

Utility Scale Power Candidates

Chair Candidates

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Personal Statement of Frank DeRosa
Principal, DeRosa Advisors
For Utility Scale Power (USP) Division Chair
Sept. 2025

I am submitting my name for the Chair of the Utility Scale Power Division. I was elected Vice Chair of the USP Division in 2023, and am now running for the open Chair position.

I have deep experience in utility-scale solar energy. As founder and CEO of NextLight Renewable Power in 2008, my team developed some of the first utility-scale solar projects. Since then, I have run USP development of some of the industry's pioneering companies, building >5,000 MW of operating projects.

I have been a SEIA Board Member since 2020. I was elected to the Executive Committee in 2023. As USP Vice Chair, I have worked with the Chair and staff to run the Division meetings, identify priorities, source industry expertise, and solicit member input for decision-making at the Board and Federal Policy Committee.

These past few years are my second stint at SEIA. In 2008-10, as CEO of NextLight (a SEIA member), I was heavily involved in the passage of TARP and ARRA, and the creation of the loan guaranty program in 2009. I was equally involved in the passage of the Inflation Reduction Act in 2022.

In addition to SEIA Board membership, I have held Board positions in WECC, Interwest, Cal. Large-Scale Solar Assn, Independent Energy Producers, and the Center for Energy Efficiency and Renewable Technology. On the philanthropic side, I am Board President of Good Samaritan Family Resource Center, a large social services agency in San Francisco, and an Advisory Board Member of Build A School in Burma, which builds solar powered schools in remote, unelectrified Myanmar and Thailand villages.

SEIA's goal is to make solar the main source of electricity generation in the country and I am committed to that. A year before the 2024 election, the Board and staff prepared contingency plans and lobbied members on both sides on the employment and financial benefits of domestically generated solar energy. Thanks to that effort, our Congressional supporters were able to include key provisions in the 2025 reconciliation bill to reduce the impact of IRA cutbacks. We need to continue to show that solar + storage is the cheapest source of reliable power and is an economic driver in communities across the country. SEIA's c3 and c4 arms, which I served on the task force to create, are important components of a growing SEIA communications effort.

One reason for our success despite political headwinds is our campaign fundraising. I am a max contributor to SEIA's SolarPAC and a member of the Committee. In my personal capacity, I raised over \$2 million in campaign contributions in the name of clean energy in the last cycle. I

will work to get the solar industry to step up. If we're going to be the nation's major electricity provider, we need to deliver.

As USP Division Chair, I will work to advance our sector's priorities:

- Manageable FEOC regulations
- Equal siting and permitting treatment for all energy resources
- Predictable trade policies
- Recognition of the essential contribution solar + storage is making to meeting surging power demand and AI advancement

Lastly, SEIA has significantly increased its organizational capacity in the past two years. RE+ was the largest ever despite the industry challenges. I will support that effort so we can expand our services and influence in the energy sector.



FRANK DEROSA

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San Francisco, CA

SUMMARY

Frank has broad national and international executive experience in renewable energy, power generation, storage, hydrogen, and EVs. He founded and was CEO of the largest independent solar energy development company in North America at the time, NextLight Renewable Power, developing over 1,000 MW of the first utility-scale solar projects before merging with First Solar in 2010. At NextLight, First Solar and in subsequent positions, he and his teams have built over 5,000 MW of solar generation. Frank has testified before Congress and state authorities on energy markets, facilities siting, electricity regulation, and EV grid integration. He serves on the Board of the Solar Energy Industries Assn and is a past Board Member of the Western Electricity Coordinating Council.

PROFESSIONAL EXPERIENCE

DEROSA ADVISORS, LLC

2016 - Present

Advisor to:

- Renewable Energy Companies on the Inflation Reduction Act
- Energy Storage and Hydrogen start-ups
- Energy Development Companies in the US, Middle East, and Latin America
- Conservation organizations on addressing climate change
- US State Department on renewable energy

AVANTUS (FORMERLY 8MINUTE SOLAR ENERGY)

2018-2023

Vice President – Policy & Gov't Affairs

Responsible for federal, state, and local legislative/regulatory policy and commercial affairs before Congress, state legislatures, local councils, PUCs and ISOs. Active in the advocacy of the Inflation Reduction Act and subsequent Treasury rules, trade cases, and siting on federal lands.

SUNEDISON

2014-2016

Chief Commercial Officer, North America

Led utility-scale solar project development in the US from origination through operation. Executed over 1,000 MW of PPAs, now in operation. Initiated the Company's EV grid integration work.

FIRST SOLAR

2010 - 2012

General Manager – The Americas

Responsible for all First Solar project development and module sales in North & South America. On joining First Solar upon the merger of NextLight Renewable Power, consolidated the company's utility-scale development, operation, and project pipeline. Led early stage project and business development in Latin America, and provided project development support to the Middle East, India, and Asia. Developed many of the first utility-scale solar projects in the world, over 3,000 MW totaling \$8 billion.

US Plants in operation:

Agua Caliente	290 MW	AZ	Antelope Valley	230 MW	CA
Silver State	300	NV	Copper Mountain II	150	NV
Desert Sunlight	550	CA	Topaz	550	CA
Stateline	300	CA	Campo Verde	140	CA
Cuyama	40	CA	Canada	190	ONT

NEXTLIGHT RENEWABLE POWER**2008 - 2010*****Chief Executive Officer***

Founder and CEO of North America's largest independent utility-scale solar IPP at the time. Rapidly assembled a highly-skilled development team to be a first-mover in renewable energy. Formulated the business strategy of an independent, technology-neutral solar development company. Recruited and managed a staff in development, engineering, finance, government affairs, accounting, and legal. NextLight merged with First Solar in 2010.

PACIFIC GAS & ELECTRIC COMPANY**2003 - 2007*****Director, Power Supply***

Responsible for PG&E's commercial power procurement, including meeting the California Renewable Portfolio Standard. Represented the company at the CPUC, Sacramento, and Washington, DC on conventional and renewable energy proceedings and legislation.

U. S. GENERATING COMPANY**1988 - 2003*****Vice President - Western Region***

Founding member of this independent power company. Started and managed the 11-state Western Region offices and directed business and project development nationwide. Won PPA auctions and closed financings on 1,400 MW of generating assets. Extensive power marketing experience.

INDUSTRY ASSOCIATIONS

Testified before the U.S. Congress, Federal Energy Regulatory Commission, California Legislature, California Public Utilities and Energy Commissions, California Air Resources Board, and various other State regulatory agencies and policy forums. Current Board member of Solar Energy Industries Assn (Executive Committee 2023); Interwest (2020-23); Large-Scale Solar Assn (2018-23); Independent Energy Producers (2018-23) CEERT (2020-23); CALSTART (2015-16), Western Electricity Coordinating Council (1990-2000's).

CORPORATE BOARDS**Evercar**

Los Angeles, CA 2015-16

Evercar created an EV car sharing operation and was the first to lease an EV car fleet to municipal agencies.

EDUCATION

Masters in Public Policy - Harvard University, Kennedy School of Government

Bachelor of Arts, Biology - *Summa cum laude*, Phi Beta Kappa - Boston University

PHILANTHROPY**GOOD SAMARITAN FAMILY RESOURCE CENTER****1986 - Present*****Board President***

Good Samaritan Family Resource Center is a social services agency serving low-income families of San Francisco. Founded in 1894, Good Samaritan operates bi-lingual pre-schools, after school and immigrant youth education programs, a utility consumers advisory clinic, and parent counseling and skills classes. <https://goodsamfrc.org>

BUILD A SCHOOL IN BURMA**2014 - Present*****Advisory Board***

Burma (Myanmar) is one of the poorest, least educated, and least electrified countries in Asia. Build a School in Burma has built over 80 schools in remote villages. I initiated a solar + storage operation to electrify the buildings. <https://buildaschoolinburma.org>

SAN QUENTIN PRISON ATHLETIC PROGRAM**2010 - Present*****Baseball Team Manager***

I bring a men's baseball team into the prison to play the inmates in the yard as part of the SQ team's season. We support the prison's athletic program and assist in inmate transition from prison. <https://sqbaseball.com/>

AIDS WALK SAN FRANCISCO**2015 - 2018*****Board Member***

Operating since the emergence of the AIDS crisis in the 1980's, AIDS Walk San Francisco is the preeminent fundraising event in the Bay Area supporting AIDS and other public health organizations, raising over \$200 million. A long-time volunteer, I served on the Board in 2015-18.



