

Washoe County, NV

Nevada Clean Energy Fund Board of Directors

Board Details

9 members - 1 appointment by WC - 3 year terms, no limit

The Nevada Clean Energy Fund (NCEF) is a non-profit organization created in 2017 by state legislation. NCEF provides financial and technical resources to accelerate clean energy growth in the state, reduce energy costs, create jobs, and meaningfully address climate change. NCEF works with communities, local businesses, schools, governments, utilities, contractors, lenders, and others to increase access to clean energy opportunities such as renewable energy, energy efficiency, zero-emission vehicles, and energy storage.

After its creation in 2017, NCEF was incubated for four years with the support of the Coalition for Green Capital (CGC) and NCEF's Board of Directors. The start-up of NCEF is funded by the Governor's Office of Energy (GOE) with unused American Recovery and Reinvestment Act funds.

NCEF was established to:

- Provide funding for, and increase significantly, the pace and amount of financing available for qualified clean energy projects in Nevada
- Improve the standard of living by promoting more efficient and lower cost clean energy projects that create high-paying, long-term jobs
- Foster the development of transparent underwriting standards, standard contractual terms, and measurement and verification protocols for clean energy projects
- Promote the creation of performance data that enables effective underwriting, risk management and pro forma modeling of financial performance of qualified clean energy projects to stimulate the development of secondary investment markets
- Achieve a level of financing support for clean energy projects in Nevada to help abate climate change and realize energy efficiency potential.

Overview

- **Size** 1 Seats
- **Term Length** N/A
- **Term Limit** 3 Years

Contact

- **Name** Commissioner Support
- **Email** commissionersupport@washoecounty.gov
- **Phone** (775) 328-2003

Additional

Enacting Authority (NRS/WCC/Other)/Board Composition/Bylaws

Senate Bill 407 established an independent, nonprofit corporation called the Nevada Clean Energy Fund (NCEF) to help finance clean energy projects in Nevada. SB 407 also created the Board of Directors and set forth the duties of the Board. SB 407 was codified as NRS 701B.930-995.

Enacting Resolution Website

https://energy.nv.gov/Resources/Nevada_Clean_Energy_Fund/

Please upload a file

Application Form

Profile

Shuaib

First Name

Abdullah

Last Name

Middle Initial

Home Address

Suite or Apt

City

State

Postal Code

Email Address

tesla

Employer

Process Technician

Job Title

Primary Phone

Alternate Phone

How long have you lived in Washoe County? *

6-10 years

What district do you live in? *

District 3 - Commissioner Garcia

Find your Commissioner District [HERE](#).

Interests & Experiences

Which Boards would you like to apply for?

Nevada Clean Energy Fund Board of Directors: Submitted

Please tell us about yourself and why you want to serve.

Why are you interested in serving on this board/commission?

Because I believe I can offer experience I've gained from working in the industry for over 7+ years.

How do you feel you are qualified to serve on this board? Include any past experience, as well as serving on other board/commissions.

I'm a problem solver who is into clean energy products with 7+ years of experience working in clean energy manufacturing.

Do you currently serve on any boards/committees or volunteer?

Yes No

If yes, please list the boards/committees or volunteer programs.

Upload a Resume

Please attach a letter of recommendation.

Please Agree with the Following Statement

I certify that, to the best of my knowledge, the information I have provided in this application is true and correct. If the information provided is false or incomplete, it shall be sufficient cause for disqualification or removal.

I Agree

Demographic Information

The purpose of collecting demographic information is to gain a comprehensive insight into the applicant pool. It is important to note that none of the demographic questions will affect the selection process for a position, ensuring that everyone has an equal opportunity to be considered.

What is your age range? *

What gender do you identify as? *

Which race/ethnicity best describes you? *

What is your highest level of school completed? If enrolled, highest degree received? *

What is your employment status? *

What is your total household income? *

Current or Past Washoe County Leadership Academy (WCLA) participant?

Yes No

Nepotism

Are you a current employee of or related to anyone employed by Washoe County by blood or marriage?

Yes No

If yes, list the names and relationship of all persons you are related to. If you are an employee, list "Washoe County Employee" below:

Please note that after submitting your application, it becomes part of the public record and is available for public viewing. Personal information is redacted.

Application Form

Profile

Chris _____ S _____ King _____
 First Name Middle Initial Last Name

 Home Address Suite or Apt

 City State Postal Code

 Email Address

Siemens _____ SVP - eMobility Strategic Partnerships _____
 Employer Job Title

 Primary Phone Alternate Phone

How long have you lived in Washoe County? *

1-5 years

What district do you live in? *

District 1 - Commissioner Hill

Find your Commissioner District [HERE](#).

Interests & Experiences

Which Boards would you like to apply for?

Nevada Clean Energy Fund Board of Directors: Submitted

Please tell us about yourself and why you want to serve.

