

**CLAIRE BROIDO JOHNSON**  
clairebjohnson@gmail.com; (443) 226-0273

Senior operations executive and entrepreneur with proven track record in creating and managing successful businesses and products in the clean energy space. Founder of SunEdison in 2003, which grew to the world's largest solar energy services provider with \$10 billion market cap and 7200 employees by 2015. Asked to join the Department of Energy as Energy Efficiency Advisor to Secretary Steven Chu, then given responsibility to manage the Office of Weatherization and Intergovernmental Programs (\$11 billion deployment). Currently President of CBJ Energy, a financing and consulting services company developing and managing divisions and projects for clean energy companies. Expert at creating direction and accountability for organizations. Harvard MBA.

**Experience**

- 2011 - **PRESIDENT AND FOUNDER, CBJ ENERGY** **Baltimore, MD**  
Present Operations executive, consultant and advisor for projects and divisions at a variety of energy start-up companies. Responsible for structuring and/or restructuring companies, financing, developing business plans, project management, fundraising, and operations. Subject matter expert on renewable energy, energy efficiency and creating start-up businesses; frequently asked to speak at conferences and events (see attachment for list of engagements).
- POWER52 ENERGY SOLUTIONS, LLC - 2017** **Baltimore, MD**
- Advised Ray Lewis (Baltimore Ravens #52) and executive team on solar project development in Maryland.
  - Responsible for all project financing, contract negotiations, equipment purchasing, contractor management, including the successful completion of 1.2 MW solar installation in Howard County, MD.
- KATERRA - 2016-2017** **Baltimore, MD/Menlo Park, CA**
- Provided technology and economic analysis and project management for solar installations on multifamily properties, commercial, and utility scale solar; successful installation of solar at a Phoenix manufacturing site.
  - Investigated new energy technology economics and installations including biomass, battery storage, building integrated photovoltaics.
- PROPERTY ASSESSED CLEAN ENERGY (PACE) - 2015-2017** **Baltimore, MD**
- Wrote and assisted with passage of PACE ordinances for Baltimore City and County, and Howard County.
  - Sourced projects and secured financing commitments for \$15 MM of Mid-Atlantic industrial, multifamily, and commercial projects.
- NEXT STEP LIVING - 2012-2015** **Baltimore, MD / Boston, MA**
- Served on executive team as Chief of New Markets and Services.
  - Launched Connecticut and New York offices including building a team of over 100 people; became largest Home Energy Solutions provider in Connecticut with \$1 MM in revenue per month.
  - Developed and launched three new products including community solar; managed the 24-person department.
- SERIOUS ENERGY - 2011-2012** **Baltimore, MD / Sunnyvale, CA**
- Created new division called Serious Capital implementing a new financing vehicle for municipalities and commercial customers who could not otherwise afford building envelope solutions.
  - Responsible for all aspects including structuring, analyzing, selling financing to customers.
- 2009 –2010 **PROGRAM MANAGER, DEPARTMENT OF ENERGY** **Washington, D.C.**  
Acting Program Manager, Office of Weatherization and Intergovernmental Programs, OWIP. Efficiency Advisor to Secretary of Department of Energy. Grew OWIP from 20 employee organization responsible for deploying \$200 MM to 100 grantees to an organization providing \$11.3 billion of grants during the American Recovery and Reinvestment Act to 2450 grantees. Distributed all monies ahead of schedule.
- Expedited costing to \$100 MM+ per month of weatherization and state energy money.
  - Deployed funding for clean energy while championing policies expanding the impact of public investment through engagement of private capital.
  - Restructured OWIP, hired and managed employees, then updated processes to ensure obligations of grant money.

