

DANIEL L. KELLEY
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dkelley646@yahoo.com

EDUCATION: **MAINE MARITIME ACADEMY**, Castine, ME. B.S. in Marine Engineering
Operations with a minor in Nuclear Power. Cum Laude Graduate 1992

I have 23 years of Power Generation industry experience including power plant design, construction, commissioning, and operations and maintenance. I am experienced in both new Greenfield projects and supporting existing facilities with plant services and plant engineering. I have developed expertise in field instrumentation, control systems, process design, combustion control strategies for biomass and oil fired units, mechanical balance of plant equipment, commissioning services, project management, and outage or retrofit projects. I have worked for large equipment manufacturers of automation and electrical products and brings a unique knowledge of ABB/Bailey Infi90, Advant, and MOD300 control systems and ABB electrical products. I spent the first part of his career commissioning biomass, oil fired, combined cycle gas turbine, and simple cycle gas turbine plants. I also worked as a Gas Turbine field service engineer for a major supplier performing commissioning, performance testing and aftermarket support services. I know lead the Power Engineering service line at Woodard & Curran, focusing on meeting client's needs on complex projects for both new and existing facilities.

WORK EXPERIENCE:

WOODARD & CURRAN, INC.
41 Hutchins Drive, Portland, ME 04102 (207) 774-2112

- 8/15 - Present ***SR. VICE PRESIDENT, PRINCIPAL & SERVICE LINE LEADER – ENERGY & POWER ENGINEERING***
The company reorganized from Industry Groups to Strategic Business Units (SBU), creating the Energy & Power SBU as a standalone P&L and business. Aligning services with industry segments for both permitting and engineering. The Energy & Power SBU was comprised of Natural Gas Engineering, Power Engineering, and Grid Modernization. Maintained role and responsibilities as Service Line Leader of Power Engineering. With reorganization and business management role within the company was promoted to Sr. Vice President with financial authority and part of senior management team. As a privately held company comprised of 160 shareholders out of 900 employees we also reorganized our ownership titles from Vice President to Principal and Senior Vice President to Senior Principal. Separating company ownership from business role.
- 2/11- 7/15 ***VICE PRESIDENT & SERVICE LINE LEADER – POWER ENGINEERING***
Responsible for launching and developing an emerging Power Engineering Service Line within the Industrial Engineering group at Woodard & Curran based out of Portland, ME. As the Service Line Leader and Principal in charge I was tasked with organically growing power engineering services within Woodard & Curran through existing client relationships and business I could bring with me. I was responsible for business strategies, business development & sales, marketing, staffing, and project execution. I managed most projects during the initial first year as our staff experience grew and we hired staff with power engineering experience. As the business grew I still managed some projects and performed engineering as needed. I moved primarily in to the lead business developer, sales, and running the business as the Service Line Leader & Manager (wearing both hats). I grew the business from nothing to \$800,000 and 2 direct staff members by the end of 2011 to \$1.6M and 5 direct staff by the end of 2012. In 2013 we landed two design build projects in which we were the design builder and grew the business to \$5.3M. In 2014 did not produce any design build projects but we had a solid \$1.8M in labor revenue. The business really got traction in 2015 with another large design build project and consistent engineering services labor contracts that produced \$7.8M in bookings, \$3.8M in gross revenue, and grew the staff to 10 direct staff members.

STANTEC CONSULTING SERVICES INC.
482 Payne Road, Scarborough, ME 04074 (207) 883-1682

1/10- 1/11

PRINCIPAL – PLANT SERVICES & REGULATED UTILITIES

Continued responsibility for business development and operations management of Plant Services group. Expanded Plant Services capabilities beyond automation systems to other engineering disciplines and services. Assumed role of lead business development and account management for large Utility clients for Power – East division. Clients include Progress Energy, Florida Power & Light, TVA, Mirant Corp., and NRG. Established client contacts and identified projects for Stantec Power business and other Stantec groups. Selected to represent Power division in Regional Leadership committee for New England Region. Achieved annual sales target of \$1.3M in first half of 2010.

