

# William G. Brudenell, MBA & LEED GA

313 Bonnie Brae Ave • Grayslake, IL 60030 • 847-505-9210 • B5059210@gmail.com

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## PROFESSIONAL EXPERIENCE

### Commercial Energy Solutions, Inc. – Owner

2011-Present

- Providing Alternative Retail Energy Supply options for non-residential customers.
- Designing customized energy saving opportunities through efficient lighting and controls.
- Developing renewable energy solutions and demand side energy management protocols.

### FreeSource Solar, Inc. – Owner

2010-2010

- Integrated solar projects for corporations with multiple locations.

### Live Green Properties, Inc. – General Contractor

2005-2009

- Created a company to design, build and renovate custom homes and commercial properties utilizing the latest in Green Building Technologies and photovoltaic energy.
- Sold and supervised the installation of photovoltaic systems. Results: Clients decreased monthly energy costs up to 100%.
- Developed educationally based marketing campaign for like-minded community events. Results: Achieved a 65% closing rate from leads derived as a result of these events.
- Project Management of multi-million dollar, custom projects involving over 60 subcontractors. Results: Successfully completed 90% of projects on-time and under budget.

### Personnel Verification Technologies, Inc. – President / Sales Director

1997-2004

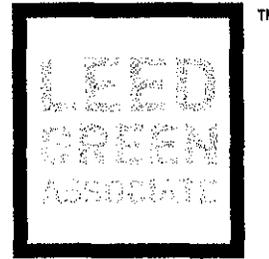
- Launched a start-up business, which provided background screening services to corporate clients. Developed internal procedures and policies; hired and trained new staff; evaluated new vendors and negotiated service agreements which enabled volume discounts. Results: Delivered corporate earnings equal to 20-30% of revenues consistently.
- Prospected and qualified leads; prepared and delivered presentations to major client prospects, including Hewitt Associates, Abbott Laboratories, Midas Corporation, CDW, Fuji, Manpower, Adecco, Spherion, Administaff, ATA Airlines, Kelly Services, Robert Half International, Harrah's Entertainment, Brunswick, The Tribune Corporation, Valspar, Allstate, Bombardier, Tenneco Automotive and Pactiv Corporation. Results: Achieved a 70% closure rate with major client prospects and obtained over 350 clients nationwide.
- Recruited and hired all staff; developed role portraits; encouraged employee development; established compensation plans; implemented benefits program. Results: Attained a 100% employee retention rate.
- Researched legal issues related to background screenings and drug testing; implemented compliance policies and procedures internally; sold compliance services to clients. Results: Increased sales volume while protecting our clients from violating compliance laws. Zero compliance violations filed against our clients.
- Designed, implemented and maintained an online ordering system for clients through our corporate website. Collaborated on security design for website to insure client data was protected and secure. Results: 70% of client base used the online ordering system to input orders, resulting in a 20% decrease in labor costs.
- Negotiated the sale of background screening business; compiled relevant financial information for potential buyers to review; solicited potential buyers; persuaded final buyers to make the purchase entirely as goodwill. Results: Sold the business for five times EBITDA.

## EDUCATION

University of Illinois, M.B.A. - Business Consulting and Formulation	1994
University of Illinois, Bachelor of Science - Psychology Major	1991
Loyola University - Rome, Italy	1990

## PROFESSIONAL ASSOCIATIONS AND CERTIFICATIONS

- LEED GA accreditation
- MREA – Basic Photovoltaic, Intermediate Photovoltaic, PV Site Assessor Training, PV Design and Installation Lab; SEI – Photovoltaic Design Certificate of Completion
- MS Office Proficient, excellent computer skills
- CRM specialist – Salesforce.com and ACT
- Certified QuickBooks Pro Advisor



GREEN BUILDING CERTIFICATION INSTITUTE HEREBY CERTIFIES THAT

# William Brudenell

HAS ATTAINED THE DESIGNATION OF

LEED GREEN ASSOCIATE

BY DEMONSTRATING THE KNOWLEDGE AND UNDERSTANDING OF GREEN BUILDING PRACTICES AND PRINCIPLES NEEDED TO SUPPORT THE USE OF THE LEADERSHIP IN ENERGY AND ENVIRONMENTAL DESIGN (LEED®) GREEN BUILDING RATING SYSTEM™.

Handwritten signature of John R. ...

Chairperson

Handwritten signature of Peter Tompleton

Peter Tompleton, GBCI President

**October 29, 2010**

Date Issued

**10653565**

Identification Number

**October 28, 2012**

Valid Through

The logo for Green Building Certification Institute (GBCI), consisting of the letters "GBCI" in a bold, sans-serif font.



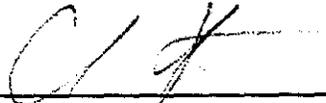
# *Certificate of Completion*

*Midwest Renewable Energy Association  
Educational Institute*

*Presented to*

*Bill Brundenell*

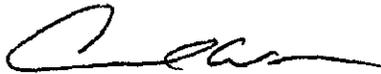
*This certifies successful completion of the one-day workshop on  
Basic Photovoltaics sponsored by the  
Midwest Renewable Energy Association, February 18, 2010.*



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*Clay Sterling*

*Instructor  
Midwest Renewable Energy Association*



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*Chad Wolf*

*Education Coordinator  
Midwest Renewable Energy Association*

**Information Forecast, Inc.**  
6800 Owensmouth Avenue, Suite 300  
Canoga Park, CA 91303  
*(California State Bar Provider No. 1009)*

# CERTIFICATE OF ATTENDANCE

*This is to certify that:*

**Bill Brudenell**

Attended an Infocast Conference Entitled

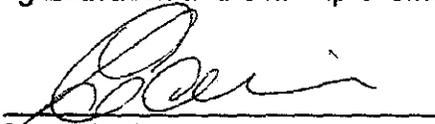
**"Solar Project Finance and Investment Summit" and  
"Workshop: Solar Development"**

In San Diego, CA, held March 17-19, 2010

For a Total of 17.25 Credits *(Based On A 60-Minute Hour)* of Professional Practice

Thereby Successfully Demonstrating a Commitment to Continuing Education and Self-Improvement.

May 10, 2010

  
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Laura Garcia  
Administrative Assistant



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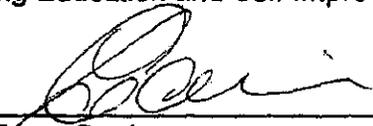
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*This certifies successful completion of the one-day workshop on  
Photovoltaic Site Assessor Training sponsored by the  
Midwest Renewable Energy Association, March 13, 2010.*



*Kurt Nelson*

*Instructor  
Solutions*



*Chad Wolf*

*Workshop Coordinator  
Midwest Renewable Energy Association*