

**NEALE F. LUNDERVILLE**  
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***Senior Management Executive***

- ❖ **Strong record of accomplishment** leading both large organizations and small groups through periods of change and growth. Known as a stable and decisive hands-on leader who can manage an array of complex projects and inputs to achieve successful outcomes. Identified and leveraged strategic advantage in times of uncertainty to achieve important reforms.
- ❖ **Successfully and repeatedly implemented strategic initiatives in private and public sector** by: identifying strategic direction; refining rough ideas with core team; developing comprehensive plans with staff; presenting complete package to external stakeholders and media; and relentlessly promoting with the general public until acceptance. Once adopted, leading internal implementation with tireless follow through – and then beginning the cycle again.
- ❖ **Unique perspective from inside the political sphere.** Served with top elected officials in Vermont for over 10 years as a senior advisor and policymaker. Noted for ability to work with leaders of all parties to advance responsible fiscal and policy initiatives.

***Selected Achievements***

- ◆ Launched innovative energy company from the ground up; started operations within 10 months and signed \$70 million in contracts within 18 months.
- ◆ Led successful statewide recovery effort in the wake of Tropical Storm Irene.
- ◆ State leader through Great Recession; delivered balanced budgets despite severe fiscal contraction.
- ◆ Oversaw Vermont’s highly successful Stimulus effort, which included the only statewide SmartGrid grant awarded in the US, through the rapid deployment of infrastructure dollars.
- ◆ Spearheaded key initiative to realign state transportation priorities to maximize limited resources and managed agency with \$200M+ construction budget.

Professional Experience:

NG ADVANTAGE LLC – Milton, VT

***Chief Executive Officer***

April 2012–December 2013

- Co-founded energy company that delivers compressed natural gas to off-pipeline industrial users for both customer savings of 30-50% and significant environmental benefits over other petroleum-based fuels. Unique combination of gas compression technology, large transport cylinders and proprietary just-in-time delivery infrastructure was the first of its kind application in US for large industrial and commercial fuel users.
- Started company with only a parcel of land over a transmission pipeline. Went from initial permit application to facility groundbreaking in 100 days, followed by first customer deliveries 150 days later. Company on track to open two additional compressor stations in 2014.
- Signed \$70 million in customer contracts within 18 months. Worked closely with business partners to raise over \$20 million in debt and equity to finance company growth.

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STATE OF VERMONT: AGENCY OF ADMINISTRATION – Montpelier, VT

***Irene Recovery Officer***

September 2011–January 2012

- Appointed by Gov. Peter Shumlin (D-VT) to oversee the statewide disaster recovery effort in the wake of Tropical Storm Irene, which was the state’s greatest natural disaster in over 80 years. During this intense four-month window, served as the State’s on-the-ground lead for recovery initiatives, including managing relationships and activity between federal (FEMA, EPA, Army Corps of Engineers, Congressional representatives), state (transportation, environmental, and public safety agencies) and local (225 of 251 towns were impacted by Irene) partners.
- Led team of state leaders to craft and implement a six-pronged recovery plan to help survivors, restart businesses, rebuild communities, repair roads and bridges, remedy environmental damage and prepare for future disasters. The plan became the blueprint for the recovery efforts in Vermont. A copy of the plan can be found here: [Irene Recovery Report – A Stronger Future](#).
- Through a coordinated approach, the State reopened all of its 500 miles of closed roads and all but two of its damaged bridges within 120 days after the disaster. *The New York Times* described Vermont’s recovery efforts as “truly impressive.”

GREEN MOUNTAIN POWER – Colchester, VT

***Innovation & Information Leader***

February 2011–September 2011 & January 2012–April 2012

- Member of Company’s senior leadership with involvement in regulatory matters, power purchasing strategy, and public affairs efforts. Part of core team to develop and implement a strategy to acquire a larger, publically traded electric utility; the Company’s strategy was successful and the utilities merged in 2012 following regulatory approval.
- Executive management of Company’s *Smart Power* initiative, including conversion of internal systems, development of customer interfaces, and design of public education campaign about smart grid technology.

STATE OF VERMONT: AGENCY OF ADMINISTRATION – Montpelier, VT

***Secretary of Administration***

August 2008–January 2011

- Lead Cabinet officer for Gov. James Douglas (R-VT) responsible for operations and oversight of state government for fiscal and policy matters. Lead executive for managing \$4.7 billion state budget.
- Secretary of 800-employee Agency of Administration responsible for the Departments of Finance & Management, Taxes, Human Resources, Buildings & General Services, Libraries, Information & Innovation, and the Chief Technology Office, as well as Stimulus fund management and other key executive initiatives.
- Administration leader responsible for turning anticipated state budget shortfalls of more than 10% per year into balanced budgets. Led team to prepare, submit and defend two full-year state budgets and numerous rescissions. Worked closely with Democratically-controlled Legislature to resolve budget challenges in one of the most difficult economic environments since the Great Depression. For state fiscal year 2011, negotiated pro-jobs tax cuts for Vermont businesses when many states increased taxes or depleted reserves to cover shortfalls.
- Worked closely with the State Treasurer to preserve Vermont’s best in New England Aaa/AAA bond rating (Moody’s/Fitch). Oversaw continuous improvements to State’s financial operations. Led Administration effort to advance necessary pension reforms.
- Served as chief spokesperson for the Governor on fiscal and labor matters. Worked with Governor’s Senior Staff to develop and draft executive initiatives.