Why are you interested in serving on this board/commission?

I have been committed to promoting a cleaner and healthier environment for my entire career of over 30 years. I want to share and leverage my knowledge and experience to promote the development and expansion of clean energy in Nevada. In an energy ecosystem becoming ever more complex across the many opportunities involving multiple energy resources and technologies, I'm eager to help the CEF as it allocates limited resources to maximize its impact.

How do you feel you are qualified to serve on this board? Include any past experience, as well as serving on other board/commissions.

My long career in energy includes being a leader in the deployment of smart meters; integration of solar, wind, and storage; utility rate design and dynamic pricing; interconnection regulations; software technologies, including IoT for distributed energy resources; extensive financial modeling and contract development; expertise in retail and wholesale power markets; deep experience in working with policymakers (PUCs, FERC, DOE), including testifying before Congress on these topics. My experience includes having testified before the Nevada PUC on the benefits of clean energy technologies and chairing working groups on cost-benefit analysis for the California PUC and NY PSC. I hold masters degrees in Biological Sciences and Management Science from Stanford University, as well as a JD.

Do you currently serve on any boards/committees or volunteer?

Yes No

If yes, please list the boards/committees or volunteer programs.

Currently on the board of CharIN North America, which promotes industry standards for EV charging. Previous board seats include Smart Electric Power Alliance, Smart Energy Europe, Demand Response and Advanced Metering Coalition, and California Consumer Empowerment Alliance. I'm also Treasurer for the Rotary Club Tahoe-Incline and volunteer for the Tahoe Rim Trail Association.

[CK_240313_CV.pdf](#)

Upload a Resume

[Chris_King_-_NCEF.pdf](#)

Please attach a letter of recommendation.

Please Agree with the Following Statement

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SUMMARY

Accomplished C-level executive with 30-year track record of successful strategic and tactical leadership in clean energy and mobility. Industry visionary with expertise in managing organizational change and driving results in evolving business, technical, and policy environments. Pedigree of both serial entrepreneurship and global multi-national senior management. Highly effective planning, scientific, and communications abilities with collaborative problem-solving skills. Uncommon breadth of knowledge, with advanced degrees in science, business, and law, and multi-disciplinary roles ranging from Strategy, Corporate Development and Policy to Chief Executive. Regulatory thought leader who testified before Congress.

HIGHLIGHTS

- Global thought leader in clean technology, transportation electrification and energy utilities.
- Founder/co-founder/executive committee member of three communications/IT start-ups raising over \$100M, one going public, one sold to strategic. Investor/advisor for start-ups, venture firm.
- Developed new technologies leading to new market spaces such as smart meters, grid IoT software, advanced grids, and electric vehicle charging solutions.

EXPERTISE

Corporate Strategy and Finance | Strategic Investments | Venture Fund-raising | Industrial IoT | Product Strategy | IP Management | Market Analysis | Legislation and Regulation | Distributed Energy Resources | EV Charging Infrastructure | Grid Modernization | Charging/Mobility as a Service | Electric/Gas Utilities

EMPLOYMENT

SVP - Strategic Partnering, Siemens eMobility 2019-Current
Chief Strategy Officer, SVP, Siemens Digital Grid 2012-2019

- **Intrapreneur.** Co-founded Siemens eMobility Business, officially launched in 2019, now having nine-digit revenues and over 500 global employees.
- **Corporate Development.** Built ecosystem of over 50 product/GTM partners. Evaluate start-ups and growth businesses for M&A/investment, including nine-figure equity injection in Electrify America.
- **Market and Business Development.** Established relationships and positioned Siemens as market leader in grid modernization software with policymakers and senior utility executives in North America, Europe, and Asia-Pacific.
- **Regulatory & Legislative Affairs.** Developed and executed global strategy for policy advocacy. Achieved California PUC approval of over \$1B public funding for EV charging infrastructure and vehicle electrification, \$SB for smart metering. Drove targeted regulatory outcomes in multiple states/countries, including the European Union.
- **Public Outreach:** Founder/Board member for key industry associations in U.S. and Europe. Frequent speaker at industry events.
- **Product Innovation.** Drove long-term product strategy in grid IoT space.

Named to Networked Grid 100: The Movers and Shakers of the Smart Grid, by GreenTech Media

Co-Founder and Chief Strategy Officer, eMeter**2001-2012**

- **Innovator.** Co-founded this IoT software company for smart meters and demand response, exiting with nine-figure sale to Siemens. Managed high-profile VPP program in Washington, DC, receiving recognition from White House Smart Grid Task Force.
- **Strategy and Revenue.** Led strategy, business development, global go-to-market, branding and positioning, key account management, IP management, legal, and regulatory affairs.
- **Business Development.** Built personal network of utility and industry executives, policymakers, and technology partners to identify and sell multi-million-dollar software projects.
- **Policy.** Gained adoption of key provisions in federal legislation. Testified before Congress on advanced metering. Briefed Speaker Pelosi and Democratic Caucus at COP 19 in Copenhagen, Denmark. Partnered with Stanford University on multiple projects. Chaired interoperability standards committees.