SEIA Board of Directors and Vice-Chair of Utility-Scale Division Personal Statement

Why do you want to serve on the SEIA Board of Directors?

Over the past several years, I've been deeply committed to advancing SEIA's mission and strengthening the Utility-Scale Division. I currently serve as Chair of the Utility-Scale Power Division and previously served as an elected Director on SEIA's Board of Directors and as a member of the Executive Committee. These leadership experiences have given me tremendous board knowledge, a deep understanding of SEIA's governance, and a clear sense of the strategic priorities needed to ensure our industry continues to grow.

I am proud of my role in helping secure passage of the Inflation Reduction Act (IRA), and more recently, I've been a staunch defender of our industry in the face of attacks on both the IRA and solar deployment from the current administration. I've also maxed out contributions to the Solar PAC and significantly supported Members of Congress and Senators who champion our industry. I want to continue serving because I believe this is a pivotal moment for utility-scale solar. As Vice-Chair, I will help drive our collective strategy, build unity across stakeholders, and ensure that SEIA remains the most effective voice for our industry in Washington and across the country.

What experiences and viewpoints which may be currently underrepresented will you bring to the SEIA Board of Directors?

As one of the few African American owners of both a utility-scale solar development firm (Volt Energy Utility) and a distributed generation company (Volt Energy), I bring a perspective that remains underrepresented in our industry. For more than 14 years, I have navigated the challenges and opportunities of building and scaling minority-owned clean energy businesses, while ensuring that equity and inclusion are not sidelined but central to the clean energy transition.

I firmly believe that SEIA has been at the forefront of DEI leadership among clean energy trade associations and has backed up its commitments with meaningful action. That said, environmental injustice and the lack of representation of Black and Brown communities in solar jobs, contracting, and business ownership remain pressing issues. My lived experience, coupled with my professional expertise, allows me to contribute real-world insight into these challenges. In addition, I bring strong relationships with a broad network of diverse firms, HBCUs, community-based organizations, policymakers, and advocacy groups that are actively working to create a more inclusive clean energy economy. If reelected, I will continue to amplify these partnerships and voices to strengthen SEIA's leadership role and ensure our industry grows in a way that is equitable, sustainable, and inclusive.

What strengths and expertise will you bring to the SEIA Board of Directors?

I bring a unique blend of executive, board, and industry leadership experience that is directly relevant to the Vice-Chair role:

- **Governance & Board Experience:** As an elected Director on SEIA's Board, a past Executive Committee member, and the current Chair of the Utility-Scale Power Division, I've developed a comprehensive understanding of how to navigate board-level strategy, governance, and stakeholder alignment.
- **Policy Advocacy & Political Engagement:** I was an active supporter in the push to pass the IRA, and I continue to defend solar against legislative and regulatory rollbacks. I've been a consistent financial supporter of the Solar PAC, and I've directly supported policymakers who champion renewable energy and climate action.
- **Industry Leadership:** Through my role as CEO of Volt Energy Utility, I've developed and executed large-scale solar projects with Fortune 500 offtakers, while also advancing equity and community engagement through our Environmental Justice Power Purchase Agreements.
- **Coalition Building:** I have a proven track record of bringing together diverse voices, from corporations and policymakers to community stakeholders, to strengthen the solar industry's reputation, expand its reach, and protect its future.



How will your service on the SEIA Board of Directors advance the solar and storage market

The solar and storage market is entering a defining decade, and SEIA's leadership will be critical in shaping how quickly and equitably we scale. My service on the Board will focus on ensuring that SEIA continues to be the most effective and unified voice for our industry, advocating for policies that accelerate deployment while addressing real-world market barriers.

First, I will leverage my experience as Chair of the Utility-Scale Division to help SEIA prioritize issues that directly impact market growth: interconnection delays, permitting challenges, transmission buildout, and supply chain stability. These are the bottlenecks that will determine whether we achieve the full potential of the IRA.

Second, I will continue to work to ensure solar and storage markets expand inclusively. Through the Environmental Justice PPA model I helped pioneer, I've seen how projects can simultaneously deliver megawatts and measurable community benefits. I believe SEIA has a unique opportunity to position solar and storage as not only a climate solution but also a driver of economic resilience, workforce development, and lower energy costs for all communities.

Finally, I will strengthen SEIA's advocacy by continuing my active role in federal policy engagement and PAC support, ensuring that pro-solar champions in Congress and statehouses have the resources and partnerships they need to defend and expand clean energy markets. In short, my service will advance the market by focusing on policy execution, market barrier removal, inclusive growth, and political strength, all of which are essential for solar and storage to scale to the levels our climate and economy demand.

What has been your involvement in the solar industry or storage industry?

I have been deeply engaged in the solar industry since 2009, developing projects for Fortune 500 corporations, government agencies, educational institutions, and nonprofits. My client portfolio includes Microsoft, the U.S. Army, The Cheesecake Factory, DC Government, Subaru, and many others. From the beginning, I have been intentional about ensuring that solar benefits underserved communities. In 2011, my firm developed the first solar project at an African American church—Florida Avenue Baptist Church in Washington, D.C., and today, we are expanding the largest on-site solar installation at an HBCU at Howard University.

Through Volt Energy Utility, I have broken new ground as the first African American developer to execute a utility-scale Environmental Justice PPA with a Fortune 500 company. Our 250 MWAC PPA with Microsoft was designed not only to deliver clean power but also to channel investments into disadvantaged communities through the [Sharing the Power Foundation](#), which I founded. Projects supported by this structure have funded grants for workforce development, community health initiatives, programs to reduce energy burden, and next-generation STEM education, ensuring that the benefits of clean energy extend well beyond megawatts delivered.

Beyond project development, I have been a staunch national advocate for solar. I was actively involved in the push to secure passage of the Inflation Reduction Act, and I continue to defend it against efforts to weaken or dismantle its impact. I have also maxed out contributions to the Solar PAC and personally supported Members of Congress and Senators who are champions of solar and clean energy.

My 15+ years of industry experience, combined with a proven track record of advancing both market growth and equity, uniquely position me to continue contributing as a SEIA Board member. I will leverage this background, and my experience as Chair of SEIA's Utility-Scale Division, to help drive policies that expand deployment, strengthen the solar market, and ensure the benefits of the clean energy transition are widely and equitably shared.

What has been your level of involvement in SEIA to date?

I have been an active SEIA member for many years and was first elected to the SEIA Board of Directors in 2019, later serving on the Executive Committee in 2020, and for the past two years as Chair of the Utility-Scale Division. In each of these roles, I have worked tirelessly to be a value-added partner to SEIA's leadership, our CEO, and my fellow Board members.



As a minority-owned business leader in the solar industry, I have contributed my unique experiences and perspectives to strengthen SEIA's DEIJ policy and initiatives. I have led the Supplier Diversity Workgroup and actively contributed to other DEIJ efforts to ensure our industry reflects the values of equity and inclusion.

I also understand the critical importance of fundraising and political engagement to SEIA's success. I have maxed out my contributions to the Solar PAC every year and provided additional financial support for SEIA fundraising events benefitting Members of Congress. I have been a staunch advocate for defending the key components of the IRA, and I have built strong working relationships with key policymakers who support clean energy.

Beyond governance and advocacy, I frequently represent SEIA in the public arena, speaking on national panels, contributing to media coverage, and ensuring our industry's story is told accurately and powerfully. I always make it a priority to coordinate with SEIA's communications team to highlight the excellent work being done by our association and our members.

Have you been a board member of any other trade association(s) or relevant organization(s)? If yes, please provide the name of the trade association(s), number of years of service, and any positions held.

Currently, I serve on the following Boards: (1) **Clean Energy Buyers Alliance (CEBA)** – Board of Directors, 4 years; (2) **American Association of Blacks in Energy (AABE)** – Board of Directors, 4 years; and (3) **Sharing the Power Foundation** – Chair of the Board of Directors, 3 years.

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

As Chair of the Utility-Scale Division for the past two years, I have had the privilege of leading our members through one of the most important periods in our industry's history. This experience has given me deep insight into the priorities of utility-scale developers, the dynamics within SEIA's governance, and the importance of building strong, trusting relationships with our member companies.

