the passage of OBBB, our industry is going through a rapid transition, and many companies will be pivoting from a focus on solar to one on energy storage. I seek to represent and elevate storage interests within SEIA to help our industry navigate this complex transition successfully.

I want to serve to ensure that energy storage, and distributed storage in particular, is fully integrated into SEIA's strategy and advocacy. I believe SEIA must be a strong voice in shaping policies and markets that allow storage to thrive—just as it has done for solar over the past two decades. Serving on the Board would allow me to contribute my expertise, build consensus across stakeholders, and ensure that SEIA remains the leading voice in the future of solar and storage.

The perspective I bring is rooted in distributed storage, which remains underrepresented in many national policy discussions. My work focuses on how distributed storage can strengthen the grid and unlock new value streams for clean energy projects. I have direct experience creating and advocating for policies that enable distributed resources to scale, most notably in New York's market, which has emerged as a national model.

I bring deep experience in both federal and state energy policy. My work has spanned multiple facets of the clean energy ecosystem:

- **State Policy and Market Design:** In my current role, I am leading efforts to create markets for distributed storage, translating New York's policy and program successes to other states.
- **Federal Policy Leadership:** In past roles, I worked on the Inflation Reduction Act to design solar manufacturing tax credits, helped create a low-carbon standard of PV panels, worked on import tariffs, and supply train traceability.
- **Industry Insight and Research:** At Greentech Media, I researched and wrote extensively on solar technology and market trends, giving me a broad perspective on how policy and innovation intersect.
- **Development and Manufacturing:** I understand the realities of project development and the needs of manufacturers, and I can bridge these viewpoints in policymaking and

advocacy.

This combination of experiences—across development, manufacturing, research, and advocacy—positions me to serve as a connector across SEIA's diverse membership and to ensure that our collective voice is both pragmatic and forward-looking.

I have been deeply engaged in the clean energy industry for over a decade, with roles spanning research, policy, and market development. My involvement with SEIA has been extensive and long-standing: I have participated in SEIA's manufacturing, trade, storage, federal, and regional committees. This involvement has given me a clear view of how SEIA's committees operate, how they contribute to Board strategy, and how collaboration across committees can strengthen our advocacy.

As Vice Chair of the Energy Storage Committee, I will ensure that the needs of division members are consistently represented at the Board level. I will prioritize open communication, gather member input proactively, and advocate for policies that reflect the diverse interests of our members—whether they are developers, manufacturers, financiers, or technology innovators.

I believe my combination of policy expertise, industry experience, and dedication to storage makes me well-positioned to serve as Vice Chair of the Energy Storage Committee, representing all market segments of the storage industry. I would be honored to contribute to SEIA's leadership at this pivotal moment for our industry and to work alongside colleagues to ensure that solar and storage together drive the clean energy transition forward.

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## EXPERIENCE

**NINEDOT ENERGY****Brooklyn, NY**

September 2023 – Present

**Director of Policy and Regulatory Affairs**

- Direct the Policy and Regulatory Team, overseeing strategy, staff development, and execution of advocacy priorities.
- Propose and champion innovative distributed BESS policies to improve New York's retail energy storage market and accelerate deployment.
- Expand proven policy and regulatory frameworks to unlock new markets, such as Maryland, New Jersey, Massachusetts, and Connecticut.
- Develop formal comments to federal, state, and/or city proceedings to highlight the value of distributed energy resources and unlock new revenue streams.
- Analyze new and existing legislation, regulations, and trade tariffs, and adapt company strategy to the evolving policy landscapes.
- Optimize project profitability by securing government incentives and minimizing regulatory and tax burdens.
- Build and manage relationships with legislators, regulators, trade associations, and coalitions to amplify NineDot's influence.

**HANWHA QCELLS AMERICA INC.****Remote****Senior Market Intelligence and Policy Manager**

April 2023 – September 2023

**Market Intelligence and Policy Manager**

September 2020 – March 2023

- Worked on policies to create a more sustainable and long-term solar manufacturing industry in the US. Examples include the Solar Energy Manufacturing for America (SEMA) Act, Investment Tax Credit (ITC) Domestic Content Adder, Buy American Act, and the creation of a low-carbon PV module standard. The passage of the SEMA Act allowed Qcells to invest \$2.5 billion in creating the first and only vertically integrated solar supply chain in the US.
- Worked on trade issues relating to solar such as the Section 201 and 301 tariffs.
- Coordinated and built consensus with other key stakeholder groups, including federal and/or state officials, industry groups, trade groups, NGOs, etc.
- Drafted advocacy materials including talking points, presentations, letters, etc.,
- Served as an in-house market analyst, conducting research and developing strategies for new market opportunities regarding solar, storage and grid-edge trends.
- Served as project lead to certify Qcells' modules under the EPEAT eco-label, a stringent set of sustainability and low-carbon criteria.