Association for Energy Services Professionals, Best Consumer Dynamic Pricing Program

Founder and Chief Executive Officer, Utility.com, Inc.**1998-2001**

- Created and led online utility company selling electricity, long distance, Internet, and related services
- Created UtilityOne™ integrated multi-utility software platform for sales, billing, and customer service

Inc. Magazine Top 500 Start-up Companies

Company Website Ranked Number One among Utilities Globally by Accenture

Vice President, Strategy, CellNet Data Systems, Inc.**1995-1998**

- Executive team member providing large-scale, turn-key smart metering projects to electric utilities
- Defined technology architecture and created Metering as a Service product, selling over \$1B in contracts
- Performed economic analyses, created business plans and made pitches to VCs raising over \$50M
- Successful IPO in 1996

EDUCATION**Concord Law School**

Juris Doctor

Stanford Graduate School of Business

Master of Science, Management Science

Stanford University

Master of Science and Bachelor of Science, Biological Sciences

Frederich William University, Freiburg, Germany

Graduate Fellowship in Environmental Economics (Fluent in German)

PATENTS

U.S. Patent No. 8,174,405: Message-bus Based Advanced Meter Information System w/Applications for Cleaning, Estimating, Validating Meter Data

U.S. Patent No. 9,117,248: System and Method for Providing Utility Consumption as Shown on Periodic Utility Bills and Associated Carbon Emissions

U.S. Patent No. 9,213,387: Smart Meters and System and Method for Electrical Power Reconnection

SELECTED PUBLICATIONS & APPEARANCES

EV Charging Tariffs that Work for EV Owners, Utilities, and Society, The Electricity Journal, 2018, 24-27.

Action by Choice: Results of Opt-in Residential Time-Varying Pricing Programs, Public Utilities Fortnightly, Dec 2015.

Transactive energy: Linking supply and demand through price signals, chapter in Distributed Generation and Its Implications for the Utility Industry, Academic Press, Jul 2014.

The Holy Grail: Consumer Response to Energy Information, chapter in Energy Efficiency: Towards the End of Electricity Demand Growth, Elsevier Publishing, Feb 2013.

Smart Grid Technologies, chapter in SMART GRIDS Infrastructure. Technology. and Solutions, CRC Press, Jan 2013.

Prepaid Electricity Service: Smart Grid-Enabled Customer Choice, ElectricityPolicy.com, Jul 2012.

Software Infrastructure and the Smart Grid, chapter in SMART GRID: Integrating Renewable. Distributed & Efficient Energy, Elsevier Publishing, Nov 2011.

Smart Meters: Tariff Design Options and Case Studies, Presentation to National Association of Regulatory Utility Commissioners, Annual Conference, Atlanta, Georgia. Nov 2010.

A Smart Grid Success Story: PowerCentsDC, Briefing to White House Interagency Subcommittee on Smart Grid Issues, Jul 2010.

Smart Meters and Carbon Emissions Reductions, Invited Speech at United Nations Environment Programme, Seoul, Korea, Apr 2010.

Integrating Demand Response and Conservation in a Smart Meter Pilot Program, Presentation at 5th International Conference on Energy Efficiency in Domestic Appliances and Lighting, Berlin, Germany, Jun 2009.

Where's the Beef? What Do Customers Get from AMI Investments? Advanced Metering Infrastructure Special Report, Public Utilities Fortnightly, Sep 2007.

Residential Electricity Pricing Pilots. Reducing Peak Demand with a Bonus: Lower Greenhouse Gases, Invited Presentation to National Association of Regulatory Utility Commissioners, New York, New York. Jul 2007.

Ontario Smart Price Pilot Final Report, Delivered to Ontario Energy Board, Toronto, Ontario, Jul 2007.

Predicting California Demand Response, Public Utilities Fortnightly, Jul 2003.

The Effect of Technology on Energy Pricing in a Competitive Energy Market, chapter in Pricing in Competitive Electricity Markets, A. Faruqui and K Eakin, Eds., May 2000.

The Role of The Internet in the Future Utility, Presented at CERA Annual Executive Conference, Feb 2000.

Electric Deregulation and the Opportunity for New Consumer Products and Services, Invited Appearance Before Commerce Committee Subcommittee on Energy and Power, U.S. House of Representatives, Apr 1999.

Technological Benefits of Consumer Choice in Electricity, Testimony Before Commerce Committee, Texas Senate, Amarillo, Texas, Dec 1997.

Electric Deregulation: Advanced Metering Technology and Economics, Invited Appearance Before Commerce Committee Subcommittee on Energy and Power, U.S. House of Representatives, May 1997.