If afforded the opportunity to transition from Chair to Vice Chair, I see my role as ensuring continuity and stability for the Division while supporting the new Chair's leadership. My experience and institutional knowledge will help maintain momentum on key initiatives, provide guidance on policy stances, and ensure that the voices of utility-scale members continue to be heard clearly within SEIA. I will also continue to prioritize collaboration with other Divisions to build alignment on common issues and manage differences constructively. And I will keep pushing for innovative approaches that deliver community benefits, particularly in underserved and rural areas, so that utility-scale solar is not only about megawatts delivered but also about positive impact for people and communities.

Is there any other information that you believe would be helpful to the Nominating Committee in its efforts to present a diverse slate of candidates?

I would like to reiterate my full commitment to SEIA's mission and vision. Over the past several years, it has been an honor to serve as an elected member of the Board of Directors, on the Executive Committee, and for the last two years as Chair of the Utility-Scale Division. These roles have allowed me to contribute meaningfully to SEIA's governance, support Abby and the executive team, and strengthen the collective voice of our industry.

As I now seek to serve as Vice Chair of the Utility-Scale Division, I believe my experience and continuity will be valuable in ensuring a smooth transition of leadership while continuing to advance the priorities of our member companies. I will bring passion, fresh ideas, and a collaborative spirit, along with a proven track record of policy advocacy, fundraising, and coalition-building.

I remain fully committed to supporting SEIA's fundraising efforts, having maxed out annual contributions to the Solar PAC and engaged in fundraising events for pro-solar policymakers. I also maintain strong relationships with Members of Congress, and other key stakeholders, which will continue to add value to SEIA's advocacy work and strategic goals.

It would be an honor to continue serving SEIA in this new capacity, helping to defend our industry, grow our markets, and ensure that the benefits of solar are widely and equitably shared.



Gilbert Campbell
Founder & Chief Executive Officer of Volt Energy Utility

Gilbert Campbell is Founder and CEO of [Volt Energy Utility](#), a national renewable energy firm that finances and develops utility-scale solar and energy storage projects for large corporate clients, municipalities, and other institutions.

Under Gilbert's leadership, Volt Energy Utility executed the first Environmental Justice Power Purchase Agreement™ (PPA) with Microsoft, to supply Microsoft with 250 megawatts (MW) of utility-scale solar energy. This innovative project represents Microsoft's first utility-scale solar power purchase agreement with an African American energy solar development firm. Volt Energy Utility and its corporate partners contribute a portion of revenue generated by the EJPPA™ into the [Sharing the Power Foundation](#), founded by Volt to support environmental justice and clean energy organization and programs. The foundation also focuses on developing a pipeline of students from historically black colleges and universities (HBCUs) for careers in the clean energy sector.

Gilbert serves on the Board of Directors at The Solar Energy Industries Association (SEIA), The Clean Energy Buyers Association (CEBA), The American Association of Blacks in Energy (AABE), is an Advisory Board Member at 3Degrees, and is Board Chair at The Sharing the Power Foundation.

Gilbert also co-founded [Volt Energy](#), a national distributed generation solar development company. Volt Energy successfully developed solar projects for numerous public and private sector clients including, Accenture, Exelon/Pepco, The Cheesecake Factory, Subaru, District of Columbia Government, Howard University and Wake Forest University.

Gilbert is an advocate and spokesperson for diversity, equity and inclusion in clean energy, environmental justice and sustainability; and regularly advises federal and local officials, corporations and other key stakeholders on policies and best practices. Gilbert has been nationally recognized for his efforts and has testified before Congress regarding the need for increased minority participation in the renewable energy sector.

In 2016, the Obama Administration presented Gilbert with the White House Champions of Change Award for his leadership in advancing climate change equity. Gilbert was named to EBONY magazine's 2014 Power 100 List, which recognizes influential achievements by African Americans annually. Under Gilbert's leadership, Volt is a 2014 recipient of Amtrak and The Washington Wizards Pioneer Award, which honors companies that have made a positive impact in their community. Realizing that change begins with preparation Gilbert has been a vocal proponent of STEM education and outreach opportunities for young people across the country.

Gilbert graduated Magna Cum Laude with a B.B.A in Finance from Howard University and has done post-graduate leadership training at Harvard University.

Personal Statement - Daniel Dus

Candidate for SEIA Utility-Scale Power Division Vice Chair

For nearly two decades, I have been fortunate to help shape the renewable energy industry during its most transformative years. From executing many of the first-of, and largest-of commercial and industrial portfolios, government projects, and the country's first community solar programs to today's data-center mega-projects, I have worked across every major segment of the market (residential, commercial, and utility) and across technologies including solar, BESS, microgrids, LNG, wind, EV charging, green hydrogen, and data centers. At each stage of my career, my goal has been simple: to accelerate the energy transition while broadening participation and ensuring that innovation translates into real-world impact.

This same motivation drives my desire to serve as a Division Vice Chair. SEIA has long been the central voice of our industry, advancing policy, building consensus, and ensuring that solar and storage are not just viable, but leading forces in America's energy future. Having supported SEIA through nonprofit advocacy, fundraising, and amplification, I am eager to contribute more directly to its leadership. SEIA is where strategy meets execution, and it would be a privilege to help support the organization at such a pivotal time for the industry.

One of the perspectives I bring is breadth. While many leaders specialize in a single market segment, my work has consistently spanned them all. At CIR, the company I founded, we support developers, builders, financiers, and landowners with turnkey engineering and development services, handling projects from large-scale single sites to commercial portfolios and high-volume residential permitting. CIR has commoditized energy project delivery for the first time, which has been disruptive in its scope and scale. With over 141 GW of development analysis completed, and over 10 GW / GWh of late-stage project work completed, CIR is dramatically accelerating project delivery and increasing operational efficiency across ~150 leading client organizations.

As Head of Renewables for Adani North America, I oversaw a 450 MW portfolio, while my leadership roles at Safari Energy, Dynamic Energy, and Martifer Solar gave me a deep understanding of distributed generation, community solar, and utility-scale finance, construction, and development. Together, these experiences provide a 360-degree view of the opportunities and challenges that developers, manufacturers, financiers, and EPCs face.

Equally important is my work beyond the commercial sphere. Since 2008, I have led Solar Fight Night, which has grown into the world's most well-attended nonprofit fundraiser for

Cleantech Industry Resources

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renewable energy. Over 25 events, we have welcomed more than 13,000 attendees, raised more than \$2 million for solar nonprofits, and amplified the voices of organizations like SEIA, Vote Solar, Run On Climate, and more. We are currently committed to double the maximum contributions to SEIA's PAC. The event has served as a powerful networking platform, connecting founders, CEOs, and rising leaders to accelerate projects and careers. By serving SEIA, I would like to further integrate Solar Fight Night into SEIA's mission and vision.

Throughout my career, I have been drawn to opportunities to innovate and scale, building leadership positions for each organization. At CIR, we have reimagined project development itself, creating a commoditized, ultra-transparent, and highly tech-enabled model that delivers faster, lower-cost, and risk-mitigated results. At Martifer Solar, I oversaw one of the earliest large-scale U.S. solar service platforms, delivering projects for clients ranging from Fortune 500 corporations to major municipalities. At Safari Energy, I helped build the leading solar provider to REITs and shopping centers, standardizing development processes through custom IT platforms that improved efficiency across dozens of projects. These experiences taught me that innovation does not just mean new technology, it means new ways of delivering that technology at scale, sustainably, and affordably.

Serving SEIA in a Vice Chair role would give me the opportunity to apply this same mindset to our industry's shared challenges. I am particularly focused on three priorities. First, accelerating deployment by reducing soft costs and streamlining development, so projects of all sizes can come online faster. Second, expanding participation by ensuring that disadvantaged communities, smaller developers, and new entrants have a fair path to market. And third, strengthening advocacy by amplifying SEIA's message to broader audiences through nonprofit platforms, public communications, and media engagement. With over 31k followers on LinkedIn personally, and 117k followers of CIR, with regular features in major media outlets, I have a platform that I can use to further elevate SEIA's work and ensure its priorities reach both industry insiders and the public.

