

Michael James Shore

MCE, MS, and Professional Engineer (PE)

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Key Qualifications

Skills and experience: leadership, people & team management, project management, financial oversight and analysis (budgets, raising capital), clean technology, renewable energy (solar, wind, renewable natural gas), deal structures, business development, policy, climate change analytics, policy, startups, public speaking

- **Career of achievement in the climate and clean energy sectors** including (1) growing a solar company from scratch to a \$100 million enterprise and (2) development of transformational clean energy policy
- **Unique expertise in sustainable entrepreneurial companies.** History of launching and growing organizations that have made national and global impact
- **Management of complex organizations.** Development of strategic plans, raising capital, overseeing budgets, financing programs, and managing large numbers of employees
- **International capacity building and development** to empower new global institutions and businesses in the United States, Middle East, Sub-Saharan Africa, and Eastern Europe

Professional History

Tipping Point Renewable Strategies – Principal (2014 – Current)

Clean energy and climate companies are changing the world, and through Tipping Point, I work to help them do it faster and better. I serve as TEO (temporary executive officer) or advisor for fast-growth companies to strengthen leadership teams, raise capital, re-tool business models, and help companies execute efficiently to achieve their goals. Clients include:



- **SustainRNG (TEO, 2019 - 2021).** Raised significant startup capital from Duke Energy, assembled leadership team, facilitated technology development, and put management systems in place to launch this renewable natural gas (RNG) development company.
- **EcoBot (Advisor, 2018 – 2020).** Key advisor and investor to help this SaaS company launch in the space of wetlands designation.
- **Revolutions Turbines Technology (Advisor, 2019).** Provided advice on growth and raising capital to this company which offers alternative energy solutions for remote oil and gas (O&G) facilities.
- **The Climate Service (interim COO, 2018).** Established and maintained scalable systems, managed capital raising, and oversaw a fruitful early sales process for this climate risk analytics company which helps financial and real estate investors correctly price climate into their investor portfolios.

Key Tipping Point clients continued:

- **Organic Transit (interim CFO, 2017).** Provided interim CFO-guidance to this innovative electric bike company.
- **Hickory Nut Gap Meats (2015 - present).** Guided CEO of organic, grass-fed meats company in successful capital raise, leadership, and establishment of company management system and metrics.
- **Brightfield (2014 - 2020).** Provided strategy and financial advice, including mentoring CEO as a leader of this company, which develops and finances electric vehicle charging stations.
- **BarberWind Turbines (TEO, 2013 - 2015).** Brought business savvy and startup experience to an innovative wind technology company. Raised capital and led process to manufacture, site, permit, and build the prototype 1 MW wind turbine.

FLS Energy – Co-Founder & CEO (2006 - 2013)

Built and implemented business model for the development, financing, construction, maintenance and ownership of solar assets, including utility-scale solar farms. Worked with Board to set strategic direction of the company, assemble leadership team, and develop intricate project financial models. Held company accountable to its mission and core values, and created a strong company culture of integrity and customer service.



Key accomplishments include:

- **Financial success & fast growth.** Grew FLS Energy from a start-up to a \$100 million company with 50 employees in six years. FLS Energy was ranked by INC Magazine as the 46th fastest growing company in the U.S. (2011). The company eventually merged with Cypress Creek Renewables to become the second largest solar company in the United States.
- **Capital.** Secured over \$100 million in capital, including project equity, low cost debt, mezzanine debt, and corporate equity.
- **Culture.** Created a company leadership philosophy that promotes integrity and engagement. Employee surveys show that staff was happy and proud to be part of the FLS Energy team.
- **Business Development & Scaling.** Fueled the company's fast growth through creative business development initiatives and integration of the company sales, operations, and accounting systems.

Environmental Defense Fund – Senior Policy Analyst (2000 - 2006)

Led team in the analysis, development, lobbying, and negotiation of market-oriented policy solutions to promote clean air, climate stewardship, and renewable energy. Led efforts to develop SO₂, NO_x, and carbon regional trading.

- Led the development and negotiation of the North Carolina Renewable Energy & Efficiency Portfolio Standard, which has brought billions of dollars of investment in NC and has made my state second only to California in solar capacity.
- Negotiated with Duke Energy to develop the landmark Clean Smokestacks Act of 2002.
- Collaborated with business, scientists, and others to develop national regulations to reduce interstate transport of air pollution and cut mercury pollution from power plants.