Washoe County Board of Commissioners
1001 E. Ninth Street
Reno, NV 89512

16 May 2024

Re: Reference Letter for Chris King Applicant for Nevada Clean Energy Fund (NCEF) Board

Dear Commissioners:

I appreciate this opportunity to recommend Chris King to serve on the Board of Directors of NCEF.

Over the past few years I have worked closely with Chris in several community organizations and settings, including the Washoe Tahoe Housing Partnership, a broad coalition of stakeholders addressing the challenges of workforce housing in Incline Village, and the Tahoe-Incline Rotary Club. In this context, I have been consistently impressed by both Chris's commitment of time and energy to understand local issues and his thoughtful and constructive engagement with stakeholders.

Despite his professional commitments, Chris has found the time to attend and substantively contribute to local community meetings and projects. As a Rotarian, he has provided guidance on international service projects and serves as club treasurer. Chris's integrity, professional background, grasp of technical, financial and legal aspects, as well as his ability to ask key strategic questions, has made him a valuable addition to these organizations.

Clearly Chris's extensive resume and academic qualifications recommend him to an NCEF board position. Beyond this, however, Chris can simply be relied upon to devote the time and energy to get things done. I strongly support his appointment to the NCEF Board.

Sincerely,



Kathie Julian

Incline Village Resident
[REDACTED]

Application Form

Profile

Robert _____ A _____ Laurie _____
 First Name Middle Initial Last Name

Home Address

Suite or Apt

City

State

Postal Code

Email Address

Self _____ Attorney (Semi-Retired) _____
 Employer Job Title

Primary Phone

Alternate Phone

How long have you lived in Washoe County? *

6-10 years

What district do you live in? *

District 5 - Commissioner Herman

Find your Commissioner District [HERE](#).

Interests & Experiences

Which Boards would you like to apply for?

Nevada Clean Energy Fund Board of Directors: Submitted

Please tell us about yourself and why you want to serve.

Question applies to multiple boards

Why are you interested in serving on this board/commission?

The development and and implementation of a clear energy policy is integral to a positive economy. Energy policy and specifically renewable energy policy is a subject in which I have significant experience and expertise.

Question applies to multiple boards

How do you feel you are qualified to serve on this board? Include any past experience, as well as serving on other board/commissions.

Former State Energy Commissioner Chair-Renewable Energy Program Chair Power Plant Licensing Program Chair-Distributed Energy Program Current in-house energy counsel for large public utility Former State Liaison to the Nuclear regulatory Commission Former Chair, State Contractors Licensing Board Former President County Board of Education Former President County Chamber of Commerce Former representative of the U.S. State Department regarding energy and environmental policy Legal counsel to local governments Legal counsel on land use and environmental matters

Do you currently serve on any boards/committees or volunteer?

Yes No

If yes, please list the boards/committees or volunteer programs.

W. Truckee Meadows/Verdi CAB Sierra Canyon HOA Facilities Committee

[RobertALaurieCV2023.docx](#)

Upload a Resume

[TO_BE_SUBMITTED_UPON_REQUEST.docx](#)

Please attach a letter of recommendation.

Please Agree with the Following Statement

I certify that, to the best of my knowledge, the information I have provided in this application is true and correct. If the information provided is false or incomplete, it shall be sufficient cause for disqualification or removal.

I Agree

Demographic Information

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What gender do you identify as? *

Which race/ethnicity best describes you? *

What is your highest level of school completed? If enrolled, highest degree received? *

What is your employment status? *

What is your total household income? *

Question applies to multiple boards

Current or Past Washoe County Leadership Academy (WCLA) participant?

Yes No

Nepotism

Are you a current employee of or related to anyone employed by Washoe County by blood or marriage?

Yes No

If yes, list the names and relationship of all persons you are related to. If you are an employee, list "Washoe County Employee" below:

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ROBERT A. LAURIE



CORE CAPABILITIES

Energy Policy and Transactions

State Energy Commissioner

Local, State and Federal Government Operations

Regulatory Development & Compliance

College Instructor and Law Professor

SUMMARY OF PROFESSIONAL EXPERIENCE

My professional career has focused on three areas of service: **government operations at all levels, land use and the environment and energy policy and practice** including related litigation.

Most recently, as in-house counsel for the Imperial Irrigation District, a public water and energy utility serving 150,000 customers covering 6,500 square miles in southeast California, I have been responsible for all energy related District legal matters including: renewable energy transactions (Power Purchase, Interconnections, Affected Systems, Land Leases), compliance (state and federal), permitting, project development and regulatory proceedings.

I previously served as **California Energy Commissioner** with responsibility for power plant permitting, licensing over 10,000 MW of new generation, renewable program development and implementation, research and development, energy efficiency and energy emergency planning. I have represented the US State Department on energy and environmental policy in consultations with political leaders throughout the Americas, Asia and Europe. I have also served as California's Liaison to the Nuclear Regulatory Commission.

