



YOUNG PROFESSIONALS IN **ENERGY**



San Francisco Bay Area Chapter

YPE SF BAY AREA 2014 Annual Report

Executive Summary

YPE SF BAY AREA (“YPE SF”) is a California nonprofit Public Benefit Corporation incorporated on June 23, 2014. YPE SF is organized and operated exclusively for charitable and educational purposes within the meaning of Internal Revenue Code Section 501(c)(3) and is currently seeking 501(c)(3) tax-exempt status. All Board Members and Executive Committee members of YPE SF are unpaid volunteers.



YPE SF Bay Area is a local chapter of the global Young Professionals in Energy nonprofit organization. We facilitate the advancement of young professionals in the energy sector by providing opportunities for professional networking and knowledge sharing. YPE **empowers** its members to be leaders in their communities and the global energy industry through various event-oriented initiatives. Our events range from networking mixers, panel/speaker seminars that **explore** specific industry topics and tours of energy facilities. YPE always looks for creative ways to bring young energy professionals together to **connect**. We also host community and student events as part of our organization’s ongoing commitment to social and educational responsibility.

Key 2014 Accomplishments:

- Incorporation and preparing to file for tax-exempt 501(c)(3) status
- Creating a bank account
- Formalizing the chapter and creating a Board of Directors and Executive Committee
- Establishing a formal recruitment process for new Board and Executive Committee members for years to come
- Sophisticating our financial practices and ledgers
- Throwing 22 great events and co-sponsoring 11 more
- Partnering with most of SF Bay Area’s other energy associations
- Formalizing our mission, goals and ensuring the long-term sustainability of the chapter

BRINGING THE NEXT GENERATION
OF ENERGY LEADERS **TOGETHER**

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2014 Event Summary

YPE threw 22 enriching events in 2014 and co-sponsored an additional 11 through our industry partners

<u>Month</u>	<u>Name</u>
January	YPE Networking Event: East Bay Social Co-Sponsored Event: QS World MBA Tour
February	Co-Sponsored Event: Energy Solutions Competition YPE Networking Event: East Bay Social Co-Sponsored Event: Innovation and Regulation ft. Elon Musk, Lyndon Rive Co-Sponsored Event: Energy Pitch Competition at the Energy Innovation Summit YPE Networking Event: San Francisco Social
March	YPE Networking Event: Peninsula /South Bay Social YPE Energy Tour: Energy Biosciences Institute
April	Future YPE: Developing a Career in Energy + Resume Workshop at Stanford YPE Panel Event: Smart Grid Series - California Grid Under Pressure YPE Networking Event: Happy Hour with Grid Alternatives Co-Sponsored Event: Cleantech Open Business Accelerator
May	YPE Networking Event: Peninsula /South Bay Social YPE Panel Event: Hydraulic Fracturing in California, Monterey Shale Fracking YPE Networking Event: Happy Hour with Women in Cleantech & Sustainability Co-Sponsored Event: Volunteer at SEED K-12 Energy & Water Fair
June	YPE Energy Tour: Black Diamond Mines Hike Co-Sponsored Event: Solar Installations for Low-Income Families YPE Seminar: The 21st Century Energy Business Model - Opportunities and Career Growth
July	YPE Panel: SmartGrid Series - Building a Software Business in SmartGrid
August	Co-Sponsored Event: Solar Startup Party & Incubator Tour
September	YPE Tour: Chevron Refinery Tour YPE & YPT Panel: Grids of the Future - Converging Trends in Energy & Transportation Co-Sponsored Event: Grid Alternatives Solarthon Co-Sponsored Event: 1st Annual WCS Talks
October	YPE Panel: SmartGrid Series - Path to High-Penetration Distributed Energy Resources YPE Networking Event: San Francisco Social YPE Tour: Solar Wineries Co-Sponsored Event: BEREC Energy Summit
November	YPE Fall Banquet YPE Tour: PG&E's Yerba Buena Battery Energy Storage Pilot in San Jose
December	YPE Networking: Holiday Happy Hour with MIT Club

Team

Our accomplishments in 2014 would not be possible without our amazing team of unpaid volunteers. We are a passionate bunch of energy nerds who enjoy making YPE a bigger and better organization for today and tomorrow's energy community.

