

Chris Young

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Highlights

Strong market entry skills focused on conceptualizing and implementing business solutions through improved processes and innovative technology.

- Over 11 years experience developing and delivering Energy Management and Environmental Services including successful Financing and Construction of a 33.6MW, \$145 million power project sold to a publicly listed company
- Demonstrated Leadership on Energy Policy Matters – invited speaker to [The Senate of Canada Standing Committee on Energy the Environment and Natural Resources](#)
- Solid understanding of Project Finance and Business Case Development with non-recourse finance
- Built a strong sales and technical team to originate and assess over 300MW of Solar and Wind projects
- Participated in the launch of two licensed hazardous waste treatment facilities specializing in the treatment of Mercury and PCB containing lighting industry. Helping to advance environmental regulations across Canada
- Developed a first of it's kind National Product Stewardship program for mercury contaminated lighting waste
- Former Board Member, [Ontario Sustainable Energy Association](#) policy advisory on climate change issues
- Positioned Stoked Power Generation to become selected to join Sustainable Development Technology Canada – Natural Gas Technology Incubator for the development of small scale Combined Heat and Power technology

Skills

A demonstrated ability to realize Multi Million Dollar business concepts in complex Government Regulated environments and a challenging global financial market.

Market Definition - Identification of new market opportunities technology and processes including product validation with early adopters.

Competitive Analysis – Examination of external firms in direct competition and, broader technical developments which can impact on success.

Product Positioning – Worked with potential clients and the CTO to define functional requirements incorporated into the product development plan.

Pricing and Business modeling – Participated in the development of a number of business plans. Contributed to, market definition and sales forecasts.

Market Research – Primary and secondary market research techniques for competitive intelligence and customer analysis.

Strategic Sales – Identification of key accounts that can lead to significant growth through an industry vertical.

Strong Network of energy related colleagues that span Europe, North America and Asian.

Employment History

November 2010 – 2014

Volunteer Board Member – Ontario Sustainable Energy Association

Assisting non-profit organization in policy initiatives to advance renewable energy with various government stakeholders.

September 2012 – Present

Business Development – Biogas and Combined Heat and Power

Initial development of anaerobic digestion projects identified a significant technical challenge with prime mover technologies available in the North American market. To address the shortcomings of existing small scale CHP technology, partnered with **Stoked Power Generation** to commercialize innovative Combined Heat and Power technology.

January 2012 – September 2012

Consultant – Green Energy Finance Company

Advised an international merchant banker on dynamics of utility scale PV market as they position to raise funding for project acquisition.

January 2008 – November 2011

Managing Director – Enfinity Canada

Initiated and lead the market entry of one of Europe's leading renewable energy companies into the Canadian Market.

Originated, and lead the successful acquisition of Solaris Energy Partners, a 244 acre, 33.6MWp Solar farm in Eastern Ontario. Guided Solaris through remaining permitting requirements, including completion of Ontario Municipal Board hearings and Hydro One Interconnection requirements.

Worked closely with Engineering and Finance teams to advance Solaris from concept through design, procurement and construction, to a \$140 million exit to a TSE listed company.

In addition to the Solaris project, established a business development program that created a pipeline of rooftop and groundmount projects that will be valued in excess of \$500Million once constructed.

Worked collaboration with an international team of technical specialists, to lead due diligence review on a number of wind development opportunities representing potential installed capacity of approximately 900MW located across Canada.

Participated on management board of Enfinity America's Group

- Strong understanding of Non-Recourse Finance and capital structures
- Ability to convey complex technical issues to political decision makers
- **Broad understanding of electricity markets in European and North American markets**
- Ability to work with colleagues and vendors across many countries
- Execution of an EPC strategy for construction of 33MW Solar Facility
- Definition of Value Proposition and Commercial terms on competitive PPA's

December 2006 – November 2007

Vice-President of Solar Farm Development, Solstice Solar Energy

Secured early stage seed investment from two of Canada's leading Internet Entrepreneurs to launch a Solar Development Company

Collaborated on the development of the business plan and developed a marketing program targeted at potential community partners.

Conducted extensive market research into the Ontario Renewable Energy Standard Offer Program including; detailed review with legal and financial advisors.

Development of detailed Solar Resource assessments using a variety of Solar Energy Modeling tools including RETSCREEN and PVWatts for various locations in Ontario.

Lead discussions with equipment manufacturers regarding equipment supply for utility scale solar farm developments.

September 2000 - January 2006

Non- Environment/Power Related Business Development

Various software related startup companies.

May 1993 - September 1999

Business Development, Material Resource Recovery

Secured lead customers to anchor the construction of a hazardous waste incinerator to treat hazardous waste, including Poly Chlorinated Biphenols.

Contributed to plans and procedures to meet due diligence of clients that included The Government of Canada and some of Canada's largest Financial Institutions.

Assisted in preparing facts based response to community concerns and designed a community engagement process that satisfied the needs of

May 1993 - September 1999

Business Development, RLF Canada,

Secured several noted, "Blue Chip" clients as lead customers for an innovative treatment facility for mercury contaminated lighting waste. Amongst others: GE Canada, Royal Bank of Canada, BCE Place, and Public Works Government Services Canada

Succeeded in raising awareness of environmental liabilities from mercury contaminated lighting waste amongst Municipal landfill operators and Government Regulators.

Obtained a "Certificate of Approval" from the Ontario Ministry of Environment to exempt the reverse distribution and recycling of Fluorescent lights from Regulation 347 of the Environmental Protection act.

Developed a product stewardship program with Industry partners that enabled the recycling of lighting waste for building owners on a national basis without the need for Hazardous Waste Permits

Education: University of Ottawa, Bachelor of Social Science 1993

Relevant Courses: Environmental Impact Assessment, Natural Resource Management, Geography of Economic Systems, Business, Marketing, Promotional Management, Business Law, Services Marketing.