**WOOD MACKENZIE (FORMERLY GREENTECH MEDIA RESEARCH)**

New York, NY/Boston, MA

**Analyst, Solar Systems and Technology**

November 2018 – September 2020

- Researched and wrote about global solar PV inverter technologies, solar PV tracker technologies, and system costs in European and Latin American solar markets. In addition, wrote on competitive markets, trends, pricing, forecasts, and manufacturers.
- Wrote for Greentech Media's (GTM's) website, moderated GTM webinars, and moderated panel discussions at conferences.
- Served as the communications liaison for WoodMac's women's group, working to diversify the business and elevate issues that impact women in the workplace and in the energy industry.

**GRADUATE CONSULTANT, COLUMBIA UNIVERSITY**

New York, NY

**1. National Institute of Energy and Island Sustainability (INESI)**

January 2018 – May 2018

- Wrote a chapter on microgrids for the State of Energy Report of Puerto Rico. The chapter explores the policy, regulatory, and financial barriers for microgrid development on the island.
- The chapter includes a detailed analysis of Puerto Rico's current policy and regulatory framework, a benchmarking analysis drawing from examples of successful microgrids, and a financial analysis of different microgrid scenarios.

**2. Mexican Energy Regulatory Commission**

January 2018 – May 2018

- Led a team of seven graduate students in conducting a benchmarking analysis comparing international experiences of primary and secondary markets for clean energy certificate (CELs) mechanism (also referred to as Renewable Energy Credits, RECs).
- Assessed the feasibility of implementing a derivatives market for CELs, which included an analysis of Mexico's financial sector and identified potential barriers for implementation of a financial derivatives market.

**URBAN GREEN COUNCIL**

New York, New York

**Policy Intern**

January 2017 – August 2017

- Researched and analyzed policy initiatives related to energy efficiency, building energy codes, appliance energy usage, greenhouse gas emissions, carpet recycling, and deep energy retrofits.

- Wrote policy briefs, regulatory proposals, blog posts and PowerPoint presentations.

## NATURAL RESOURCES DEFENSE COUNCIL

New York, New York

### Assistant, Oceans Program and India Initiative

June 2015 – July 2016

- Coordinated a fisheries workshop to develop a web tool that creates policy recommendations to manage US fisheries.
- Assisted in the organizing of an international collaboration and information exchange between the U.S. and India to discuss how to combat lethal heatwaves exacerbated by climate change.
- Researched environmental issues including subjects related to fisheries, ocean planning, and protection and national monument designation of the Northeast Canyons and Seamounts.
- Managed and tracked the team budget.

### Assistant, Development & Board and Strategic Relations

December 2013 – June 2015

- Assisted with the planning and organizing of board meetings.
  - Performed a variety of other administrative tasks for five managers, including: writing donor letters, scheduling, tracking expenses, proofreading documents, and letters, and maintaining electronic filing systems.
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## SPEAKING ENGAGEMENTS

- NY-BEST 2025, *Navigating Shifting Federal Policy: Implications for the Energy Storage Sector*
  - Wood Mackenzie: Solar & Storage Summit 2023, *Growth and outlook for US-based solar manufacturing*
  - Intersolar 2023, *Domestic Content and IRA Incentives*
  - RE+ Texas 2023, *How Texas Can Capitalize on Clean Energy Manufacturing*
  - RE+ Southeast 2023, *IRA – The Renewable Energy and Economic Development Boom: Forecasts and Predictions*
  - NYSEIA 2022, *IRA Impacts and Opportunities*
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## PUBLICATIONS

### Reports:

- “48 GW of US utility-scale solar project pipeline qualified for the 30% ITC”, Wood Mackenzie Power & Renewables, August 2020
- “European System Pricing 2020: Prices, forecasts, and trends,” Wood Mackenzie Power & Renewables, March 2020
- “Latin American System Pricing 2019: Prices forecasts and trends,” Wood Mackenzie Power & Renewables, December 2019
- “Global PV Tracker Landscape 2019: Prices, forecasts, trends and vendor profiles,” Wood Mackenzie Power & Renewables, October 2019
- “Global PV Inverter Landscape 2019: Prices, forecasts, trends and vendor profiles,” Wood Mackenzie Power & Renewables, August 2019
- “Global PV O&M 2018: Prices, forecasts and trends,” February 2019