My background also includes significant board and governance experience. I have served as an independent director of publicly traded solar companies, as Managing Director of Solar Fight Night, LLC, which has applied for 501(c)(3) status. I am a member of Vermont Businesses for Social Responsibility, and my team includes state legislators and policy leaders such as Bram Kleppner, who chaired the Vermont Climate Council overseeing renewable policy statewide, and who sits on the Vermont State Energy Committee. These roles and team members have given me firsthand experience in balancing stakeholder needs, maintaining accountability, and aligning organizational strategy with long-term impact.

At its best, SEIA is a forum where every part of the value chain, manufacturers, developers, EPCs, financiers, advocates, and customers, come together to find common ground. My

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career has prepared me to serve in precisely this capacity. I understand the utility-scale perspective, but I also know the challenges of residential permitting, the nuances of commercial real estate portfolios, and the complexities of financing across multiple asset classes. I can bring this integrative perspective to the Vice Chair role, ensuring that our decisions are informed by the realities faced at every level of the market.

What excites me most is the opportunity to help guide SEIA at a moment of both incredible growth and unprecedented challenge. Solar and storage are now mainstream, but our industry faces fierce global competition, tightening capital markets, and increasing scrutiny on equity and environmental justice. We must continue to innovate, advocate, and expand participation while also defending hard-won policy gains. SEIA's role is more critical than ever, and I am committed to helping ensure it has the vision, resources, and leadership to succeed.

I believe my candidacy offers a rare combination: a career that spans utility to residential, commercial leadership to nonprofit advocacy, national policy to global perspective. I have helped deploy billions of dollars in renewable projects, raised millions for advocacy, and built organizations that democratize access to clean energy. Most importantly, I remain committed to advancing not just individual companies, but the industry as a whole.

It would be an honor to bring this experience, passion, and perspective to the SEIA Vice Chair role. Together, we can accelerate the energy transition, broaden access and equity, and ensure that solar and storage continue to lead the way toward a sustainable and resilient future.

Respectfully submitted,
Daniel Dus

Founder & CEO
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DANIEL DUS

FOUNDER & CEO

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Education

- **Masters in Business Administration**
Drexel University (2006 - 2007)
• Graduated *summa cum laude*; President of the Entrepreneurship Club; President of the LeBow Toastmaster's Club; Fundraising Chair of the M.B.A. Association; Internship: Project Manager for BaseCamp Ventures.
- **B.S. in Biochemistry**
Bucknell University (1996 - 1999)
• Internship: HIV Research at University of Chicago

Certifications

- Solar Energy International Certified Solar Photovoltaic Designer & Installer
- Stanford University Certified Project Manager
- Villanova University Certified Master Lean Six Sigma Black Belt
- SUNY Delhi Certified Photovoltaic Designer & Installer
- Training for Change Certified Group Facilitator and Community Organizer
- Stanford University Certificates: Energy Innovation and Emerging Technologies, Solar Photovoltaic, Hydrogen Utilization – Fuel Cells, Energy Conversion and the Hydrogen Economy and Renewable Energy Conversion and Storage
- Over 40 certificates in energy technologies, hedging, utility rate structures, utility grid standards, controls, SCADA, operations and security, as well as utility generation, including hydro, wind, natural gas, combined cycle, coal and waste-to-energy, NERC/FERC compliance

Speaking & Engagement

- S&P Global World Hydrogen Leaders, MIT Energy Conference, Reuters Hydrogen North America, UCLA Energy Innovation Conference, United Nations Green Fund, NASDAQ Trade Talks, Wood Mackenzie Solar Summit, Infocast Clean Hydrogen Business Summit, US-India Business Council, US Department of Energy Sunshot Greenbuild Summit, Solar MOOC and Procure Renewable Roundtable

EXPERIENCE

Cleantech Industry Resources

2013 – Present

Founder / CEO

- World's only commoditized energy project delivery platform.
- 10 gigawatts / gigawatt hours of late stage solar and battery energy storage system project design and engineering completed. Over 141 gigawatts of development analysis across over 8,000 project sites.
- Rapidly growing engineering and development services platform serving solar, wind, battery, microgrid, LNG, and electric vehicle charging projects nationally.
- 140+ staff providing turnkey project execution from early-stage development, turnkey engineering, permitting, construction management, legal advisory and financial structuring.
- Almost 150 leading global clients including Siemens, Generate Capital, PowerFlex, Ormat, Fluence, Soltage as well as platforms owned by Barings, Carlyle, BlackRock, KKR, Longroad, LS Power, Excelsior, EDF, MUFG, AES, and more. Serving almost 100 developer, finance and construction clients.

ACME Group

2023 – 2024

CEO - USA

- ACME Group, previously ranked India's largest solar player, builder of the world's first solar to green hydrogen and ammonia plant and the largest private corporate solar project (1.75GW).
- Lead business operations outside of Asia. Structuring equity, debt and JV partnerships with USA and EU-based financial partners for over \$19.7B of assets: 2GW of operating solar assets, 10GW of solar development pipeline and four announced green ammonia facilities (USA, Oman, India).
- P&L responsibility of 1.66GW / 1.2MTPA solar to green ammonia facility at Port Victoria, Texas (~\$4.6B asset value, Phase I). Including project siting, development, engineering, offtake, financing and construction.

iSun, Inc

2017 – Present

Board of Directors, President / Shareholder

- ACME Group, previously ranked India's largest solar player, builder of the world's first solar to green hydrogen and ammonia plant and the largest private corporate solar project (1.75GW).
- iSun was #3 in commercial and industrial solar integration in the USA per Solar Power World (largest unionized integrator), with operations in data, telecom, EV charging and energy storage.
- Almost 10,000 projects completed nationally. The only solar integrator with projects in all 50 states.
- Board of Directors, Chair of the Audit Committee; oversee compliance, audit, acquisitions, and filings including 10-Ks/10-Qs.
- 8.1GW of engineering and development services agreements executed.
- Acquired Adani Green Energy's USA solar business.
- Built and lead India-based team of electronic, electrical and mechanicals engineers operating as a low-cost leading turnkey engineering services platform. The team controls direct-to-OEM supply chain, equipment specification, logistics and QA/QC functions for cabling, data acquisition systems, trackers, inverters and modules.

The Adani Group (NSE: ADANI GREEN)

2017 - 2021

Board of Directors, Head of Renewables Business, North America (MD of all companies)

- ACME Group, previously ranked India's largest solar player, builder of the world's first solar to green hydrogen and ammonia plant and the largest private corporate solar project (1.75GW).
- Built the USA solar business and supported the launch and growth of what was ranked the largest solar company in the world from scratch, now with 22GW of operating and contracted renewable projects.
- Sited Adani's USA solar module manufacturing center (2GW), including obtaining fully legislated State of Colorado and Federal incentive packages worth over \$1 billion. Imported Adani's first solar modules to the USA market, established vendor and supply chains, now delivering 2GW / year.
- Led all renewable energy efforts in North America with a board-approved investment budget of \$2.5 billion deployed over five years. Built and managed fully integrated development, EPC, finance, manufacturing and storage team of 600+ in USA and Ahmedabad.
- 2018 IPO valuation: \$220 million; peak market cap: ~\$35 billion.
- Led \$6 billion JV partnership process to fund 8GWac+ NTP / COD solar-wind assets.
- Personally originated clients including Berkshire Hathaway, FaceBook, Dominion Energy, XCEL Energy, DE Shaw and Cubico Sustainable Investments (Ontario Teachers' Pension Fund).

Dynamic Energy, LLC (now Pattern Energy)

2015 - 2017

Chief Development Officer / Shareholder

- Personally led origination / development of projects for two Fortune top 20, including JP Morgan Chase:
 - the largest commercial bifacial solar project in the world (commissioned Q419)
 - pilot for one of the largest portfolios of projects in the USA – 4,400+ locations
 - the largest behind the meter solar project in the USA at the time
 - the largest solar carport project in the USA
- Manage business development and finance teams, including origination, sales, product and project development, analysis and finance.

Shared Estates Asset Fund

2014 - Present

Founder / Sole Managing Director

- Carbon-neutral real estate developer, owner-operator of historic estates placed in the vacation rental market; featured on Netflix World's Most Amazing Vacation Rentals.
- Founded as a personal investment vehicle and social equity project, 30%+ annual cash on cash returns since 2014.
- 98,100 square feet of sustainable real estate on 392 acres. Equity crowdfunder with 290 investors.