12/08- 1/10

PRINCIPAL – PLANT SERVICES GROUP

Responsible for launching new Business Unit for Stantec in to the Aftermarket Services Industry. Providing Engineering, Procurement, Field Service, Maintenance and Turnkey Project support needs to Power industry clients in Eastern US for Control Systems and Instrumentation. Overall responsible for initial business plan & strategies for sales, marketing, operations, and financial performance. Successful in building a team of professionals with prior Control System and Instrumentation experience to meet needs of customer base for systems integration and non-vendor specific capabilities for multi-platforms. Achieved company goals and objectives and aligned business unit for future growth. Reported to Power Division Sr. Vice President and part of division leadership team. Utilizing in house staff and contactors achieved \$1.3M in Revenue in 2009 at 44% Gross margin.

BLUEWATER ENERGY SOLUTIONS
179 Main Street, Waterville, ME 04901 (207) 859-8920

1/07- 12/08

GENERAL MANAGER – AUTOMATION BUSINESS UNIT

Responsible for launching new Business Unit for Bluewater in to the Automation Industry. Providing Engineering, Procurement, Field Service, Maintenance and Turnkey Project support needs to the Power, Pulp & Paper, and municipal industries in New England for Control Systems and Instrumentation. Overall responsible for initial business plan & strategies for sales, marketing, operations, and financial performance. Successful in building a team of professionals with prior Control System and Instrumentation experience to meet needs of customer base for systems integration and non-vendor specific capabilities for multi-platforms. Achieved company goals and objectives and aligned business unit for future growth. With staff of 3 attained \$700k in Revenue in first year of business. Grew to a staff of 7 and \$1.4M in Revenue in second year.

ABB INC. – AUTOMATION PRODUCTS, INSTRUMENTATION UNIT
125 E. County Line Road, Warminster, PA 18974 (800)-829-6001

7/05 – 12/06

NATIONAL SALES & MARKETING MANAGER – AFTERMARKET SERVICES

Responsible for management and direction of Field Service, Factory Repair Centers, and Field Integration Project sales operations and marketing plans. Develop US business plan in accordance with Global BU strategy. Define Sales strategy with channels to market. Manage Sales Channel Partners/Representative Network and perform direct end user sales. Develop, monitor and report Sales Orders Budget and Performance. Ensure Service business meets market requirements for price, features, and benefits. Develop aftermarket Service products within Field Service, Repair, and Project businesses. Responsible for \$7.0M in Book to Bill Service Orders. Support Product groups to provide pull through business and bundled offerings.

7/02 – 6/05

DIRECTOR OF INSTRUMENTATION SERVICE BUSINESS

Responsible for management and direction of Field Service, Factory Repair Centers, and Field Integration Project departments P&L and Balance Sheet. Develop US business plan in accordance with Global BU strategy. Define Sales plan and channel strategy. Interface with Global Business Unit Managers. Ensure Service business meets market requirements for price, features, and benefits. Drive quality and cost improvements. Negotiate internal transfer prices, set operations and manufacturing priorities. Total financial responsibility of \$11M Orders/Revenues and headcount of 49 employees. Instrumental on Internal Team to restructure Customer Service and Sales in 2003 to a Regional structure. Management negotiating team member for UAW Local 2255 contract renewal.

ABB INC. – AUTOMATION SERVICES DIVISION
Wickliffe, OH 207-781-7005 (area office Portland, ME)

- 2/01 to 6/02 ***SERVICE OPERATIONS MANAGER – New England***
Responsible for all Service Delivery and Service Sales functions. Additional role of area HR Manager enforcing Policies and Procedures. Direct reports of 33 Service Engineers, Dispatcher, and Business Administrator. Manage and administer 63 Service Contracts and entitlements. Perform Project Managers role for Service Upgrades. Responsible for all Financial Forecasting, Invoicing, Accounts Receivables, and Customer Satisfaction. Revenue generation target of \$6M (\$3M in existing contracts). Monitor and control P&L for 6 Business Areas for profitability. Provide guidance and training for all direct reports.
- 5/99 to 2/01 ***SERVICE ACCOUNT MANAGER – Northeast (New Engl. & Northern New York)***
ABB purchased Bailey Controls Company. Maintained position with increased sales responsibilities. Service Engineers increased to 28 and Service Contracts increased to 32 with addition of Pulp & Paper and Drives services. Revenue generation and target increased to \$4.3M (\$2.3M in existing contracts) and Cost Center Budget to \$3.3M. Position focused on growing existing market share.