### Articles:

- [Solar Tracker Vendors Are Expanding Their Offerings](#), Greentech Media
  - [What Recent PV Inverter Headlines Say About the Evolving Market Landscape](#), Greentech Media
  - [Solar Inverter Vendors Expand Services as Price Pressure Intensifies](#), Greentech Media
  - [Price Pressure Weighs on Solar O&M Vendors](#), Greentech Media
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## EDUCATION

### COLUMBIA UNIVERSITY, School of International and Public Affairs (SIPA)

New York, New York

#### Master in Public Administration (MPA)

May 2018

- *Concentration*: Energy Policy & Natural Resources Management; GPA 3.7
- *Extracurricular*: Communications Director, Environmental Coalition (ECO), Columbia University

### BOSTON UNIVERSITY

Boston, Massachusetts

#### Bachelor of Arts

May 2013

- *Major*: International Relations, Specialization: International Systems & World Order; Cum Laude
- *Internships*: Green Cross International, Communications Intern; Citizens for Pennsylvania’s Future, Energy Center Intern

## Personal Statement – Alexander Akar

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I am applying to serve as Vice Chair of SEIA's Energy Storage Division because SEIA has been instrumental in supporting our company's growth and providing invaluable industry insights, networking, and knowledge exchange. Having benefited from SEIA's leadership and forums, I am eager to give back by sharing my experiences and helping strengthen the organization's role in advancing the solar and storage industry.

I bring the perspective of a new entrant having experience in both actively building EPC capabilities for storage and solar generation and performing extensive research in upstream domestic manufacturing. My career has spanned global mega-projects, commercial management, and now U.S. renewable energy, where I have overseen the execution of nearly 500 MW of electrical infrastructure installations, including 100 MW x 4-hour BESS systems, while also developing plans for domestic ingot and wafer manufacturing. This unique blend of hands-on EPC execution and upstream supply chain development remains underrepresented on the SEIA Board and would add depth to its collective decision-making.

My strengths lie in finance, operational execution, and EPC planning, combined with a technical understanding of large-scale renewable infrastructure. These skills allow me to evaluate industry challenges from both strategic and practical perspectives. I believe SEIA's work will be pivotal in addressing the growing need for qualified EPC providers to meet the rapidly rising demand for energy storage. As Vice Chair, I would represent division members by sharing direct feedback from developers and EPC partners, highlighting supply chain bottlenecks, training and workforce development needs, and advocating that safe and efficient construction practices remain central to deployment.

While my formal involvement with SEIA has been limited to events, company membership, and participation as a panelist on U.S. manufacturing at RE+ 2024, my professional path is deeply tied to SEIA's mission. I am committed to contributing actively to SEIA's Board committees and serving as a strong advocate for energy storage growth.

I believe my background in EPC leadership, domestic manufacturing initiatives, and commercial strategy will help SEIA advance the solar and storage market, broaden member representation, and ensure our industry's sustainable growth.

Respectfully,  
Alexander Akar



**Alexander Akar**

Executive Vice President  
Stiles Renewables

📞 630-247-6181  
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# Alexander Akar

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## Executive Summary

Renewable energy executive with 15+ years of experience leading large-scale infrastructure projects across the U.S., Middle East, and Indo-Pacific. Currently EVP of Stiles Renewables, where I built and lead a team executing utility-scale EPC contracts specializing in Battery Energy Storage Systems (BESS) and renewable generation. Strong background in finance (Georgetown MSF, University of Florida Accounting/Construction), project execution, and strategic growth. Founder of American Ingot DevCo, advancing domestic solar ingot and wafer manufacturing. Proven ability to scale organizations, manage risk on utility scale projects, and contribute to board-level decision making.

