

OVERVIEW

Steven has a distinguished career at the forefront of technology, efficiency, and finance in the energy industry.

EMPLOYMENT

President & Founder, Rational Energy Network, Austin, TX **July 2003-Present**

- Rational Energy Network is a consulting firm helping clients make rational decisions in the every-changing energy industry by taking an integrated, multi-disciplinary perspective considering theory, technology, and economics all within volatile energy markets.
- Lead multi-disciplinary projects in areas of energy-efficiency, risk-management, economic/financial analysis, clean energy technologies, sustainability, commercial strategy, and mergers & acquisitions for small entrepreneurs and large multinational firms.
- Since July 2003, sample clients include: Broadband Horizons; CenterPoint (NYSE: CNP); Centrica (LSE: CNA.L); Dalkia (NYSE: VE); EnerPath; GoodCompany Associates; Honeywell (NYSE: HON); Hunt Power; i-Conserve; JumpStart Partners; Kinetics; New Zealand Electricity Commission; Pacific Gas & Electric (NYSE: PCG); Site-Controls; Turbine Air Systems; Wood Group Services (LSE: WG.L)

Vice President Product Development, Invensys PLC, Energy Management Division, London **March 2003-July 2003**

- Engaged to create the product development group to identify, qualify, and develop cross-functional products and services for Invensys' Energy Management Division which generated \$3.4 billion of Invensys' \$8.3 billion of 2003 revenues.
- Developed business plan (worth ~\$500 MM NPV) to sell diverse utility services (Advanced Meter Reading – AMR, Demand Response Systems, Grid Optimization, Theft Detection, Data Management) to Electric Utility Companies using advanced communication technology (802.11, Planar Phased Arrays, IEEE 802.15.4, Zigbee, Mesh Networking, TCP/IP, and 900Mhz RF).
- Negotiated commercial structure and managed technology pilot to test above business plan.
- Interfaced with legislature and regulatory bodies including California Energy Commission, FERC (SMD), and the Federal Energy Bill.
- On April 15, 2003, Invensys announced plans to liquidate the Energy Management Division due to external financial pressures and pension liabilities. This resulted in my departure from the company in July 2003.

Vice President, Enron Energy Services, Houston, TX **2001-2003**

Director, Enron Energy Services **1999-2000**

Manager, Enron Energy Services **1997-1998**

- **Played lead role in conceptualizing, implementing, and managing all phases of the Retail Energy Efficiency business unit:** Financed and managed a portfolio of investments in energy-efficiency projects that were structured as long commodity positions that were sold as real-options to Enron's Wholesale Commodity Traders, thus linking the energy supply and demand markets.
- Directed and was responsible for P&L of this business unit which, in three years, grew from a concept to \$250 million gross profit by financing a portfolio of thousands of projects at approximately 25 Fortune 500 companies.
- Developed and managed commercial products, contracts, governance and control procedures, a risk-book model, a probabilistic pricing methodology to quantify value-at-risk, web-based systems, a measurement and verification process, and market analysis.
- Recruited, directed, and managed a world-class team of 35 professionals.
- Conceptualized and directed a successful web-based ASP system that supported \$350 MM of transactions across the country.
- Served on the Enron Energy Services (EES) Operating Committee that managed EES's day-to-day operations.
- Served on the strategy team for EES's transition from a start-up business to a sustainable operating organization.
- Participated in due diligence, strategy, structuring, DCF modeling, and analysis for acquisitions and corporate development.
- Received Pinnacle 2000 and 2001 awards for top-performing (5%) employees.
- Developed liquidation and re-structuring strategies and negotiated settlements generating \$20 million of cash receivables after Enron's bankruptcy filing (Dec-2001).

Project Engineer, SuperSymmetry Services PTE LTD, LEE Eng Lock, Singapore **1996-1997**

- Developed, negotiated, managed, and analyzed risk-based energy-efficiency projects in South East Asia.
- Clients included Western Digital, Glaxo, Silicon Graphics, Netscape, Lam Research, PG&E, Hyatt, and Applied Materials.

Graduate Research Assistant, Lawrence Berkeley National Laboratory, Prof. Arthur Rosenfeld, Berkeley, CA **1993-1996**

- Analyzed and managed energy-efficiency projects using novel computational and visualization methods.
- Performed statistical analysis and conducted experiments on remote energy-monitoring systems.
- Developed program to identify energy-efficiency opportunities on U.C. Berkeley's campus.

