

**Josh Long; C.E.M., C.E.P.**  
**Principal**

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*B.S. Mechanical Engineering*  
*Drexel University*

*M.B.A. & M.S. Mechanical*  
*Engineering*  
*Georgia Institute of Technology*

*Certified Energy Manager (CEM)*

*Certified Energy Procurement*  
*Professional (CEP)*

- *Engineer In Training (EIT)*
- *PE Exam Scheduled for 2009*

Josh's career includes engineering and management roles in manufacturing and services firms. In an engineering capacity, he has served as an energy efficiency and productivity consultant, the global energy leader for an international fiberglass manufacturing company, and a research engineer for energy and environmental management products and services. In a management capacity, he has served as a facility manager for the world's largest commercial airport. Josh has project managed the design, building, and start-up of various energy efficiency solutions and manufacturing process enhancements throughout the US, Canada, and Europe. Josh has completed over 200 energy efficiency projects in the manufacturing sector, including food processing, soft drinks, glass, chemical, primary and fabricated metals, textile, printing, large commercial, and government facilities.

#### **Relevant Experience**

- **Project Development** – Managed the development and implementation of energy efficiency projects for: Owens Corning, Anchor Hocking, ACME Brick, Smurfit Stone, Weyerhaeuser, Magotteaux Steel, Heinz, Cagles, Coca-Cola, AT&T, Delta Airlines, Diageo, Home Depot, General Parts Company, the USPS, and many others.
- **Energy Management** – Led global energy strategy development for an international Glass Manufacturer, including Risk Management, Physical Supply Contracting, & Demand Reduction Goals, and managed the execution of such plans for 29 global locations in US, Canada, Europe, and India. Managed various energy service providers and internal hedge functions to control risk to the business. Delivered productivity gains that out-paced energy spend inflation each year by implementing efficiency projects and lowering the cost of utility rates.
- **Facilities Management** – Facility Manager for the Operations and Maintenance of the world's largest commercial Airport with 100 direct reports to service a 5.8 million square foot, 24/7 operation. Delivered a Zero Accident Safety Culture while reducing the operating budget by 22% through various productivity and management efforts.