Safari Energy, LLC (A PPL Company, NASDAQ: PPL)

2013 - 2015

Chief Strategy Officer / Shareholder

- Grew Safari Energy to be the #1 provider of solar development, EPC and finance services to Real Estate Investment Trusts in the U.S., serving seven of the ten largest, as well as the #1 provider of solar services to malls and shopping centers.
- Corporate investor net worth exceeded \$30 billion. Client market capitalization exceeded \$300 billion, including GGP, Vornado, Tanger Outlets, Federal Realty, Westfield Malls, Bed, Bath & Beyond, OfficeDepot, The Hertz Corporation, MetLife, CBRE and ExtraSpace.
- Wrote and executed Business Growth Plan outlining corporate structure, function, market focus and strategy. Launched sales process that resulted in acquisition by NASDAQ: PPL.

Martifer Solar USA, Inc (EURONEXT: MAR)

2008 - 2013

COO (CFO/COO 2008 - 2010; CFO 2010 - 2013) / Shareholder

- Oversaw the development, financing, cost estimation, design, procurement, installation, operation, maintenance and long-term ownership of solar photovoltaic systems for the USA division of the Martifer Group, a \$1.4 billion publicly traded renewable energy company / 10th largest global solar developer/EPC at the time.
- Co-launched Martifer Silverado Funds, which became S-Power – the largest private solar portfolio in the USA, recently acquired by AES.
- Integrated advanced technologies include silicon, thin film, building-integrated, concentrated dual-axis solar-thermal, fixed-mounted, carport-mounted, tracking, battery storage and hydrogen fuel cells



I am honored to submit my candidacy for Vice Chair of SEIA's Utility-Scale Power Division.

We are living through a formative time for renewable energy. For decades, our industry has rightly emphasized the environmental benefits of solar, but today we face a new imperative. We must demonstrate, at scale, the economic impact of clean energy. This transition, refocusing from the benefits of generation to the broader role solar plays in solving the most important national interest issue of our time, requires that we configure ourselves to meet the needs of this moment.

As co-founder and CEO of Raptor Maps, I have spent the past decade helping the industry achieve this very transition. I'm hesitant to write too much about Raptor Maps because this position is about serving the entire industry. I've historically avoided applying to these types of positions because I've associated them with founders trying to elevate their personal or company profiles. However, the story of Raptor Maps is the story of my own decade of learning about utility-scale solar, which has brought me to the point where I feel qualified to lead and contribute.

From our early roots as a drone-based inspection company to today's global platform managing over 80 GW of assets across 40 countries, Raptor Maps has become a trusted system of record for utility-scale solar. By harnessing AI, automation, and digital twins, we enable owners, operators, EPCs, and financiers to arbitrate disputes with data, reduce soft costs, and ensure that assets deliver their underwritten returns. In doing so, we not only improve reliability but also strengthen the financial foundation on which future deployment depends.

This perspective, rooted in continuous testing, iteration, and business model evolution, is one I will bring to the SEIA Board. I have been deeply engaged with the North American and European venture ecosystems from seed to growth stage, and I understand the importance of aligning capital markets, regulatory frameworks, and operations to drive industry-wide adoption. At the same time, I know that true progress requires engagement at both the federal and state levels. I have seen what has worked in SEIA's lobbying efforts and what has not, and I believe this is a critical moment to sharpen our strategy. Our mission-driven colleagues will always care deeply about environmental impact, but we must now focus equally on demonstrating the economic value of solar, including how it lowers costs, drives resilience, creates jobs, and delivers measurable returns to communities and investors alike.

If elected Vice Chair, I will prioritize the development of industry-wide standards and data transparency, accelerate adoption of automation and AI, strengthen regulatory and policy alignment, and foster workforce development. I will represent the needs of Division members by building structured forums for input, ensuring that the perspectives of owners, operators, EPCs, financiers, and service providers are captured and translated into actionable priorities. Over the 2026–2027 term, I envision the Division producing tangible outcomes, including best practice guidelines for asset management, case studies on automation's economic impact, and more direct dialogue with federal and state regulators to align policy with operational realities.

SEIA's resources have been invaluable to me and the Raptor Maps organization. We frequently use the historical data and projections to guide our own outlook and decisions. The major



projects list is a fantastic resource (and we love the GIS nature of it). I listen to podcasts and interviews, and read news articles from SEIA leadership, particularly Abby. I appreciate the industry and company highlights that the USP Division specifically provides its members, and the agenda is always a good “divining rod” for what is being talked about on the Hill or in our industry. We as an industry have also directly benefitted from the advocacy that SEIA has spearheaded.

It’s evident that the US will win the AI arms race without utility-scale solar. However, my firsthand experience is that there is still a massive disconnect between the boardrooms of capital allocators and what is happening on the ground. We need to close this gap immediately and will no longer have the ITC and other favorable policy providing the buffer between the two. If we believe that winning the AI race is existential, the work that we do as an industry is of the highest leverage.

I am proud to have been recognized as a Top 3 speaker at Solar Asset Management North America, but I see thought leadership not as personal recognition, but as a responsibility: to distill complex challenges, share lessons learned candidly, and help shape the direction of the industry. SEIA has always been a place where our collective voice is amplified, and I believe that in this formative moment, the Utility-Scale Power Division must lead with clarity and conviction.

With respect to an underrepresented viewpoint, I am in the minority of those that forged their path in solar without the benefit of having “cut their teeth” at a major dev shop or OEM. I wasn’t an installer in a previous life. I don’t have a historical background in energy. In fact, my cofounder and I were engineers at MIT working on next-generation space suits and life support systems for our PhDs. When we left that program and entered Y Combinator, Sam Altman was one of our mentors. We chose to focus on the solar industry because we share that same chip on our shoulder that the industry is underrated and we are working on some of the most important issues of our time. But having been deeply ingrained in the startup ecosystem, I have seen what makes companies succeed or fail time and time again. Utility-scale solar is not immune to the same harsh realities.

Solar’s future will be defined not only by the number of megawatts we build, but by the economic strength and resilience of the assets we operate. Our company Raptor Maps has been a member of the USP Division, but now is the time to ramp it up. I would like to serve as Vice Chair to help ensure that our industry is configured to meet the needs of this moment of delivering not just clean power, but the lasting economic transformation that will define our contribution to society.

NIKHIL VADHAVKAR

nikhil@raptormaps.com | (617) 286-6466

Raptor Maps, Inc.

Somerville, MA

CEO, co-founder

May 2015 – Present

- Scaled Raptor Maps from seed to global growth stage with a team of 90 employees
- Spearheaded the integration of AI, robotics, and digital twin technology into mainstream solar asset management, reducing soft costs and benefitting owners, O&Ms, EPCs, IEs, OEMs, investors, and other stakeholders
- Built an industry-leading system of action for 80+ GW of solar assets across 40+ countries.
- Spent extensive “boots on the ground” time at utility-scales PV systems with our customers during construction and operations
- Recognized as an industry thought leader, including Top 3 Speaker at Solar Asset Management North America (SAMNA)
- Raised \$65M+ in venture funding from leading North American and European investors including Microsoft and Y Combinator

MIT Division of Student Life

Cambridge, MA

Graduate Resident Tutor, Baker House

August 2012 – May 2016

- Responsible for a floor of undergraduates in one of MIT’s largest dormitories
- Provided academic and social support for residents

Gates Foundation Grand Challenges Exploration

Cambridge, MA

On-demand Vaccine Delivery via Low-Cost Unmanned Aerial Vehicles

May 2012 – December 2014

- Funded by Gates Foundation to improve the “last mile” vaccine delivery supply chain.
- Co-leading team of 4 other HST students, building UAVs, developing software, interfacing with government agencies and NGOs, writing test plans, testing aircraft.

Lawrence Berkeley National Laboratory

Berkeley, CA

Massachusetts Space Grant Summer Fellow

June – August 2013

- Created computational model for migration of DNA damage sites following heavy-ion radiation exposure. Poster presented at Radiation Research Society annual meeting.
- Developed software for high-throughput microscopy system and trained lab members.

