

ATTACHMENT F



Clifton Foster, EIT, MBA

**CEO – Energy Services
Division**



Years Experience:

25 Total
3 With ICT

Education:

Masters in Business
Administration; Vanderbilt
University; Nashville, TN,
1997

Bachelor of Science,
Mechanical Engineering;
University of Tennessee;
Knoxville, TN, 1985

Registration:

Registered Engineer
Intern; State of Florida

**Professional
Memberships and
Appointments:**

Member, American
Society of Healthcare
Engineering (ASHE)

Credentials:

Mr. Foster's experience includes local, regional, and national positions with energy suppliers, energy management companies, energy consulting firms, and investment-banking firms. Mr. Foster has worked with local, national, and international commercial, healthcare, industrial, government, and university clients to assess and implement projects to address energy-related costs and operational challenges.

Project Experience:

Analyzed energy usage and cost for clients including Collier County Government, Lee County Government, Kaiser Healthcare Foundation, Tenet Healthcare Corporation, and Shriners Hospitals for Children. Benchmarked clients' facilities' energy utilization index (EUI) to similar facilities in the same regional area using DOE database. Prepared financial reports on energy projects and operational improvement strategies, including return-on-investment (ROI) and internal rate of return (IRR); which was presented to clients' senior management. Investigated and, if appropriate, pursued energy grants from government agencies and utilities to subsidize costs to implement projects.

Communicated energy management programs' goals and objectives to internal and external team members. Managed development of project schedule and oversaw implementation of energy efficiency projects. Presented updates on projects to clients' senior management.

At the successful completion of the projects, presented project completion report to senior management. Tracked and compared actual savings achieved to target figures quantities over time.

Analyzed technical and financial merits of Energy Service Companies' (ESCO) performance contract proposals to clients including Kaiser Health Foundation, Shriners Hospital for Children, and Tenet Healthcare Corporation. Assisted in contract negotiations to secured favorable terms for clients.

Led team in developing and implementing energy supply-side management program for local, regional and national healthcare systems, including Catholic Health East and Tenet Healthcare Corporation.