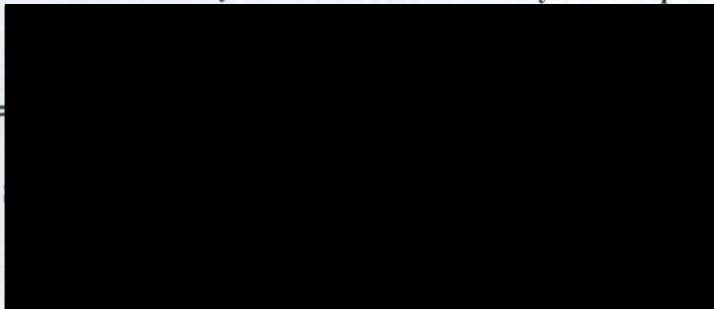


Committee on Energy and Commerce
U.S. House of Representatives
 Witness Disclosure Requirement - "Truth in Testimony"
 Required by House Rule XI, Clause 2(g)

1. Your Name: <u>BRITTA MACINTOSH</u>		
2. Are you testifying on behalf of the Federal, or a State or local government entity?	Yes	No <u>X</u>
3. Are you testifying on behalf of an entity that is not a government entity?	<u>X</u>	No
4. Other than yourself, please list which entity or entities you are representing: <u>FEDERAL PERFORMANCE CONTRACTING COALITION (FPCC), A TRADE ORGANIZATION</u>		
5. Please list any Federal grants or contracts (including subgrants or subcontracts) that you or the entity you represent have received on or after October 1, 2011: <u>NONE</u>		
6. If your answer to the question in item 3 in this form is "yes," please describe your position or representational capacity with the entity or entities you are representing: <u>NORESKO IS A MEMBER COMPANY OF FPCC</u>		
7. If your answer to the question in item 3 is "yes," do any of the entities disclosed in item 4 have parent organizations, subsidiaries, or partnerships that you are not representing in your testimony?	Yes	No <u>X</u>
8. If the answer to the question in item 3 is "yes," please list any Federal grants or contracts (including subgrants or subcontracts) that were received by the entities listed under the question in item 4 on or after October 1, 2011, that exceed 10 percent of the revenue of the entities in the year received, including the source and amount of each grant or contract to be listed: <u>NONE</u>		
9. Please attach your curriculum vitae to your completed disclosure form.		



Date: 25 FEB 13

BRITTA I. MACINTOSH, P.E.

[REDACTED]
HOPKINTON, MA 01748
[REDACTED]

BUSINESS DEVELOPMENT / ENGINEERING MANAGEMENT

PROFILE:

- Comprehensive experience in senior-level management of marketing, sales and engineering functions with P&L, bookings and margin responsibilities in all markets. Participation in corporate 5-year strategic planning and budgeting process.
- Skilled in determining customer needs, developing solutions-based proposals, negotiating project pricing, and closing of sales.
- Effectively hire, train and motivate sales and engineering teams; establish goals and controls; monitor results to consistently increase margins, enhance market position, reduce operating costs, and meet strategic objectives with a focus on high quality and integrity.

EXPERIENCE:

NORESCO, LLC., Westborough, MA

Vice President, Business Development

2006-present

Ms. MacIntosh directs sales and development staff to win, negotiate, and execute performance contracts in the Federal market, with a focus on renewable energy projects. She is responsible for high level sales, client development and retention, and advocacy of needed legislative efforts. As a senior-level point of contact to clients and agencies, she has accountability for overall customer satisfaction.

Sempra Energy Services, Inc., San Diego, CA and Hopkinton, MA

Vice President, Federal Programs

2004-2006

In charge of setting Sempra's direction and strategy to secure business within the Federal marketplace. Directs SES's sales and development staff to secure performance contracts, on-site generation projects and other related engineering services.

- * Developed detailed business plan to secure Sempra's growth in the Federal market
- * Began expansion of services beyond DOE ESPC Program, exploring use of EUL and GSA Schedules
- * Received first new project award after re-authorization of the DOE Super-ESPC Program
- * Implemented aggressive program to secure additional orders with existing clients

Select Energy Services, Inc. (formerly HEC Inc.), Natick, MA

Director, Business Development

2001-2004

Coordinated SESI's sales direction and achieving its annual bookings goals in both Government and Private Sector markets.

- * Closed over \$270M in project bookings in three years.
- * Exceeded bookings goals in each year; growth since 2001 has increased by 175%.
- * Strengthened SESI's presence in Federal Market; securing over \$150M in contracts for facilities such as Portsmouth Naval Shipyard and Marine Corps Base Quantico.
- * For the US Navy, expanded SESI's performance contracting to Europe and the Mediterranean.
- * Awarded \$200M IDIQ for Utility Monitoring and Control Systems with U.S. Army Corps of Engineers.

Manager, Design and Construction

1997-2001

Oversaw engineering and construction efforts for company's largest projects. Assisted in development of annual corporate budget, and maintained group's P&L targets. Provided technical review of plans and specifications, and secured new work through continuous high quality service of existing clients.

Fostered close-knit team environment, developed several individual paths for engineering career advancement, encouraged engineers and project managers to strive for excellence and quality.

- * Repeat business exceeded 70% of group's annual revenue.
- * Developed mentoring and co-op programs to strengthen engineering skills, develop and train new staff, and foster a team-based working environment.

Project Engineer / Manager

1991-1997

Provided team coordination of design and construction efforts, client interface, and management of project budgets and schedules. Negotiated contracts with construction sub-contractors. Projects included high efficiency chiller and boiler plants, energy management systems, and air handling system improvements. Primary contact with utility companies for projects performed under DSM programs.

PRIOR**EXPERIENCE:**

Syska and Hennessy Consulting Engineers, Cambridge, MA
HVAC Engineer designing new construction in museums, prisons, and US Embassies.

Rochester Gas & Electric, Rochester, NY
Mechanical Engineer in Gas Division, developed new gas distribution systems.

OAO Corporation, Goddard Space Flight Center, Greenbelt, MD
Mechanical Engineer working on Hubble Space Telescope Program.

EDUCATION:

Rochester Institute of Technology, Rochester, NY
Bachelor of Science, Mechanical Engineering

Northeastern University, Boston, MA
Master of Science, Mechanical Engineering

LICENSES:

Professional Engineer licensed in NY, MA, CT, ME, NH.

ADDITIONAL:

Frequent speaker and moderator at energy and engineering conferences and associations, including AEE, AESP, ASHRAE, and NAESCO. Publicly delivered papers including "Using an Energy Savings Performance Contract (ESPC) to Maximize Benefits to Federal Installations While Minimizing Costs" for Association of Energy Services Professionals. Received several ASHRAE Technology Awards for outstanding achievement in the application of heating, refrigerating and air-conditioning technology.

Past President and Member of Board of Directors of Boston Chapter of ASHRAE.

2008 Distinguished Alumna, Rochester Institute of Technology. Delivered 2008 Commencement Address to the RIT College of Engineering.

Fluent in German, conversational Italian.

Avid cyclist, triathlete.