

Leo Kaniela Caires

GOV. MSG. NO. 100



Renewable Energy Executive

Innovative executive with a history which demonstrates the ability in obtaining excellent results in a highly competitive renewable energy sector. Experienced in driving energy project development concepts from start to completion. Has excellent ability in building strategic partnerships with private and public sectors. Has consistently increased company revenue on an annual basis while minimizing overhead operating costs. Areas of energy expertise:

- Utility/Private Power Purchase Agreements
- Utility Interconnection Agreements and Contract Processes
- Land use policy and Management
- Environment Policy and Planning
- State and Federal Contracting
- Business Strategic Planning
- Government Relations
- Budgeting and Forecasting Economic Pro Formas
- Utility scale project management

Excellent in building and motivating large corporate strategic partnerships to meet core project objectives in energy development.

Professional Experience

Cowboy Built, Inc. (A Hawaii Based Holding Corporation) Haiku, HI
CEO/Owner

2005-Present

Gen-X Energy Development LLC, Maui, HI
Co-Founder (50% Interest Owned by Cowboy Built, Inc.)

2009 to Present

- Successful developed a 3 year strategy development plan for 50 million dollar project portfolio which include wind, solar and micro-hydro power generation.
- Excellent ability with interfacing with key governmental stakeholders to guide public procurements for renewable power.
- Ability to negotiate private power purchase agreements in order to optimize investments returns for investment partners.
- Excellent ability in building relationships with international finance partners in Germany, Japan and Canada
- Lead a development team that bid on and was awarded the largest government photovoltaic project in the State of Hawaii. Project size exceeded 15 million dollars.
- Drove company revenue 350% in the past 3-years from development services revenue.
- Contributed to the innovation of a technological remote power systems "micro-grid" concept at Gen-X that would benefit the agriculture industry while reduce the reliance of fossil fuels for irrigation. Resulted in an awarded one of largest grants from the U.S. Department of Energy of 2012 and is regarded as one of Hawaii's top projects in the energy sector. The Hawaii Renewable Energy Development Venture has funded this innovative solution slated for commercialization.
- Developed Hawaii's first and largest commercial distributed wind facility for a utility scale water treatment plants.
- Currently developed and built the largest photovoltaic system on the island of Maui for a wastewater treatment facility

Entegri Wind Systems, Inc., Boulder, CO

2008-2009

Director of Business Development for Hawaii/Pacific Rim

Commercial Wind Manufacturer

- Provide sales and marketing support for commercial wind turbine product. Helped develop a long-range market and strategic plan for the Asia/ Pacific market region for commercial scale 50kilowatt wind turbine.
- Technical understanding of 50kilowatt synchronous generator technology for distributed energy development.
- Experienced in site and wind resource assessments using wind navigator software platforms and AWS true-wind. Understanding of commercial based Net- Metering service contracts and Utility interconnection requirements. Worked with state and local government agencies to develop streamline permitting and regulatory policy to support renewable energy deployment statewide. Worked with local council members to draft first small wind ordinance in county of Maui.

Maui Energy Company

2008-2014

Owner/Founder (100% Owned By Cowboy Built, Inc.)

Commercial Scale Wind Turbine Contractor

- Company started as a small wind systems dealer for a US based manufacturing company. First graduating class in Flagstaff, Arizona and received certification in small wind systems from Southwest Wind Power. Worked with financial models to evaluate return on investments for customers and created evaluation tool for wind power assessments for customers. Learned to operate and maintain grid connected inverter based wind systems. Grew company to 3 employee tripled sales in second year. County of Maui Mayor recognized Maui Energy Company in young business person of the year award as a finalist. Installed Maui County's first grid connected small scale wind turbine. Worked with Hawaii state contractors and licensing board to develop, describe and adopt Hawaii's first specialty class license for wind power systems contractor's. Experienced in assembling and data allocation using NRG anemometer systems for wind resource assessments. Has throughout understanding of accounting principles for small businesses, P&L statements, formulating balance sheets, and preparing tax filings for S-Corporation which include 1120S and K-1

Northwestern Mutual Financial

2004-2005

Financial Representative

- Marketed whole Life, term Life, long term care and long term disability products to high net worth clients. Interviewed clients goals and objectives and generated financial profile and net worth assessments. Formulated recommendations and implementation plans of risk management products to clients. Northwestern Mutual Sales School Graduate in San Diego, California. Provided consulting with clients Estate tax planning.

Professional Football Player

Barcelona Pioneers Football Club Inc.,

2004

CFL-British Columbia Lions Football Club Inc. Free Agent

2003

Education

Stanford University

Professional Certificate

Energy Innovation and Emerging Technologies

Stanford, CA

Chadron State College- Business Academy

M.B.A Master in Business Administration

Chadron, NE

University of Wyoming- College of Agriculture and Natural Resources - 2002

B.S. Bachelors of Science Animal Science & Pre-Veterinary Medicine

Laramie, Wyoming

Professional Licenses and Certifications

Hawaii State Wind Power Systems Licensed Contractor (WP68)

Hawaii Real Estate License – Inactive (RS)

Certified Residential Wind systems certification -Southwest Windpower Inc. Flagstaff, Arizona

Certified Commercial Wind Systems by Northern Power Systems, Inc.

Proficient in the following software and technical platforms

Microsoft Word, Excel Spreadsheet, Solver and linear programming, Power Point, Wind Navigator, NRG Anemometer systems, Davis Wind Allocation Instruments, critical path methods.

University Scholarships/ Honors/ Awards

Defensive MVP – Hawaii Hula Bowl 2002 Senior All Star game

2002 All-Mountain West Conference Selection (Linebacker)

All-Mountain West Conference Player of the week vs Airforce 17 tackles

“All American” Strength and Conditioning Athlete of the Year (Univ. of Wyoming)

Wyoming Most Valuable Special Teams “Hardest Hitter” Award

1 of 5 players in history of University to be 2 consecutive year captain.

Four-year letter winner in football (Univ. of Wyoming)

Senior Year led team in tackles 100+ tackles in single season

Volunteer & Community Work & Organizations

Linebacker Coach Maui High School 2014

Defensive Coordinator King Kekaulike Schools 2013

Linebacker Coach Kamehameha Schools 2006-2012

Maui Native Hawaiian Chamber of Commerce Member

Mayor Appointee-Vice Chair- Maui County Cost of Government Commission 2008-2009

Maui 4-H Livestock Association-Donor/Volunteer

Haiku Community Association: Former Board of Director and Volunteer

Maui Young Business Roundtable Member

Activities/Interest

Help manage 4th generation organic family farm. Exercising, Golfing, Fishing, Horse Training, Reading, Rodeo, Surfing. [REDACTED]