MIT Department of Mechanical Engineering (617) 253-2700

Cambridge, MA

Teaching Assistant, 2.001, Introduction to Mechanics and Materials

August – December 2012

National Aeronautics and Space Administration (713) 798-7639

Houston, TX

National Space Biomedical Research Institute (NSBRI) Graduate Summer Intern

June – August 2012

- Quantified effectiveness of numerical models in predicting astronaut injury in nominal and off-nominal landings of Orion capsule.
- Profiled in *JSC Roundup* magazine and filmed NSBRI outreach video in Orion capsule mockup

EDUCATION

Massachusetts Institute of Technology

Cambridge, MA

PhD Candidate, Bioastronautics concentration

August 2011 – May 2016

NASA Space Technology Research Fellow

MIT Man-Vehicle Laboratory, Advisor: Dr. Dava Newman

Johns Hopkins University

Baltimore, MD

BS, Biomedical Engineering, Materials Sci. & Engr. Concentration

August 2006 – May 2010

MS, Engineering Management

PUBLICATIONS AND OTHER QUALIFICATIONS

Vadhavkar, N., Hoffman, J. A. "Thermal Analysis of Astronaut Traverse in Mechanical Counter Pressure Spacesuit on Mars." *IEEE Aerospace*. 2015, Accepted.

Vadhavkar N, et. al. "Microdosimetry-based clustering model of DNA repairs centers predicts long-term cellular response." Radiation Research Society Annual Meeting, 2013.

Vadhavkar N, Somers J. "Correlation of Hybrid III numerical models to physical ATD responses in various loading directions." 2012 (NASA Technical Report in progress).

"Cavernous nerve protection for prostate cancer cryoablation," Business Plan, White Paper

"Improved eye medication applicator," Business Plan

"Rapid creation of virtual worlds based on existing physics engines," Business Plan

Li G, Zhang H, Sader F, Vadhavkar N, Njus D. "Oxidation of 4-methylcatechol: implications for the oxidation of catecholamines." *Biochemistry*. 2007, 46 (23), pp 6978–6983.

GREENERGY

Arthur Fisher, Jr.
3500 Blue Lake Drive, Suite 355
Birmingham, AL 35243
AFISHER@GREENERGYUS.COM
205-569-8558
September 5, 2025

Nominating Committee
Solar Energy Industries Association (SEIA)
1425 K Street NW #1000
Washington, DC 20005

Personal Statement – Arthur Fisher Jr.

Why I Want to Serve on the SEIA Board of Directors

The solar and storage industry is at a defining moment. Federal incentives are catalyzing historic growth, but this momentum will only be sustained if we can navigate challenges around interconnection, transmission, permitting, and community acceptance. SEIA has been the leading voice in advancing sound policies for decades, and I want to contribute to strengthening its leadership for the next era.

I want to serve as the Utility-Scale Power Vice Chair to bring a unique bridge-building perspective: one that connects corporate strategy and policy advocacy with local community engagement and governance. As a Public Policy Manager at Grenergy USA and as a city councilmember in Chelsea, Alabama, I live daily at the intersection of national policy frameworks and local implementation realities. I believe SEIA's future strength lies in ensuring those two perspectives remain connected, so that the industry not only wins policy battles but also builds durable support at the community level.

Experiences and Viewpoints I Bring (Currently Underrepresented)

- **Municipal Leadership Voice:** Few, if any, SEIA board members have direct experience as elected officials. My role as a city councilmember allows me to bring the voice of local governments into the boardroom — governments that often serve as the gatekeepers for permitting, zoning, tax structures, and community trust.
- **Southeast & ERCOT Focus:** My work is centered in the Southeast and Texas — markets with massive untapped potential, but where unique challenges (firming requirements, interconnection reform, siting resistance) require dedicated advocacy.
- **Community Engagement Lens:** I understand firsthand what resonates with citizens: economic development, tax revenue for schools, public safety, and quality of life. I bring the ability to translate industry benefits into narratives that win support on the ground.

Strengths and Expertise I Will Contribute

- **Policy Navigation Across Levels:** My background spans Congress, state legislatures, public utility commissions, and municipal councils. I know how decisions at each level ripple across the others and can help SEIA sharpen its strategy accordingly.
- **Rapid Response & Accessibility:** In my role at Grenergy, I provide immediate, informed responses to evolving regulatory and legislative developments. That level of responsiveness is exactly what SEIA members expect from their leadership.
- **Coalition Building:** I serve on multiple boards and committees across the energy, environmental, and civic landscape — from Southern Renewable Energy Association (SREA) to the Alabama League of

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Municipalities—giving me extensive experience forging coalitions across diverse interests.

- **Practical Industry Insight:** I work on utility-scale solar and storage projects from the development stage through siting and permitting. I understand the bottlenecks and opportunities developers face on the ground.

How My Service Will Advance the Solar & Storage Market

By serving as the USP Division Vice Chair, I will:

1. **Elevate Underrepresented Regions:** Ensure SEIA's strategies fully account for the Southeast and ERCOT, which will be critical to achieving national clean energy deployment goals.
2. **Strengthen Community Acceptance:** Champion frameworks and best practices for engaging local governments and citizens, building a durable social license for projects.
3. **Advance Market Certainty:** Use my policy expertise to anticipate and translate regulatory changes into actionable strategies that help developers, financiers, and operators succeed.
4. **Connect Global & Local:** Leverage Grenergy's international expertise alongside U.S.-based municipal leadership to help SEIA craft solutions that are both innovative and grounded.

My Involvement in the Solar & Storage Industry

- **Grenergy USA (Public Policy Manager):** Focused on utility-scale solar and battery storage development across the Southeast and ERCOT. I manage (federal, state, and local) policy, regulatory affairs, and economic development strategy.
- **Trade Associations:** Serve on multiple Trade Association boards: Southern Renewable Energy Association (SREA) and the Alabama Solar Industry Association (AlaSIA). Active in the American Clean Power Association (ACP), particularly the Mississippi Working Group and the Southeast Region Committee, and the Advanced Power Alliance, where I engage on ERCOT, Texas legislative, and Southeast regulatory issues.
- **Conference Engagement:** Frequent participant and speaker at CLEANPOWER, Infocast conferences, SEARUC, NCSL, SLC, and other regional energy forums, often presenting on community engagement and municipal perspectives on renewables.

My Involvement in SEIA

I have made it a priority to integrate SEIA's resources and advocacy into my day-to-day work at Grenergy USA. I regularly participate in SEIA's policy briefings (USP Division Calls), federal tax guidance webinars, and market updates, using those insights to brief our leadership team in Madrid and to help guide development strategies in the U.S. (Southeast and ERCOT).

I've connected with SEIA staff on interconnection reform, IRA implementation, and land-use policy, and have relied on SEIA publications to stay ahead of fast-changing federal guidance on credits, siting, and permitting. In my municipal role, I have also referenced SEIA's community-engagement materials when explaining the benefits of solar + storage projects to local residents, business groups, planning officials, and statewide (nonpartisan) nonprofit organizations.

Even before seeking a board seat, I viewed SEIA as the national "compass" for our industry. It is a place where the technical, regulatory, and political pieces come together. Joining the team would allow me to move from being a consumer of SEIA's work to an active partner shaping it, bringing perspectives from an emerging developer in complex markets and from an elected official working to align clean-energy growth with community needs.

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Board and Leadership Service in Other Associations

- **Southern Renewable Energy Association (SREA):** Current Board Member (1 year)
- **Alabama Solar Industry Association (AlaSIA):** Current Board Member (2 years)
- **Board of Trustees, McWane Science Center** (2023–present)
- **Advisory Board Member, Samford University Brock School of Business:** Young Alumni Board; Black Alumni Board of Directors (4 years)
- **Junior Boards:** Vulcan Park & Museum, Birmingham Education Foundation, Alabama Possible (7 years)
- **American Clean Power Association (ACP):** Active working group member in Mississippi and Southeast groups (2 years)
- **Advanced Power Alliance:** Regular participant in Texas and Southeast policy efforts (2 years)
- **Alabama League of Municipalities:** Member of the Energy, Environment, & Natural Resources Committee (2 years)
- **TenneSEIA:** Former member of the State and Local Policy Committee

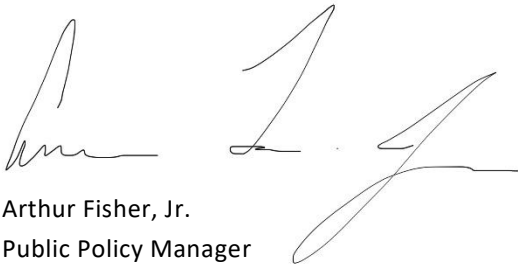
These roles have sharpened my ability to serve in governance positions, balance competing priorities, and represent organizations with professionalism and vision.

