



## Presenter Bios

### Accelerating Electric Transportation with Community Choice Energy

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#### Justin Zagunis,

#### Decarbonization and Grid Innovation Analyst

Justin supports Silicon Valley Clean Energy's mission to achieve deep decarbonization by developing, deploying and evaluating innovative programs and technologies.

Prior to SVCE, Justin worked at City of Palo Alto Utilities on demand side management program design, management and evaluation. Justin has a bachelor's degree in environmental engineering from California Polytechnic State University and a master's degree in civil and environmental engineering from Stanford University.

#### RICHARD SCHORSKE, Executive Director, ZNE Alliance and EV Alliance

744 Eureka Avenue | Davis, CA 95616 | Richards@znealliance.net | 415.310.2407



**Founder/Executive Director, EV Alliance** - October 2009-present. Founded public/private partnership to accelerate the mass adoption of Electric Vehicles. Accomplishments include: 1) developing \$4M "Bay Area EV Corridor Project" to provide 400+ public EV charging ports throughout the region, which attracted \$4 million in state and local funds; 2) Developed "Ready, Set, Charge, California!" statewide community EV readiness project to promote EV friendly policies and practices throughout the Bay

Area and Greater Los Angeles, including development of the first statewide guidelines for EV readiness, and a separate guidance document on integrating Fast Chargers with the grid; 3) Successfully advocated to establish \$5M+ California Energy Commission grant program for regional EV Councils statewide to accelerate adoption of EVs; 4) Developed Electric and Alternative Fuel Vehicle Strategic Plans for the City of San Francisco, the Monterey Bay and Central Coast regions, and the Kingdom of Jordan; 5) Co-founded the Bay Area EV Strategic Council to drive EV-friendly policies with key leadership including Mayors of San Francisco and San Jose, CEOs of business associations and EV-related industries, and public agencies; 6) Developed the "Experience Electric" EV Ride and Drive Campaign in the Bay Area, providing several thousand EV test drives with 12% conversion rate to EV purchasers within six months (in partnership with the Metropolitan Transportation Commission, REACH Strategies, and the Center for Sustainable Energy); 7) Developed the "Bay Area Charge Ahead Project" and the "Central Coast Charge Ahead Project" to deploy more than 70 EV charging stations across nine Northern California Counties, supported by ~\$1.5 million in CEC grants and matching local and private industry funds; 8) Developed the "San Francisco City Charge Project" to provide EV chargers in conjunction with solar and energy storage to multi-unit

developments in San Francisco, with \$500K in CEC funding and more than \$2 million in private funding; 8) Developed the CEC-supported “E-Fleet Accelerator” now providing fleet electrification transition assistance for major fleets in six Northern California Counties; 9) Developed CEC EV Planning grant awards in partnership with the County of Ventura and the City of San Jose (2018); 10) Developed

**Founder/Executive Director, ZNE Alliance:** June 2015 – present. Founder and chief executive of 501c3 organization which partners with communities and companies to achieve a Zero Net Carbon future. Accomplishments include partnering with the Cities of Lancaster and Richmond and the California Energy Commission (CEC) to: 1) Create ZNE Master Plans at the community-wide scale; 2) Develop new ZNE residential subdivisions and renovating blighted housing as ZNE homes for working families; 3) Develop Distributed Energy Resource networks integrating renewable power, energy storage, demand-side management strategies, and EVs. The Alliance is also: 4) Partnering with the CEC, Lawrence Berkeley National Labs, and MelRok to develop and deploy a breakthrough automated Building Energy Management System; and, 4) Leading the California E-Bus to Grid Project to integrate a fleet of 80 BYD electric buses with the grid and to demonstrate grid services value streams for E-Buses (with Antelope Valley Transportation Authority. The Alliance is also a co-lead (with Energy Solutions, LBNL, and Prospect Silicon Valley) on the establishment of a statewide clean energy procurement platform known as *California Opportunities for Procurement – Accelerating Clean Energy*. Finally, the Alliance is spearheading development of a ZNE Cities bond program to accelerate progress toward Zero Net Carbon in major metro regions in California and beyond.

**Founder/Executive Director, Marin Climate & Energy Partnership:** 2008 – 2009. Founder and first Director of a collaboration of all 11 municipalities within the County of Marin, the Transportation Authority of Marin, and key public agencies -- which joined together to develop common goals, strategies, and funding to achieve countywide GHG reduction goals in alignment with California’s AB 32 targets. Accomplishments included drafting integrated local climate action plans; developing green building ordinances and energy retrofit programs; and developing transport electrification plans and funding.

**Principal, E-Vision Partners,** 2007-2009. As a sustainability consultant and civic entrepreneur, developed new initiatives to address climate, clean energy, and sustainability, including the *Bay Area Community Choice Energy Technical Capacity Accelerator*. The Accelerator provided technical assistance to localities interested in developing clean energy, distributed renewable energy, and energy efficiency programs via the Community Choice Aggregation model (AB 117.) Deliverables included leadership training and public awareness-building to accelerate deployment of community choice energy agencies and renewable energy initiatives.

**Director, Workforce Investment Board (WIB) of Marin County,** 2005 – 2007. Led strategy, program design, and resource development as the senior executive for this 28-member Board of employer leaders. Focused on clean tech, sustainable agriculture, and health care sectors.

**Director of Leadership, California Charter Schools Association,** Sacramento, CA., 2004 – 2005. Designed, funded, and operated leadership programs for new charter school leaders throughout California. Created the *California Charter Quality Institute*, a residential training program for Principals and School Directors. Supported the Association’s quality school standards development and deployment, and led visiting school quality review teams.

**Executive Director, Workforce Silicon Valley,** San Jose, CA. 1995 – 1999. As the first Executive Director of this industry-led high school reform collaborative, developed and executed a strategic vision for improving the education and workforce preparation system of Santa Clara County. Partners included 11 school districts; three Community College Districts; a 24-person Board of college chancellors, superintendents, civic, labor, and business leaders. Accomplishments include: Supporting development and growth of new career academies and small “schools-within-schools;” Developed joint high

school/college/employer *Learning Collaboratives* which advanced student skill mastery in IT, Health/Biosciences, Financial Services, Engineering, and Multimedia; Trained 400 high school & college faculty to develop innovative curricula aligned to industry skill standards, and implemented work-based learning and employment programs. Secured investments of \$5M+ from the U.S. Departments of Education & Labor, and philanthropic sources.

**Director of Development, Innovative Housing**, San Rafael, CA. 1990-1993, **Development Consultant**, 1988-1990. Designed and executed funding strategy and program initiatives for this five-county affordable housing developer focused on workforce and transitional housing, and life-skills training for families at risk of homelessness. Doubled revenue over three years via major donors and direct mail, supervised grant team, and led Board and major donor recruitment.

## EDUCATION

**Wesleyan University**, Middletown, Connecticut. B.A. Phi Beta Kappa. Awarded Robbins prize for top student in the Department of History.

**SERVICE** Currently serving on the Board of the Carbon Cycle Institute, focused on increasing uptake of soil carbon through advanced land management practices in California and nationwide. Previously served on the Boards of the *Bay Area School-to-Career Action Network*, on *GreatSchools.net* (online guide to school quality); on the education Advisory Board for *TechNet* (chaired by John Doerr & Reed Hastings); on the *Bay Area School Reform Collaborative Advisory Board*; on the *Bay Area Council Workforce/Education Task Force*; and on the *Shared Governance in Higher Education Task Force*, and was founder and advisory board member of the *Fresno Academy for Civic and Entrepreneurial Leadership* and the *Fresno Design Science High School*