Board of Directors



Audrey Lee, *Director and Co-President*

Audrey Lee advises the President of the California Public Utilities Commission on energy-related policies, focusing on demand response, energy data access, smart grid, transmission infrastructure, energy storage, and grid-related research and development. Before joining the Commission, Audrey led economic and policy analysis at the Office of Policy and International Affairs at the U.S. Department of Energy, the International Energy Agency, the Massachusetts Department of Energy Resources, and the Harvard Kennedy School of Government. Audrey holds a B.S. in applied physics from the California Institute of Technology and a Ph.D. in electrical engineering from Princeton University. In her spare time, she reads to her 2 children; serves on the San Francisco Public Montessori School Site Council, the Plan C Board, and the BART Title IV Environmental Justice Advisory Committee; and runs a company that provides group decision-making software and support called Syncretly. audrey.lee@ypenergy.org



Evan Hindman, *Director and Co-President*

Evan Hindman is a Financial Product Manager at Stem, an Energy Optimization startup that is redefining the energy storage value proposition. Prior to Stem, Evan was an Intern in the Global Strategy group of Suntech Power, one of the largest manufacturers of silicon photovoltaic solar panels in the world. In addition, Evan served as a Research Intern at Better Place, analyzing end-of-life options for EV lithium-ion batteries. Before his entry into the energy industry, Evan was the Chief Strategy Officer of Animal Apps, an application developer for the facebook platform, and an Analyst at Gleacher Partners, a boutique investment bank. Evan holds an MBA from Harvard Business School, where he co-chaired the 2011 Energy Symposium, bringing together speakers, panelists, and attendees from across the globe to discuss "Our Brighter Energy Future." He also holds BS and MS degrees in Materials Science and Engineering from Stanford University. In his free time, while not talking about energy to anyone within earshot, Evan enjoys exploring the California wilderness, live music, meeting new people, and culinary adventures. evan.hindman@ypenergy.org

**Ashwin Goel, *Director and CFO***

As a Director and VP Finance for YPE San Francisco Bay Area, Ashwin handles all the accounting, finance and tax for our chapter. Ashwin is a solar industry professional and has worked in the industry since 2009. He is currently a National Sales Manager for SunEdison, a leading global solar energy provider. He has successfully developed over 50 projects totalling 25MW in North America and Europe. Prior to SunEdison, Ashwin was an Associate at The Green Machine Fund in New York, a boutique private equity fund focused on investing in solar companies and solar projects.

Prior to YPE San Francisco, Ashwin was a Board Member and Finance Chair for YPE Toronto and helped with the incorporation and establishment as a non-profit. Some of the key accomplishments were assisting in the establishment of By-Laws, election of the Board of Directors, holding the first Annual General Meeting of Members, creating financial statements and submitting the first and second corporate tax filings. Ashwin has also worked at several tech startups in Chicago, Mumbai, New York and Toronto. He holds a BS in Economics from The University of Wisconsin Madison and has also taken continuing education courses in Finance from Columbia University in New York.

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**Colin Law, *Director and VP Partnership & Outreach***

As the VP Partnership & Outreach, Colin is responsible for providing energy professionals in the Bay Area with world-class events and opportunities through partnerships with universities, companies, non-profits, and other professionals groups.

Outside of YPE, Colin works as a Product Engineer at Sunrun where he develops and manages Sunrun's solar offering in markets across the US. In this role, he conceives of, evaluates, and implements product features and changes, working to create a clean energy offering attractive to homeowners. Previously he worked as a consultant at McKinsey & Company in New York where he worked in strategy and operations at multiple coal, gas, wind and solar generators and utilities. In addition, he was selected for a competitive 1-year fellowship in McKinsey's global Sustainability and Resource Productivity practice.