North Carolina State and Local Government

- **NC Department of the Environment, Senior Advisor** (1995 – 2000). Member of 10-person executive team of state environmental agency with 3400 employees. Led Governor Hunt’s initiatives on air quality, smart growth, water quality, and land conservation. Authored Governor’s plans for Clean Air, Million Acre Initiative, and Hog Waste Management. Also, championed pollution prevention at manufacturing facilities and ISO 14000 to promote corporate stewardship.
- **Chatham County Recycling Department Head** (1991 – 1993). Coordinator of awarding winning county recycling/solid waste reduction program. Supervised staff, oversaw contractors, conducted lifecycle analyses, administered budgets. Provided technical assistance to commercial and industrial businesses to reduce waste.

International Work

Middle East Leadership Academy (Spring 2018 and 2019). Instructor and facilitator at leadership academy in Aqaba Jordan and Muscat Oman for entrepreneurs and upcoming business leaders from across the Middle East.

Founder and Chair of Global Sustainability Network (2018). The purpose of this global group is to facilitate the creation and growth of business opportunities related to sustainability and clean energy.



Advising and mentoring entrepreneurial West African clean energy companies including Integrated Services and Ophie Power (2016 - 2017)

Member of the Society of International Business Fellows (2013 – present). Led energy dialogue.

Consultant, Research Triangle Institute, Tunisian Solid Waste Project (1997). Worked on USAID project with Tunisian Ministry of Environment, performing national solid waste financing study. Assisted in the development and teaching of a course on landfill operations for government personnel.

Instructor, J.E. Purkyne University, Czech Republic (1995). Developed and taught college courses (in English) on waste management and environmental science. At same time, subcontractor to Ford Motor Company, helping to develop an environmental assessment of a recently purchased facility.

Volunteer, U.S. Peace Corps, Mali, Africa (1988 - 1990). Trained rural villagers in water sanitation, well construction, and gardening.

Education and Credentials

M.C.E., Department of Civil Engineering, North Carolina State University (2001). Studies focused on energy, air quality, and power plant pollution control technologies. **Licensed Professional Engineer.**

M.S., Environmental Policy, Department of Environmental Sciences and Engineering, University of North Carolina at Chapel Hill (1994). Studies focused on climate change and economic aspects of environmental issues. Master’s Thesis was a statewide survey and development of economic model of recycling and employment.

B.A., University of Michigan, Ann Arbor (1987). Includes junior year abroad at Hebrew University in Jerusalem.

Additional continuing education courses include:

- CEO Project – CEO mastermind group
- Clean Tech Open – entrepreneurial training
- Leadership and team management training
- FastTrac strategic planning training
- Commercial-Scale Solar PV Design
- ISO 14000 auditor training
- OSHA hazardous waste management
- Efficient lighting design

Languages: some French, Bambara, German and Czech.

Service, Awards, and Publications

Boards, Committees, Teaching, and Service

- Heart of Waraba. Founder of social media endeavor to connect and support sustainable entrepreneurs on their journey.
- Angel Investment Groups (Venture South and Wolfpack Investor Network) with investments in about a dozen entrepreneurial companies.
- Chair, North Carolina Sustainable Energy Association (2000 – 2004 & 2016 - 2019)
- Corporate Advisory Boards: Ecobot, Brightfield, Hickory Nut Gap Meats, Windlift.
- Adjunct Professor, University of North Carolina at Asheville. Taught entrepreneurship (2018) and air quality (2006 – 2007)
- North Carolina State University. Taught extension courses in solar development and financing.
- **Additional board service includes:** UNC at Asheville Management Advisory Board (2017 – 2019); The Learning Community School (2005 – 2014); NC Clean Energy Business Alliance, founding board member (2013); Advanced Energy Economy advisory committee (2011 - 2012); US Department of Energy Efficiency Leadership Group (2006 - 2007); Duke Energy/Progress Energy, Energy Advisory Council (2007 – 2011); NC GreenPower, Founding Board Member, (2005-2007); US Environmental Protection Agency Mercury Advisory Committee (2001 – 2003); North Carolina Energy Policy Council (1998 – 2004)
- **Publications.** Heart of Waraba blog posts, 2019; “Clean Air Lessons from the Myth of Sisyphus,” Environmental Management, August 2005; Climate Change’s Silver Lining, EDF, 2005; “Enlightenment,” The Environmental Forum, September 2002; *Costs & Benefits of Year-Round NOx Pollution Reductions*, EDF, 2002. Also, book on climate change is forthcoming.
- **Awards.** Ignite Pitch Competition (2014), first place; Lifetime Achievement Award (2013) from the NC Sustainable Energy Association; INC Magazine ranking as the 46th fastest growing company in the United States (2011); Business of the Year (2010) from the Asheville Chamber of Commerce; North Carolina Energy Business of the Year (2009) from the NC State Energy Office; Governor’s Clean Energy Leadership Award (2005) from the state of North Carolina.