STATE OF VERMONT: AGENCY OF TRANSPORTATION – Montpelier, VT

***Secretary of Transportation***

August 2006–August 2008

- Led \$420M, 1300-employee agency responsible for the State's transportation infrastructure with an emphasis on road, bridge and culvert construction, repair and maintenance. Also responsible for the Department of Motor Vehicles.
- Realigned state transportation priorities with the *Road to Affordability* – a successful initiative that focused limited dollars on aging infrastructure and cost-effective preventative maintenance. Despite declining revenues, prepared budgets by extensively utilizing asset management systems to prioritize critical projects. Worked with executive team, agency staff, external stakeholders and a bi-partisan group of legislators to transform the state transportation budget into a robust construction plan. This approach remains the standard for state transportation budgets.
- Spent significant time in the field listening to frontline maintenance workers, riding in plow trucks and inspecting ongoing projects. Frequently met with municipal officials regarding projects and concerns. Used local media and editorial boards to effectively communicate agency initiatives.

PFIZER, INC. – Boston, MA

***Assistant Director of Governmental Affairs***

May 2006–August 2006

- Served as regional government affairs manager for Fortune 100 company.
- Left to serve as Vermont Secretary of Transportation.

STATE OF VERMONT: EXECUTIVE OFFICE OF GOVERNOR JAMES H. DOUGLAS – Montpelier, VT

***Secretary of Civil and Military Affairs***

January 2003–June 2004 & November 2004–May 2006

***Director of Communications (Transition Office)***

November 2002–January 2003

- Key advisor to Governor Douglas and member of Senior Staff. Served as State's chief point of contact with the White House, federal administration and Congressional delegation. Governor's lead for emergency operations.

DOUGLAS FOR GOVERNOR – Montpelier, VT & Burlington, VT

***Chairman & Chief Spokesperson***

June 2004–November 2004

- Secured 21-point victory for a Republican governor in a state that Democrat John Kerry won by 20 points. Developed and implemented campaign strategy and oversaw operations.

***Campaign Manager***

January 2002–November 2002

- Managed all day-to-day campaign operations in an open-seat election. Overcame odds to win by three points.

Other Professional Experience:

VERMONT REPUBLICAN PARTY – Montpelier, VT

***Executive Director*** – Managed all aspects of a statewide political organization.

April 2001–January 2002

SAGITAS, INC. – Washington, DC & Burlington, VT

***Co-Founder & Chief Information Officer*** – Took Company's online product from brainstorming stage to working technology in 90 days.

April 2000–April 2001

LEVICK STRATEGIC COMMUNICATIONS, L.L.C. – Washington, DC

**Director of Technology** – Developed and launched Legal News Network. Built and managed Company's internal IT operations.

March 1998–March 2000

THE RYEGATE GROUP – Washington, DC

**Legislative Consultant** – DC representative for VT-based transportation lobbyist.

March 1997–March 1998

SYNECTIC SYSTEMS LTD. – Brattleboro, VT

**Systems Analyst** – Network design and administration.

August 1996–March 1997

Education:

American University – Washington, DC

August 1992–May 1996

Bachelor of Arts – Political Science, Economics (Minor)

Kinsman-Hurst Graduation Award for Outstanding Scholarship and Leadership

Member, National Political Science Honor Society

Mt. Mansfield Union High School – Jericho, VT

September 1988–June 1992

National Honor Society; Graduation Award for Social Studies Achievement

Community & Board Service:

- ◆ Governor's Council of Economic Advisors  
*Ex officio* 2003-2011  
*Appointed* 2011–Present
- ◆ Legislative Apportionment Board  
*Appointed* 2010 (Ten year term)
- ◆ Preservation Trust of Vermont, Board of Directors  
*Elected* 2011
- ◆ Vermont Disaster Recovery Fund, Board of Directors  
*Elected* 2012
- ◆ Champlain College, Board of Trustees  
*Elected* 2013

Awards & Recognition:

- ◆ American University  
*2012 Alumni Achievement Award*
- ◆ Associated General Contractors of Vermont  
*2011 Tropical Storm Irene Recovery Leadership Award*
- ◆ Vermont Republican Party  
*2008 Richard A. Snelling Award*