

Michael James Shore

Professional Engineer (PE), MCE, MS

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Key Qualifications

leadership, people & team management, project management, financial oversight (budgets, raising capital), clean technology, renewable energy (solar, wind), deal structures, business development, climate change analytics, policy, startups, public speaking

- **Career of achievement in the climate and clean energy sector** including (1) growing a solar company from scratch to a \$100 million enterprise and (2) development of transformational clean energy policy
- **Unique mix of business and policy leadership for over 30 years** in the private sector, government, and nonprofit institutions
- **Management of complex organizations** in development of strategic plans, raising capital, overseeing budgets, financing programs, and managing large numbers of employees
- **Capacity building and development** to empower new global institutions and businesses in the United States, North Africa, Sub-Saharan Africa, and Eastern Europe

Professional History

Tippling Point Renewable Strategies – Principal / CEO (2014 – present)

Clean energy and climate companies are changing the world, and I help them do it faster and better. I serve as TEO (temporary executive officer) for fast growth companies to strengthen leadership teams, raise capital, re-tool business models, and help companies execute efficiently to achieve their goals. Clients include:

- **Brightfield (Advisor)**. Provide ongoing strategy and financial advice, including mentoring CEO as a leader of his company, which develops and finances electric vehicle charging stations.
- **The Climate Service (interim COO)**. Established and maintained scalable systems, managed capital raising, and oversaw a fruitful early sales process for this climate risk analytics company which helps financial and real estate investors correctly price climate into their investor portfolios.
- **Organic Transit (interim CFO)**. Provided interim CFO-guidance to this innovative electric bike company.
- **Hickory Nut Gap Meats (Advisor)**. Guided CEO of organic, grass-fed meats company in successful capital raise, leadership, and establishment of company management system and metrics.
- **Renewable Energy & Preservation (Advisor)**. Helped company clarify its business model and focus its vision to develop transmission scale (50+ MW) solar projects.
- **BarberWind Turbines (interim CEO)**. Brought business savvy and startup experience to an innovative wind technology company. Raised capital and led process to manufacture, site, permit, and build the prototype 1 MW wind turbine.

Professional History -- *continued*

FLS Energy – Co-Founder & CEO (2006 - 2013)

Built and implemented business model for the development, financing, construction, maintenance and ownership of solar assets, including utility-scale solar farms. Worked with Board to set strategic direction of the company, assemble leadership team, and develop complex financial models. Held company accountable to its mission and core values, and created a strong company culture of integrity and customer service.

Key accomplishments include:

- **Financial success & fast growth.** Grew FLS Energy from a start-up to a \$100 million company with 50 employees in six years. FLS Energy was ranked by INC Magazine as the 46th fastest growing company in the U.S. (2011). The company eventually merged with Cypress Creek Renewables to become the second largest solar company in the United States.
- **Capital.** Secured over \$100 million in capital, including project equity, low cost debt, mezzanine debt, and corporate equity.
- **Culture.** Created a company leadership philosophy that promotes integrity and engagement. Employee surveys show that staff is happy and proud to be part of the FLS Energy team.
- **Business Development & Scaling.** Fueled the company's fast growth through creative business development initiatives and integration of the company sales, operations, and accounting systems.

Environmental Defense Fund – Senior Policy Analyst (2000 - 2006)

Led team in the analysis, development, and negotiation of market-oriented policy solutions to promote clean air, climate stewardship, and renewable energy. Led efforts to develop SO₂, NO_x, and carbon regional trading.

- Led the development and negotiation of the North Carolina Renewable Energy & Efficiency Portfolio Standard, which is among the most successful renewable energy laws in the nation.
- Negotiated with Duke Energy and Progress Energy to develop the landmark Clean Smokestacks Act of 2002.
- Collaborated with business, scientists, and others to development national regulations to reduce interstate transport of air pollution and cut mercury pollution from power plants.

State of North Carolina – Senior Advisor (1995 – 2000)

Member of 10-person executive team of state environmental agency with 3400 employees. Led Governor Hunt's initiatives on air quality, smart growth, water quality, and land conservation. Authored Governor's plans for Clean Air, Million Acre Initiative, and Hog Waste Management. Also, championed pollution prevention at manufacturing facilities and ISO 14000 to promote corporate stewardship.