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- 2008 –2009 **SENIOR ADVISOR, HANNON ARMSTRONG** **Annapolis, MD**  
Structured and developed energy efficiency services and financing models for commercial and industrial sectors.  
Created financing for utility energy efficiency loan programs.
- 2003 –2008 **FOUNDER, SUNEDISON, LLC** **Beltsville, MD**  
Created and expanded company from 2 to 300 employees at \$290 MM valuation and 50+ MW installed by 2008.  
  - Originated, structured, managed \$200 MM solar renewable energy credit (SREC) portfolio; sold 120,000 SRECs in 2007 and created and executed first SREC deal in Maryland which financed 60% of state's needs in 2009.
  - Financed, structured, sold and managed \$50 MM of solar projects to credit worthy host customers including Macy's, Walmart; helped write and negotiated power purchase agreements.
  - Pitched and sold financing to company's first customers including Staples and Whole Foods.
  - Responsible for operations, oversaw all project implementation and project management tasks (2003-2006).
  - Involved in all aspects of customer-facing business activities including sales and project implementation.
- 2002 –2003 **ASSOCIATE, ORIGINATION, CONSTELLATION POWER SOURCE** **Baltimore, MD**  
  - Initiated and structured long-term electricity transactions in New England Power Pool, New York.
  - Originated renewable energy deals in New England, and load serving deals in New England and New York.
  - Analyzed and managed risks for deal process including credit, legal, hedging strategies and structuring issues.
  - Designed and executed first CPS renewable energy deal – 50% biomass and 50% hydro.
- Summer 2001 **SUMMER ASSOCIATE, STRUCTURED FINANCE GROUP, GE CAPITAL** **Stamford, CT**  
  - Global Energy Underwriting. Prepared internal investment proposals; performed asset valuations. Analyzed and prepared financial structures including: equity, structured debt with warrants, and non-recourse debt financing.
- 1999 – 2000 **ASSOCIATE, COMMODITY STRUCTURING, ENRON NORTH AMERICA** **Houston, TX**  
  - Created financial structures for electricity deals which generated \$50 MM of sales within Commodity Structuring.
  - Evaluated profitability of gas-fired power plant deals using spread options and dispatch models.
  - Assessed and expedited electricity deals for traders and originators (including first wind deal for Enron).
- 1997 – 1998 **SENIOR CONSULTANT, CAPITAL MARKETS GROUP, DELOITTE & TOUCHE** **New York, NY**  
  - Performed comprehensive energy risk management programs for fifteen clients, including five of the largest utilities in North America.
  - Assessed, quantified, and managed financial, market, and credit risks, resulting in savings of up to \$20 MM.
  - Executed full implementation of risk management systems, including design of trading floor processes.
- 1995 – 1996 **RESEARCH ASSISTANT, INTERNATIONAL ENERGY AGENCY** **Paris, France**  
Researched country and sector energy indicators and comparisons of energy efficiency. Published findings in Indicators of Energy Use and Efficiency, IEA, 1997.
- Summers 1994, 1995 **INTERN, WORLD BANK, ENVIRONMENTAL PROTECTION AGENCY** **Washington, D.C.**  
Proposed housing sector energy efficiency improvements in Lithuania and Estonia. Evaluated export opportunities for businesses to sell non-ozone-depleting technologies to developing countries.

**Education**

- 2000 – 2002 **HARVARD BUSINESS SCHOOL** **Cambridge, MA**  
Master in Business Administration degree, June 2002. President of Sustainable Development Society, 2001-2002.  
Initiated and organized Inaugural Symposium for Harvard University Center for Environment, April 2002.

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1991 – 1995 **HARVARD UNIVERSITY** **Cambridge, MA**  
Bachelor of Arts, magna cum laude, Environmental Science and Public Policy, June 1995. President: Environmental Action Committee, 1993-95. Organized student body in developing environmental major, 1992. Awarded Tower Fellowship to spend year at École Normale Supérieure in Paris studying economics, 1995.

**Other Organizations**

**Solstice (2017-present):** Advisor to company with mission to put community solar within reach for every American.  
**Baltimore Angels (2016-present):** Member of regional Investment Group.  
**Betamore (2015-present):** Advisory Board member of incubator for technology and entrepreneurship.  
**Living Classrooms Foundation (2012-present):** Board of Trustees Member of organization strengthening communities and inspiring young people through hands-on education and job training using urban, natural, and maritime resources as “living classrooms.”  
**Brian D. Robertson Fund (2012-present):** Founding board member of organization advancing awareness of solar energy by developing and implementing school education programs and funding business plan contests.  
**Rash Field Advisory Board Member (2015-present):** Negotiated relationships with neighborhood groups, provided funding and coordinated multiple fundraising events.  
**South Harbor Renaissance (2011-2014):** Upgraded grant proposals and coordinated constituents with result of raising \$500,000 for Federal Hill Park, Baltimore City. Advanced design of new playground.

**Personal** Marathon runner turned to Olympic distance triathlons. Conversant in French. Hiked Mt. Kilimanjaro. Enjoy personal travel, collecting art, organizing community events.

