

## Frank Lacey

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### Summary

Recognized energy industry executive known for developing innovative regulatory and business strategies to support emerging energy market products and services. Strong knowledge of regional energy markets, market trends and national energy policy.

Board of Directors positions: Smart Electric Power Alliance (f/k/a Solar Electric Power Association (finance committee) (2015-present); Association for Demand Response and Smart Grid (finance chair) (2011-2015); Advanced Energy Management Alliance (Chairman) (2012-Present); ERCOT (finance committee) (2002-2004); Electric Power Supply Association (2002-2004).

### Experience

**Electric Advisors Consulting** 2015- Present  
**Founder and President**

*Advise senior leadership on developing strategies to address legislative and regulatory change in the energy industry. Also provide expert testimony to advise and assist entities on facilitating legislative and regulatory change to accommodate evolving business strategies and technologies.*

**Comverge, Inc./CPower Corporation** 2011-2015  
**Senior Vice President, Regulatory and Market Strategy**

*Served on companies' executive teams, developing and implementing corporate and regulatory strategy, including M&A analyses and due diligence, market entry plans and complex communications for a \$150 million company performing demand response services in the electricity markets.*

**Direct Energy** 2006 - 2011  
**Director, Products and Complex Transactions (2008-2011)**

*For a multi-billion dollar retail electric and gas company, led team consisting of four direct reports and eight cross-functional leaders, facilitating incremental gross margin sales from non-standard product requests.*

**Director, Government and Regulatory Affairs (2006-2008)**  
*Managed regulatory strategy and regulatory risk in Mid-Atlantic region of US, participating in multiple rate proceedings and regulatory initiatives, securing shareholder value through reduced credit and collateral exposure and increased sales.*

**Starlight Energy** 2004 - 2006  
**President**

*Led the development of business plan and pro formas for venture seeking \$20 million in equity financing and other financial relationships. Successes included securing \$100 million credit relationship and working capital financing to enable launch of competitive electricity markets retail supply company.*

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**Strategic Energy** 2001- 2004  
**Director, Regulatory Affairs,**

*Served on the company's Leadership team, managing a regulatory group of 15 people. Managed the development of regulatory strategy, the oversight of regulatory risk and the attainment of desired regulatory results, advocating for market design structures in emerging electricity markets across 13 states and the federal government.*

**Arthur Andersen** 1998 - 2001  
**Senior Manager**

*Responsibility for development and growth of Andersen's transmission restructuring business in Eastern half of US market.*

**Putnam, Hayes and Bartlett, Inc** 1995 - 1998  
**Associate Consultant**

*Associate consultant in firm's energy practice with expertise in environmental asset valuation.*

## **Education**

**Carnegie Mellon University, Tepper School of Business**  
**MSIA with concentrations in finance, entrepreneurship and environmental management**

**University of Maryland**  
**B.S. in Transportation and Logistics**

**Programs for Life**  
Certified Leadership Development Trainer