Chatham County, North Carolina – Recycling Department Head (1991 - 1993)

Coordinator of awarding winning county recycling/solid waste reduction program. Supervised staff, oversaw contractors, administered budgets. Provided technical assistance to commercial and industrial businesses to reduce waste.

International Work

Middle East Leadership Academy (February- March 2018). Instructor and facilitator at leadership academy in Aqaba Jordan for entrepreneurs and upcoming business leaders from eight countries across the Middle East.

Founder and Chair of Global Sustainability Network (2018). The purpose of this global group is to facilitate the creation and growth of business opportunities related to sustainability and clean energy.

Advising and mentoring entrepreneurial West African clean energy companies including Integrated Services and Ophie Power (2016 - 2017)

Member of the Society of International Business Fellows (2013 – present). Led energy dialogue.

Consultant, Research Triangle Institute, Tunisian Solid Waste Project (1997). Worked on USAID project with Tunisian Ministry of Environment, performing national solid waste financing study. Assisted in the development and teaching of a course on landfill operations for government personnel.

Instructor, J.E. Purkyne University, Czech Republic (1995). Developed and taught college courses (in English) on waste management and environmental science. At same time, subcontractor to Ford Motor Company, helping to develop an environmental assessment of a recently purchased facility.

Volunteer, U.S. Peace Corps, Mali, Africa (1988 - 1990). Trained rural villagers in water sanitation, well construction, and gardening.

Education and Credentials

M.C.E., Department of Civil Engineering, North Carolina State University (2001). Studies focused on energy, air quality, and power plant pollution control technologies. **Licensed Professional Engineer.**

M.S., Environmental Policy, Department of Environmental Sciences and Engineering, University of North Carolina at Chapel Hill (1994). Studies focused on climate change and economic aspects of environmental issues. Master's Thesis was a statewide survey and development of economic model of recycling and employment.

B.A., University of Michigan, Ann Arbor (1987). Includes junior year abroad at Hebrew University in Jerusalem, Israel.

Additional continuing education courses include:

- CEO Project – CEO training & coaching to promote fast and profitable growth
- Clean Tech Open – entrepreneurial training
- Leadership and team management training
- FastTrac strategic planning training
- Commercial-Scale Solar PV Design
- ISO 14000 auditor training
- Autodesk 3D software design
- OSHA hazardous waste management training
- Efficient lighting design

Languages: French and Bambara. Some German and Czech.

Service, Awards, and Publications

Boards, Committees, and Service

- Angel Investment Groups (Venture South, 2016-2018 and Wolfpack Investor Network, 2018) with investments in about a dozen entrepreneurial companies.
- Chair, North Carolina Sustainable Energy Association (2000 – 2004 and 2016 - 2018)
- Adjunct Professor, University of North Carolina at Asheville. Taught air quality (2006 – 2007) and Entrepreneurship (2018)
- North Carolina State University. Taught extension courses in solar development and financing. (2014-2015)
- The Learning Community School (2005 – 2014)
- NC Clean Energy Business Alliance, founding board member (2013)
- Advanced Energy Economy advisory committee (2011 - 2012)
- US Department of Energy Efficiency Leadership Group (2006 - 2007)
- Duke Energy/Progress Energy, Energy Advisory Council (2007 – 2011)
- NC GreenPower, Founding Board Member, (2005-2007)
- US Environmental Protection Agency Mercury Advisory Committee (2001 – 2003)
- North Carolina Energy Policy Council (1998 – 2004)

Awards

- Ignite Pitch Competition (2014), first place
- Lifetime Achievement Award (2013) from the NC Sustainable Energy Association
- INC Magazine ranking as the 46th faster growing company in the United States (2011)
- Business of the Year (2010) from the Asheville Chamber of Commerce
- North Carolina Energy Business of the Year (2009) from the NC State Energy Office
- Governor's Clean Energy Leadership Award (2005) from the state of North Carolina

Publications

- "Clean Air Lessons from the Myth of Sisyphus," Environmental Management, August, 2005
- Climate Change's Silver Lining, EDF, 2005
- "Enlightenment," The Environmental Forum, September 2002
- *Costs & Benefits of Year-Round NOx Pollution Reductions*, EDF, 2002