Colin holds a mechanical engineering degree from Queen's University in Canada, and enjoys hiking, skiing, backpacking, climbing, and running.

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Chris Vale, *Director and VP Sponsorship*

Chris Vale is a Program Manager at Picarro, focusing on applications in the oil and gas industry. While at Picarro, Chris was a core member of the team that brought the Picarro Surveyor for Natural Gas Leaks™ to market, engaging stakeholders from regulators to utilities, and changing the way that gas leaks are detected and managed.

Previously, Chris was in charge of sales and service for the Bay Area for Ingersoll Rand's large and specialty engineered compressor systems. He has also worked as an application engineer, and has mechanical design experience working for both large and small engineering firms. Chris has a BS in Mechanical Engineering from Georgia Tech and has lived in the Bay Area since 2006.

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Kyla Westphal, *Director and VP Marketing & Communications*

Kyla Westphal is a versatile communications professional with expertise in energy, clean technology, start-ups and politics. Kyla founded Westphal Communications to help articulate, define and propel companies operating at the intersection of policy, technology and innovation.

Kyla started her career as a public servant in U.S. Senator Barbara Boxer's Office, and has since worked in a variety of clean technology sectors spanning voluntary renewable energy markets, energy storage, electric vehicles, and energy efficiency. Kyla is a published author, marketing strategist, content creator and social media lover. Kyla earned her Masters from Columbia University's School of International and Public Affairs in New York City, she also holds a BA in International Relations & Italian from the University of Southern California in Los Angeles. Kyla fuels her days and dreams with a Chemex coffee maker and a deep love of the finest coffee beans the Bay Area has to offer.

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Officers



Brian Orion, *Secretary,*

Brian Orion is Principal at Lawyers for Clean Energy, a boutique clean energy and cleantech law firm in San Francisco. His practice focuses on corporate, transactional, intellectual property, and regulatory counseling to clients in the solar, electric vehicle, energy efficiency, and climate change arenas. Mr. Orion is a frequent speaker and author on energy and environmental topics. His articles have appeared in Carbon Finance Magazine and Natural Resources & Environment, the journal of the energy section of the American Bar Association. Mr. Orion co-founded the UC Hastings Cleantech Roundtable in 2009 to create a forum for engaging leaders in the cleantech industry. He graduated, cum laude, from the University of California, Hastings College of the Law in 2005, where his academic record earned him selection to the Thurston Society and the law review.

Events Committee



Aaron van Boer, *Events Committee*

Aaron van Boer is an experienced energy industry professional with a background in solar policy, project finance and development. He is currently a Business Development Manager at SunEdison, focusing on M&A, partnership development and company strategy across North America. Before coming to SunEdison, Aaron's career in renewables has spanned a variety of roles with startups, non-profits and advocacy organizations, including Tioga Energy, SolarCraft, the American Council on Renewable Energy (ACORE) and the National Resource Defense Council (NRDC).

Aaron continues to be actively engaged in industry events, policy-making and membership organizations through his involvement with Young Professionals in Energy, Solar Energy Industry Association (SEIA) and ACORE. Aaron received a BA from the University of California Santa Barbara. During his free time, he enjoys road cycling, backpacking, and photography.

**Lizzie Caldwell, *Events Committee***

Lizzie Caldwell is an Interconnection Coordinator at Bloom Energy, a company that installs commercial-sized solid-oxide fuel cell systems. In this role, she focuses on the electrical utility interconnection process for Bloom Energy's fuel cells. As an Interconnection Coordinator for Bloom Energy, Lizzie has worked with large and small utilities to receive utility technical approval for fuel cells ranging from 100kW to 1MW. Prior to Bloom Energy, Lizzie worked as – you guessed it – an Interconnection Coordinator for SolarCity. At SolarCity, Lizzie engaged large and small utilities in California to receive interconnection approval for residential-sized solar systems. Since 2011, she has interconnected over 13MW of clean power systems.