My decades in both private practice and public law focused on local government representation, land use and the environment as well as business and real estate transactions. Most of my work has been conducted in a politically sensitive environment at local, state, federal and international levels. I have sat on both sides of the dais and am familiar with the regulatory, legislative and political process. I have managed land development permitting and construction matters for private development interests and governmental entities. I have led energy and natural resource

policy teams for political candidates at the state, federal and Presidential levels. I have a successful record of working well with staff at all levels in order to reach mission success.

I have regularly led or participated with executive management teams on matters of goal identification, strategies, development of paths to mission success and implementation.

SUMMARY OF WORK EXPERIENCE:

***ENERGY.**

1) Assistant General Counsel, Energy for the Imperial Irrigation District (El Ciento, CA – Jan 2015 to July, 2021; contract counsel 2021-Present). All aspects of energy and local government law including: management of outside counsel and consultants, renewable energy programs (solar, wind, geothermal), transactions including Power Purchase Agreements, associated real estate transactions, Interconnection Agreements, transmission service agreements, regulatory compliance (FERC/WECC) and legislative affairs, personnel, open-meeting requirements, environmental compliance, liaison to federal, regional and state regulatory agencies, local government administration and related litigation. All corporate affairs including personnel, board relationships, real estate and business transactions.

2) **California Energy Commissioner** (Governor Appointed – 1997 to 2002) Responsible for development and implementation of thermal plant licensing protocols. Chair of Distributed Energy and Renewable energy Programs. Presided over Commission meetings; developed “fast track” licensing process during California’s “energy crisis”. Responsible for modifications to licensing regulations eliminating redundancies. Presided over public hearings and granted approval to over 12,000MW of power generation capacity. Service as California’s Liaison to the Nuclear Regulatory Commission. Management of the Commission’s Research & Development, Renewable Energy and Energy Efficiency Programs. Budget: \$300M; Employees: 400+.

3) U.S. State Department representative on energy and environmental policy (Argentina, Brazil, Philippines, China, Spain, Austria, Czech Republic, Hungary, Croatia and the UN).

4) Chaired energy policy teams for Presidential, Senatorial and state political candidates.

5) Representation of private sector clients on energy land leases and regulatory issues involving significant interaction with the CPUC and CEC as well as other state agencies.

6) Performed Local Energy Assurance Planning studies (LEAP) under DoE and DHS grants.

***LOCAL GOVERNMENT LAW AND PRACTICE.**

Thirty plus years as employed or contract local agency legal counsel, including; Chief **Assistant/Acting County Counsel** (8 years, Imperial, El Dorado); **City Attorney** (5 years, Plymouth); **General Counsel** to 40+ special districts (20 years, Cameron Park Airport District, Golden West Community Service District, Schools, Water and Fire), El Dorado and Amador LAFCO (5 years). Provided counsel on a full range of issues including: Public Records Act, Brown Act, regulatory compliance, Administrative Procedures Act proceedings, personnel issues, conflicts of interest, contracts, claims, bidding and project management. Effective relationships with elected officials, management and the public.

***LAND USE AND PERMITTING.**

Thirty plus years representing both the private and public sectors in land use proceedings. Represented major development interests and have been responsible for the approval of hundreds of small to large residential projects, as well as commercial and industrial developments involving General Plan Amendments, rezones, Specific Plans, Development Agreements and related environmental documentation. Service as County Counsel, City Attorney and General Counsel to local public agencies on land use related matters. Litigated land use and CEQA issues on behalf of both the public and private sectors

***BUSINESS TRANSACTIONS.**

Extensive business formation and operations practice, real estate transactions and related litigation.

***LITIGATION.**

Experienced administrative, quasi-judicial and civil law litigator. Complex real estate and business litigation. Literally hundreds of quasi-judicial proceedings.

COLLEGE AND UNIVERSITY INSTRUCTOR.

Land Finance Law – Adjunct Professor, McGeorge School of Law

American Government and Political Theory – Adjunct Professor, Folsom Lake College (Folsom and Placerville)

Business and Real Estate Law – Adjunct Professor, Folsom Lake College

MILITARY.

Sergeant, U.S. Army (Vietnam); JAG Officer, California State Military Reserve (Responsible for Operational Law guidance to state and local officials during state emergencies).

COMMUNITY.

Member and Chairman, California Contractors State Licensing Board (Governor Appointed)

President, County Board of Education

President, County Bar Association

President, County Chamber of Commerce (2)

President, El Dorado Community Foundation

Advisory Board, Disabled Veterans Business Alliance

American Legion

Veterans of Foreign Wars

Energy Bar Association

EDUCATION.

J.D. - University of the Pacific, McGeorge School of Law

B.A. - University of California, Irvine; Political Science

A.A. - Los Angeles City College; Business

PERSONAL

Married, with children, grandchildren and animals.

