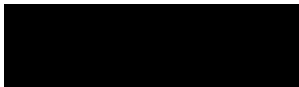


Committee on Energy and Commerce
U.S. House of Representatives

Witness Disclosure Requirement - "Truth in Testimony"
Required by House Rule XI, Clause 2(g)(5)

1. Your Name: Karen Butterfield												
2. Your Title: Chief Commercial Officer												
3. The Entity(ies) You are Representing: Stem Inc.												
4. Are you testifying on behalf of the Federal, or a State or local government entity?	Yes	No X										
5. Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2015. Only grants, contracts, or payments related to the subject matter of the hearing must be listed. US Department of Energy Grant Programs: <table border="1" style="width: 100%; margin-top: 10px;"><thead><tr><th style="text-align: center;">Contract Name</th><th style="text-align: center;">Amount</th></tr></thead><tbody><tr><td style="text-align: center;">SunShot Incubator Program</td><td style="text-align: center;">\$1,122,000</td></tr><tr><td style="text-align: center;">HECO_SHINES</td><td style="text-align: center;">\$900,000</td></tr><tr><td style="text-align: center;">PICHTER/Energy Exceleator/HECO</td><td style="text-align: center;">\$1,319,000</td></tr><tr><td style="text-align: center;">AUSTIN SHINES: MA-1100-NA 170000060</td><td style="text-align: center;">\$700,000</td></tr></tbody></table>			Contract Name	Amount	SunShot Incubator Program	\$1,122,000	HECO_SHINES	\$900,000	PICHTER/Energy Exceleator/HECO	\$1,319,000	AUSTIN SHINES: MA-1100-NA 170000060	\$700,000
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6. Please attach your curriculum vitae to your completed disclosure form.												

Signature: _____



Date: 9/22/17

KAREN A. BUTTERFIELD



PROFESSIONAL EXPERIENCE

STEM

Millbrae, CA

Stem, a leading provider of intelligent energy storage, combines big data, predictive analytics and energy storage to simultaneously reduce electric costs for businesses and in aggregate, deliver services to the grid.

Chief Commercial Officer

2014 - Present

Leads the commercialization of Stem's distributed energy storage and software offering, overseeing strategy, marketing, product management, policy, business development and channel partnering.

- Growing sales including multi-site commercial customers such as Safeway, Wells Fargo and Whole Foods
- Establishing Stem's software and hardware product management, sales and policy teams
- Growing channel partnerships; adding solar, technology and reseller partners
- Significant increase in company valuation since joining the executive team, attributed to commercialization and product enhancement strategies

SUNPOWER

Richmond, CA

SunPower, a global leader in solar, designs and manufactures the world's most efficient PV modules and builds large-scale solar systems across the globe. Sales in 2012 were \$2.4B.

Managing Director, National Account Sales

2012 - 2014

Lead a team of 15 in developing portfolio and large-ground solar projects for Fortune 500 and military customers. In 2012 formed a new team within SunPower focused on National Accounts, redirecting resources and merging two groups.

- Oversaw the sale and financing of large roof and ground systems including 20 MW with Apple, 6 MW for Verizon, and a 7 MW PPA financing with Macys in 2013
- Collaborated with marketing and inside sales teams to launch national accounts vertical
- Led a business turn-around after SREC market collapsed – on site in NJ four mos in 2011
- Worked directly with customers such as Bloomberg, Munich RE, Princeton University and Bed Bath and Beyond to deliver Treasury Grant qualified projects

Director, Federal Program Sales

2008 - 2011

Led a technical team in developing large ground systems on military bases. Built a team from scratch that grew the sector from \$0 to \$100MM per year. Developed relationships within DOE, DOD and other agencies becoming active in Washington, DC policy and planning.

- Developed \$40MM system at the Air Force Academy with CO Springs Utilities
- Bid, contracted and built \$50MM in solar projects for VA in 2009-10
- Developed first PPA at China Lake using 2922a, "legalizing" a 20-year PPA for the DOD.
- Oversaw development and interconnection with Southern California Edison

KAREN A. BUTTERFIELD (CONTINUED)

POWERLIGHT

Berkeley, CA

PowerLight was a \$200MM solar integrator and pioneer in the commercial DG industry in the US, including development of patented mounting and ground tracking systems.

Director, Commercial Energy Efficiency

2006 - 2008

Oversaw team of 4 in developing, scoping, contracting and delivering large commercial energy efficiency projects in conjunction with PowerLight's integrated solar offering.

- Developed Sales Processes and collaborated with solar Account Executives
- Hired trained and worked collaboratively with sales and technical team
- Secured \$10MM in Energy Efficiency Projects with Macys
- Led development of audit and performance measurement tools

HONEYWELL UTILITY SOLUTIONS

Hayward, CA

Honeywell Utility Solutions was a wholly owned subsidiary of Honeywell providing utilities with energy efficiency, metering, demand response program design and implementation.

Western Regional Director

1992 - 2006

Oversaw P&L and operations responsibility for 225 employees in the Western Region including sales, contract negotiation and implementation of projects. Interfaced with utility and municipal executives in business development and planning. Oversaw annual business plans and budgeting with support from finance partner.

- Sponsored a Six Sigma team which developed a pay for performance program that was implemented throughout the business
- Initiated Sales campaign for load control products which generated \$4MM demand response program for HECO
- Developed and sold first Honeywell Superstat project in the West to Austin Energy
- Represented the company in a \$450MM legal settlement negotiation with client as co-defendant.

DMC ENERGY

Oakland, CA

Developed and sold a 100,000 customer program to PG&E for their first residential bill disaggregation. Performed energy audits, supervised field technicians and moved into management.

- P&L Responsibility for Northern California
- Allocated resources for hiring and training new employees
- Reported financial and production information
- Led product development of company software program (EndServe)

EDUCATION AND DEVELOPMENT

BA, Economics, Bowdoin College

Miller Heiman Strategic Selling, Large Account and Funnel Management Training, Honeywell TQM Training, Holden Sales Training, Six Sigma Green Belt, Corporate Communications, Harassment, Anti-Trust, Honeywell President's Club

Home Energy Magazine Board of Directors - (1995 – 2013)