

## **JOHN F. CURTIS III**

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### **PROFESSIONAL EXPERIENCE**

#### **GREEN ENERGY CAPITAL PARTNERS, LLC, CONSHOHOCKEN, PA**

Founder and CEO, April 2007 - Present

- Originated and negotiated all lease options, land leases, easements and third party ROW agreements to include transmission crossings over highway and RR
- Negotiated and executed a \$1M Joint Project Development Agreement and EPC agreement with a Fortune 75 Energy Services Company.
- Managed two (2) 10MWac PJM RTO Queue Positions through Feasibility, Impact, and Facility studies
- Executed Option To Build Construction Services Agreement and Interconnection Services Agreement
- Coordinated all Environmental and Civil permitting through Carbon County Conservation District, PA Department of Environmental Protection and Army Corp of Engineers
- Executed and managed the complete design of a 69KV Substation and (1) mile 69KV Transmission Line
- Mitigated several Endangered Species issues with the Pennsylvania Natural Diversity Inventory (PNDI)
- Managed all community outreach and stakeholder interests – completing Borough and County Zoning and Land Development Plans including execution of development agreement with Borough
- Applied and awarded PA Solar Park \$500,000 Pennsylvania Energy Harvest Grant, \$5,500,000 Pennsylvania Commonwealth Financing Authority Grant and PA Solar Park II \$750,000 Pennsylvania Energy Development Authority Grant
- Developed and Commissioned PA Solar Park in October 2012 the largest grid-connected solar farm in Pennsylvania with a Capacity Rating of 10MWac/11.5MWdc and total cost of \$45M.
- Developed a PA Solar Park II, a second phase with a Capacity Rating of 10MWac/11.5MWdc and total cost of \$25M currently under construction with Commissioning expected in the fall of 2017.
- Developed a shovel ready grid connected 120 MWac Utility Scale Plant in Peru including land acquisition, interconnection, Financial Modeling, permitting and EPC contract development.
- Expert in Renewable Energy Policy, Renewable Portfolio Standards and Renewable Incentives and solar project components including solar modules, substation, inverters, racking and BOS.
- Negotiated the Sale and Purchase Agreements of Pa Solar Park and PA Solar Park II to a subsidiary of a Regulated Publicly traded Utility company.
- Registered and engineered 7MW's of Commercial rooftop projects into the NJ Pilot SREC Program
- Skilled in Project Pro-forma modeling to include EPC, IRR/ROI, NPV, Cash and Non-Cash Benefits, Revenue, Debt and Equity, Tax Equity and Solar Resource Modeling using PVSYS

#### **UPC SOLAR – Division of UPC / First Wind**

East Coast Solar Development Manager, October 2006 - April 2007

- Responsible for lead generation of Commercial and Industrial behind the meter Project Development
- Responsible for the development and presentation of PPA proposals to senior corporate executives
- Managed all phases of project development to include sizing and permitting

#### **PULSE MEDICAL, LLC, LAFAYETTE HILL, PA**

Founder and CEO, January 2003 - October 2006

- Independent distributor of Orthopedic, GI and Minimally Invasive Medical Devices in the Pennsylvania, New Jersey and Delaware

#### **EUROPEAN INTERNET SERVICES, LLC, ROME, ITALY**

Co-Founder and President, November 2002 - July 2004

- Developed multi media social applications based in Rome, Italy and Bangalore, India

### **STERIS, EUROPE, WARSAW, POLAND – BUDAPEST, HUNGARY**

International Area Sales Manager, April 1995 - April 1999

- Directed an aggressive sales effort in the European dealer group after the acquisition of the American Sterilizer Corporation (AMSCO) in October 1996. Responsible for selecting, and managing distribution channels, new product launches, and integrating several product lines after the merger. Responsible for managing new business development and strategic planning to maximize growth and profitability. Establish growth plans for each market, managed the sales process on all large projects in tandem with the distributor. Negotiated all dealer contracts including discount levels, sales objectives and profitability.
- Managed Independent Distributors in 23 Countries in Europe, Middle East, Central and Eastern Europe
- International Area Sales Manager of the Year, 1996,1997,1998

### **UNITED STATES SURGICAL CORPORATION / AUTO SUTURE, NORWALK, CONNECTICUT**

Regional Sales Manager, September 1988 - April 1995

- Hired in 1988 as a Sales Representative Promoted to Sr. Technical Representative in September 1990. Promoted to Key Hospital Manager, April 1993. Promoted to Regional Sales Director in July 1993 at which time I managed eight Sales Representatives, a clinical specialist and two Technical Specialists.
- 1990 National Award Winner – Highest % Increase in Units Sold – 2070%
- Consistently in the top 5% of sales – 12 for 12 Quarters of above quota performance
- Regional Sales Director of the Year - 1994

### **EDUCATION**

#### **EDINBORO UNIVERSITY OF PENNSYLVANIA, EDINBORO, PENNSYLVANIA**

BA, Economics

- Business and Economics Advisory Board 2010 - Present

### **ADDITIONAL INFORMATION**

- Proficient in Microsoft Excel for financial modeling and analysis and PVSYS
- Significant International Sales Experience as well as cultural awareness living abroad for 8 years
- Skilled negotiator with experience in managing complex contracts with Investment Grade companies
- U.S. Army Veteran