Lizzie holds a BS in Environmental Chemistry from University of California, San Diego. At UCSD, Lizzie directed the first student-funded green grant program in California called The Green Initiative Fund, allocating over \$71K to 15 student sustainability projects in its first year. She also manages a twitter account called New Green Tech, dedicated to reporting new green technologies around the world. In her spare time, she enjoys biking, playing the saxophone, and rooting for the Green Bay Packers.

**Amy Kochanowsky, *Events Committee***

Amy Kochanowsky manages an energy efficiency program at Pacific Gas and Electric Company, helping residential customers to adopt high-quality, energy-efficient products for their homes. Prior to PG&E, Amy interned in the Energy Department of the New York City Housing Authority, and worked as a consultant to EPA's Brownfields Program. Through this work, Amy developed a passion for advancing energy and environmental sustainability issues that promote community and economic development.

Amy holds a Master of Public Policy degree from the Sanford School of Public Policy at Duke University and a BA from the University of Virginia. During graduate school, she was an active member of the Sanford Energy & Environment Club. After finishing grad school in 2012, Amy moved to San Francisco. In her spare time, she enjoys exploring new cities, soccer, skiing, running, hiking, and cheering for Duke basketball.

**Eric Paul, *Events Committee***

Eric Paul is a Business Development Manager at Ecoplexus, a commercial and utility-scale solar developer based out of San Francisco. At Ecoplexus, Eric works with commercial and institutional customers to develop onsite net-metered and virtually net-metered solar projects. Prior to joining Ecoplexus, Eric was a Senior Analyst at AltaTerra Research, a research consultancy specializing in renewable energy solutions for the commercial marketplace. As AltaTerra Research, he contributed to a broad range of market research and consulting engagements in corporate sustainability and renewable energy systems strategies. Previously, Mr. Paul worked for the Business Environmental Alliance in Sonoma County, where he assisted with the implementation of sustainable business practices for local businesses. Eric holds a BA in Economics from Carleton College. In his free time, Eric enjoys staying active by playing pick-up basketball. He is also a member of the San Francisco Lacrosse Men's Lacrosse team.

**Alex Portilla, *Events Committee***

Alex has nine years of experience working with high growth companies both as an entrepreneur and as a strategy consultant advising emerging technology companies, multinational innovation offices and the public sector. As a founding partner of Interrupcion* Fair Trade, Alex built the company from inception to rapid growth and market leadership. Most recently at the Innovation Center Denmark Alex served as a strategic advisor to Danish cleantech companies and organizations looking to raise capital, find collaboration partners or scale globally via Silicon Valley. Alex currently is a Project Manager at PG&E running a series of large-scale smart grid pilot and demonstration projects. Previously Alex was with the Innovation Center Denmark (ICDK) working as a strategic advisor to Danish cleantech companies and organizations looking to raise capital, find collaboration partners or scale globally via Silicon Valley. Prior to joining ICDK, Alex was a Founder and the Commercial Director in the Brooklyn, NY based Interrupcion* Fair Trade which commercializes organic and fair trade certified food products from South America in North America. Alex has a passion for entrepreneurship and innovation and is dedicated to using business to solve societal challenges such as climate change, access to clean water and energy independence. Alex studied International Business and Management and Organizational Behavior at the Stern School of Business at New York University and is currently studying in the Evening & Weekend MBA Program at UC Berkeley's Haas School of Business.

**Whitney Richardson, *Events Committee***

Whitney Richardson is an energy policy professional based in the San Francisco Bay Area. Most recently she served as Smart Grid Policy Manager for the Clean Coalition, a non-profit focused on increasing clean local power. Previously she has held positions focusing on energy policy and regulation at the Silicon Valley Leadership Group, consulting firm DNV GL and Pacific Gas and Electric. She holds a MALD from the Fletcher School of Law and Diplomacy at Tufts University. In her free time she enjoys hiking, cooking and volunteering with the National Parks Service.

**Melissa Ruth, *Events Committee***

Melissa Ruth is a Business Development Manager at Morrison & Foerster LLP. She is responsible for leading the business development and marketing efforts of the firm's Global Energy Practice Group. Melissa has more than 10 years of experience, with 7+ years of legal marketing experience focused on the energy, clean technology and renewable energy industry. She is knowledgeable in energy and clean technology trends, sub-industry areas and niche legal services for the energy industry.

