

Thomas Hand

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Education

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| STANFORD GRADUATE SCHOOL OF BUSINESS <i>Master of Business Administration</i> | Stanford, CA 2012 - 2014 |
| MIDDLEBURY COLLEGE <i>Bachelor of Arts, Economics</i> • Middlebury Public Service Leadership Award Recipient | Middlebury, VT 2002 -2006 |
| BURR & BURTON ACADEMY | Manchester, VT 1997 - 2001 |

Experience

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| MHG Solar LLC, Founder • Developed approximately 20,000 kW of solar projects in Vermont | Manchester, VT 2018 - Present |
| BATTENKILL RENEWABLES, LLC <i>Manager</i> • Provided renewable energy acquisition, financial structuring and asset management services to a \$1B+ impact investing fund | San Francisco, CA 2017-2019 |
| SUNEDISON, INC <i>Senior Manager, Sales</i> • Responsible for identifying new PV markets in the Western US and creating contracted projects • Built a 500MW pipeline of customers in California, Minnesota and Texas • Sourced, negotiated and signed 165MW of PPAs representing more than \$325M of revenue | San Francisco, CA October 2014 - April 2016 |
| NEST LABS <i>Intern (Summer: Sales; Sept.-April: Technology team)</i> • Developed Nest's go-to-market strategy for demand response • Led data collection within the algorithms team for new energy efficiency product | Palo Alto, CA June 2013 - April 2014 |
| HAND ENERGY SERVICES, INC <i>Founder & Owner</i> • Provided efficiency services for over 300 residential commercial municipal and educational institutions including Orvis; J.K. Adams; Towns of Dorset, Londonderry and Manchester; Williams, Middlebury and Bennington Colleges • Managed and trained two home retrofit crews • Implemented "Deep Energy Retrofits" for 2 buildings, achieving 80% thermal energy savings | Manchester, VT 2008 - 2012 |
| ENERNOC, INC <i>Associate Program Manager, Energy Efficiency</i> • Managed five data-driven energy efficiency programs and four traditional commercial retro-commissioning programs for large utilities (SCE, ComEd, DCEO, NSTAR, and National Grid) • Developed and implemented internal trainings to ensure program knowledge within sales team | San Francisco, CA 2010 - 2011 |
| NATIVEENERGY <i>Business Development Manager</i> • Sourced cleantech projects in Western U.S. and Alaska, including recruiting, signing, conducting baseline calculations and preparing carbon offset projects for certification and verification | Burlington, VT 2006 - 2008 |