Regular participant in 5K run, walk, crawl events.

TO BE SUBMITTED UPON REQUEST

Application Form

Profile

Jonathan

First Name

Salkoff

Last Name

Middle
Initial

Home Address

Suite or Apt

City

State

Postal Code

Email Address

Self

Employer

Consultant

Job Title

Primary Phone

Alternate Phone

How long have you lived in Washoe County? *

6-10 years

What district do you live in? *

District 1 - Commissioner Hill

Find your Commissioner District [HERE](#).

Interests & Experiences

Which Boards would you like to apply for?

Nevada Clean Energy Fund Board of Directors: Submitted

Please tell us about yourself and why you want to serve.

Why are you interested in serving on this board/commission?

As a strong advocate for the necessity for clean energy, I was excited to read about this role and its associated goals. I have long believed that the path forward to a more sustainable future requires the involvement of government, industry, and individuals working in concert to set, measure, and achieve the goal of reining in the effect of our carbon emissions on the climate. Individuals can have a large impact, but only when the broad reach of government and the resources of various industries are also brought to bear will we have any hope of having an impact on this looming problem. For this reason, I believe serving on the board of NCEF will allow me to have a direct impact on the goal of reducing our impact on the climate. Throughout my entire adult life, I have sought out opportunities to invest in the communities in which I have lived. From coaching youth sports (volleyball, swimming) to serving on non-profit boards (early childhood education) and providing guidance and counseling to candidates applying to the U.S. Naval Academy, I have always believed that those who have the ability to serve others should do so whenever possible. I have been seeking out more of these opportunities to serve others, and when I read the position description, I was immediately certain that I wanted to be considered for the role. I am an experienced business leader, with over 20 years of leadership and operational roles, including everything from large corporations (AT&T, Verizon) to 10-person startups. I have extensive experience in software tools and launching these platforms to maximum effect as part of improving organizational efficiency. I would especially love the opportunity to serve the community here in Nevada. Over the past eight years, I have become quite invested in the community that I now call my home, and I believe that my operational experience, power industry knowledge, as well as technical and software background will enable me to have an immediate and lasting impact on the NCEF.

How do you feel you are qualified to serve on this board? Include any past experience, as well as serving on other board/commissions.

I am excited about the prospect of helping the NCEF perform more effectively as a catalyst for achieving these goals in the state of Nevada. In terms of my experience, I started my career as a Nuclear Power Engineer in the US Navy, serving on USS Enterprise (CVN-65) and I believe my direct experience in power generation affords me a degree of credibility in the energy space. More recently, I have worked as the VP of Sales Operations for an energy efficiency program provider that offered various utilities and PUCs around the country the ability to provide incentive programs to their energy customers. I have a very strong working knowledge of how these programs can work and how they are awarded and administered.

Do you currently serve on any boards/committees or volunteer?

Yes No

If yes, please list the boards/committees or volunteer programs.

Volunteer as a Admissions Liaison Officer for the United States Naval Academy

[Jonathan_Salkoff_resume_Nov_2023.docx](#)

Upload a Resume

Please attach a letter of recommendation.

Please Agree with the Following Statement

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JONATHAN SALKOFF

Professional Services, Sales, and Customer Success
Mobile, Software (SaaS), and Sales Operations
Duke MBA / U.S. Naval Academy Graduate

- Results-oriented leader with proven sales, sales operations, and customer success experience.
- Superior communication, problem-solving, and leadership skills.
- Built, managed, and nurtured essential relationships with customers, executives, and consulting teams.

Professional Experience

ServiceMax - PTC

2020 - 2023

Business Solutions

Professional Service sales manager responsible for driving professional services sales and revenue for high-growth SaaS company.

- Pre-sales scoping, estimating, and statement of work development.
- Negotiated and successfully closed Professional Service deals in excess of \$500K-\$1.5M.

Self-Employed: Sales Operations, Sales Effectiveness, Customer Success Consultant 2017 - 2020

Provide project management, sales operations leadership, and operational consulting services companies in a wide range of industries, including energy efficiency services and B2B SaaS.

Interim VP of Sales Operations

- Provided oversight and leadership for a private equity-backed \$400m energy efficiency company, implementing new sales processes to improve effectiveness of proposal development and win rate.

Consultant to CEO (Customer Success, Operations)

- Developed and implemented process for Customer Success team structure and customer onboarding and training.
- Developed Customer Success and Technical Support staffing models, including position descriptions, job requisitions, and recruiting plans.

Canvas Solutions, Inc.

2016 - 2017

VP, Customer Success & Professional Services

Led teams of highly skilled pre-sales solutions engineers, SaaS customer success managers, and customer support. Developed and mentored team members, provided strategic direction and tactical guidance to delivery team and sales leadership. Oversight in all aspects of customer lifecycle, in support of sales and customer retention efforts.