In her role as Business Development Manager at Morrison & Foerster, her specialties include: negotiation of local and national sponsorships for speaking engagements and conferences; leading all stages of event development and implementation, from targeting attendance participation, customizing materials to leading action-oriented follow-up; and developing pitch materials and systems to utilize modules for customized materials.

Prior to relocating to San Francisco in July 2012, she was based in the San Diego office of Morrison & Foerster. Melissa holds a Bachelor of Business Administration from Belmont University in Nashville, Tennessee.

**Mark Shahinian, *Events Committee***

Mark Shahinian is an independent consultant who works with startups, investors and large corporations involved in clean technology development and commercialization.

This being San Francisco, Mark also recently launched a startup in the electric power space. Previously, Mark was in the energy practice of consulting firm McKinsey & Company, where he was one of the firm's global cleantech fellows. Mark enjoys the complex, difficult mix that is the electric power industry and is excited to be back in the hotbed of entrepreneurship and innovation that is the Bay Area.

Mark holds a law degree and also Master's degree in Natural Resources, both from the University of Michigan. He did his undergraduate studies in history at Dartmouth College. In his non-working hours, Mark really enjoys the outdoors. He is an avid road cyclist and mountain biker, skier, backcountry explorer and runner.

Advisory Board**Peter O'Brien, *Advisory Board***

Peter O'Brien is Director, Business Development and Sales at Cool Earth Solar where he spends most of his time developing commercial solar projects for clients.

Peter earned his MBA at Cornell University's S.C. Johnson Graduate School of Management. Peter also holds a B.A. in Philosophy from Principia College. In his spare time he enjoys acrobatic gymnastics, running, reading, and cooking. Peter is also fluent in written and spoken Thai and conversational in Spanish.

Financial Statements

YPE SF's 2014 Financial Statements include a: (a) Balance Sheet (b) Income Statement (c) General Ledger. These statements were prepared by Ashwin Goel, Director and Chief Financial Officer of YPE SF and reviewed by the 2014 Board of Directors.

Balance Sheet

Balance Sheet YPE SF BAY AREA

As of: 2014-12-31

Created 2015-03-15

Assets

Account	Balance
Current Asset	
Cash on Hand	7,031.16
Total for Current Asset	7,031.16
Total Assets	7,031.16

Liabilities

Account	Balance
Total Liabilities	0.00

Equity

Account	Balance
Previous Year(s) Earnings	0.00
Current Year Earnings	7,031.16
Total equity	7,031.16
Total Liabilities and Equity	7,031.16

Income Statement

Income Statement

YPE SF BAY AREA

Reporting period: 2014-01-01 to 2014-12-31

Created 2015-03-15

Revenue

Accounts	
Direct Public Support – Corporate Contributions	6,962.63
Direct Public Support – Individual Contributions	4,460.45
Total Revenue	11,423.08

Cost of Goods Sold (COGS)

Accounts	
Total Cost of Goods Sold (COGS)	0.00
Gross Profit	11,423.08

Operating Expenses

Accounts	
Networking & Education	3,413.06
Travel Expense	277.35
Rental Car & Taxi	701.51
Total Operating Expenses	4,391.92
Net Profit	7,031.16

General Ledger: Summary

General Ledger YPE SF BAY AREA

From 2014-01-01 to 2014-12-31

Created 2015-03-15

Account	Debit	Credit	Net Movement
Cash on Hand	11,423.08	4,391.92	7,031.16
Direct Public Support - Corporate Contributions	0.00	6,962.63	6,962.63
Direct Public Support - Individual Contributions	0.00	4,460.45	4,460.45
Networking & Education	3,413.06	0.00	3,413.06
Travel Expense	277.35	0.00	277.35
Rental Car & Taxi	701.51	0.00	701.51
Total	15,815.00	15,815.00	0.00