

GENARO BUGARIN, C.E.M., LEED AP, BE, MBA

Director of Energy Program Operations

Education

University of Southern California, 2009
Master of Business Administration (MBA),
Real Estate and Entrepreneurial Finance

Dartmouth College, 2002
Thayer School of Engineering, Bachelor of
Engineering, Mechanical (BE)

Expertise

- Outcome-based, vision-driven, and results oriented manager with 12 years of experience
- Effective in managing and coaching staff to achieve results, growth, and transformation
- Demonstrated ability to risk manage while innovating and improving performance of systems and processes
- Proven experience in applying technical, business and financial skills to problem solving
- Effective customer service, communication skills, and relationship management
- Diversified skills from engineering, construction, entrepreneurship, financial performance, and business operations
- Comprehensive understanding of the energy sector, utility programs design and implementation

Skills

- Bilingual (English/Spanish) and Bicultural
- Team player, disciplined,
- Self-aware and ethically driven
- Raising three kids!



Professional Experience

The Energy Coalition

Director of Energy Program Operations

Irvine, CA

Mar. 2019 - Present

- Manage and oversees three recently launched SoCalREN Public Sector Programs, directing staff and developing systems and processes for program implementation
- Maintain client relationships and manages budget and planning across the SoCalREN contract while providing oversight and project management support to LA County energy efficiency projects and special initiatives
- Oversee program operations across the organization with a vision for effective program design, a culture of innovation and the development of staff via a matrix organization

Program Manager

Apr. 2013 - Mar. 2019

- Coached and led a team of project managers and coordinators working on a portfolio of projects across the northern region of Southern California Regional Energy Network (SoCalREN) program's service area. Guided team to deliver results—within deadlines and meeting quality standards—while promoting a positive working culture, collaborative environment focused on performance, and appropriate utilization of resources
- Served as lead and subject matter expert on procurement and construction services, including NJPA's Indefinite Quantity Construction Contracts (ezIQC)
- Improved program design and productivity by enhancing existing and developing new processes and procedures

Project Manager

Jan. 2012 - Apr. 2013

- Led technical due diligence and financing analysis, managed technical consultants, and developed project financial feasibility analysis documents for SoCalREC
- Led development of CEEPMS and its corresponding integration at Santa Monica and Brea by managing contract and scope of technical team (Vitasys, EcoMotion, CSI) and relationships with participating cities
- Provided technical assistance and strategic planning support for CEP

ARRCA LLC

Co-Founder

Los Angeles, CA

Jun. 2009 - Jan. 2012

- Provided business strategy and financial advisory services to closely-held small to lower middle market companies as part of turnaround and growth plans, specifically business right-sizing, real estate asset management and financing
- Thoroughly and diligently reviewed business and revenue models

Control Air Conditioning Corp.

Manager of Retrofit Projects

Anaheim, CA

May 2005 - Jul. 2007

- Provided energy efficiency and HVAC/Controls upgrades to commercial properties through retrofits
- Directed department for a 50% increase in project volume and negotiated subcontracts on high-risk projects
- Managed departments' P&L statements with emphasis on profitability, managing risks to company and projects

Baldor Electric Co.

Mechanical Engineer

Santa Clarita, CA

Mar. 2003 - May 2005

- Custom-designed and engineered precision linear motors and stages; supervised manufacturing process, assembly and testing

Concept Design Productions, Inc.

Marketing and Business Development Director

Monrovia, CA

Jun. 2002 - Mar. 2003

- Led print/online marketing and public relations, procured customers and increased online presence (SEO)

Certifications

- Certified Energy Manager (CEM)
- LEED Accredited Professional (LEED AP)