



# Tom Williard

## *Principal and CEO*

### PROFESSIONAL HISTORY

- 18 Years Renewable Energy
- 8 Years Engineering Management
- 20 Years Electrical Engineering

### WORK EXPERIENCE



**Sage Energy Consulting**  
Founder, CEO  
2009 — Present

#### **SolEd Benefit Corporation**

Founder, COO/CTO  
2013 — 2014

#### **Solmetric Corporation**

Founder, Director of Engineering  
2005 — 2008

#### **Sustainergy Systems**

Renewable Energy Consultancy  
Principal  
2005 — 2009

#### **System Design**

Renewable Energy Consultancy  
Founder and Principal  
2001 — 2005

#### **Engineering Management Consultant**

2000 — 2002

#### **Electrical Engineering:**

##### **Ascend Communications**

##### **Hayes Microcomputer /**

##### **Softcom Digital Microsystems**

##### **Dunn Instruments**

Senior Electronics Hardware and  
Software Engineer, Director of  
Engineering, Senior Technologist  
1980 — 2000

Mr. Williard has more than 18 years of experience in energy consulting and development of energy sector businesses, with a focus on the development of technical and financial models to predict potential energy asset allocation and financial performance, and has served as CEO since Sage's inception. In 2013, Mr. Williard cofounded SolEd Benefit Corporation and wrote the project financial models used to structure PPA and lease financings that reduced the cost of renewable energy projects for public schools. In 2005, he cofounded Solmetric, a company that developed the SunEye, a high precision instrument now widely used in the solar industry to measure shade characteristics. In 2001 he cofounded System Design, a renewable energy system design and due diligence company.

Prior to 2001, Mr. Williard worked in electronics engineering in senior hardware and software engineering positions, as senior technologist, and in engineering management. Mr. Williard also provided engineering management consulting to startup and early stage companies and served for seven years as an elected public school trustee in Marin County. As a Sage Principal, he provides financial, policy, and technical oversight for all company projects, and provides expert testimony for clients and industry groups.

### AREAS OF EXPERTISE

Modeling Tool Development for Solar PV, Wind, Biogas, and Microgrids  
Financial Modeling & System Finance  
Engineering & Business Development  
Renewable Energy Resource Assessments & Feasibility Studies  
Renewable Energy Systems Commissioning Certification & Support  
Renewable Energy Policy Support and Expert Testimony

### REPRESENTATIVE PROJECT EXPERIENCE

#### **County of Santa Clara**

San Jose, CA • 2010-2017

- Zero Net Energy (ZNE) Study
- 2.4 MWp Fuel Cells
- 11.4 MWp Solar PV PPA RES-BCT
- CPUC Policy Guidance

As a leader in implementing ZNE and renewable energy policies, the County's work with Sage included a 400,000 sq.ft. government building retrofit. Over 7 years, Tom led a team providing planning, analysis and advisory support for the County's successful projects.

