



**Ed Gilliland, PMP, AICP, CEcD
The Solar Foundation**

PROFESSIONAL EXPERIENCE

Senior Director, The Solar Foundation, 2015 – present

Oversee \$15 million in programs such as SolSmart, Commercial Property Assessed Clean Energy (CPACE), The Solar Training Network, Solar Ready Vets, and the *National Solar Jobs Census*.

SolSmart

Established and launched program to help over 340 municipalities improve practices in solar energy through

- Planning, zoning, permitting, inspections;
- Financial and programmatic incentives;
- Community engagement;
- Utility engagement;

CPACE

Developed cutting edge research and educational resources examining how to extend property assessed clean energy (PACE) financing to tax exempt organizations.

National Solar Jobs Census

Project manager and principle author for the 2015, 2016, 2017, and 2018 *National Solar Jobs Census*

Consultant, 2009 – 2014

Select consulting engagements

- Project manager, organizational assessment and comparative analysis, Montgomery County, MD Department of Economic Development, IEDC
- Project manager, oil spill economic recovery strategy, Jackson & Harrison Co., MS, IEDC
- Strategy consultant to four nonprofit organizations, Compass Consulting
- Chair, 2010 Career Day Conference, Project Management Institute, DC Chapter

Vice President, Advisory Services and Research, International Economic Development Council (IEDC), Washington, D.C, 1996 – 2008

Directed fast-paced consulting practice; twelve years as lead consultant with P&L responsibility. Served local, state, and federal government clients; awarded and successfully completed 80 projects in over 65 cities and regions. Successfully led two-year IEDC engagement in China with United Nations Industrial Development Organization. Managed multi-year grants with federal



agencies such as DOC (EDA), EPA, and DOJ. Designed and taught courses for professional certification, authored books, directed editorial content of leading industry periodicals.

EDUCATION and CERTIFICATIONS

University of Virginia, M.B.A., Finance Concentration

University of Virginia, M.S. in the Management of Information Technology

University of Georgia, B.S.A., Entomology

Harvard Graduate School of Design, Certificate, Real Estate Development (AMDP)

Georgetown School of Continuing Education, Certificate, Data Science

PMP, Project Management Professional

CEcD, Certified Economic Developer

AICP, Certified Planner