Other Relevant Information

At the core of my leadership — whether in public policy, corporate strategy, or community governance — is a simple philosophy: **growth with purpose**. The solar and storage industry must expand rapidly, but it must also do so in a way that strengthens the communities where projects are built. My blend of professional expertise and municipal leadership uniquely positions me to help SEIA pursue both.

If elected, I will work tirelessly to ensure SEIA continues to be not only the most effective trade association in Washington, but also the most trusted partner for communities across America.

Sincerely,

A handwritten signature in black ink, appearing to read 'Arthur Fisher, Jr.', with a stylized flourish at the end.

Arthur Fisher, Jr.
Public Policy Manager

Arthur Fisher, Jr., MBA

Phone: (337) 212-6482 E-mail: AFisher@greenergyus.com LinkedIn: <https://www.linkedin.com/in/arthurfisherjr/>

PROFILE

Results-driven Government Affairs professional/Engineer with 9 years of experience in the utility sector and 10 years of external affairs experience between nonprofit organizations and a lobbying firm. Possesses a proven track record in developing comprehensive marketing strategies and tactics that produce measurable results. Creative & innovative team player with excellent written, verbal, & interpersonal communication skills; Military Spouse.

EDUCATION

Samford University, Birmingham, AL

December 2020

Master of Business Administration (MBA), Finance

Southern University / Louisiana State University, Baton Rouge, LA

May 2015

Bachelor of Science, Electrical Engineering

Alabama League of Municipalities, Alabama

December 2025

Certified Municipal Official Program

EXPERIENCE

Public Policy Manager, Grenergy USA, Birmingham, AL

June 2023 – Present

- Monitor and analyze policy issues and developments of importance to Grenergy and provide strategic advice to senior company executives on these matters.
- Develop and execute policy positions and government affairs strategy nationwide, working with the Development team to prioritize state and local efforts.
- Actively participate in trade associations to build partnerships with industry leaders and other external constituents to drive positive policy outcome.
- Work at the federal, state, and local levels to communicate policy positions in executive, regulatory, and legislative settings.
- Prepare written materials, including policy briefs and position papers, to communicate the company's positions on relevant policy issues.
- Work collaboratively with internal stakeholders, including project development, finance, legal, and communications teams, to align advocacy efforts with business objectives.
- Monitor and report on legislative and regulatory developments that impact the company's operations and finances.

City Councilman, City of Chelsea, AL

October 2023 – Present

- Serves as a legislative leader, proposing, debating, and voting on ordinances, resolutions, and policies affecting city finances, services, infrastructure, development, and zoning
- Oversees the city's annual operating and capital budgets, ensuring proper allocation of resources and alignment with strategic community goals
- Collaborates with the Mayor and administrative staff to implement council-approved initiatives and maintain open communication across branches
- Reviews, amends, and approves municipal contracts, tax regulations, and expenditures in adherence to Alabama municipal code
- Participated in Planning & Zoning and other advisory committees, providing oversight and guidance on land use, development proposals, and community smart-growth policies

Planning Commissioner, City of Chelsea, AL

August 2022 – September 2023

- Reviewed and voted on subdivision plats, site plans, and rezoning requests to ensure alignment with Chelsea's zoning ordinance and long-term development goals
- Helped shape and implement the city's Comprehensive Plan by evaluating proposed developments for consistency with smart growth principles and infrastructure capacity
- Collaborated with developers, engineers, and city staff to improve project proposals and resolve land use conflicts before City Council consideration
- Evaluated public input and technical data to guide recommendations on commercial, residential, and mixed-use developments
- Partnered with Shelby County planners and ALDOT representatives to address traffic impacts, access management, and road connectivity in major site proposals

Government Affairs Manager, The Jones Group, LLC., Birmingham, AL

July 2022 – December 2022

- Worked with the Company President/CEO and Partner(s) to develop government relations strategy, lobbying, and advocacy on policy issues of importance to Company clients at the local and state levels of government.
- Served as lead lobbyist on specific assigned clients; ensures their advocacy initiatives are proactively and consistently communicated through various channels to key stakeholders, including the client, agency heads, legislators, local elected officials.
- Assisted the Company President/CEO and Partner(s) in setting the strategic direction for clients and develops proactive, effective, and best-practice driven approaches to achieving client legislative priorities.
- Developed and leveraged relationships at the local and state levels of government to advance the company's profile; informs clients of current legislative and policy trends.
- Worked with the Company President/CEO to oversee the tracking of legislation and review of committee schedules to ensure each client's priorities are being properly monitored and reported.
- Conducted and coordinated ongoing legislative issue scanning to ensure the company was proactively addressing current and emerging public policy issues that impact client focus areas.
- Maintained communication with assigned clients and legislators outside of the legislative session about various needs and areas of interests.

Arthur Fisher, Jr., MBA

Phone: (337) 212-6482 E-mail: AFisher@greenergyus.com LinkedIn: <https://www.linkedin.com/in/arthurfisherjr/>

President/VP/Public Policy/Communications, National Society of Black Engineers (NSBE), Birmingham, AL **June 2017 – July 2022**

- Served as the primary representative of a 300-member chapter for statewide and regional events.
- Communicated meeting and activity information (date, time, & location) to the general body on a biweekly basis through various media platforms.
- Developed and maintained a chapter website, newsletter, email accounts, and all social media.
- Coordinated press releases for major national, regional, and local events.
- Identified and interfaced with other technical organizations around the state to develop partnerships that resulted in successful sponsorships for programs within the chapter.
- Advocated for the advancement of STEM programs into schools around the state of Alabama by working with state and local officials.
- Supported and informed national NSBE leadership and groups on opportunities and threats related to policy matters.

Financial & Operational Analyst, Spire Alabama, Birmingham, AL **January 2022 – July 2022**

- Managed the annual budgeting and monthly forecast process for the 2nd largest department (Information Technology, IT) in the company with a \$25 million budget.
- Performed monthly variance reporting and explanations for the IT department.
- Developed and maintained financial and operational reports and dashboards utilizing enterprise-wide applications for various levels of leadership.
- Facilitated development and maintenance of operational and productivity KPIs for various levels of leadership.
- Worked in coordination with other departments (Business Support, Workload Planning, FP&A, and IT Services) on continuous improvement projects.
- Created financial models and business cases for major projects and regulatory filings (Rate Case, ISRS, etc) / negotiations.

Electrical Engineer, Southern Company, Birmingham, AL **August 2016 – October 2021**

- Handled multiple projects simultaneously, setting priorities, and using effective time management and organizational skills to achieve project team goals.
- Managed 2-5 projects on an ongoing basis that vary from emergency equipment replacements to re-designing of up to 161kV substations, while maintaining projects under budget.
- Identified material requirements for capital improvement projects with emphasis on safety, quality, schedule and costs.
- Developed effective plans, establishes goals, and monitors progress toward substation design completion with a focus on early and accurate completion.

Portfolio Manager, Samford University Bulldog Investment Fund **June 2020 – December 2020**

- Actively managed the Utilities sector of the fund worth ~\$200K while presenting investment proposals using fundamental and technical analysis.
- Monitored and tracked market changes, managed risks, and performed economic evaluation and portfolio analytics.
- Collaborated with Board of Directors and Executives to develop and manage long-term investment strategy.

Reliability Electrical Engineer, Alcoa, Inc., Point Comfort, TX **June 2015 – July 2016**

- Researched and communicated new technologies and maintenance practices to improve asset availability and optimize costs.
- Initiated, designed, facilitated, and managed the installation of resistance heater circuits in AC motors that saved the plant site over \$800,000 annually during its curtailment stage (~\$3.2 million savings).
- Drafted, issued, and reviewed RFPs to different vendors to complete project that saved the company \$3.2 million.
- Led Root Cause Failure Analyses (RCFAs) and Key Performance Indicator (KPI) data for early identification and resolution of reliability issues.
- Developed Asset Management Strategies and EMPs (Equipment Maintenance Plans) for Low Voltage equipment during the plant's curtailment stage that met MSHA regulations.
- Worked with mechanical and process engineers of the refinery to upkeep and test electrical equipment to prevent unplanned outages due to electrical equipment failure.