ELSAG BAILEY PROCESS AUTOMATION
BAILEY CONTROLS COMPANY, Wickliffe, OH 207-781-7005 (area office)

- 12/98 to 5/99 ***REGIONAL SERVICE MANAGER – NEW ENGLAND***
Responsible for Sales, Administration, and Delivery of all field service activities for New England Region. Responsible for selling, managing and delivering parts, service, system upgrades and projects to New England customer base, this included 18 yearly Service/Maintenance Contracts. Managed area Financial Forecasting, monthly invoicing, yearly merit increases, and budgetary responsibilities.
- 8/97 to 12/98 ***PROJECT LEAD SERVICE ENGINEER / SENIOR SERVICE ENGINEER***
Boston Harbor Project - Massachusetts Water Resource Authority
Responsible for start-up and commissioning of all Distributed Control System hardware and software. Including power/grounding audits, I/O Loop testing, and control strategy testing. Scheduled testing and coordinated manpower requirements with project needs. Handled all major technical issues for customer and Service Engineers. Filled in as Site/Installation Manager as needed, to direct administration and electrical sub-contractor during installation.
- 12/96 to 8/97 ***FIELD SERVICE ENGINEER***
Performed Project, Service Agreement, and Demand Service troubleshooting and repair on customer control systems. Performed design, problem solving, and modifications to numerous process control logic, software, and hardware. Familiar with NET 90 and Infi-NET loop communications, all Bailey I/O and Processing modules. Experience on all of Bailey's operator interface Consoles. Performed work in process controls for the following process: Power Generation, Pulp & Paper, Waster Water, and Wood gasification.

POWER INDUSTRY CONSULTANTS, INC., MARIETTA, GA

- 7/96 to 12/96 ***LEAD COMMISSIONING / SERVICE ENGINEER for ABB Power Generation***
Responsible for service and warranty of Kentucky Utilities Company four ABB GT11N2 gas turbine generators during commercial operation. Assisted KU in maintaining the availability and reliability of the units. Scheduled design, client punchlist and internal items for Unit outages. Assisted in jobsite de-mobilization, re-mobilization, and preparations for the GT11N2 rotor and blade retrofit.
- 10/94 to 6/96 ***COMMISSIONING ENGINEER for ABB Power Generation***
Responsible for commissioning and startup of mechanical equipment, gas turbine control system and balance of plant controls. Act as primary customer interface and facilitate reaching project milestones. Provide feedback to Project Team on design or configuration issues.

**OPERATIONAL ENERGY CORPORATION (a Unit of Zurn/Nepco),
SOUTH PORTLAND, ME**

1/94 to 10/94 **SHIFT SUPERVISOR / TRAINING COORDINATOR**

Vineland Cogeneration, Vineland, NJ

Responsible for operation and maintenance of 50 MW combined cycle cogeneration plant.

5/92 to 1/94 **MECHANICAL / OPERATIONS START-UP ENGINEER**

Responsible for initial commissioning, troubleshooting, and operation of all plant process and mechanical equipment. Review plant engineering documents and issue design changes as necessary. Supervise and train plant operations and maintenance.

Additional Education:

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| 03/2004 | Duke University – Raleigh, NC
The Fuqua School of Business – Executive Education
Leading in ABB – Executive Training Development |
| 9/2001 | University of Wisconsin – Milwaukee
Executive Education and Training Department, Milwaukee, WI
Development of ABB Leaders (DABBL) – Executive Training Program |

Community and Volunteer Activities:

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| 03/11 – Present | Member of The PEW Charitable Trusts Business Energy Network in Washington D.C. lobbying for sound energy policies and extending tax credits for energy projects. Made (2) trips to D. C. and organized local events in the State of Maine. |
| 01/11 – Present | Greater Portland Council of Governments – Mobilize Maine’s Energy Action Committee teamed with other local business leaders in the Portland, ME area to drive energy efficiency and energy improvement projects in our region. |
| 06/07 – 12/08 | President, Scarborough Football Club
501-3C Non-Profit organization responsible for administering and operating Youth, Middle School, and High School Football programs. \$35,000 in Annual Revenue and 150-200 players, Coaches, & Volunteers. Managed and provided leadership to Club through hard financial times and transition. |
| 10/05-6/07 | Travel Basketball Coordinator – Scarborough Basketball Boosters
Responsible for Travel Basketball Grades 3-6 sponsored by Boosters playing in Freeport Travel League. 6-8 teams with total of 100-120 players, coaches, and volunteers. |
| 10/05-6/07 | VP & Information Officer – Scarborough Little League |

REFERENCES AVAILABLE UPON REQUEST