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**Publications and Speaking Engagements since 2015**

<u>Event</u>	<u>Presentation Name</u>	<u>Date, Location</u>	<u>Link</u>
<b>UPCOMING</b>			
2018 MIT Energy Conference	Energy Ventures	March 2, 2018, Boston, MA	<a href="https://www.mitenergyconference.org/">https://www.mitenergyconference.org/</a>
Johns Hopkins Medical School Symposium	Women in Leadership Symposium – with Senator Barbara Mikulski	February 22, 2018, Baltimore, MD	A Conversation with Three National Leaders: Sarah S. Brown (Senior Advisor and Former CEO to National Campaign to Prevent Teen and Unplanned Pregnancy), Barbara Mikulski, retired US Senator, and Claire.
HerWorld Global Energy Forum	Energy Industry 2.0	March 7-8, 2018, Houston, TX	<a href="http://herworldenergyforum.com/2018efagenda/">http://herworldenergyforum.com/2018efagenda/</a>
<b>PREVIOUS</b>			
American Society of Heating and Air-Conditioning Engineers Monthly Technical Session	Property Assessed Clean Energy	January 4, 2018, Baltimore, MD	<a href="http://ashrae-balto.org/meetinginfo.php?id=30">http://ashrae-balto.org/meetinginfo.php?id=30</a>
Harvard Business School Energy and Environment Symposium	Starting an Energy Venture	October 21, 2017, Cambridge, MA	<a href="http://energyclubathbs.org/agenda">http://energyclubathbs.org/agenda</a>
Building Owners and Managers Association of Greater Baltimore	Making Properties More Valuable with Property Assessed Clean Energy Financing	August 3, 2017, Baltimore, MD	Workshop to train contractors and building owners about Property Assessed Clean Energy and how to use it.
Columbia Center on Global Policy, Women in Energy Spotlight:	What Is Going On in the Energy Start Up World Today?	March 6, 2017, New York City, NY	<a href="http://energypolicy.columbia.edu/events-calendar/women-energy-spotlight-what-going-energy-start-world-today">http://energypolicy.columbia.edu/events-calendar/women-energy-spotlight-what-going-energy-start-world-today</a>
Women of Wind Energy Leadership Forum	Wise Women Panel	November 15, 2016, San Antonio, TX	National conference on empowering women with renewable energy careers.
Building Owners and Managers Association of Greater Baltimore	Property Assessed Clean Energy: Improving Buildings with Smart Capital	August 10, 2016, Baltimore, MD	Workshop to train contractors and building owners about Property Assessed Clean Energy and how to use it.
Solar Energy Industry Association Womens' Empowerment Event	Empowerment in Energy Panel	June 16, 2016, Washington, DC	<a href="https://www.seia.org/blog/seias-inaugural-womens-empowerment-event-inspires;">https://www.seia.org/blog/seias-inaugural-womens-empowerment-event-inspires;</a>

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City Biz List, Interviewed by Edwin Warfield	A Video Conversation with Claire Broido Johnson, President and CEO of CBJ Energy About Starting the Company	October 13, 2015 / January 13, 2016	<a href="http://baltimore.citybizlist.com/article/305651/a-video-conversation-with-claire-broido-johnson-president-and-ceo-of-cbj-energy-about-starting-the-company-interviewed-by-edwin-warfield">http://baltimore.citybizlist.com/article/305651/a-video-conversation-with-claire-broido-johnson-president-and-ceo-of-cbj-energy-about-starting-the-company-interviewed-by-edwin-warfield</a> ; <a href="https://www.offitkurman.com/blog/2016/01/13/a-video-conversation-with-claire-broido-johnson-president-and-ceo-of-cbj-energy-about-c-pace-part-2/">https://www.offitkurman.com/blog/2016/01/13/a-video-conversation-with-claire-broido-johnson-president-and-ceo-of-cbj-energy-about-c-pace-part-2/</a>
Greentech Media	“Why Aren’t There More Women in Leadership Positions in the Cleantech Industry?”	May 11, 2015	<a href="https://www.greentechmedia.com/articles/read/why-arent-there-more-women-in-leadership-in-the-cleantech-industry">https://www.greentechmedia.com/articles/read/why-arent-there-more-women-in-leadership-in-the-cleantech-industry</a>