- Developed and implemented milestone and metrics-based customer on-boarding process, providing structured project management approach for customer success managers. Decreased on-boarding process from 90 to 60 days, resulting in higher productivity for CSMs and more visibility for sales/account teams and improved reporting with CRM dashboards.
- Developed and executed professional services strategy, resulting in increased customer retention (+15 months avg.) and higher ARPA (+50%), resulting in >2X customer lifetime value impact.
- Launched Pre-Sales Solutions Engineering practice, booked over \$500K in revenue in first 9 months. Increased professional services revenue over previous year by 75%.
- Deep expertise in all aspects of sales & marketing operations, including Salesforce.com, Looker (data collaboration and analysis), ChurnZero (retention), Zendesk (customer support) and others.

AT&T Mobility Solution Services

2011 - 2016

Practice Director, Mobility Strategy Consulting

Engagement management, thought leadership, and practice development for AT&T's enterprise mobility strategy practice. P&L responsibility for team of strategy consultants, technical architects and mobility developers in the delivery of mobility strategies and technology roadmaps. **Increased direct revenue yearly by 50% for 3 consecutive years.** End-to-end engagement management duties include pre-sales scoping and business development, engagement planning and execution, client relationship management and quality review of final deliverables.

JONATHAN SALKOFF

- *International Airline*: Comprehensive strategy engagement for Beijing-based airline, encompassing mobile governance "Center of Excellence", customer experience and customer journey mapping, mobile application development platform selection, WiFi infrastructure and mobile application roadmap and prioritization matrix. Delivered findings to executives in Beijing.

Independent Wireless Consultant

2008 - 2011

Self-Employed

Providing wide ranging product, operations, and marketing management services in the wireless industry.

- Developed and implemented industry leading compliance and enforcement program on behalf of major wireless carrier, including policy and process development, and oversight of third-party monitoring vendors. Other areas of process development include device-level program testing, advertising monitoring and on-boarding of new programs.
- Managed ramp up of monitoring and testing program expanded to encompass all live premium short code (MMS and SMS) programs - process improvements reduced outstanding audit time to resolution from over 140 days to under 2 weeks within 5 months of taking over program.
- Developed entire suite of reporting processes and metrics to measure and manage partner relationships, including current and historical aggregator and content provider performance. Provided key metrics and strategic business reviews for external legal responses to attorney general inquiries.

VeriSign, Inc., Dulles, VA

2005 - 2008

Director, Enterprise Solutions Marketing (2007 - 2008)

Defined, developed and implemented business plan for horizontal solutions across internal product lines and across multi-functional teams.

inCode Telecom Group, Inc., (A VeriSign Company), McLean, VA

Senior Manager, Enterprise Strategy and Technology Group (ESTG) (2005 - 2007)

Developed and managed ESTG service offerings and client engagements. Built and maintained client relationships and identified new business opportunities and managed consulting staff.

- Lead consultant for program development, including process requirements, pricing, partner selection, operations and product launch - resulting in pipeline of \$150M in new revenue.

Commissioned Officer, U.S. Navy, Norfolk, VA

1990 - 1995

Operations Manager (Wireless Communications) and Mechanical Repair Services

Education and Training

Fuqua School of Business, Duke University, Durham, NC

Master of Business Administration, GPA: 3.5. Fuqua Fellowship recipient.

United States Naval Academy, Annapolis, MD

Bachelor of Science, Honors English, Distinguished Graduate (25 of 1,012).

Trident Scholar - one of 13 midshipmen selected to complete independent research project during senior year. GPA: 3.62, Dean's List. Elected Alumni Class President

Nuclear Power Training Unit, Charleston, SC

Naval Nuclear Power School, Orlando, FL

Completed graduate level course in nuclear power plant theory and operations. Qualified to supervise, operate, and maintain Naval Nuclear Propulsion Plants. Ranked 3 of 22 students.

Additional Information

- Active contributor and podcast producer for RenoDads.com
- Former President, Falls Church McLean Children's Center Board of Directors (2007 - 2008)
- Active Masters and Open Water Swimmer (Chesapeake Bay Bridge Swim, Lake Tahoe Relay, Donner Lake Swim)

JONATHAN SALKOFF

- Junior Olympic (Volleyball Atlanta, Northern Virginia Volleyball Association, and Northern Nevada Juniors) and McLean Youth Volleyball Coach (1995-96, 1998-99, 2012-16)
- Results Supervisor for 1996 Olympic Summer Games in Atlanta, first ever Beach Volleyball medal competition.

Application Form

Profile

Mccade _____ J. _____ Wing _____
First Name Middle Initial Last Name

Home Address

Suite or Apt

City

State

Postal Code

Email Address

Woodburn and Wedge _____ Associate Attorney _____
Employer Job Title

Primary Phone

Alternate Phone

How long have you lived in Washoe County? *

Less than 1 year

What district do you live in? *

District 4 - Commissioner Andriola

Find your Commissioner District [HERE](#).