## Core Competencies

- Utility-Scale EPC Leadership (Solar + BESS)
- Renewable Manufacturing Development (Ingot & Wafer)
- Strategic Finance & Commercial Management
- Global Mega-Project Delivery (Indo-Pacific, Middle East)
- Board & Stakeholder Engagement
- Policy, Tax Credit & IRA Incentives Knowledge

## Professional Experience

### EVP – Stiles Renewables (Stiles Corporation) | 2021 – Present

- Built EPC division focused on utility-scale energy storage and solar generation.
- Direct responsibility for execution strategy, commercial oversight, and risk management across our pipeline.
- Grew team with expertise in engineering, procurement, safety, and field execution to deliver competitive EPC services.
- Advanced relationships with major developers, equipment only manufacturers, and suppliers in the U.S. market.

### Founder – American Ingot DevCo | 2023 – Present

- Built development plans for ingot and wafer facility in the US leveraging IRA 45X manufacturing incentives.
- Coordinating with global partners to localize critical supply chain infrastructure for U.S. solar independence.

### Consultant & Fractional Executive – EPC/Data Center Sector | 2019 – 2022

- Advised and scaled a new EPC firm, building strategic/operational programs.

- Guided licensing, procurement, and workforce strategies for large-scale U.S. infrastructure.

#### **Commercial Manager – Great Lakes Dredge & Dock Co. (Middle East Division) | 2013 – 2018**

- Managed commercial operations on mega-projects, including the New Suez Canal Project.
- Oversaw safety, budgets, contracts, and multi-stakeholder execution in high-complexity environments.

#### **Country Representative – Chevron LNG Development (Onslow, WA) | 2011 – 2013**

- Led commercial operations and compliance for dredging package on Chevron LNG facility.

#### **Education**

Master of Science in Finance, Georgetown University

B.S. in Accounting (Construction Management focus), University of Florida

#### **Board & Leadership Candidacy**

Candidate for SEIA Energy Storage Division Vice Chair (2026–2027 term). Committed to advancing domestic storage deployment, supporting SEIA policy priorities, and representing EPC voices in the energy storage market.

For more than three decades, my professional life has been dedicated to building, scaling and leading organizations in the energy infrastructure space. I've seen firsthand how policy, interconnection constraints and environmental concerns can influence power generation decisions across each ISO market, and I thoroughly understand the need for standalone renewable solutions, such as energy storage, to stabilize our grid. Today, as Chief Operating Officer at FlexGen, I am proud to help businesses, towns and communities use energy storage to keep the lights on, lower costs and build a cleaner energy future.

I am seeking a seat on the SEIA Board of Directors because I believe today's energy ecosystem requires batteries, not as optional backup tools, but as active assets that shape how we generate, balance and use power. At FlexGen, I see every day how battery energy storage systems smooth out peaks and valleys in demand, stabilize the grid, reduce reliance on costly backup generation and make renewable energy truly dispatchable. Storage is not a secondary add-on to solar and wind. It's the core enabler of a resilient, affordable and decarbonized grid.

I want to bring my experience leading large-scale solar plus storage projects, such as Alliant Energy's 2.8 GWh portfolio, along with my voice as a champion for stronger storage representation in an industry still dominated by solar. With a collaborative approach, I aim to help SEIA advance policies and partnerships that give utilities, developers and communities the tools they need to integrate storage at scale, ultimately improving reliability, reducing costs and driving a cleaner energy future.

With over 35 years of experience in operations, strategic planning and large-scale project management, I have led high-performing teams through periods of rapid change and growth. At MasTec and Quanta Services, I held executive leadership roles where I oversaw major clean energy infrastructure projects, such as over 300MW of solar projects for ConEd in California, and navigated complex regulatory environments through my coordination with utilities, including Pacific Gas & Electric, building trusted partnerships across the energy sector. These roles prepared me to lead with both strategic foresight and operational discipline.

At FlexGen, I lead operations, engineering, project execution and lifecycle services for one of the industry's most dynamic and recognized providers of battery energy storage solutions. Our software-first, hardware-agnostic platform has earned BloombergNEF Tier 1 recognition, underscoring our role as a technology leader that enables utilities, developers and commercial partners to deploy, manage and optimize storage assets at scale. My work is focused on advancing both the hardware and the software that together make energy storage systems effective. Hardware is the foundation, but software is the intelligence that allows assets to work as a complete system, optimizing performance, extending life and enabling new services for the grid. It is the combination of reliable execution on the hardware side and continuous innovation on the software side that delivers lasting impact for our industry and keeps solar paired with storage ready to meet the grid's evolving needs and growing demands.



Throughout my career, I have always believed that leadership is not about titles but about fostering environments where people can do their best work. I am most proud of the teams I have built and the individuals I have mentored. Whether launching new programs, guiding companies through strategic transitions or solving complex challenges in the field, my focus has always been on enabling collaboration, initiative and resilience.

