



JIM GREVATT, MANAGING CONSULTANT

EDUCATION

B.F.A., University Honors, University of Illinois, 1982

EXPERIENCE

2013-present: Managing Consultant, Energy Futures Group, Hinesburg, VT
2012-2013: Director, Targeted Implementation, Vermont Energy Investment Corp., Burlington, VT
2011-2012: Director, Residential Energy Services, District of Columbia Sustainable Energy Utility for Vermont Energy Investment Corp., Washington, D.C. and Burlington, VT
2010-2012: Managing Consultant, Vermont Energy Investment Corporation, Burlington, VT
2005-2010: Director, Residential Services, Vermont Energy Investment Corp., Burlington, VT
2001-2005: Manager, Energy Services, Vermont Gas Systems, S. Burlington, VT
1998-2001: Manager, Residential Energy Services, Vermont Gas Systems, S. Burlington, VT
1996-1998: Manager, HomeBase Retrofit Program, Vermont Gas Systems, S. Burlington, VT
1994-1996: Technical Specialist, Vermont Gas Systems, S. Burlington, VT
1991-1994: Technical Specialist, Champlain Valley Weatherization Program, Burlington, VT

PROFESSIONAL SUMMARY

Jim Grevatt brings over 20 years' experience as a leadership professional in energy efficiency program operations to his consulting practice. Jim focuses on both the forest and the trees, using an in-depth knowledge of the nuts and bolts of running programs and a clear understanding of strategic thinking and planning to ensure that programs achieve their desired market impacts. Throughout his career, Jim has focused on building strong relationships with staff, peers, trade allies, and clients as the best way to understand the needs and challenges that each sector faces.

SELECTED PROJECTS

- **Targeted Implementation, VEIC-** Responsible for market analysis and strategic planning for a new division expanding VEIC's energy efficiency program implementation projects (2012-2013)
- **DC Sustainable Energy Utility-** Led the planning and startup implementation of Residential programs for the DC SEU, including single and multi-family and retail market programs. Led the development of the initial portfolio-level Annual Plan. Led client and partner interactions around planning and policy development. Member of DC SEU Senior Management Team (2011-2012)
- **EmPOWER Maryland Critical Program Review-** Expert consultant to the Maryland Office of Peoples' Counsel in EmPOWER Maryland hearings regarding utility energy efficiency planning and reporting. Represented the OPC in stakeholder meetings that informed the current 2012-2014 EmPOWER plans. Multiple appearances before the Maryland Public Service Commission. (2010-2012)
- **Efficiency Vermont 20 year Forecast of Efficiency Potential-** Senior Advisor in developing the forecast scenarios that led to significantly increased efficiency investment in Vermont (2010-2011)



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- **Efficiency Vermont Residential Programs-** Directed 100% growth in program budgets to nearly \$10M annually. Responsible for strategic direction, leadership, and results for Efficiency Vermont's award-winning residential retrofit, new construction, retail, and low income programs. Supported excellence in a staff of 30 (2005-2010).
- **Vermont Gas Systems Efficiency Program Leader-** Directed strategic planning and program operations that led to six programs and portfolio as a whole being recognized as exemplary in *Responding to the Natural Gas Crisis: America's Best Natural Gas Energy Efficiency Programs* (ACEEE, 2003). Built contractor infrastructure and internal support to consistently meet program objectives. Led development of Annual Reports, planning and budgeting. Collaborated with Efficiency Vermont staff to develop a fuel-blind, state-wide, jointly offered residential new construction program (2001-2005)
- **Residential Retrofit Program Development-** Enhanced design and performance of VGS' residential retrofit offerings by streamlining delivery and building strong relationships with contractors, homeowners, and property managers (1994-2005)
- **Demonstrated Technical Excellence in Approaches to Residential Retrofits** Conducted hundreds of residential energy audits and quality assurance inspections for natural gas and alternative-fueled homes. Trained and coached installers to obtain desired quality. Worked to satisfy homeowners through explanation, education, sound listening to concerns, and ultimately assuring that concerns were addressed. Trained new staff in auditing techniques. (1991-1998)

SELECTED PUBLICATIONS AND PRESENTATIONS

Residential Retrofit Programs: What's Working? Perspectives from National Program Leaders- Panelist at AESP National Conference 2012

Elements of Retrofit Program Incentive Design- DOE Technical Assistance Program Publication, April, 2011

Designing Effective Incentives to Drive Residential Retrofit Participation- DOE Technical Assistance Program Webinar, October, 2010

Quality Assurance for Residential Retrofit Programs- DOE Technical Assistance Program Webinar, October, 2010

Home Performance with ENERGY STAR, Quality Assurance in Vermont- Panelist at the ACI Home Energy Retrofit Summit, April 2010

Delivering on the Promise-Engaging Communities and the Public- Panelist at 2010 NEEP Summit, March, 2010

Home Performance with Energy Star in Vermont - Presentation at CEE Member meeting, June 2009

Leading by Example: Exemplary Low Income Energy Efficiency Programs - Presented on Efficiency Vermont's Residential low income services at California's Low Income Energy Efficiency Symposium, June 2006

"Natural Gas Efficiency Policies, Responding to the Natural Gas Crisis One Therm at a Time" - Co-presented with Dan York and Anna Monis Shipley of American Council for an Energy-Efficient Economy (ACEEE) -ACEEE/CEE Market Transformation Symposium, 2004