SKILLS

- Leadership, Communication Skills, Microsoft Office (Excel, Word, PowerPoint, etc.), Negotiation, Presentation Delivery, Critical Researcher & Creative Thinker, Public Policy, Market Research & Analysis, Interpersonal Skills (Verbal, Listening, Written & Nonverbal), Project Management

HONORS

- 2024 Top 40 Under 40 – Birmingham Business Journal
- 2024 Alabama Leadership Initiative Graduate (Class VI) – Leadership Alabama
- 2023 Emerging Leaders Program (Inaugural Class) – Kiwanis Club of Birmingham
- 2020 Zell Miller Leadership Institute – Governor Zell Miller Foundation (Atlanta, GA)
- 2018 Distinguished Service Award Nomination – Engineering Council of Birmingham (ECOB)
- 2017 Young Engineer of the Year Nomination – Engineering Council of Birmingham (ECOB)

BOARD MEMBERSHIPS / PROFESSIONAL AFFILIATIONS

- *Southern Renewable Energy Association* – Board Member
- *Alabama Solar Industry Association* – Board Member
- *Samford University* – Young Alumni Board; Black Alumni Association Board of Directors
- *McWane Science Center* – Board of Trustees Member
- *Vulcan Park Foundation* – Junior Leadership Board
- *Rotaract Club of Birmingham* – External Affairs Manager
- *Birmingham Ed Foundation* – Junior Board Member
- *Alabama Possible* – Young Supporters Board Member

Personal Statement – James McWalter

The solar and storage industry has achieved extraordinary growth in the last two decades, but our greatest challenge lies ahead. For years, policy incentives carried the industry forward; today, the defining factor is speed. The ability to move projects from site origination through permitting, interconnection, and financing fast enough to meet surging demand will determine whether we succeed in building a clean energy economy.

This is why I am seeking to serve on the SEIA Board of Directors as Division Vice Chair. SEIA has always been the voice of the industry, ensuring that solar and storage have the policies and market structures needed to thrive. My goal is to help SEIA lead the next phase: one where building faster, smarter, and at greater scale becomes the new competitive edge.

My own path has been shaped by both technology and climate urgency. I grew up on a farm and saw firsthand the reaction in our community to renewables projects. From there, I began my career in technology, working deeply with data, automation, and platforms. But the turning point came when I spent thousands of hours with renewable energy developers, listening, learning, and documenting the countless bottlenecks they face. The picture was clear: our ability to solve climate change is constrained not by ambition or capital, but by process. Projects move too slowly, not because developers lack will or skill, but because fragmented systems and opaque rules hold them back.

That realization is why I founded Paces. From the beginning, our mission has been simple: use technology to remove friction so more projects can get built, faster. We've built tools to help developers identify viable sites, assess permitting and environmental risks, and navigate interconnection, all with the goal of accelerating deployment. My work has always been grounded in the belief that technology should serve the industry, not the other way around.

This dual perspective, as someone steeped in technology but driven by the lived challenges of developers, gives me a unique lens that I believe is valuable for SEIA's Board. I understand both the frontier of what is technically possible and the practical realities of what developers need. That combination positions me to help SEIA ensure innovation translates into real-world progress.

I would bring three strengths to the Board:

- **A technologist's vision:** A deep understanding of how automation, data platforms, and AI can transform project development cycles, turning months of work into hours without compromising rigor or compliance, and how necessary this is in the

post-OBBA world where speed is the new subsidy.

- **An operator's empathy:** I've invested thousands of hours learning from our project developer customers. Their frustrations and ambitions inform every decision I make at Paces, ensuring I advocate from their perspective.
- **A coalition-builder's mindset:** Through leading a venture-backed company, I have learned to align investors, partners, regulators, and communities around a shared goal, including projects with the White House and the DOE. I know how to build consensus while keeping urgency front and center.

If elected as Division Vice Chair, I would apply these strengths to ensure the needs of division members are consistently heard and acted on. My approach would be to create regular opportunities for feedback, elevate underrepresented voices, and synthesize insights from across companies of all sizes. I know how important it is for leaders in this role to serve as amplifiers of the industry's collective voice.

On the Board, I would focus on helping SEIA advance three priorities:

- **Faster processes:** championing digital permitting, streamlined compliance, and transparent interconnection practices.
- **Regulatory readiness:** ensuring agencies embrace technology-enabled filings and studies that are accurate, auditable, and timely.
- **Balanced growth:** keeping workforce expansion and community trust central, even as automation helps increase developer capacity.

My involvement with SEIA so far has been through membership, participation in working groups, and engagement at SEIA events and advocacy forums. These experiences have given me a clear view of how SEIA convenes the industry and drives progress, and I am eager to contribute more directly to that mission as a Board member.

We are living through a once-in-a-generation alignment of demand, policy, and technology. Electrification, AI-driven load growth, and re-shoring have pushed energy needs from linear growth into step-changes. Developers are ready to deliver, but they need a trade association that helps them move at the pace the moment demands.

I believe SEIA has a critical role to play in ensuring the U.S. solar and storage industry rises to meet this challenge. My candidacy is grounded in urgency: the conviction that if

we can help developers move faster, we will unlock the clean energy economy at the scale the climate crisis demands.

JAMES MCWALTER

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SUMMARY

Founder, CEO, and operator with 15+ years of experience building, funding, and scaling AI and software solutions in the U.S., Europe, and Canada.

STRENGTHS

Company building · Fundraising · Product · Sales leadership · P&L ownership · Data/AI & analytics · Customer success · Team hiring, coaching, and org design.

INDUSTRY LEADERSHIP AND MEDIA

- **Host, Carbotnic (Cleantech) Podcast (2020–Present):** Produced and hosted +140 episodes interviewing renewable developers, investors, academics, and operators.
- **White House AI in Permitting Advisory Council (2024)**
- **DOE Lab (PNNL) Project on AI Permitting for NEPA**
- **Panels:** CERAWeek by S&P Global, NEIA, ACP Siting & Permitting, Blueprint
- **Published in:** EnergyTech, North American Clean Energy, Renewable Energy World
- **Featured in:** Utility Dive, Latitude Media, PV Magazine, Center for Real Estate Technology & Innovation (CRETI)

EXECUTIVE EXPERIENCE

Paces (AI for Power Project Development)

New York, NY

CEO and Co-Founder

Jan 2022– Present

- Led Paces to millions in revenue and 3x YoY growth (Closed first \$800K personally)
- Raised \$14M from top investors (Navitas, Resolute, Y Combinator)
- Partnered on product roadmap, customer discovery, and GTM
- Built the executive and founding team and have grown the team to 44 FTE

Respondent (B2B Research Marketplace)

New York, NY (Remote)

Director of Operations (Exec Team)

August 2018 – July 2020

- Led Operations, Sales, Customer Success, Data Science, and Data Security
- **Sales:** Doubled revenue across top-20 accounts to \$800K+/yr in 6 months
- **Customer Success:** Drove CSAT from -75% to 95%+ via revamped processes
- **Data/BI:** Founded the data science function; designed BI Tool SABER
- **Ops & Compliance:** Implemented OKRs while scaling revenue from \$1M to +\$3M
- **Leadership:** Managed 7 direct reports; mentored three into management roles

Hello Vera (AI Customer Service)

New York, NY

Director of Business Development

2017 – 2018

- Drove initiatives that positioned a 2018 acquisition by Google
- Employee #1, owned enterprise sales; closed first \$150K in revenue

Hale (Health and Fitness Marketplace)

Vancouver, BC

Co-Founder and COO

2016 – 2017

- Led two-sided user acquisition and ops experimentation (A/B testing across funnel)
- Managed remote development team; implemented AWS, Stripe, CMS, and analytics

FactSet (Financial Software and Data)

London, UK and New York, NY

Vice President, Hedge Fund DataFeed Sales

2012 – 2015

- Exceeded company sales growth by 3.3x; closed multiple seven-figure deals (FY2014)
- Achieved 4x company sales performance; closed 9 six-figure deals (FY2013)

Portfolio Analytics SaaS Specialist

2007 – 2012

- Outpaced company growth by 2.5×; first-ever deals in UAE
- Owned & negotiated EMEA data partnerships (Morningstar, Mercer)
- Led the Lehman Brothers FactSet wind-down during the financial crisis

EDUCATION

University of St Andrews
MLitt (Hons), Philosophy

St Andrews, Scotland
2007

National University of Ireland
BA (Hons), Psychology & Philosophy

Galway, Ireland
2006