I would bring this same spirit to SEIA's Board, committed to listening, engaging constructively with diverse perspectives and aligning strategies that strengthen both the solar and storage sectors. I recognize that SEIA's role is not just to shape policy, but to help ensure the benefits of clean energy are broadly shared and that our industry is prepared to meet increasing needs with pragmatic solutions.

The next chapter of our energy journey will be defined by how well we integrate renewable generation with flexible, scalable and equitable storage solutions. SEIA is uniquely positioned to guide this integration, but it will require Board members who are not only experienced leaders but also active collaborators and advocates.

I am eager to contribute my time, energy and perspective to SEIA's governance and strategy. I see opportunities to advance policy frameworks that value storage for its full range of services, to strengthen industry partnerships that accelerate deployment and to elevate voices across our sector from utilities and developers to communities that stand to benefit most from cleaner and more reliable energy.

As a leader, a mother and a lifelong advocate for progress in our energy systems, I am excited about the opportunity to serve SEIA and its members in this capacity. I bring proven experience in building and scaling organizations, a deep understanding of the storage landscape and a collaborative style that values both results and relationships.

It would be an honor to join the SEIA Board of Directors and work alongside peers to ensure our industry delivers on its promise not just of clean energy, but of an energy future that is stable, resilient and equitable for all.

**Diane Giacomozzi**  
Chief Operating Officer, FlexGen

# DIANE E. GIACOMOZZI

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## **EXECUTIVE MANAGEMENT: Corporate Operations, Business Development, Strategic Planning**

Accomplished executive with 35+ years' experience in corporate operations, business development, strategic planning and EPC project and program management. Proven ability to deliver dramatic increases in revenue and corporate growth in alignment with business goals. Planned and led multiple domestic and international EPC projects in a wide variety of industrial markets and technologies including fossil fuels and clean energy and renewable processes. Adept at developing and managing high performing teams in a culture that promotes personal growth, collaboration, and initiative. Excellent presentation, problem-solving, and customer relations skills.

Corporate Operations ▪ Strategic Planning ▪ Business Development ▪ Project Management ▪ Contract Negotiations ▪ Financial Reporting ▪ Internal Controls/Compliance ▪ Risk Mitigation ▪ Proposal Development ▪ Marketing ▪ Staff Development ▪ Customer Relations

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## **PROFESSIONAL EXPERIENCE**

### **FlexGen**

**2022 - Present**

#### **Chief Operating Officer**

Oversees teams that manage operational risk and develop comprehensive safety strategies across all project stages, fostering a culture of safety and accident prevention. Drive contract execution by leading preparation and communication of budget and design estimates, overseeing project phases from pre-concept to completion, coordinating with clients, partners, and vendors. Collaborating with directors to develop and track key performance indicators (KPIs) to deliver successful projects and ensure operational excellence. Negotiate and maintain supplier agreements, optimize supply chain logistics, and build senior-level relationships with domestic and offshore suppliers. Build and lead high-performing project operations teams, promote talent development, diversity, collaboration, and coach staff for career growth and organizational success. Support financial planning and reporting processes, contribute to budget and forecast preparation, and present operational performance to executive leadership and the board. Partner with leadership to identify and finance new energy project opportunities, converting pipeline projects into actionable contracts.

### **Forbes Bros Group**

**2021 – 2022**

#### **Chief Operating Officer**

Developed a thorough understanding of business operations, competition, and strategic objectives to ensure effective integration and alignment. Provided direction and leadership to achieve the organization's mission and goals. Enhanced performance metrics and oversaw operations for efficiency and cost-effective resource management. Set clear objectives, maintained accountability, and implemented corrective actions as needed. Approved operational policies and standards, managed budgets and financial planning, and optimized team structures to meet business targets. Led senior management, evaluated executive performance, ensured a safe work environment, and demonstrated a strong commitment to zero-harm standards. Analyzed operations for improvement opportunities and collaborated with the CEO and leadership team to drive growth and deliver solution-focused leadership with integrity.

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**MasTec Power Corp., Centennial Colorado****2015 - 2021****Vice President, Operations**

Responsible for development of an organically grown P&L for a fortune 500 parent company. Charter includes creating the center of excellence for project execution utilizing the engineering, procurement and construction (EPC) project delivery and contracting model. As a member of the original leadership team, specific accomplishments include corporate development and go-to-market strategies to execute EPC projects in a variety of energy markets, with initial targets of \$250m per project size. Organization has grown from 0 – 50+ employees in less than 5 years, has successfully executed 5 EPC projects utilizing varied technologies and project partners, and has secured backlog to sustain annual revenue targets in excess of \$200m.