EDUCATION

University of California at Berkeley, College of Mechanical Engineering, Berkeley, CA 1993-1996

- Master of Science Degree in Mechanical Engineering focused on Control Systems, Thermodynamics and Energy Management.
- Thesis on risk-analysis of statistically and physically based DSM models for energy-saving investments.

Haverford College, Haverford, PA 1989-1993

- Bachelor of Science Degree in Physics and Astrophysics, *cum laude*.
- Thesis on experimental Non-linear Fluid Dynamics.
- Conducted and published research in Solar Energy, Control Systems, and Neutrino Detection.

RELATED ACTIVITIES

- Invited Panelist, ACEEE Summer Study on Energy Efficiency in Buildings August 2006
- Invited Panelist, 2006 Symposium: Vermont Law School Institute for Energy and the Environment, *Royalton, VT* March 2006
- Invited Judge for Final round of Idea2Product International Competition, *Austin, TX* November 2005
- Invited Speaker at the *Engineers for a Sustainable World Annual Conference, Austin, TX* October 6-8, 2005
- Invited Panelist at the *Discovery Showcase at the CleanTech Energy Venture Forum, San Francisco, CA* March 2005
- Coordinated and sponsored two dinners for energy investors (>50 attendees), *Houston, TX* October 2004- December 2005
- Technical Committee Member, International Performance Measurement & Verification Organization January 2004-Present
- Success Committee Member, Clean Energy Incubator program of the Austin Technology Incubator, *Austin, TX* July 2002-Present
- Invited Panelist, E-Source Strategic Issues Retreat, *Retail Energy Services, Boulder, CO* June 14, 2002
- Invited Panelist; Environmental Leadership Program, *The Role of Business and the Environment, Marshal, CA* August 10, 2001
- Invited Speaker, 23rd World Energy Engineering Congress, *Atlanta, GA* October 27, 2000
- Invited Speaker, *Cool Sense National Integrated Chiller Retrofit Forum, San Francisco, CA* September 23, 1997
- Invited Speaker, 3rd National Conference on Building Commissioning, *Milwaukee, WI* May 2, 1995
- Invited Panelist, 2nd National Conference on Building Commissioning, *St. Petersburg, FL* May 11, 1994

PUBLICATIONS

Meyers, S., Guthrie, S., *More and Faster: Increasing the Achievable Energy Efficiency Potential through Best-Practice Processes and Data Management Tools*, ACEEE Summer Study Conference Proceedings, 2006.

Meyers, S., Kromer, S., *Energy-Efficiency at Enron Energy Services: A Surprising Place for a Success Story*, ACEEE Summer Study Conference Presentation, 2006.

Martin, R., Meyers, S., Schwartz, R., *Energy Technology Investment Trends: Research Study of Venture Capital Investment Trends in New Energy Technologies*, Houston Technology Center, October 2004.

Mathew, P., Kromer, S., Sezgen, O., Meyers, S. R., "Actuarial Pricing of Energy Efficiency Projects: Lessons Foul and Fair", *Energy Policy*. (2004).

Meyers, S. R., Mills, E., Chen, A., Demsetz, L., "Building Data Visualization for Diagnostics, Operator Feedback, and Performance Optimization", *ASHRAE Journal*, June, 1996.

Meyers, S. R., Mills, E., Chen, A., Demsetz, L., Building Data Visualization Techniques for Diagnostics, Operator Feedback, and Performance Optimization, Third National Conference of Building Commissioning Proceedings, Milwaukee, WI, May 1-3, 1995.

Lane, B.R.; Mesquita, O.N.; Meyers, S.R.; Gollub, J.P. "Probability distributions and thermal transport in a turbulent grid flow," *Physics of Fluids A* (Fluid Dynamics), Sept. 1993, vol.5, (no.9):2255-63.

Meyers, S.R., High Energy Neutrino Detection in Antarctica, poster presented at the Second Annual Keck Northeast Astronomy Consortium (Nov. '91).

LANGUAGES

Native English-Speaker with spoken and literate proficiency in French, and fundamental knowledge of spoken Mandarin Chinese.