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## CGA Board of Trustees – Jamie Smith

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- Fortune 100 Commercial Executive, Energy Markets
- Board of Directors Leader
- Entrepreneur, Business Owner
- U.S. Coast Guard Officer (Ret.)



Mr. Jamie Smith is a globally renowned energy expert. With industry-recognized proficiency across the distributed energy, energy management, and energy technology markets, Mr. Smith is a seasoned commercial, operations and strategy executive following a decade of military service. With a global presence and 25+ years of leading high-performing operations and sales teams, Mr. Smith excels in strategy development and execution that consistently outperforms revenue targets for start-up, public and private companies.

Currently, Mr. Smith is the President and Chief Operating Officer for RPower, an energy industry disruptor that develops, owns, operates and optimizes distributed energy resources to provide resiliency for customers and communities while providing services to utility grid infrastructure.

Previously, Mr. Smith was responsible for Generac Power Systems' global commercial and industrial strategy and sales activities, leading cross-functional teams across four regions. As the Vice President of Commercial & Industrial Sales, he launched an energy management market segment surpassing \$125M in annual orders and adding 30% incremental growth. Here, Mr. Smith secured Generac's largest-ever order for a natural gas-fired plant and led teams through numerous multi-million-dollar M&A deals.

- Inspiring and multi-faceted executive consistently exceeding goals through rare balance of entrepreneurial spirit, corporate leadership, and military discipline

As the Chief Commercial Officer for the American Bureau of Shipping, Mr. Smith designed an implemented global organization and sales processes to deliver \$575M in annual revenue and double-digit market share growth. Additionally, he led a six-month operating model and digital transformation enablement project that eliminated \$35M in cost structure while leading a team of more than 700 people as President and COO for the company's flagship division in the Americas.

While at GE Energy, Mr. Smith set operating and sales records for the company's North America engines and power business lines delivering orders 15% above plan, exceeding revenue goals by more than 10% annually, and growing key accounts by more than 30%.

During a richly decorated career as Lieutenant Commander in the U.S. Coast Guard, Mr. Smith served on three Coast Guard Cutters, including command of a patrol boat, and was rotating military faculty at the Coast Guard Academy in the Department of Mathematics.

Because of his passion for leadership and personnel development, Mr. Smith was elected to the U.S. Coast Guard Academy's 16-member Alumni Association Board of Directors in 2019. From 2021 to 2023, he served as the organization's youngest Chair of the Board, and spearheaded the organization's largest capital campaign exceeding \$27M and formed a task committee to focus on the Academy's diversity, equity and inclusion efforts, resulting in efforts replicated by the country's other military service academies. He currently sits on the Coast Guard Academy's Board of Trustees.

- Emory University, Goizueta Business School, Master of Business Administration (MBA)
- Stanford University, Master of Science, Management Science and Engineering
- U.S. Coast Guard Academy, Bachelor of Science in Operations Research

A mariner-at-heart, Mr. Smith founded Stella Fishing Co., which currently operates three commercial offshore fishing charter boats on Florida's pristine Gulf Coast.

Mr. Smith holds a Master of Business Administration from Emory University's Goizueta Business School, a Master of Science in Management Science and Engineering from Stanford University, and a Bachelor of Science in Operations Research from the U.S. Coast Guard Academy.

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