**Quanta Power Generation, Denver, Colorado****2010 - 2014**

Quanta Power Generation was an organically developed EPC company for a fortune 500 parent organization, with full P&L responsibility. I was an original member of the leadership team that developed the business plans and strategic vision to execute projects in the renewable and thermal power energy markets resulting in annual revenues in excess of \$300m in three years.

**Vice President, Business Development****2013 - 2014**

Responsible for Business Development, Proposals and Marketing. This included the business strategy and financial reporting for all business segments within Quanta Power Generation, including the Renewable and Thermal Power business sectors. Specific responsibilities included the development of business plans, capture strategy and risk profile for all potential prospects, conducting bid/no-bid reviews with company stakeholders, development and coordination of all qualification statements and proposal submittals, prime contract negotiations and preparation of other contracting vehicles such as Term Sheets and Memorandums of Understanding.

**Director of Project Controls and Financial Services****2010 - 2013**

This position was responsible for the Financial Reporting, Internal Controls, Project Controls, Procurement, Estimating, and Business Processes departments. This position required the recruitment and development of these groups; growing from 3 to 30+ employees and creating the procedures and processes to fully execute large scale EPC projects within SOX requirements for publicly traded companies. Specific procedures included Revenue Recognition, Forecasting, Month-End Close/Invoicing/Reporting process, Project Execution Plans, Change Management process, Contingency and Risk Mitigation, as well as Cost and Schedule controls. Selected by the parent company, Quanta Services, Inc. to serve as Corporate Subject Matter Expert to develop and implement an enterprise-based Project Management/Project Controls System to standardize and improve the accuracy of project forecasting used for financial reporting. Specific accomplishments included the standardization of the Work Breakdown Structure to be used for estimating, project execution and reporting financial results; the implementation of an enterprise based estimating platform; the selection and implementation of an enterprise-based document control platform; and the development and implementation of the Quality Management System.

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**The Shaw Group, Englewood, CO****1982 - 2010**

Varied roles and progressive growth spanning 28 years with this vertically integrated EPC organization.

**Project Manager**

My specific project experience includes projects that range in scope and scale from feasibility studies to large scale EPC projects in excess of \$1 billion TIC. Contracting formats included firm fixed price, cost reimbursable, as well as compliance with federal government contracting regulations. My responsibilities included all aspects of project execution including upfront project development, prime contract negotiations, project execution, client relations, internal financial reporting, change management, and overall project controls. Representative EPC projects are available as supplemental information.

**Regional Project Controls Director**

My responsibilities included recruiting, mentoring, and developing project controls professionals supporting both home office and site project locations. I participated in the development and implementation of our project management tools and systems on projects corporate-wide. The scope included integrating the workflow process of financial/accounting information with key performance indicators to generate a variety of reports to project stakeholders and key decision makers. I also participated on the Task Force responsible for developing the corporation's Project Management/Earned Value Reporting tool utilized on all major EPC projects. My role included design specification, functionality and workflow analysis, integration testing, and documentation preparation. I also lead two successful ERP implementations (Oracle and JDE systems). My efforts included workflow specifications, integrated testing, reconciliation and implementation procedures to ensure the accuracy of corporate and project financial information.

## **EDUCATION**

University of Texas, McCombs Business School – Executive Leadership Certificate  
Arapahoe Community College – AAS – Accounting

## **CERTIFICATIONS & PROFESSIONAL DEVELOPMENT**

Project Management Professional – PMP Active  
Miller Heiman Strategic Selling  
Economic Evaluation and Investment Decision Methods  
Women in Business and Inner Leadership  
Negotiating Skills and Effective Presentations  
Baker Communications Public Speaking/Crucial Conversations  
Electrical Utility Contracts for Non-Lawyers  
Stone & Webster Professional Development Process – Basic Power Plant Systems

## **PROFESSIONAL AFFILIATIONS**

Association for the Advancement of Cost Engineering – AACE  
Project Management Institute – PMI – Member  
Rocky Mountain Electric League – RMEL

## **PERSONAL INTERESTS**

Fundraising and Community Service  
Golf  
Travel  
Youth Sports