Interests & Experiences

Which Boards would you like to apply for?

Nevada Clean Energy Fund Board of Directors: Submitted

Please tell us about yourself and why you want to serve.

Question applies to multiple boards

Why are you interested in serving on this board/commission?

I am interested in serving on the board because I believe our community can continually improve how we use energy. However, in my opinion, the most crucial aspect of transitioning to a different approach in energy consumption is ensuring that the average person can afford it. Specifically, I am interested in serving on the board because I can contribute to the affordability of our transition to clean energy.

Question applies to multiple boards

How do you feel you are qualified to serve on this board? Include any past experience, as well as serving on other board/commissions.

I believe I am qualified for the board because I bring a myriad of financial experience from both my education and work history. Throughout my career, I have consistently worked within the financial industry, engaging in various roles such as filing taxes, reviewing bankruptcy filings, analyzing financial statements, making accounting entries, and handling basic tasks like depositing and cashing checks.

Do you currently serve on any boards/committees or volunteer?

Yes No

If yes, please list the boards/committees or volunteer programs.

[McCade_s_Resume.pdf](#)

Upload a Resume

Please attach a letter of recommendation.

Please Agree with the Following Statement

I certify that, to the best of my knowledge, the information I have provided in this application is true and correct. If the information provided is false or incomplete, it shall be sufficient cause for disqualification or removal.

I Agree

Demographic Information

The purpose of collecting demographic information is to gain a comprehensive insight into the applicant pool. It is important to note that none of the demographic questions will affect the selection process for a position, ensuring that everyone has an equal opportunity to be considered.

What is your age range? *

What gender do you identify as? *

Which race/ethnicity best describes you? *

What is your highest level of school completed? If enrolled, highest degree received? *

What is your employment status? *

What is your total household income? *

Question applies to multiple boards

Current or Past Washoe County Leadership Academy (WCLA) participant?

Yes No

Nepotism

Are you a current employee of or related to anyone employed by Washoe County by blood or marriage?

Yes No

If yes, list the names and relationship of all persons you are related to. If you are an employee, list "Washoe County Employee" below:

Please note that after submitting your application, it becomes part of the public record and is available for public viewing. Personal information is redacted.

MCCADE J. WING

EDUCATION

University of Wyoming, College of Law, Laramie, WY May 2023
J.D.

- Law Review Article Editor (2022-2023)
- Law Review Editorial Staff (2021-2022)

University of Utah, David Eccles School of Business, Salt Lake City, UT May 2020
B.S. Accounting

- Transfer Business Scholar
- Dean's list

EXPERIENCE

Woodburn & Wedge, Reno, NV

Associate

Sept. 2023 – Present

Summer Associate

May 2022 – Aug. 2022

- Conducted legal research and drafted memos on legal findings.
- Drafted estate planning documents.
- Drafted complaints, motions, and other court related documents.

U.S Bankruptcy Court—Honorable Judge Cathleen D. Parker, Cheyenne, WY

Jan. 2023 – May 2023

Judicial Extern

May 2021 – Aug. 2021

- Drafted briefs for the Judge to prepare for the coming hearings.
- Drafted orders on motions applying the Judge's decision regarding the issue.
- Drafted the minute entries of the Court from hearing.
- Conducted legal research.

Goldman Sachs, Salt Lake City, UT

Feb. 2019 – Mar. 2020

Tax Clerk

- Researched various tax policies to ensure firm's compliance with federal, state, and local tax policies.
- Prepared state & local tax returns for the firm's domestic and foreign subsidiaries.
- Prepared quarterly estimates of taxable income.
- Interacted with controllers, preparers, and reviewers to ensure taxable income is accurately calculated.

J.P. Morgan Chase Bank, South Jordan, UT

Jan. 2017 – Feb. 2019

Senior Teller

- Ensured financial transactions are completed accurately and efficiently while complying with all policies, procedures, and regulatory and banking requirements.
- Custodian of a large cash entity that held up to \$200,000.
- Approved overrides when needed for higher-risk transactions.

COMMUNITY SERVICE

University of Utah's VITA, Salt Lake City, UT

Jan. 2020 – Mar. 2020

Tax Preparer

- Prepared income taxes for students and low-income individuals.
- Ensured every tax filer knows of all possible deductions and credits available to the filer.

University of Utah's Master's in Business Creation, Salt Lake City, UT

Nov. 2019 – Jan 2020

Consultant

- Assisted local startup companies form their financial statements to agree with GAAP.
- Assisted local startups learn potential ways to save money and strategically position their company to improve specific ratios within their financial statements.

Volunteer Church Representative, San Pedro Sula, Honduras

Aug. 2013 – Aug. 2015

Missionary

- Achieved the capability to read, write and speak Spanish fluently.
- Led a group of 24 missionaries for 11 months.